

**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup>**

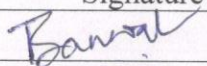
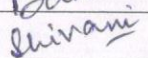
**Course Name: Organizational Behavior**

**Course Code: MS501L**

**Course Coordinator Name: Dr. Tanushree Sanwal**

**Course Outcomes**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply various OB theories related to attitude & personality.	PO1, PO2, PO3, PO4, PO5	Apply (BL3)	Procedural
CO2	Acquire the decision-making skills to handle crises and workplace stress.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Apply (BL3)	Procedural
CO3	Correlate the motivational theories for imparting skills in behaviour.	PO1, PO2, PO3, PO4, PO5,	Analyze (BL4)	Procedural
CO4	Evaluate various leadership styles through models & theories.	PO1, PO2, PO3, PO4, PO5, APO1	Evaluate (BL5)	Procedural
CO5	Evaluate organizational culture through change management to achieve shared goals.	PO1, PO2, PO3, PO4, PO5,	Evaluate (BL5)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Tanushree Sanwal		3.	
2. Ms. Shivani Sharma		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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Ghaziabad**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**Program Name: MBA**

**Course Name: Organizational Behavior**

**CO PO Mapping**

**Academic Session: 2024-25**

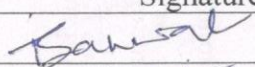
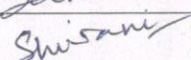
**Course Code: MS501L**

**Year: 1<sup>st</sup>**

**Semester: 1<sup>st</sup>**

**Course Coordinator Name: Dr. Tanushree Sanwal**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	1	2	2	2	-	-
CO2	2	1	2	2	2	1	1
CO3	3	1	2	2	2	-	-
CO4	3	2	3	2	2	1	-
CO5	3	1	2	2	2	-	-
<b>PO/APO Target (Avg)</b>	<b>2.8</b>	<b>1.2</b>	<b>2.2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Tanushree Sanwal		3.	
2. Ms. Shivani Sharma		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup>**

**Semester: 1<sup>st</sup>**

**Course Name: Economics for Managers** **Course Code: MS502L**

**Course Coordinator Name: Dr. Reenu**

**Course Outcomes**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply law of demand in business decision-making.		Apply (BL3)	Procedural
CO2	Analyze forecasting techniques for demand and supply decisions.		Analyze (BL 4)	Procedural
CO3	Infer cost and output decisions by using cost and production functions.		Analyze (BL 4)	Procedural
CO4	Decide the price for the products in different markets.		Evaluate (BL5)	Procedural
CO5	Assess the implication of national income.		Evaluate (BL5)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Meenakshi Tyagi		3.	
2. Dr. Reenu		4.	

*Reenu*

**Course Coordinator**

*Mani*

**Assoc. Head DOC**

*Ronit*

**Addl. HoD**

*Reenu*

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- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**Program Name:** MBA  
**Course Name:** Economics for Managers  
**Course Code:** KLMBA101  
**CO PO Mapping**

**Academic Session:** 2024-25

**Year:** 1<sup>st</sup> **Semester:** 1<sup>st</sup>  
**Course Coordinator Name:** Dr. Reenu

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
CO1	3	2	-	3	2	1	1
CO2	3	2	2	3	2	1	2
CO3	3	3	2	3	2	1	2
CO4	3	3	2	2	2	1	1
CO5	3	2	-	2	1	-	2
<b>PO/APO Target (Avg)</b>	<b>3</b>	<b>2.4</b>	<b>2</b>	<b>2.6</b>	<b>1.8</b>	<b>1.25</b>	<b>1.6</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
3. Dr. Meenakshi Tyagi		3.	
4. Dr. Reenu		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

**Dean-KSOM**

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- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup>**

**Semester: 1<sup>st</sup>**

**Course Name: Business Statistics Analytics** **Course Code: MS-503L**

**Course Coordinator Name: Dr. Mani Tyagi**

### Course Outcomes

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply measures of central tendency for decision making.	PO1, PO3, PO4, APO1, APO2	Apply (BL3)	Procedural
CO2	Apply measures of dispersion in business decisions.	PO1, PO3, PO4, APO1, APO2	Apply (BL3)	Procedural
CO3	Analyze the business trend using time series for decision making.	PO1, PO3, PO4, APO1, APO2	Analyze (BL 4)	Procedural
CO4	Analyze the business performance by correlation and regression techniques.	PO1, PO3, PO4, APO1, APO2	Analyze (BL 4)	Procedural
CO5	Evaluate decision-making techniques for risk & uncertainty.	PO1, PO3, PO4, PO5, APO1, APO2	Evaluate (BL5)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1.	Dr. Mani Tyagi	3.	--
2.	Ms. Menali Bajaj	4.	--

*Mani*  
Course Coordinator

*Mani*  
Assoc. Head DOC

*Ramkumar*  
Addl. HoD

*Mani*  
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KIET Group of Institutions  
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Program Name: MBA

Academic Session: 2024-25

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Name: Business Statistics Analytics

Course Code: MS503L

Course Coordinator Name: Dr. Mani Tyagi

**CO PO Mapping**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	3	-	1	-	1	3
CO2	1	3	-	1	-	1	3
CO3	1	3	-	1	-	1	3
CO4	1	3	-	1	-	1	3
CO5	2	3	-	1	1	1	2
PO/APO Target (Avg)	1.2	3	-	1	1	1	2.8

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1.	Dr. Mani Tyagi	3.	--
2.	Ms. Menali Bajaj	4.	--

*Mani*  
Course Coordinator

*Mani*  
Assoc. Head DOC

*Ranjana*  
Addl. HoD

*Mani*  
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Program Name: MBA

Academic Session: 2024-25

Year: 1<sup>st</sup> / 2<sup>nd</sup>

Semester: 1<sup>st</sup>

Course Name: Accounting for Managers


Course Code: MSS04L

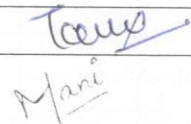
Course Coordinator Name: Dr. Komal Sharma

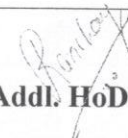
**Course Outcomes**

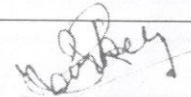
After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Prepare financial statements.	PO1, PO4	Apply (BL3)	Procedural
CO2	Analyse cash flow statement.	PO1, PO2, PO4	Analyze (BL 4)	Procedural
CO3	Analyse the financial statements for decision making	PO1, PO2, PO4, APO 2	Analyze (BL 4)	Procedural
CO4	Analyse the financial performance through marginal costing techniques.	PO1, PO5	Analyze (BL 4)	Procedural
CO5	Evaluate business performance using decisions techniques.	PO1, PO2	Evaluate (BL5)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Komal Sharma		3.	
2. Dr. Taru Maheshwari		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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**Program Name: MBA**  
**Course Name: Accounting for Managers**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: MS-504L**

**Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup>**  
**Course Coordinator Name: Dr. Komal Sharma**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	-	-	1	-	-	-
CO2	2	3	-	1	-	-	-
CO3	3	3	-	1	-	-	1
CO4	2	-	-	-	1	-	-
CO5	3	3	-	-	-	-	-
<b>PO/APO Target (Avg)</b>	<b>2.2</b>	<b>3</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
3. Dr. Komal Sharma		3.	
4. Dr. Taru Maheshwari		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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**DEAN**

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Program Name: MBA

Academic Session: 2024-25

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Name: Marketing Management

Course Code: MSS05L

Course Coordinator Name: Dr Shenki Tyagi

Course Outcomes

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Select markets through marketing management theories and mix strategies	PO1,PO2,PO3,PO4,PO5,AP01,AP02	Analyze (BL 4)	Procedural
CO2	Analyze new product development using product mix strategies.	PO1,PO2,PO3,PO4,PO5,AP01,AP02	Analyze (BL 4)	Procedural
CO3	Examine pricing procedures and strategies.	PO1,PO2,PO3,PO4,PO5,AP01,AP02	Analyze (BL 4)	Procedural
CO4	Analyze marketing channels for effective distribution.	PO1,PO2,PO3,PO4,PO5,AP01,AP02	Analyze (BL 4)	Procedural
CO5	Evaluate marketing communication techniques for sales promotion.	PO1,PO2,PO3,PO4,PO5,AP01,AP02	Evaluate (BL5)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr.Binkey Srivastava		3.	
2. Dr Shenki Tyagi		4.	

*Shenki*  
Course Coordinator

*Mani*  
Assoc. Head DOC

*Binkey*  
Addl. HoD

*Binkey*  
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**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup>**

**Semester: 1<sup>st</sup>**

**Course Name: Marketing Management**

**Course Code: MSS05L**

**Course Coordinator Name: Dr. Shenki Tyagi**

**CO PO Mapping**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	1	2	2	2	1	2
CO2	3	3	2	3	2	1	2
CO3	2	2	1	3	1	2	2
CO4	2	2	1	2	1	2	1
CO5	1	2	1	3	1	2	1
<b>PO/APO Target (Avg)</b>	<b>2.2</b>	<b>2</b>	<b>1.4</b>	<b>2</b>	<b>1.4</b>	<b>1.6</b>	<b>1.6</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Binkey Srivastava		3.	
2. Dr. Shenki Tyagi	<i>Shenki Tyagi</i>	4.	

*Shenki Tyagi*  
Course Coordinator

*Mani*  
Assoc. Head DOC

*Binkey*  
Addl. HoD

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**KIET SCHOOL OF MANAGEMENT**

**Program Name: MBA**  
**Course Name: BCD**  
**Course Outcomes**

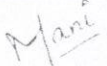
**Academic Session: 2024-25**  
**Course Code: MS506L**


**Year: 1<sup>st</sup> Semester: 1<sup>st</sup>**  
**Course Coordinator Name: Prerana Taylor**

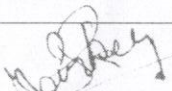
After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply the Business concept in the classical conditions.	PO3, PO4, PO5	Apply (BL3)	Conceptual/Procedural
CO2	Identify the role of management thoughts with contemporary situations	PO1, PO3, PO4, PO5, APO1	Apply (BL3)	Conceptual/Procedural
CO3	Assess the learned skills with industrial revolution status.	PO1, PO2, PO3, PO4, PO5	Analyze (BL 4)	Conceptual/Procedural
CO4	Analyze the management functions, practices and perspectives	PO1, PO2, PO3, PO4, PO5, APO1	Analyze (BL 4)	Conceptual/Procedural
CO5	Evaluate the life lessons of great leaders with various management perspectives.	PO1, PO3, PO4	Evaluate (BL5)	Conceptual/Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prerana Taylor		3. Dr. Taru Maheshwari	
2. Dr. Namrata Tripathi		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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Program Name: MBA  
Course Name: BCD  
CO PO Mapping

Academic Session: 2024-25

Course Code: MS506L


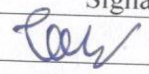
Accredited by  
NAAC with Grade "A+"

Year: 1<sup>st</sup>

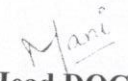
Semester: 1<sup>st</sup>

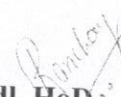
Course Coordinator Name: Prerana Taylor

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	-	-	2	2	1	-	-
CO2	3	-	2	3	2	2	-
CO3	2	2	2	2	2	-	-
CO4	3	2	2	2	2	2	-
CO5	1	-	2	1	-	-	-
PO/APO Target (Avg)	2.25	2	2	2	1.75	2	-

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prerana Taylor		3. Dr. Taru Maheshwari	
2. Dr. Namrata Tripathi		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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**Program Name: MBA**

**Course Name: Design Thinking**

**Course Outcomes**

**Academic Session: 2024-25**

**Course Code: ID103B**

**Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup>**

**Course Coordinator Name: Dr. Suman Rani**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply the design process across a range of business settings.	PO1, PO2, PO4, PO5, APO1, APO2.	Apply (BL3)	Procedural
CO2	Analyze ideas visual storytelling and persuasive techniques.	PO1, PO2, PO4, PO5, APO1, APO2.	Analyze (BL 4)	Procedural
CO3				
CO4				
CO5				

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Suman Rani	<i>Suman</i>	3.	
2.		4.	

*Suman*  
Course Coordinator

*Mani*  
Assoc. Head DOC

*Rinku*  
Addl. HoD

*Nishu*  
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Program Name: MBA  
Course Name: Design Thinking  
CO PO Mapping

Academic Session: 2024-25  
Course Code: ~~101038~~

Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup>  
Course Coordinator Name: Dr. Suman Rani

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	3	-	1	2	3	3
CO2	1	3	-	2	2	3	3
CO3							
CO4							
CO5							
PO/APO Target (Avg)	1	3	-	1.5	2	3	3

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Suman Rani	<i>Suman</i>	3.	
2.		4.	

Course Coordinator

Assoc. Head DOC

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA

Course Name: Entrepreneurship.

Course Outcomes

Academic Session: 2024-25

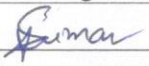
Course Code: J D 1058

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Coordinator Name: Dr. Suman Rani

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply creative problem-solving techniques such as heuristics, brainstorming, value analysis, and innovation to entrepreneurial challenges	PO1, PO2, PO3, PO4, PO5, APO1, APO2.	Apply (BL3)	Procedural
CO2	Analyze the need for entrepreneurship education and research, identifying obstacles and opportunities for growth and development in this field	PO1, PO2, PO3, PO4, PO5, APO1, APO2.	Analyze (BL 4)	Procedural
CO3	Evaluate funding strategies and options available for entrepreneurs, including traditional and alternative financing method	PO1, PO2, PO3, PO4, PO5, APO1, APO2.	Evaluate (BL5)	Procedural
CO4				
CO5				

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Suman Rani		3.	
2.		4.	

Course Coordinator

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA

Course Name: *Entrepreneurship*

CO PO Mapping

Academic Session: 2024-25

Course Code: **ID105B**

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Coordinator Name: Dr. Suman Rani

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	3	2	3	3	3	3
CO2	2	3	2	2	2	3	3
CO3	3	3	3	3	3	3	3
CO4							
CO5							
PO/APO Target (Avg)	2.67	3	2.33	2.67	2.67	3	3

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Suman Rani	<i>Suman</i>	3.	
2.		4.	

Course Coordinator

Assoc. Head DOC

Addl. HoD

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA

Course Name: Social Internship

Course Outcomes

Academic Session: 2024-25

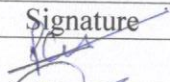
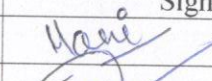


Course Code: MS 507B

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Coordinator Name: Dr. Taru Maheshwari

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Analyze their role and responsibilities towards the society	PO2, PO3	BL4	Procedural
CO2	Analyze the responsiveness towards the challenges and issues of the society	PO2, PO3, PO4, APO1, APO2	BL4	Procedural
CO3	Evaluate technical knowledge to provide solution	PO1, PO2, PO3, PO4, APO1, APO2	BL5	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Prateek Gupta		3. Dr. Mani Tyagi	
2. Dr. Tanushree Sanwal		4. Dr. Taru Maheshwari	

Course Coordinator

Assoc. Head DOC

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA

Course Name: Social Internship

CO PO Mapping

Academic Session: 2024-25

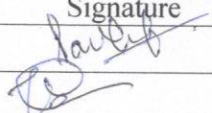
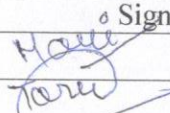

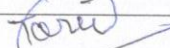
Course Code: MS507B

Year: 1<sup>st</sup>

Semester: 1<sup>st</sup>

Course Coordinator Name: Dr. Taru Maheshwari

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1		2	3				
CO2		2	3	2		1	1
CO3	1	3	3	2		1	1
PO/APO Target (Avg)	1	2.33	3	1.33	..	0.67	0.67

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Prateek Gupta		3. Dr. Mani Tyagi	
2. Dr. Tanushree Sanwal		4. Dr. Taru Maheshwari	

  
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Assoc. Head DOC

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup>**

**Semester: 1<sup>st</sup>**

**Course Name: Government Initiatives**

**for Business Advancement**

**Course Code: MSS08B**

**Course Coordinator Name: Dr. Shenki Tyagi**

**Course Outcomes**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Explore the government initiatives aimed at supporting businesses.	PO1,PO2,PO3,PO4,APO1,APO2	Apply (BL 3)	Procedural
CO2	Analyze the government initiatives and evaluate their impact on businesses.	PO1,PO2,PO3,PO4,APO1,APO2	Analyze (BL 4)	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr.Ranchay Bhatteja		3.Dr.reenu	
2. Dr.Shenki Tyagi		4.Ms. Meenali Bajaj	

*[Signature]*  
**Course Coordinator**

*[Signature]*  
**Assoc. Head DOC**

*[Signature]*  
**Addl. HoD**

*[Signature]*  
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**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 1<sup>st</sup> /2<sup>nd</sup>**

**Semester: 1<sup>st</sup> /3<sup>rd</sup>**

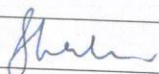
**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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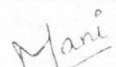


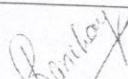
**Course Name:**  
**CO PO Mapping**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	3	2	2	-	3	3
CO2	1	3	2	2	-	3	3
PO/APO Target (Avg)	1	3	2	2	-	3	3

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr.Ranchay Bhatteja		3.Dr.reenu	
2. Dr.Shenki Tyagi		4.Ms. Meenali Bajaj	

  
Course Coordinator

  
Assoc. Head DOC

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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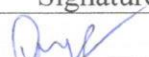


**Program Name: MBA**  
**Course Name: CBMC**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBNMK01**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Mr. Anjan Kumar**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Explore the cognitive skills for decision making abilities using Consumer Behavior Theory	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO2	Apply Consumer Behavior Models for imparting selling skills	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO3	Illustrate Integrated Marketing Communication approach in designing advertising Plan	PO1, PO2, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO4	Evaluate creativity and critical thinking for marketing campaign	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Evaluate BL 5	Conceptual & Procedural
CO5	Evaluate Interactive Marketing for Promotions	PO1, PO2, PO4, PO5, APO1	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Mr. Anjan Kumar		2. Ms. Prerana Taylor	

  
**Course Coordinator**

  
**Assoc. Head DOC**

  
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**Please Note (Reference: OBE Guidelines w.e.f. Session 2021 – 22)**

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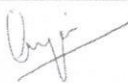
**Program Name: MBA**  
**Course Name: CBMC**  
**CO PO Mapping**

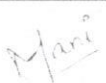
**Academic Session: 2024-25**  
**Course Code: KMBNMK01**

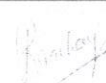
**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Mr. Anjan Kumar**

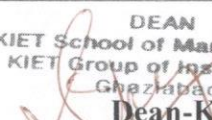
Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes (APOs)	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	2	2	1	2	2	2	2
CO2	2	2	1	3	2	2	1
CO3	2	3	-	2	2	2	1
CO4	2	2	1	2	2	2	1
CO5	2	1	-	2	2	3	-
<b>PO/APO Target (Avg)</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2.2</b>	<b>2</b>	<b>2.2</b>	<b>1.25</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Mr. Anjan Kumar		2. Ms. Prerana Taylor	

  
**Course Coordinator**

  
**Assoc. Head DOC**

  
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**Program Name: MBA**

**Course Name: Marketing Analytics**

**Course Outcomes**

**Academic Session: 2024-25**

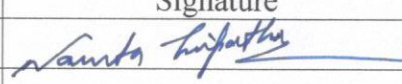
**Course Code: KMBNMK02**

**Year: 2<sup>nd</sup>**

**Semester: 1<sup>st</sup> 3<sup>rd</sup>**

**Course Coordinator Name: Dr. Namrata Tripathi**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Demonstrate Marketing Analytics through Applications & Approaches	PO1,PO2,PO4,PO5,APO1, APO2	APPLY( BL3)	Conceptual
CO2	Apply Pricing Analytics with the help of various tools	PO1,PO2,PO4,PO5,APO1, APO2	APPLY( BL3)	Conceptual, Procedural
CO3	Analyze Sales Forecasting through Regression	PO1,PO2,PO4,PO5,APO1, APO2	ANALYZE( BL4)	Conceptual, Procedural
CO4	Measure Customer Lifetime value with the segmentation-targeting-positioning (STP) framework	PO1,PO2,PO4,PO5,APO1, APO2	EVALUATE ( BL5)	Conceptual, Procedural
CO5	Measure the Effectiveness of Retailing and Advertising	PO1,PO2,PO4,PO5,APO1, APO2	EVALUATE ( BL5)	Conceptual, Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Namrata Tripathi		3.	
2. Dr. Suman Rani		4.	

**Course Coordinator**

**Assoc. Head DOC**

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**Program Name: MBA**

**Course Name: Marketing Analytics**

**Academic Session: 2024-25**

**Course Code: KMBNMK02**

**Year: 2<sup>nd</sup>**

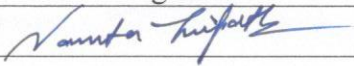
**Semester:**

**3<sup>rd</sup>**

**Course Coordinator Name: Dr. Namrata Tripathi**

## CO PO Mapping

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO2
CO1	3	3	-	1	1	1	1
CO2	3	3	-	1	1	1	1
CO3	3	3	-	1	1	1	1
CO4	3	3	-	1	1	1	1
CO5	3	3	-	1	1	1	1
<b>PO/APO Target (Avg)</b>	3	3	-	1	1	1	1

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Namrata Tripathi		3.	
2. Dr. Suman Rani		4.	

**Course Coordinator**

  
**Assoc. Head DOC**

  
**Addl. HoD**

  
**Dean-KSOM**

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- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

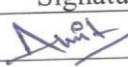


**Program Name: MBA**  
**Course Name: IBM**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBNIB01**

**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Amit K. Arora**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Expose dynamic environment of International Business.	PO1, PO4, PO5, APO1	Apply BL 3	Conceptual & Procedural
CO2	Analyze various international trade theories.	PO1, PO2, PO4, PO5, APO1	Analyze BL 4	Conceptual & Procedural
CO3	Analyze the framework of International Marketing and International HRM.	PO1, PO2, PO4, PO5, APO1, APO2	Analyze BL 4	Conceptual & Procedural
CO4	Examining the decisions for Foreign Exchange Determination Systems by which international business transactions are conducted.	PO1, PO2, PO4, PO5, APO1, APO2	Analyze BL 4	Conceptual & Procedural
CO5	Evaluating the role of International Organizations.	PO1, PO4, PO5, APO1	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Amit Kumar Arora		2.	

**Course Coordinator**

**Assoc. Head DOC**

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**Program Name: MBA**  
**Course Name: IBM**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBMIB01**

**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Amit K. Arora**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	-	-	2	1	1	-
CO2	1	1	-	1	1	1	-
CO3	2	1	-	1	1	1	1
CO4	2	2	-	1	1	1	1
CO5	1	-	-	1	1	1	-
<b>PO/APO Target (Avg)</b>	<b>1.4</b>	<b>1.33</b>	<b>-</b>	<b>1.2</b>	<b>1</b>	<b>1</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Amit Kumar Arora	<i>Amit</i>	2.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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**Program Name: MBA**  
**Course Name: EID**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBNIB02**

**Year: 2<sup>nd</sup>**  
**Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Mr. Anjan Kumar**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Explore the process of Registration process, Payment terms, Export costing and pricing.	PO1, PO4, PO5, APO1	Apply BL 3	Conceptual & Procedural
CO2	Sequence the process of shipment procedures including marine insurance along with the various documents used in shipping.	PO1, PO4, PO5	Apply BL 3	Conceptual & Procedural
CO3	Ascertain the risks involved in shipping process and understand role of overseas agent	PO1, PO2, PO4, PO5, APO1	Apply BL 3	Conceptual & Procedural
CO4	Evaluate Import Export Procedures and Various Export Promotion Schemes including Duty Drawback Advance License.	PO1, PO4, PO5, APO1	Evaluate BL 5	Conceptual & Procedural
CO5	Validate the Export Promotion Capital Goods Schemes & various types of Export Houses.	PO1, PO4, PO5, APO1	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Mr. Anjan Kumar		2.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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**Please Note (Reference: OBE Guidelines w.e.f. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**Program Name: MBA**

**Course Name: EID**

**CO PO Mapping**

**Academic Session: 2024-25**


**Course Code: KMBMIB02**

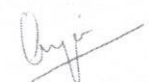
**Year: 2<sup>nd</sup>**


**Semester: 3<sup>rd</sup>**


**Course Coordinator Name: Mr. Anjan Kumar**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes (APOs)	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	-	-	1	1	1	-
CO2	1	-	-	1	1	-	-
CO3	1	1	-	1	1	1	-
CO4	1	-	-	1	1	1	-
CO5	1	-	-	1	1	1	-
<b>PO/APO Target (Avg)</b>	<b>1</b>	<b>0.2</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>0.8</b>	<b>-</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Mr. Anjan Kumar		2.	

  
**Course Coordinator**

  
**Assoc. Head DOC**

  
**Addl. HoD**

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**Please Note (Reference: OBE Guidelines w.e.f. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA  
Course Name: IAPM  
Course Outcomes

**KIET SCHOOL OF MANAGEMENT**

Academic Session: 2024-25

Course Code: KMBNFM01

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

Course Coordinator Name: Punjika Rath

After completion of the course, the student will be able to				
CO No.	Statement of Course Outcome	Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO1	Compute Risk and return of different assets on the Time Series Data.	PO1, PO2, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO2	Prepare Fundamental Analysis on the companies' financial data for long-term investment decisions	PO1, PO2 PO4, APO1, APO2	Apply BL 3/ Analyze BL 4/ Create BL 6	Conceptual & Procedural
CO3	Prepare Technical Analysis on Time Series Data for short-term investment decisions.	PO1, PO2, PO4, PO5, APO1, APO2	Apply BL 3/ Analyze BL 4/ Create BL 6	Conceptual & Procedural
CO4	Illustrate the financial model for Optimal Portfolio Construction	PO1, PO2, PO4, APO2	Develop BL 5	Conceptual & Procedural
CO5	Evaluate the portfolio performance using Sharpe, Treynor, Jensen & other relevant ratios	PO1, PO2, PO4, PO5, APO1, APO2	Apply BL 3/ Analyze BL 4/ Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course		Faculty Members Teaching the Course	
1. Punjika Rath	Signature	2.	Signature

Course Coordinator

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Please Note (Reference: OBE Guidelines w.e.f. Session 2021 - 22)

❖ Theory courses/ project having credits up to 6 should have 5 number of COs. Laboratory course/ mini project/ industrial training having credits less than 5 should have 3 number of COs. The Project having 7 to 12 credits should have 10 number of COs.  
The statement of a CO must be formulated considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

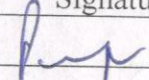


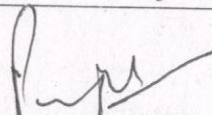
**Program Name: MBA**  
**Course Name: IAPM**  
**CO PO Mapping**

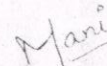
**Academic Session: 2024-25**  
**Course Code: KMBNFM01**

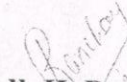
**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Punjika Rath**

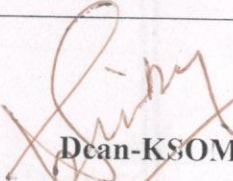
Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	3	--	1	1	2	2
CO2	1	3	--	2	--	3	2
CO3	2	3	--	3	3	3	3
CO4	1	3	--	1	--	--	1
CO5	3	3	--	1	1	--	1
<b>PO/APO Target (Avg)</b>	1.6	3	--	1.6	1.67	3	1.8

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Punjika Rath		2.	

  
Course Coordinator

  
Assoc. Head DOC

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 5 to 10 number of COs.
- The statement of a CO must be formed considering a proper mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

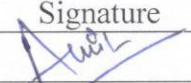


**Program Name: MBA**  
**Course Name: FPTM**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBNFM02**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Amit K. Arora**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Analyze financial plans.	PO2, PO4, APO2	Analyze BL 4	Conceptual & Procedural
CO2	Prescribe for the Asset Allocation and Retirement Planning.	PO1, PO2, PO4, APO2	Evaluate BL 5	Conceptual & Procedural
CO3	Analyze tax policies and tax provisions in India.	PO1, PO2, PO4	Analyze BL 4	Conceptual & Procedural
CO4	Calculate income under various heads.	PO1, PO2, PO3, PO4	Apply BL 3	Conceptual & Procedural
CO5	Prescribe tax planning and management.	PO1, PO2, PO3, PO4, PO4, APO2	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Amit Kumar Arora		3.	
2.		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

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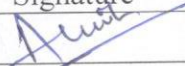


**Program Name: MBA**  
**Course Name: FPTM**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBMFM02**

**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Amit K. Arora**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	-	1	-	1	-	-	1
CO2	1	1	-	1	-	-	1
CO3	1	1	-	1	-	-	-
CO4	2	3	1	1	-	-	-
CO5	2	3	1	1	1	-	-
<b>PO/APO Target (Avg)</b>	<b>1.5</b>	<b>1.8</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Amit Kumar Arora		3.	
2.		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

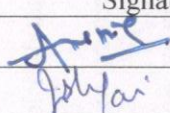
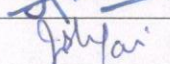


**Program Name: MBA**  
**Course Name: UHVPE**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KVE 301**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Arunima Mishra**

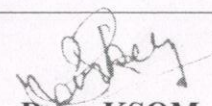
After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Discuss the need, basic guidelines, content and process for Value Education under the light of 'Universal Human Values'.	PO1,PO2,PO3,P O4,PO5	Understand	Conceptual & Procedural
CO2	Explore the concept of harmony in the human being (in Myself) being 'I' & 'body' as separate entity.	PO1,PO2,PO3,PO4,P O5	Apply	Conceptual & Procedural
CO3	Ensure the concept 'harmony' in the family and society keeping family as part of Undivided society.	PO1,PO2,PO3,PO4,P O5	Analyze	Conceptual & Procedural
CO4	Appraise harmony in the nature and existence imbibing the role of individuals in maintaining the harmony within.	PO1,PO2,PO3,PO4,P O5	Evaluate	Conceptual & Procedural
CO5	Conclude the holistic approach of harmony in relation with Professional Ethics.	PO1,PO2,PO3,PO4,P O5	Evaluate	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Arunima Mishra		2. Ms. Menali Bajaj	
3. Ms. Isha Jain		4.	

  
**Course Coordinator**

  
**Assoc. Head DOC**

  
**Addl. HoD**

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Condition & Knowledge and optional parts are Condition and Criteria.

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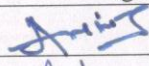
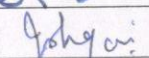


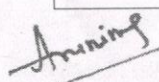
**Program Name: MBA**  
**Course Name: UHVPE**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KVE 301**

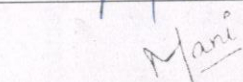
**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Arunima Mishra**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	2	3	3	2	-	-
CO2	1	2	1	2	1	-	-
CO3	1	3	1	2	1	-	-
CO4	1	2	1	2	1	-	-
CO5	2	3	3	3	2	-	-
<b>PO/APO Target (Avg)</b>	<b>1.2</b>	<b>2.4</b>	<b>1.8</b>	<b>2.4</b>	<b>1.4</b>	<b>-</b>	<b>-</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Arunima Mishra		2. Ms. Menali Bajaj	
3. Ms. Isha Jain		4.	



**Course Coordinator**



**Assoc. Head DOC**



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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



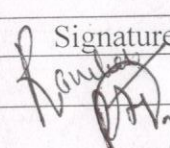
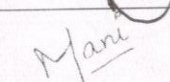
Program Name: MBA  
Course Name: SM  
Course Outcomes

## KIET SCHOOL OF MANAGEMENT

Academic Session: 2024-25  
Course Code: KMBN301

Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup> / 3<sup>rd</sup>  
Course Coordinator Name: Ms Priyanka Tyagi

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply Strategic Decision Making Process and Corporate Governance.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO2	Examine tools and techniques for analyzing a company strategically.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Apply BL 3	Conceptual & Procedural
CO3	Analyze the nature and dynamics of the strategy formulation and implementation processes.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate strategically and critically to achieve organizational goals through various tools & techniques	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Evaluate BL 5	Conceptual & Procedural
CO5	Measure the performance of an organization.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr Ranchay Bhateja		3.	
2. Ms Priyanka Tyagi		4.	

Course Coordinator

Assoc. Head DOC

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

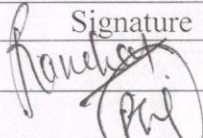
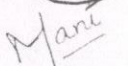


**Program Name: MBA**  
**Course Name: SM**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBN301**

**Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup> / 3<sup>rd</sup>**  
**Course Coordinator Name: Ms Priyanka Tyagi**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	2	2	2	2	3	3
CO2	3	3	3	3	3	3	3
CO3	2	3	3	3	2	3	3
CO4	3	3	3	3	3	3	3
CO5	1	1	3	3	1	1	1
PO/APO Target (Avg)	2	2.4	2.8	2.8	2.2	2.6	2.6

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr Ranchay Bhateja		3.	
2. Ms Priyanka Tyagi		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**KIET SCHOOL OF MANAGEMENT**

Program Name: MBA

Academic Session: 2024-25

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

Course Name: Innovation & Entrepreneurship

Course Code: KMBN302

Course Coordinator Name: Dr. Prateek Gupta

Course Outcomes

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Examine various Innovation types, Platforms and Sources of innovation	PO1, PO4, APO1, APO2	Apply BL 3	Procedural
CO2	Demonstrate Entrepreneurial Decision Process	PO1, PO2, PO3, PO4, APO1, APO2	Apply BL 3	Procedural
CO3	Analyze Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies	PO1, PO2, PO4, APO1, APO2	Analyze BL 4	Procedural
CO4	Develop a Business Plan using Feasibility Analysis	PO1, PO2, PO3, PO5, APO1, APO2	Create BL 6	Meta-Cognitive
CO5	Assess various Steps involved in launching a New Venture	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Evaluate BL 5	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Deepa		3. NA	
2. Dr. Prateek Gupta		4. NA	

Course Coordinator

Assoc. Head DOC

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.

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## KIET SCHOOL OF MANAGEMENT

Program Name: MBA

Academic Session: 2024-25

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

Course Name: Innovation & Entrepreneurship

Course Code: KMBN302

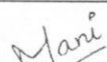
Course Coordinator Name: Dr. Prateek Gupta

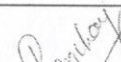
### CO PO Mapping


Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	2	-	-	1	-	3	2
CO2	2	3	1	1	-	3	2
CO3	2	2	-	2	-	3	2
CO4	3	3	1	-	2	3	2
CO5	2	3	2	3	2	3	2
PO/APO Target (Avg)	2.2	2.75	1.33	1.75	2	3	2

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
3. Dr. Deepa		3. NA	
4. Dr. Prateek Gupta		4. NA	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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DEAN

Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
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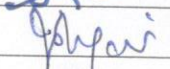


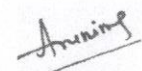
**Program Name: MBA**  
**Course Name: STPR**  
**Course Outcomes**

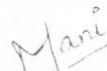
**Academic Session: 2024-25**  
**Course Code: KMBN308**

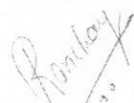
**Year: 2<sup>nd</sup>**  
**Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Arunima Mishra**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Identify the problems/gaps in businesses and society	PO1,PO2 ,PO4,PO5,APO1 & APO2	Apply BL 3	Conceptual & Procedural
CO2	Translate the problems/gaps into research objectives	PO1,PO2 ,PO4,PO5,APO1 & APO2	Apply BL 3	Conceptual & Procedural
CO3	Apply research tools & methods for data analysis & interpretation	PO1,PO2 ,PO4,PO5,APO1 & APO2	Apply BL 3	Conceptual & Procedural
CO4	Develop the ability to present the research findings in a cohesive and coherent manner	PO1,PO2,PO3,PO4,PO5,APO1 & APO2	Evaluate BL 5	Conceptual & Procedural
CO5	Develop query handling abilities in the students	PO1,PO2,PO3,PO4,PO5,APO1 & APO2	Evaluate BL 5	Conceptual & Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Arunima Mishra		3.	
2. Ms. Isha Jain		4.	









**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

**Dean-KSOM**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
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**Ghaziabad**

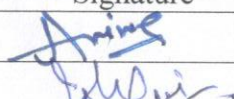
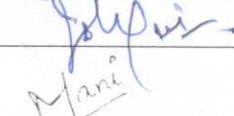


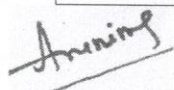
**Program Name: MBA**  
**Course Name: STPR**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBN308**

**Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 1<sup>st</sup> / 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Arunima Mishra**

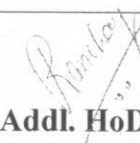
Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	3	-	3	2	2	2
CO2	3	3	-	3	2	2	2
CO3	3	3	-	3	2	2	2
CO4	2	3	2	3	2	2	2
CO5	1	2	2	3	1	1	1
<b>PO/APO Target (Avg)</b>	<b>2.4</b>	<b>2.8</b>	<b>2</b>	<b>3</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>

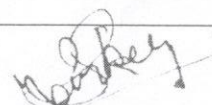
Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
3. Dr. Arunima Mishra		3.	
4. Ms. Isha Jain		4.	



**Course Coordinator**

  
**Assoc. Head DOC**

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



Program Name: MBA

Academic Session: 2024-25

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

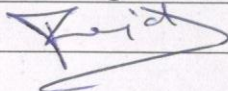
Course Name: Talent Management

Course Code: KMBN HR01

Course Coordinator Name: Prof. Rajat Tayal

Course Outcomes

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	To Explore the concepts of attraction, acquisition, and retention of talent in organizations.	PO1, PO2, PO3, PO4, PO5/ APO1	Applying BL3	Conceptual and Procedural
CO2	Applying Acquisition skills through HR tools.	PO1, PO2, PO3, PO4, PO5/ APO1	Applying BL3	Conceptual and Procedural
CO3	Applying Recruitment and selection process in real world situation.	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Applying BL3	Conceptual and Procedural
CO4	Evaluate Employee Retention skills among students to enhance pools of competent people.	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Evaluate BL 5	Conceptual and Procedural
CO5	Evaluate practical application of the emerging trends that managers may face in decision-making processes.	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Evaluate BL 5	Conceptual and Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Rajat Tayal		3.	
2.		4.	

Course Coordinator

Assoc. Head DOC

Addl. HoD

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

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**Program Name: MBA**

**Academic Session: 2024-25**

**Year: 2<sup>nd</sup>**

**Semester: 3<sup>rd</sup>**

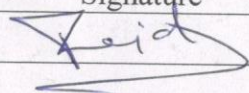
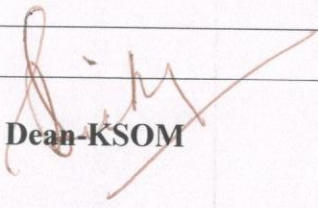
**Course Name: Talent Management**

**Course Code: KMBN HR01**

**Course Coordinator Name: Prof. Rajat Tayal**

**CO PO Mapping**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	2	1	2	2	2	2	-
CO2	1	2	1	2	1	1	-
CO3	2	1	2	1	2	1	1
CO4	1	1	2	2	2	1	1
CO5	1	2	2	1	1	1	1
<b>PO/APO Target (Avg)</b>	<b>1.4</b>	<b>1.4</b>	<b>1.8</b>	<b>1.6</b>	<b>1.6</b>	<b>1.2</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Rajat Tayal		3.	
2.		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

**Dean-KSOM**

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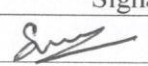


**Program Name: MBA**  
**Course Name: ERL**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBN HR02**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Prof. Shivani Sharma**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply employee relations management tools to improve the employer and employee relations.	PO1, PO2, PO3, PO4, PO5/ APO1	Applying BL3	Conceptual and Procedural
CO2	Use the collective bargaining and grievance redressal mechanism in the organization	PO1, PO2, PO3, PO4, PO5/ APO1	Applying BL3	Conceptual and Procedural
CO3	Analyze the procedures for settlement of industrial disputes under mandate of labor legislations	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Applying BL3	Conceptual and Procedural
CO4	Analyze Wages and Child labour under mandate of labor legislations.	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Evaluate BL 5	Conceptual and Procedural
CO5	Analyze the social security enactment under mandate of labor legislations.	PO1, PO2, PO3, PO4, PO5/ APO1, APO2	Evaluate BL 5	Conceptual and Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Shivani Sharma		3.	
2.		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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Ghaziabad

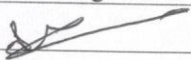
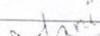
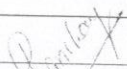


**Program Name: MBA**  
**Course Name: ERLI**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBN HR02**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Prof. Shivani Sharma**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	1	2	2	1	1	1
CO2	3	3	2	2	1	1	1
CO3	1	2	2	1	1	3	1
CO4	3	1	1	3	2	1	1
CO5	1	1	1	3	1	3	1
<b>PO/APO Target (Avg)</b>	<b>2.20</b>	<b>1.60</b>	<b>1.6</b>	<b>2</b>	<b>1.4</b>	<b>1.80</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Shivani Sharma		3.	
2.		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

**Dean-KSOM**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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Program Name: MBA

Academic Session: 2024-25

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

Course Name: Data Analytics for Business Decisions

Course Code: KMBNIT01

Course Coordinator Name: Dr. Deepa

Course Outcomes

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Examine business analytics, data science and role of Data scientists.	PO2, PO5	Apply BL 3	Procedural
CO2	Demonstrate Big data management process and dealing with different types of data.	PO2, PO5	Apply BL 3	Procedural
CO3	Analyze the Data Science Project Life Cycle and its process,	PO2, PO5	Analyze BL4	Procedural
CO4	Drawing charts and visualization of data using "R".	PO2, PO5	Create BL 6	Metacognitive
CO5	Assess the use of data analytics in business domains.	PO2, PO5	Evaluate BL 5	Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Deepa		3. NA	
2. NA		4. NA	

Course Coordinator

Assoc. Head DOC

Addl. HoD

Dean-KSOM  
DEAN

Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

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## KIET SCHOOL OF MANAGEMENT

Program Name: MBA

Academic Session: 2024-25

Year: 2<sup>nd</sup>

Semester: 3<sup>rd</sup>

Course Name: Data Analytics for Business Decisions

Course Code: KMBNIT01

Course Coordinator Name: Dr. Deepa

### CO PO Mapping

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1		3			3		
CO2		3			3		
CO3		3			3		
CO4		3			3		
CO5		3			3		
PO/APO Target (Avg)		3			3		

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Deepa		3. NA	
2. NA		4. NA	

*Deepa*  
Course Coordinator

*Mari*  
Assoc. Head DOC

*Ranjay*  
Addl. HoD

*Deepa*  
Dean-KSOM

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KIET Group of Institutions  
Ghaziabad

Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

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Program Name: MBA

Course Name: AIML for Business

Course Outcomes

Academic Session: 2024-25

Course Code: KMBNIT02

Year: 1<sup>st</sup> /2<sup>nd</sup> Semester: 3<sup>rd</sup>

Course Coordinator Name: Dr. Komal Sharma

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	To understand the need of Machine Learning & Statistics for solving various problems.	PO1, PO2, PO3, PO4, PO5, APO1, APO2	BL2 (understand)	F, C, P
CO2	To understand the basic concepts of Supervised and Unsupervised learning.	PO1, PO2, PO3, PO4, APO1, APO2	BL3 (Apply)	F, C, P
CO3	To apply regression analysis on the data available.	PO1, PO2, PO3, APO1, APO2	BL3 (Apply)	F, C, P
CO4	To design appropriate machine learning and apply on real world problems.	PO1, PO2, PO3, PO5, APO1, APO2	BL3 (Apply)	F, C, P
CO5	To optimize different Machine Learning & Deep Learning Techniques.	PO1, PO2, PO3, PO4, APO1, APO2	BL3 (Apply)	F, C, P

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Komal Sharma		3.	
2.		4.	

  
Course Coordinator

  
Assoc. Head DOC

  
Addl. HoD

  
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DEAN

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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Program Name: MBA  
Course Name: AIML for Business  
CO PO Mapping

Academic Session: 2024-25  
Course Code: KMBNIT02

Accredited by  
NAAC with Grade "A+"  
Year: 1<sup>st</sup> / 2<sup>nd</sup> Semester: 3<sup>rd</sup>  
Course Coordinator Name: Dr. Komal Sharma

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	3	3	3	3	3	3
CO2	3	3	3	2	-	3	1
CO3	3	3	3	-	-	3	2
CO4	3	3	3	-	3	2	3
CO5	3	3	3	2	-	3	2
PO/APO Target (Avg)	3	3	3	2.33	3	2.8	2.2

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Dr. Komal Sharma		3.	
2.		4.	

Course Coordinator

Assoc. Head DOC

Addl. HoD

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Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)

- The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training/ guest lecture should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



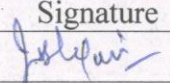
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**Program Name: MBA**  
**Course Name: SC and LM**  
**Course Outcomes**

**Academic Session: 2024-25**  
**Course Code: KMBN OM01**

**Year: 2<sup>nd</sup>** **Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Prof. Isha Jain**

After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply the basic framework of Supply Chain Management and basic concepts in logistics	PO1, PO2, PO4, PO5, APO2	BL3(Apply)	Conceptual and Procedural
CO2	Analyze distribution, warehousing and its roles in strategic planning with supply chain	PO1, PO2, PO4, APO2	BL4(Analyze)	Conceptual, Factual and Procedural
CO3	Evaluate supply chain performance through various tools of performance measurement	PO1, PO2, PO3, PO4, PO5, APO1	BL5(Evaluate)	Conceptual, Factual and Procedural
CO4	Assess the strategic role and impact of IT on supply chain integration	PO1, PO2, PO3, PO4, PO5	BL5(Evaluate)	Conceptual and Procedural
CO5	Analyze the latest trends in SCM and logistics	PO1, PO2, PO4, PO5, APO1, APO2	BL4(Analyze)	Conceptual and Procedural

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Isha Jain		3.	
2.		4.	

**Course Coordinator**

**Assoc. Head DOC**

**Addl. HoD**

**Dean-KSOM**  
**DEAN**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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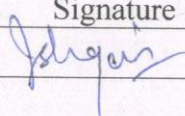


**Program Name: MBA**  
**Course Name: SC and LM**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBN OM01**

**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Prof. Isha Jain**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	1	2	-	1	2	-	1
CO2	2	3	-	2	-	-	1
CO3	1	2	1	2	1	1	-
CO4	2	2	1	2	2	-	-
CO5	1	1	-	1	2	1	1
<b>PO/APO Target (Avg)</b>	<b>1.4</b>	<b>2</b>	<b>1</b>	<b>1.6</b>	<b>1.75</b>	<b>1</b>	<b>1</b>

Faculty Members Teaching the Course	Signature	Faculty Members Teaching the Course	Signature
1. Prof. Isha Jain		3.	
2.		4.	

**Course Coordinator**

  
**Assoc. Head DOC**

  
**Addl. HoD**

  
**Dean-KSOM**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

- ❖ The theory courses/ project having credits 3 to 6 should have 5 number of COs. The laboratory course/ mini project/ seminar/ industrial training having credits less than 3 should have 3 number of COs. The Project having 7 to 12 credits should have 6 to 10 number of COs.
- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.



**Program Name: MBA**

**Course Name: OPC**

**Course Outcomes**

**Academic Session: 2024-25**

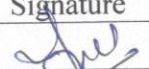
**Course Code: KMBNOM02**

**Year: 2<sup>nd</sup>**

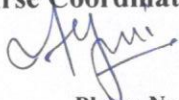
**Semester: 3<sup>rd</sup>**

**Course Coordinator Name: Dr. Meenakshi Tyagi**

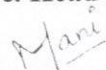
After completion of the course, the student will be able to		Relevant POs/ PSOs	Revised Bloom's Level (BL)	Knowledge Category (KC)
CO No.	Statement of Course Outcome			
CO1	Apply various fundamentals of production & operation planning to make full utilization of resources	PO1, PO2, PO5, PSO1, PSO2	BL 3	Procedural
CO2	Analyze capacity and production systems of an organization.	PO1, PO2, PO4, PO5, PSO1, PSO2	BL 4	Procedural
CO3	Analyze appropriate strategies concerning aggregate planning and cost.	PO1, PO2, PO4, PO5, PSO1, PSO2	BL 4	Procedural
CO4	Evaluate various techniques for waste reduction and value increase.	PO1, PO2, PO4, PO5, PSO1, PSO2	BL 5	Procedural
CO5	Evaluate recent trends in production planning and control with latest global-production practices.	PO1, PO2, PO4, PO5, PSO1, PSO2	BL 5	Procedural

Faculty Members Teaching the Course	Signature
1. Dr. Meenakshi tyagi	

**Course Coordinator**




**Assoc. Head DOC**



**Addl. HoD**



**Dean-KSOM**  
**DEAN**

  
**KIET School of Management**  
**KIET Group of Institutions**  
Ghaziabad

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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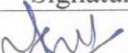


**Program Name: MBA**  
**Course Name: OPC**  
**CO PO Mapping**

**Academic Session: 2024-25**  
**Course Code: KMBNOM02**

**Year: 2<sup>nd</sup> Semester: 3<sup>rd</sup>**  
**Course Coordinator Name: Dr. Meenakshi Tyagi**

Course Outcomes (COs)	Programme Outcomes(POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	1	-	-	2	1	1
CO2	3	2	-	1	2	1	2
CO3	3	2	-	2	2	1	2
CO4	3	2	-	1	2	1	2
CO5	3	2	-	3	2	1	2
<b>PO/APO Target (Avg)</b>	<b>3</b>	<b>1.8</b>	<b>-</b>	<b>1.75</b>	<b>2</b>	<b>1</b>	<b>1.8</b>

Faculty Members Teaching the Course	Signature
1. Dr. Meenakshi Tyagi	

**Course Coordinator**  
**Dr. Meenakshi Tyagi**

**Assoc. Head DOC**

**Addl. HoD**

**Dean KSOM**  
**KIET School of Management**  
**KIET Group of Institutions**  
**Ghaziabad**

**Please Note (Reference: OBE Guidelines wef. Session 2021 – 22)**

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- ❖ The statement of a CO must be formed considering a proper structure having mandatory and optional parts. The mandatory parts are Action & Knowledge and optional parts are Condition and Criteria.