

KOSHYS INSTITUTE OF MANAGEMENT STUDIES

DEPARTMENT OF BUSINESS ADMINISTRATION

Course outcome

EVEN SEMESTER

II SEMESTER:

<u>Sl. No</u>	<u>Course</u>	<u>Course code</u>	<u>No of hours</u>	<u>Faculty Name</u>
1	Financial Accounting	BFAC2S	<u>56</u>	Prof.Chandpasha
2	Quantitative Methods for Business -II	BQMC2S	<u>56</u>	Prof.Deenu Nadayil
3	Organizational Behavior	BRBC2S	<u>56</u>	Prof.Sharmila
4	Production and Operations Management	BPMC2S	<u>56</u>	Prof.

Course : Financial Accounting

At the end of the course students should be able to

1. Calculate Fire Insurance claim.
2. Compute cash price of each installment and interest under Hire Purchase System
3. Understand the Accounting process and entries for public issue of equity shares and preference shares
4. Compute the purchase consideration payable by a purchasing company to a partnership firm under various methods.
5. Pass Journal entries and Calculate various ledger accounts in the book of lessee and lessor under Royalty Accounts

Course: Organizational Behavior

At the end of the course students should be able to

1. Design the organizational structure for the organization at all the three levels.
2. Explain the behavior of employees at individual, group and organizational level.
3. Identify the determinants of personality and the traits which an employee's should possess in the organizational environment.
4. Identify the components of attitude, their impact on formation of attitude and attitudinal change.
5. Implement the principles and theories of learning in the organization.
6. Design the group formation process, group goals, roles and responsibilities for achieving the objectives.
7. Analyze the need and importance for adopting the change and developing the organization considering the famous case studies on organizational change, re-structuring and development.

Course : Quantitative Methods For Business Decision II

AT the end of the course student will be able To

1. Understand of descriptive statistics.
2. Understand collection of data, sampling, classification and tabulation of data.
3. Understand averages, properties of mean, median and mode, frequency polygon.
4. Understand measures of dispersion, mean deviation, standard deviation, coefficient of variation and skewness.
5. Understand the facts are described using the index numbers, uses, steps in construction of index numbers.

Course : Production and Operations Management

At the end of the course student will be able to

1. Identified Production and Operations Management Roles and Responsibilities
2. Understand by the students to produce goods services of right quality and quantity at the right time and right manufacturing cost.
3. Analyze the different types of facilities like building , sanitation ,lighting ,air conditioning and safety for organization physical facilities
4. Evaluate different statistical quality control Techniques for Quality management
5. Design the Wast management , scrap and surplus disposal ,salvage and recovery

IV SEMESTER:

<u>Sl. No</u>	<u>Course</u>	<u>Course code</u>	<u>No of hours</u>	<u>Faculty Name</u>
1	Business Research Methods	BRMC4S	<u>56</u>	Prof.Smitha Biji
2	Marketing Management	BMMC4S	<u>56</u>	Prof.
3	Financial Management	BFMC4S	<u>56</u>	Prof.Suesh N.V
4	Services Management	BSMC4S	<u>56</u>	Prof.Suravi Das
5	Banking Regulations & Operations	BREC4S	<u>56</u>	Prof. Chandpasha
6	Cost Accounting	BCAC4S	<u>56</u>	

Course : Business Research Methods

At the end of the course student will be able to

1. Understand the concept of Research and its importance in Business and society.
2. Explain the research approaches and their correct application.
3. Explain how to define research design.
4. Understand the data collection methods used in research.
5. Enumerate the tools used in data collection and the significance of data in research.
6. Understand the importance of correct tabulation in research.
7. Define the correct usage of statistical tools and its importance in deriving the result from research.
8. Understand the qualities of a good written report.

Course : Marketing Management

At the end of the course student will be able to

1. Understand the importance of Customer relationships and holistic marketing to create marketing value for the organization.
2. Enumerate Marketing segments.
3. Create product and pricing designs for the defined market segments.
4. Design marketing strategies for the given organization.
5. Analyse distribution and integrated marketing communication strategies for the given organization.

Course: Financial Management

At the end of the course student will be able to

1. Understand the concept of financial management, goals of a firm and agency problem of the company
2. Determine the process of banking and insurance sectors calculation in reference to time value of money.
3. Project the company's financial position using comparative analysis through EPS and income statement
4. Take a decision on investment based on cost of capital and risk maintenance.
5. Prepare the budget for individual life and for the company with effective manner
6. Analyze the short term investment and long term investment using working capital management

Course: Services Management

At the end of the course student will be able to

1. Explain the Indian service industry and their contribution towards the growth of Indian economy in terms of GDP.
2. Design the service mix for their desired service organization with the usage of GAP model
3. Identify the market segments in tourism sector by analyzing the profiles of major tourism players in India.
4. Design the service delivery process blue print in hospitality sector by considering the service mix of major players in hospital sector.
5. Design the service mix for the hotel by considering the 7ps of Taj group of hotels.
6. Analyze and select the type of insurance needed to run the service organization effectively.
7. Evaluate the benefits of recent trends in banking sector.

- Analyze the role of Information technology in the growth of Indian service sector.

Course : Banking Regulations & Operations

At the end of the course student will be able to

- Understand the Role and functions of Commercial Bank.
- Understand the Regulation and Control of Commercial Banks by RBI.
- Identify different types of customer, procedure and practice in opening an account.
- Analyze the different types of Negotiable Instruments available and its role in the market.
- Identify the duties and responsibilities of paying banker and collecting banker
- Evaluate the procedure to identify the NPA
- Understand the subsidies and credit facilities available for budding entrepreneurs.

Course : Cost Accounting

At the end of the course student will be able to

- Discriminate between Financial Accounting and Cost Accounting
- Compute cost sheet
- Estimates the profit of tenders and quotations
- Estimates Economic Order Quantity
- Understand the methods of pricing materials issues- FIFO, LIFO
- Calculate labour remuneration
- Evaluate the reconciliation of Cost and Financial Accounts

VI SEMESTER:

<u>Sl. No</u>	<u>Course</u>	<u>Course code</u>	<u>No of hours</u>	<u>Faculty Name</u>
1	International Business	BNBC66S	<u>56</u>	Prof.Sandhya.S
2	E-Business	BEBC6S	<u>56</u>	Prof.
3	Income Tax	BNTC6S	<u>56</u>	Prof.Amala Sen
	Electives : HR			
5	Organizational Change & Development	BCDC6S	<u>56</u>	Prof.Smitha Biji
6	Compensation Management	BCMC6S	<u>56</u>	Prof.SuraviDas
	Electives : Finance			

5	International Finance	BNFCS6	<u>56</u>	Prof.
6	Stock and Commodity Markets	BSCC6S	<u>56</u>	Prof.Suresh N.V
	Electives : Marketing			
5	Brand Management	BBMC6S	<u>56</u>	Prof.
6	Retail Management	BRMC6S	<u>56</u>	Prof.

Course : International Business

At the end of the course student will be able to

1. **Understand** the concepts of Domestic business to International business.
2. **Know** and learn the latest news affecting India through WTO,IMF etc.
3. **Calculate** data of foreign exchange rate of at least few currencies.
4. **Evaluating** and comparing different modes of entering International Business .
5. **Defining** the Globalization , stages and its features .
6. **Understand** the foreign trade procedures regarding the regulations and techniques of trade.
7. **Analyze** the impact of an organization's integrative trade initiatives on its human resources management strategies, policies and practices.

Course : E-Business

At the end of the course student will be able to

1. Understand about information technology and applications of e commerce.
2. Understand how to do trading of products and services using internet.
3. Understand servicing customers ,processing paymentsand e business marketing technologies.

Course : Income Tax

At the end of the course student will be able to

1. Various provision of Income Tax Act relating to computation of Income of an Individual.
2. Identify the Incomes which are totally exempt from tax.
3. Prepare Income tax return in prescribed form

4. Determine the total income of Individuals based their residential Status.
5. Encourage savings and to save tax through understanding of various deductions u/s 80 from the Gross total income
6. Calculate Salary Income of an employee in the organization and also compute tax liability
7. Understand legal framework of Income Tax Act, 1961, So that they can approach the concerned authorities to find solution for the problems.

HR ELECTIVE

Course : ORGANIZATIONAL CHANGE AND DEVELOPMENT

At the end of the course student will be able to

1. Explain the need as to why the organizations should undergo change.
2. Determine the different forms of human response to change.
3. Determine the importance of organizational effectiveness.
4. Identify the impact of change on organizational effectiveness.
5. Explain why interventions are important for the organization.
6. Explain the nature of Organizational development.
7. Identify the need for creativity and innovation in the organizations.

Course : COMPENSATION MANAGEMENT

At the end of the course student will be able to

1. Define the traditional and modern methods of Job Evaluation.
2. Identify the performance standards applied in various organizations to evaluate employees.
3. Determine the importance of performance appraisal.
4. Identify the compensations techniques used in organizations.
5. Explain the bases of salary and wage calculation.
6. Understand the different types of incentive schemes used in organizations for different positions.
7. Identify the bases of executive pay plans and the benefits offered.
8. Explain about the importance of pay commission.
9. Define the compensation management followed in MNCs.

FINANCE ELECTIVE

Course : STOCK AND COMMODITY MARKETS

At the end of the course student will be able to

1. At the end of the course, student will be able to understand the stock and commodity markets positions.
2. Calculate the Sensex and Nifty.
3. Know the process of opening Demat A/C
4. Analyze SEBI norms.
5. Classify different kinds of derivatives and trade.
6. Categorize different commodities and match the commodities with the commodity exchange.

Course : RETAIL MANAGEMENT

At the end of the course student will be able to

1. Classify the retailers based on categories- traditional, merchandise offered ownership, operations and non store retailing.
2. Evaluate the factors contributing to the growth of Indian retail industry and how it has an impact on the GDP of Indian economy
3. Design their own strategies for satisfying the retail customers
4. Analyze the cases on retail life cycle and strategies taken by the retail players at different stages during introduction, growth, maturity and decline stages.
5. Design the retail business plan by doing SWOT analysis.
6. Design the retail marketing mix and make decisions on product merchandise, price, supply chain, and promotional mix with respect to their retail business.
7. Evaluate the impact of information technology on retail business concerns.

Course : BRAND MANAGEMENT

At the end of the course student will be able to

1. At the end of the course, the student will be able to position the company brand in the market
2. Understand and analyze the market demand
3. Should be able to identify the potential market
4. Able to segment the market considering the various factors
5. Able to generate new ideas to develop a new product.