



**SGT UNIVERSITY**

**SHREE GURU GOBIND SINGH TRICENTENARY UNIVERSITY**  
**(UGC Approved)**

**Gurugram, Delhi-NCR**

Budhera, Gurugram-Badli Road, Gurugram (Haryana) – 122505 Ph. : 0124-2278183, 2278184, 2278185

# **Faculty of Commerce and Management**

# **Program Outcomes (POs)**



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## B. Com (Pass)

### Program Outcome

At the end of the program the student will be able to

**PO-1:**Demonstrate proficiency in preparing financial statements, develop the skill required to take strategic decisions in the field of finance.

**PO-2:** Learn to interpret and apply financial and economic data in order to take effective business decisions.

**PO-3:** Apply their financial skills ethically in any given business situations they come across.

## B. Com (Hons.)

### Program Outcome

At the end of the program the student will be able to

**PO-1:**Demonstrate their knowledge in preparing and interpreting financial statements.

**PO-2:**Formulate various areas of financial investment.

**PO-3:**Understand global economic environment of business.

## BBA

### Program Outcome

At the end of the program the student will be able to

**PO-1:**Demonstrate Critical Thinking Skills, clearly able to analyze and summarize business related challenges.

**PO-2:**Identify and develop strategy to solve business related problems.

**PO-3:**Understand ethical factors involved in business environment and act accordingly.

## BBA (Hospital Administration)

### Program Outcome

At the end of the program the student will be able to

**PO-1:**Demonstrate soft skill, understanding of electronic records systems of hospitals.



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**PO-2:**Develop an understanding of medico-legal cases and legal complexities in the field of medicine.

**PO-3:**Device a coordinating system among various departments of hospital.

## MBA

### Program Outcome (PO) :

At the end of the program the student will be able to

**PO-1:**Demonstrate Professionalism, Leadership and effective communication skills.

**PO-2:**Apply knowledge, Skill and Attitude to solve business problems.

**PO-3:**Practice a global perspective and an awareness of how cultural differences impact the way of doing business.

**PO-4:**Possess the skills required to integrate concepts from various disciplines to identify and develop business strategies.

**PO-5:**Demonstrate the skills required to work and lead effectively in a team.

## MBA (Hospital Administration)

### Program Outcome

At the end of the program the student will be able to

**PO-1:**Demonstration Knowledge about Hospital Industry, Leadership, Ethical Judgment and quick Decision taker.

**PO-2:**Apply knowledge, Skill to solve problems related to hospital administration.

**PO-3:**Possess the skills required to integrate concepts from various disciplines to identify and develop strategy related to hospital administration.



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# Program Specific Outcomes (PSOs)



### **Program Specific Outcome (PSO): MBA**

#### **Program specific outcome of Marketing:**

Department has specifically defined few objectives of this program which make students realize the fact that the knowledge and skill learnt in this course has direct implication for the betterment of business units and its sustainability.

At the end of the program the student will be able to:

**PSO 1:** Apply the knowledge gained during the course of the program from Marketing Management, Marketing Research, Consumer Behavior, Sales and Distribution Management and in general all Marketing management course in particular to identify, formulate and solve real life problems faced in industries and/or during research work.

**PSO 2:** Design socially acceptable management solutions to complex business problems with the application of modern and appropriate marketing techniques for sustainable development.

**PSO 3:** Apply the knowledge of ethical and management principles required to work in a team as well as to lead a team.

#### **Program specific outcome of Finance:**

At the end of the program the student will be able to:

**PSO 1:** Apply the knowledge gained during the course of the program from finance vertical, in relation with finalization of financial statement, comparative analysis of various years, reporting to the stakeholders.

**PSO 2:** Solve the complex business processes relating to decision making and managerial skill for long term finance and investment proposals.

#### **Program specific outcome of Human Resource:**

At the end of the program the student will be able to:

**PSO 1:** Apply the knowledge in the Human resource to sectors relating to manpower and recruitment, selection, employment generation.

**PSO 2:** better participation, management, involvement and evaluation of the system, procedures



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# Course Outcomes (COs)



## **B.Com (Pass) 1<sup>st</sup> semester**

### **English – 06020107**

Students will be able to:

- CO-1. Gain the professional enrichment.
- CO-2. Learn the good communication and effective presentation of thought process
- CO-3. Assess global situation, including opportunities and threats that will impact management of an organization.

### **Management Concepts - 06020108**

Students will be able to:

- CO-4. Evaluate the global context for taking managerial actions of planning, organizing and controlling.
- CO-5. Assess global situation, including opportunities and threats that will impact management of an organization.
- CO-6. Integrate management principles into management practices.
- CO-7. Assess managerial practices and choices relative to ethical principles and standards.
- CO-8. Specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances.
- CO-9. Determine the most effective action to take in specific situations.
- CO-10. Evaluate approaches to addressing issues of diversity.

### **Financial Accounting – I - 06020102**

Students will be able to:

- CO-1. Familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.
- CO-2. Explain the differences between management and financial accounting
- CO-3. identify the main financial statements and their purposes

### **Business Economics – I - 06020104**

The purpose of the course is to impart the basic critical understanding to analyze the business and economics in the changing contemporary times.

- CO-1. The students will be able to understand the various analyzing factors of economics.
- CO-2. The students will be able to analyze the firm and industry cost, revenue, efficiency etc.



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CO-3. The students will be able to understand the various uses of economics as a tool in improving the efficiency of growth & development.

## **Business Laws – I - 06020109**

Upon successful completion of this course, the student will be able to:

- CO-1. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-2. Identify the fundamental legal principles behind contractual agreements.
- CO-3. relate basic knowledge of the important business laws with relevant case law.
- CO-4. gain understanding of basic legal terminologies
- CO-5. determine various rights and duties of an individual under various types of contracts

## **Business Mathematics - 06020111**

- CO-1. Students will gain the knowledge regarding data and its related aspects.
- CO-2. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.
- CO-3. Students will be able to learn the application of these tools and techniques in business growth.

## **B.Com (Pass) 2<sup>nd</sup> Semester**

### **Business Communication – 06020208**

Student will be able to

- CO-1. Analyse the process and findings in a range of business documents and oral presentations, planning and managing a business project and communications strategy.
- CO-2. Demonstrate a good understanding of effective business writing.
- CO-3. Demonstrate a good understanding of effective business communications.
- CO-4. Demonstrate a good understanding of research approaches and information collection.
- CO-5. Demonstrate a good understanding of developing and delivering effective presentations and effective interpersonal communications.

### **Business Statistics - 06020209**

- CO-4. Students will gain the knowledge regarding data and its related aspects.
- CO-5. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.
- CO-6. Students will be able to learn the application of these tools and techniques in business growth.

### **Financial Accounting – II – 06020202**

- CO-1. Students will gain the knowledge regarding Financial exposure
- CO-2. Students will be able to finalise the financials of the organization like individual, corporate, firm etc.



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## **Business Economics – II - 06020204**

The purpose of this course is to develop the advance level of analytical capacity of students to make the business and economic activities more efficient.

- CO-1. The students will be able to understand the relations among the various factors of production.
- CO-2. The students will be able to analyze the various combinations of efficient factors of production and distribution.
- CO-3. The students will be able to increase the social welfare through the economics activities and businesses.

## **Business Law – II - 06020205**

Upon successful completion of this course, the student will be able to:

- CO-1. Appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-2. Assess the correctness of applying specific laws to a specific cases and choosing the most appropriate one
- CO-3. Identify the fundamental legal principles behind contractual agreements.
- CO-4. Relate basic knowledge of the important business laws with relevant case law.
- CO-5. Gain understanding of basic legal terminologies
- CO-6. Determine various rights and duties of an individual under various types of contracts

## **Business Informatics - 06020205**

After studying this course, students will

- CO-1. Be able to integrate computer science and business administration
- CO-2. Learn the analytical skills required to solve problems in business
- CO-3. Learn the main areas of Information Recourses, Computer Data Processing, Business Modeling and Social Networks

## **B.Com (Pass) 3<sup>rd</sup> Semester**

### **Financial Management - I – 06020311**

On successful completion of this course following outcomes will be achieved:

- CO-1. Demonstrate an understanding of the overall role and importance of the finance function.
- CO-2. Measure risk and return and explain the trade-off between risk and return.



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- CO-3. Introduce students to financial planning, and objectives, and its benefits, and the types of areas and stages of financial planning, and the factors that help the success of financial planning.
- CO-4. Students can measure the time value of money and its relationship to the objectives of financial management, rationale for using the time value of money, and simple and compound interest and how to calculate it, and also to understand the present value of the future payment.
- CO-5. Helps them to calculate financial statements of businesses as well as the definition of the purposes and tools of financial analysis and its importance in the financial control process.
- CO-6. Introduce students to various long and short term sources of finance.

## **Marketing Management – 06020312**

Students will be able to:

- CO-1. Explain the concept and scope Marketing in consumer driven era
- CO-2. Select particular segment of the market in order to achieve the marketing objectives
- CO-3. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.
- CO-4. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **Corporate Accounting - I - 06020302**

Students will be able to:

- CO-1. Learn about the journal entries of issue of shares and issue of debentures.
- CO-2. To know about the meaning of companies and working style of companies.
- CO-3. Know about the final accounts of the companies.
- CO-4. Learn about the valuation method of shares and goodwill and measurement of performance of companies.
- CO-5. Work with profit prior to incorporation and post incorporation profits in company's accounts.
- CO-6. Learn about the concept of sources of redemption of debentures and redemption of preference shares.

## **Macro Economics - 06020304**

The purpose of this course is to impart the broad understanding of growth, development and stability of domestic and world economy as a whole.

- CO-1. The students will be able to understand the various factors of growth.



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- CO-2. The students will be able to analyze the various factors of development.
- CO-3. The students will be able to tackle emerging socio-economic challenges of domestic and world economy.
- CO-4. The students will be able to identify the stability and boosting factors of contemporary times.

## **Company Law – 06020313**

Upon successful completion of this course, the student will be able to:

- CO-1. understand the provisions of Companies Act 2013 and
- CO-2. understand the establishment and subsequent functioning of a body corporate in India
- CO-3. evaluate corporate problems, identifying appropriate legal obligations, duties, rights and remedies
- CO-4. know the relevant statutory materials, case law and regulatory practice relating to the major topics in Company Law
- CO-5. familiarize with the current policy trends and developments in Company Law and of the likely impact of these trends and developments on the major topics in Company Law.

## **Human Resource Management - 06020307**

Students will be able to learn-

- CO-1. The management of human resource in the organisation
- CO-2. Procedural aspects of co-ordination in the inter departmental employees.

## **B.Com (Pass) 4<sup>th</sup> Semester**

### **Financial Management- II – 06020411**

Students will be able to

- CO-3. summarize that being a financial manager how to plan a project from the scrap, what factor need to be consider.
- CO-4. Understand both the theoretical and practical role of financial management in business corporations.
- CO-5. Analyze the finances of individual corporations both in terms of their performance and capital requirements
- CO-6. Evaluate the role and importance of shareholders within modern corporations.
- CO-7. Demonstrate the appreciation and understanding of the importance of risk within the context of financial decision making

### **Business Environment – 06020407**

Students will be able to:



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- CO-1. Familiarize with the governing law prevailing in the organization
- CO-2. Learn the compliance and legal formalities like filing of reports, returns, due diligence etc.

## **Corporate Accounting - II – 06020402**

Students will be able to:

- CO-3. Know about the companies all accounts.
- CO-4. Get the Knowledge of banking system.
- CO-5. Learn about working format of companies.
- CO-6. Understand Mutual funds investments.
- CO-7. Find out how a company can dissolve.

## **E-Commerce – 06020408**

After studying this course, students will

- CO-1. Understand the basic concepts of e-business
- CO-2. Have knowledge of various application issues of e-business like Internet infrastructure, security over internet, payment systems
- CO-3. Understand various online strategies for e-business
- CO-4. Learn the mechanisms for conducting online transactions in a business

## **Business Research Methods – 06020409**

On successful completion of this course following outcomes will be achieved:

- CO-1. Discuss and apply different research approaches and methodologies
- CO-2. Develop data collection instrument according to the underlying theoretical framework e.g structured questionnaire
- CO-3. Discuss various sampling techniques and its applications.
- CO-4. Explain how to conduct data collection (quantitative and qualitative)
- CO-5. Analyse quantitative data and qualitative data with t test and Z test.
- CO-6. Refine research questions to meet high level research objectives/questions.
- CO-7. Construct and document an appropriate research design, including argumentation for data collection and analysis methods/techniques

## **Investment Analysis – 06020410**

Students will be able to

- CO-1. analyse the behaviour of the market to make investment and what are the factor that affect the investor.
- CO-2. Learn how to adjust financial statements for valuation purposes.
- CO-3. Understand the characteristics of different financial assets such as money market instruments, bonds, and stocks, and how to buy and sell these assets in financial markets



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- CO-4. Understand the benefit of diversification of holding a portfolio of assets, and the importance played by the market portfolio.
- CO-5. Understand the characteristics of different financial assets such as money market instruments, bonds, and stocks, and how to buy and sell these assets in financial markets.

## **B.Com (Pass) 5<sup>th</sup> Semester**

### **International Business – 06020509**

Students will be able to

- CO-1. Explain how international factors affect domestic concerns;
- CO-2. Explain regional economic integration and economic and political integration;
- CO-3. Explain the main institutions that shape the global marketplace;
- CO-4. Explain businesses expansion abroad;
- CO-5. Explain the key legal issues related to businesses operating in other countries;
- CO-6. Enhance their cognitive knowledge of global issues; interpersonal skills with individuals from various cultures, and social responsibility awareness on global issues.

### **Banking Law and Operations – 06020510**

Upon successful completion of this course, the student will be able to:

- CO-1. know about the various types of financial services and products and how these are to be marketed.
- CO-2. understand the recent developments in marketing of Financial Products & Services.
- CO-3. Know the special applications of Information Technology in Banking Business.
- CO-4. relate Information Technology applications in Documents Handling and various other computer applications prevalent in banks today.

### **Cost Accounting – 06020502**

Students will be able to:

- CO-1. Define and apply management/cost accounting concepts.
- CO-2. Identify cost-volume-profit relationships and solve CVP functions
- CO-3. Identify and apply job costing and allocation of overhead.
- CO-4. Identify and apply multi pool, multi driver costing method and activity-based costing.
- CO-5. Prepare and explain master budget and responsibility accounting.
- CO-6. Identify and analyze variances, flexible budgets and management control.
- CO-7. Analyze inventory costing and capacity.

### **Income Tax – 06020501**

Students will be able to:



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- CO-1. Define the procedure of direct tax assessment.
- CO-2. Able to compute total income and define tax complications and structure.
- CO-3. Demonstrate an understanding of the taxation of individual income.
- CO-4. Able to understand amendments made from time to time in Finance Act.
- CO-5. Differentiate between direct and indirect tax assessment.
- CO-6. file IT return on individual basis

## **Financial Institutions – 06020511**

On successful completion of this course following outcomes will be achieved:

- CO-1. Will understand the banking structure and various kinds of banks working in India.
- CO-2. Understand the Negotiable Instruments Act 1881
- CO-3. Help students to understand the debt instruments available
- CO-4. Acquaint students about modern techniques of transaction like NEFT, RTGS etc.

## **Auditing – 06020512**

On successful completion of this course following outcomes will be achieved:

- CO-1. Apply auditing knowledge to undertake auditing processes in a variety of professional settings.
- CO-2. Apply routine checking, vouching and verification
- CO-3. Evaluate accounting disclosures and reports, identify gaps, manipulations or weaknesses in financial reporting and provide recommendations to a range of audit clients in relation to internal control weaknesses and financial reporting compliance;
- CO-4. Solve routine and complex auditing problems in varied business contexts using social, ethical, economic, regulatory and global perspectives;
- CO-5. Prepare Audit Report.

## **B.Com (Pass) 6<sup>th</sup> Semester**

### **Entrepreneurship Development – 06020610**

Upon successful completion of this course, students will be able to:

- CO-1. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation.
- CO-2. Describe and distinguish the typologies of entrepreneurship, the financial sources for startups and the modes of business networking.
- CO-3. Design business plans.



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CO-4. Implement theoretical knowledge acquired by designing a small virtual enterprise.

## Management Accounting – 06020602

Students will be able to

- CO-1. know, rather than Financial Accounting what else accounting is needed to deal in the organisation being a manager.
- CO-2. Understand the relationship between cost accounting-financial accounting and managerial accounting
- CO-3. Understand the concept of management accounting
- CO-4. Understand the importance of management accounting for businesses
- CO-5. Analyze budgeting and operating budgets concepts

## Indirect Taxes – 06020601

Students will be able to:

- CO-1. To expose the students of the present indirect taxation system in the country.
- CO-2. To provide basic knowledge regarding GST (Goods and Services Tax).
- CO-3. Student will able to Compute the assessable value of transactions related to goods and services for levy and determination of duty liability.
- CO-4. Student will able to understand Tax liability and taxable entities.
- CO-5. Student will able to examine the method of tax credit. Inflows and outflows.  
Outflows: tax imposition, tax exemption, tax deduction.
- CO-6. Imposition of tax and tax base, Delivery of goods and services.

## Business Analysis using MS Excel – 06020611

- CO-1. Students will be able to learn the practical application of tools and techniques they learned.
- CO-2. Students will be having hands on practice of data handling and implementation of quantitative techniques they learned in their theory classes.
- CO-3. Students will be enhanced with data based numerical ability.

## B.Com (Hons) First Semester

### English - 06070108

Students will be able to:

- CO-11. Gain the professional enrichment.
- CO-12. Learn the good communication and effective presentation of thought process
- CO-13. Assess global situation, including opportunities and threats that will impact management of an organization.



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## **Introduction to Accounting (06070104)**

Students will be able to:

- CO-1. Learn the accounting environment
- CO-2. Attain basic to advanced learning of preparation of documents, account maintenance, and finalizing the balance sheet

## **Business Organisation (06070103)**

The subject will help in

- CO-1. Understanding of the main working aspects of organisations, not only from an economic point of view but also considering organisations as part of society.
- CO-2. Analysis of the economic environment of organisations by means of the development of conceptual areas such as industry, human resources and production.
- CO-3. Knowledge of a comprehensive glossary of economic terms widely used in the analysis and discussion of behaviour organisation.
- CO-4. Interpreting the meaning of the information emerging from the organisation, particularly with regard to the management of human resources and production.

## **Business Economics (06070109)**

The purpose of this course is to impart the basic understanding of economics as a tool to broadly understand the business and economics activities in efficient manner.

- CO-1. The students will be able to understand the various factors of production and their interdependences.
- CO-2. The students will be able to analyze the various combinations factors of input-output that increases the productivity.
- CO-3. The students will be able to identify the various factors which increase the welfare of the inclusive society.

## **Business Laws (06070106)**

Upon successful completion of this course, the student will be able to:

- CO-1. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-2. Identify the fundamental legal principles behind contractual agreements.
- CO-3. relate basic knowledge of the important business laws with relevant case law.
- CO-4. gain understanding of basic legal terminologies
- CO-5. determine various rights and duties of an individual under various types of contracts

## **Business Mathematics 06070111**

- CO-7. Students will gain the knowledge regarding data and its related aspects.



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CO-8. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.

CO-9. Students will be able to learn the application of these tools and techniques in business growth.

## **B. Com (Hons.) Second Semester**

### **Business Communication (06070209)**

Students will be able to demonstrate a good understanding of:

- CO-1. effective business writing
- CO-2. effective business communications
- CO-3. research approaches and information collection
- CO-4. developing and delivering effective presentations
- CO-5. effective interpersonal communications
- CO-6. skills that maximise team effectiveness
- CO-7. good time management
- CO-8. effective problem solving

### **Financial Accounting for Business (06070201)**

Students will be able to:

- CO-1. Familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.
- CO-2. Explain the differences between management and financial accounting
- CO-3. identify the main financial statements and their purposes

### **Business Management (06070204)**

Upon successful completion of this course, the student will be able to:

- CO-6. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-7. Identify the fundamental legal principles behind contractual agreements

### **Business Statistics (06070203)**

- CO-1. Students will be able to obtain the knowledge regarding data and its related aspects.
- CO-2. Students will be able to learn various statistical tools and techniques which have applications in solving different business problems.
- CO-3. Students will be able to learn the application of these tools and techniques in business growth.

### **Business and Industrial Law (06070210)**



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Upon successful completion of this course, the student will be able to:

- CO-1. understand legal processes involved in management of an organization.
- CO-2. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-3. Identify the fundamental legal principles behind contractual agreements.
- CO-4. relate basic knowledge of the important business laws with relevant case law.
- CO-5. gain understanding of basic legal terminologies
- CO-6. determine various rights and duties of an individual under various types of contracts
- CO-7. understand basic laws affecting the operation of a Business Enterprise
- CO-8. utilize the provisions of law in the best interest of the organization without violating them.

## **Information Technology I (06070211)**

After studying this course, students

- CO-1. Will learn basic knowledge of computer hardware and software and its application in various tasks of business and organization
- CO-2. Have an opportunity to develop knowledge and skills as a business manager in the Information Technology sector
- CO-3. develop knowledge of capabilities of generic software
- CO-4. develop the skills in communication, verbal and written, which play an important part in business computing and information processing

## **B. Com (Hons.) Third Semester**

### **Macro Economics (06070309)**

The purpose of this course is to impart the broad understanding and analytical level of the students to look after and efficiently work in academics and industry at cutting-edge.

- CO-1. The students will be able to understand the various factors of the growth.
- CO-2. The students will be able to analyze the various factors upon which the basic development depends.
- CO-3. The students will be able to identify the various factors which provide stability to boost to an economy.

### **Corporate Accounting-I (06070302)**

Students will be able to

- CO-1. understand the regulatory environment in which the companies are formed and operate in Indian Act.
- CO-2. Prepare consolidated accounts for a corporate group.
- CO-3. Analyze the comprehensive understanding of the advanced issues in accounting for assets, liabilities and owner's equity.



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- CO-4. Account for a range of advanced financial accounting issues.
- CO-5. Prepare consolidated accounts for a corporate group.

## **Cost Accounting (06070303)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Explain the basic concept of cost and how costs are presented in financial statements.
- CO-2. Demonstrate how materials, labor and overhead costs are added to a product at each stage of the production cycle.
- CO-3. Students will be able to calculate material cost, labour cost and overhead cost
- CO-4. Students will be able to calculate cost per unit of each product by applying the technique of Process Costing
- CO-5. Help measure the variances in production with the use of standard costing.

## **Company Law- I (06070304)**

Upon successful completion of this course, the student will be able to:

- CO-1. understand the provisions of Companies Act 2013 and
- CO-2. understand the establishment and subsequent functioning of a body corporate in India
- CO-3. know the relevant statutory materials, case law and regulatory practice relating to the major topics in Company Law
- CO-4. familiarize with the current policy trends and developments in Company Law and of the likely impact of these trends and developments on the major topics in Company Law.

## **Marketing Management (06070310)**

Students will be able to:

- CO-1. Explain the concept and scope Marketing in consumer driven era
- CO-2. Select particular segment of the market in order to achieve the marketing objectives
- CO-3. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.
- CO-4. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **Information Technology II (06070311)**

After studying this course, students will

- CO-1. Learn computer skills and knowledge of information technology
- CO-2. Enhance the students understanding of usefulness of information technology tools
- CO-3. know the business areas to which computers may be applied



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- CO-4. provide sufficient training in programming to enable the design, writing and documenting of a program or suite of programs in a high-level language

## **B. Com (Hons.) Fourth Semester**

### **Banking Law and Operations (06070408)**

Students will be able to:

- CO-1. Apply knowledge in order to explain banking services; and the law framed by the RBI act in operation.
- CO-2. Conversant with banking law's historic development and how it shaped today's bank regulatory regime.
- CO-3. Understand and navigate with the familiar the various overlapping legal and regulatory regimes applying to banks and bank holding companies.
- CO-4. Understand the root causes of bank panics and wholesale runs (including particularly the wholesale runs which occurred during the 2008 financial crisis) and the regulatory framework which has evolved to address this systemic risk.
- CO-5. critically compare the bank regulatory system in the US comprised of multiple state and federal regulators with the "single financial regulator" system operating in many other jurisdictions.

### **Corporate Accounting-II (06070401)**

Students will be able to:

- CO-1. analyse complex issues, formulate well-reasoned and coherent arguments and to reach well considered conclusions.
- CO-2. Develop the ability to use accounting information to solve a variety of business problems.
- CO-3. Develop the ability to use a basic accounting system to create (record, classify, and summarize) the data needed to solve a variety of business problems.
- CO-4. Develop the ability to use accounting concepts, principles, and frameworks to analyze and effectively communicate information to a variety of audiences
- CO-5. Develop and understand the nature and purpose of financial statements in relationship to decision making.

### **Business Ethics (06070402)**

Students will be able to:

- CO-8. Familiarize with the governing law prevailing in the organization
- CO-9. Learn the compliance and legal formalities like filing of reports, returns, due diligence etc.

### **Company Law –II (06070403)**

Upon successful completion of this course, the student will be able to:

- CO-1. understand the provisions of Companies Act 2013 and
- CO-2. understand the functioning and subsequent winding up of a body corporate in India



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- CO-3. know the relevant statutory materials, case law and regulatory practice relating to the major topics in Company Law
- CO-4. familiarize with the current policy trends and developments in Company Law and of the likely impact of these trends and developments on the major topics in Company Law.
- CO-5. identify the scope, role and functions of the company secretary and best practices in key functional matters.

## **Auditing (06070406)**

Upon successful completion of this course, the student will be able to:

- CO-1. familiarizethemselves with auditing principles and procedures
- CO-2. identify the scope, role and functions of the company auditor
- CO-3. Demonstrate an understanding of current auditing standards and acceptable practices, as well as the impact of audit risk on the engagement.
- CO-4. Understand the audit process from the engagement planning stage through completion of the audit, as well as the rendering of an audit opinion via the various report options.

## **Financial Institutions (06070405)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Will understand the regulatory framework and know various development banks in India.
- CO-2. Acquaint students with new techniques of financing such as Venture Capital, hire Purchasing etc.
- CO-3. Introduce students with various credit rating agencies in India.

## **B. Com (Hons.) Fifth Semester**

### **Indian Economy: Growth and Management (06070503)**

The purpose of this course is to impart the basic and advance understanding of the overall Indian economic system which gives the practical efficiency of the theoretical Indian economics.

- CO-1. The students will be able to understand the various socio-economic factors of Indian economy.
- CO-2. The students will be able to analyze the challenging factors of Indian economy.
- CO-3. The students will be able to identify the various way by which growth and development of Indian economy can be boost.

### **Financial Management (06070501)**

On successful completion of this course following outcomes will be achieved:



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- CO-1. Estimate project cash flows to distinguish between value-creating and value destroying investment
- CO-2. Estimate the required return on projects of differing risk and how to use the required return in evaluating investment decisions in the form of capital budgeting.
- CO-3. Help students to calculate the working capital needs optimal cash requirement for an organization.
- CO-4. Students can measure the level of inventory required by a firm and can measure the optimal level of receivables to be kept by a firm.

## **Income Tax (06070505)**

Students will be able to:

- CO-1. The objective of the study is to expose the students to Tax environment In India.
- CO-2. Direct tax is introduced with the aim to make the students with the Income tax law, especially the focus is to familiarizes the students with the legal terms and their meaning under the Income Tax Law

## **Insurance and Risk Management (06070506)**

Students will be able to:

- CO-1. to demonstrate the knowledge of operation and management of insurance entities, and the economic implications of organizational design and structure.
- CO-2. Demonstrate a working knowledge of the language and procedures associated with risk management.
- CO-3. perform risk management review for individuals and organizations
- CO-4. Design a life insurance program appropriate for the income replacement needs of Insured's with differential circumstances.
- CO-5. Evaluate the use of insurance contracts in employee benefit programs.

## **Investment Analysis (06070502)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Introduce students with various investment avenues, key concepts of investment, gambling, speculation.
- CO-2. Students will learn about fundamental analysis, technical analysis, Dow Theory.
- CO-3. Students can make use and measure risk and return using derivatives.

## **Human Resource Management (06070508)**

Students will be able to:



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- CO-1. Demonstrate proficiency in fundamental human resources theories and concepts and how they apply to real world situations.
- CO-2. Formulate human resources policies and practices that help promote the organization's strategic goals.
- CO-3. Use strategic decision making to resolve human resource challenges and make effective business decisions.
- CO-4. Employ statistical and computer tools to analyze complex questions and business problems and reach defensible conclusions.
- CO-5. Develop an understanding of the challenges of human resources management and successfully manage and resolve conflict.
- CO-6. Assume leadership positions in different organizations and manage many types of people and groups.
- CO-7. Evaluate legal and ethical issues as they apply to human resource management locally and globally.
- CO-8. Understand and engage in research utilizing sound methods learned to add value to his work and the community
- CO-9. Demonstrate a commitment to lifelong learning by participation in professional development activities.

## **B. Com (Hons.) Sixth Semester**

### **Accounting for Managers (06070601)**

Students will be able to:

- CO-1. Understand and apply course concepts to analyse common business management decisions such as pricing and outsourcing decisions from a financial perspective;
- CO-2. It also provide decision making skills to the students in the financial analysis context
- CO-3. Solve and analyse problems using different forecasting techniques.
- CO-4. It describe the main departments or functions of a business organization
- CO-5. It understand the nature and purpose of different types of organizations (commercial, voluntary, public sector and so on)

### **E-Commerce – 06070608**

After studying this course, students will

- CO-1. Understand the basic concepts of e-business
- CO-2. Have knowledge of various application issues of e-business like Internet infrastructure, security over internet, payment systems
- CO-3. Understand various online strategies for e-business
- CO-4. Learn the mechanisms for conducting online transactions in a business

### **Indirect Tax (06070609)**



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Students will be able:

- CO-1. To expose the students of the present indirect taxation system in the country.
- CO-2. To provide basic knowledge regarding GST (Goods and Services Tax).
- CO-3. to Compute the assessable value of transactions related to goods and services for levy and determination of duty liability.
- CO-4. to understand Tax liability and taxable entities.
- CO-5. to examine the method of tax credit. Inflows and outflows. Outflows: tax imposition, tax exemption, tax deduction.
- CO-6. to Imposition of tax and tax base, Delivery of goods and services.

## **International Business (06070602)**

Students will be able to

- CO-7. Explain how international factors affect domestic concerns;
- CO-8. Explain regional economic integration and economic and political integration;
- CO-9. Explain the main institutions that shape the global marketplace;
- CO-10. Explain businesses expansion abroad;
- CO-11. Explain the key legal issues related to businesses operating in other countries;
- CO-12. Enhance their cognitive knowledge of global issues; interpersonal skills with individuals from various cultures, and social responsibility awareness on global issues.

## **New Venture Planning (06070611)**

Upon successful completion of this course, students will be able to:

- CO-5. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation.
- CO-6. Describe and distinguish the typologies of entrepreneurship, the financial sources for startups and the modes of business networking.
- CO-7. Design business plans.
- CO-8. Implement theoretical knowledge acquired by designing a small virtual enterprise.

## **BBA First Semester**

### **Management Concepts -06040108**

Students will be able to:

- CO-14. Evaluate the global context for taking managerial actions of planning, organizing and controlling.
- CO-15. Assess global situation, including opportunities and threats that will impact management of an organization.
- CO-16. Integrate management principles into management practices.



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- CO-17. Assess managerial practices and choices relative to ethical principles and standards.
- CO-18. Specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances.
- CO-19. Determine the most effective action to take in specific situations.
- CO-20. Evaluate approaches to addressing issues of diversity

## **Financial Accounting (06040102)**

Students will be able to:

- CO-1. Calculate common investment criteria and project cash flows associated with corporate project evaluation
- CO-2. Apply measures of cost of capital and financial leverage to form long-term financial policies for business.
- CO-3. Judge the merits of leasing over borrowing to purchase assets.
- CO-4. Describe the common factors influencing dividend policy.
- CO-5. Describe applications of options in financial management.
- CO-6. Relate capital investment decisions and financial policies to business valuations.

## **Business Economics (06040104)**

The Purpose of this course is to impart the concept, understanding and working of subject and business through analytical quantitative and qualitative Economics.

- CO-1. The students will be able to understand the various economics factors involved in business theoretically and practically.
- CO-2. The students will be able to make the business as a working an efficient one through the various combination of efficient input-output method of economics.
- CO-3. The students will be able to increase the welfare in the society through business and economic activities.

## **Business Law (06040109)**

Upon successful completion of this course, the student will be able to:

- CO-1. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-2. relate basic knowledge of the important business laws with relevant case law.
- CO-3. gain understanding of basic legal terminologies
- CO-4. determine various rights and duties of an individual under various types of contracts
- CO-5. Identify the fundamental legal principles behind contractual agreements.

## **Business Mathematics 06040111**

- CO-10. Students will gain the knowledge regarding data and its related aspects.
- CO-11. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.



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CO-12. Students will be able to learn the application of these tools and techniques in business growth.

## **BBA Second Semester**

### **Organizational Behaviour (06040208)**

Students will be able to

- CO-1. Understand the concept of study of behavior in organizational settings
- CO-2. Understand various challenges involved in behavior in organization.
- CO-3. Use of relevant techniques in order to identify individual behavior and personality in order to mould them in effectiveness of the organization.
- CO-4. Recognize various group and organizational factors that affects individuals' behavior.

### **Cost Accounting (06040209)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Explain the basic concept of cost and how costs are presented in financial statements.
- CO-2. Demonstrate how materials, labor and overhead costs are added to a product at each stage of the production cycle.
- CO-3. Students will able to calculate material cost,labour cost and overhead cost
- CO-4. Students will be able to calculate cost per unit of each product by applying the techniques of Job costing, unit Costing .
- CO-5. Students will be able to calculate the cost of a contract with the help of contract costing.
- CO-6. Summarize process cost accounting and prepare a process cost report.

### **Business Statistics (06040210)**

- CO-1. Students will obtain the knowledge regarding data and its related aspects.
- CO-2. Students will learn various statistical tools and techniques which have applications in solving different business problems.
- CO-3. Students will learn the application of these tools and techniques in business growth.

### **Managerial Skills (06040211)**

Students will be able to:

- CO-1. Evaluate the global context for taking managerial actions of planning, organizing and controlling.
- CO-2. Assess global situation, including opportunities and threats that will impact management of an organization.
- CO-3. Integrate management principles into management practices.
- CO-4. Assess managerial practices and choices relative to ethical principles and standards.



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CO-5. Specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances.

CO-6. Determine the most effective action to take in specific situations.

CO-7. Evaluate approaches to addressing issues of diversity.

## **Business Communication (06040212)**

Upon successful completion of this course, students will be able to:

CO-1. Conversant with the basic forms, formats and techniques of business writing so that you will be thoroughly prepared to take part in real-world business fields.

CO-2. Understand the latest research information on language in general and the writing process specifically so that you will become a highly confident and skilled writer.

CO-3. Understand all relevant communicational theories so that you can apply this knowledge to a myriad of different communicational tasks and genres.

CO-4. Demonstrating advanced interpersonal communication, business etiquette and relationship building skills.

## **Business Informatics (BBA206)**

After studying this course, students will

**CO-1.** Be able to integrate computer science and business administration

**CO-2.** Learn the analytical skills required to solve problems in business

**CO-3.** Learn the main areas of Information Recourses, Computer Data Processing, Business Modeling and Social Networks

## **BBA Third Semester**

### **Business Environment (BBA301)**

Students will be able to:

CO-1. Understand the various aspects of economic, social, political and cultural environment that impacts the business enterprises in India.

CO-2. understand the environmental factors influencing Indian business organizations.

CO-3. connect the interface with business enterprises, small and big, so that actual practices in business are learnt by the students.

### **Management Accounting (BBA 302)**

On successful completion of this course following outcomes will be achieved:

CO-1. Introduce students to the concept of Management Accounting and basic difference between cost accounting and management accounting.

CO-2. Students will be able to prepare various fixed and flexible budgets.

CO-3. Students can determine variances in production by studying material and labour variance.

CO-4. Ascertainment of financial position of a concern by learning ratio analysis.



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CO-5. Help students to determine Break-even point, contribution, margin of safety.

## **Quantitative Technique-(BBA303)**

CO-1. Students will be able to develop the knowledge and understanding of various optimization techniques.

CO-2. Students will be able to solve and find the solution of various business problems optimally.

CO-3. Students will be able to implement these techniques in different business problems to obtain efficient results.

## **Business Ethics (BBA304)**

Students will be able to:

CO-10. Familiarize with the governing law prevailing in the organization

CO-11. Learn the compliance and legal formalities like filing of reports, returns, due diligence etc.

## **Marketing Management (BBA305)**

Students will be able to:

CO-5. Explain the concept and scope Marketing in consumer driven era

CO-6. Select particular segment of the market in order to achieve the marketing objectives

CO-7. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.

CO-8. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **Management Information System (BBA306)**

After studying this course, students will

CO-1. Understand an overview of the issues managers face in the selection, use, and management of information technology (IT)

CO-2. Have knowledge on information, being used as a tool to implement business strategies

CO-3. Learn how to gain competitive advantage by the use of information, not merely to support business operations

CO-4. acquaint with management information system for business decision-making

## **BBA Fourth Semester**

### **Human Resource Management (BBA401)**

Students will be able to:



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- CO-1. Demonstrate proficiency in fundamental human resources theories and concepts and how they apply to real world situations.
- CO-2. Formulate human resources policies and practices that help promote the organization's strategic goals.
- CO-3. Use strategic decision making to resolve human resource challenges and make effective business decisions.
- CO-4. Employ statistical and computer tools to analyze complex questions and business problems and reach defensible conclusions.
- CO-5. Develop an understanding of the challenges of human resources management and successfully manage and resolve conflict.
- CO-6. Assume leadership positions in different organizations and manage many types of people and groups.
- CO-7. Evaluate legal and ethical issues as they apply to human resource management locally and globally.
- CO-8. Understand and engage in research utilizing sound methods learned to add value to his work and the community
- CO-9. Demonstrate a commitment to lifelong learning by participation in professional development activities.

## **Financial Management (BBA402)**

- CO-8. summarize that being a financial manager how to plan a project from the scrap, what factor need to be consider.
- CO-9. Understand both the theoretical and practical role of financial management in business corporations.
- CO-10. Analyze the finances of individual corporations both in terms of their performance and capital requirements
- CO-11. Evaluate the role and importance of shareholders within modern corporations.
- CO-12. Demonstrate the appreciation and understanding of the importance of risk within the context of financial decision making

## **Family Business (BBA403)**

Upon successful completion of this course, students will be able to:

- CO-1. Identify the social and economic impact of family business.
- CO-2. Explain family business dynamics in terms of three elements – the individual, the family, and the business.
- CO-3. Apply the specific practices and skills of effective family businesses.
- CO-4. Integrate entrepreneurial and professional management concepts for strengthening family business organizational performance.

## **E- Commerce BBA404**

After studying this course, students will



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- CO-1. Understand the basic concepts of e-business
- CO-2. Impart knowledge of various application issues of e-business like Internet infrastructure, security over internet, payment systems
- CO-3. Understand various online strategies for e-business
- CO-4. Learn the mechanisms for conducting online transactions in a business

## **Business Research Methods (BBA 405)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Discuss and apply different research approaches and methodologies
- CO-2. Develop data collection instrument according to the underlying theoretical framework e.g structured questionnaire
- CO-3. Discuss various sampling techniques and its applications.
- CO-4. Explain how to conduct data collection (quantitative and qualitative)
- CO-5. Analyse quantitative data and qualitative data with t test and Z test.
- CO-6. Refine research questions to meet high level research objectives/questions.
- CO-7. Construct and document an appropriate research design, including argumentation for data collection and analysis methods/techniques

## **Project Management (BBA 406)**

On successful completion of this course following outcomes will be achieved:

- CO-1. Students will be able to describe a project life cycle, and can skillfully map each stage in the cycle.
- CO-2. Students will identify the resources needed for each stage, including involved stakeholders, tools and supplementary materials.
- CO-3. Students will describe the time needed to successfully complete a project, considering factors such as task dependencies and task lengths with the techniques of PERT and CPM.
- CO-4. Students will be able to develop a project scope while considering factors such as customer requirements and internal/external goals
- CO-5. Apply project management practices to the launch of new programs, initiatives, products, services, and events relative to the needs of stakeholders.

## **BBA Fifth Semester**

### **Customer Relationship Management (BBA 501)**

Students will be able to

- CO-1. Identify the forces impacting customer relationship strategies.
- CO-2. Design various strategies of customer relationship as per the demand of the product or services.
- CO-3. Assess the resources and constraints for strategy making in relationship context.



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CO-4. Explain the importance of various technological advancements in implementing the CRM.

CO-5. Investigate the impact of digitalization on CRM

## **Operation Management (BBA 502)**

Students will be able to

CO-6. know, rather than Financial Accounting what else accounting is needed to deal in the organisation being a manager.

CO-7. Understand the relationship between cost accounting-financial accounting and managerial accounting

CO-8. Understand the concept of management accounting

CO-9. Understand the importance of management accounting for businesses

CO-10. Analyze budgeting and operating budgets concepts

## **Forensic Accounting (BBA503)**

### **Indian Financial System (BBA 504F)**

Upon successful completion of this course, the student will be able to:

CO-1. understand the functioning of Money Market and Capital Market

CO-2. understand the basic objectives of Regulating Agencies like SEBI

CO-3. gain insights with the Concepts & Practical dynamics of the Indian Financial System, Markets, Institution and Financial Services

### **Financial Markets and Services (BBA505F)**

Students will be able to:

CO-1. learn different types of services provided by the Financial Intermediaries, Financial Market, and Financial Players who deal in the Stock exchange market.

CO-2. Demonstrate the current structure and regulation of the Indian financial services sector

CO-3. Evaluate and create strategies to promote financial products and services

CO-4. Understand the role and function of the financial system in reference to the macro economy.

CO-5. Understand and describe the characteristics of different types of debt securities and be able to price them.

### **Consumer Behaviour (BBA 504M)**

Students will be able to:

CO-1. Identify the major influences in consumer behaviour

CO-2. Distinguish between different consumer behaviour influences and their relationships

CO-3. Establish the relevance of consumer behaviour theories and concepts to marketing decisions

CO-4. Implement appropriate combinations of theories and concepts

CO-5. Recognise social and ethical implications of marketing actions on consumer behaviour

CO-6. Use most appropriate techniques to apply market solutions



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## **Sales & Distribution Management (BBA 505 M)**

Upon successful completion of this course, students will be able to:

- CO-1. Recognise and demonstrate the significant responsibilities of sales person as a KEY individual.
- CO-2. Describe and Formulate strategies to effectively manage company's sales operations.
- CO-3. Evaluate the role of Sales manager and his/ her responsibilities in recruiting, motivating, managing and leading sales team.
- CO-4. Illustrate the fundamentals of Distribution channels, Logistics and Supply Chain Management.

## **Human Resource Planning & Development (BBA 504 H)**

Students will be able to learn-

- CO-1. The management of human resource in the organisation
- CO-2. Procedural aspects of co-ordination in the inter departmental employees.

## **Organisational Change and Development (BBA 505H)**

Upon successful completion of this course, students will be able to:

- CO-9. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation.
- CO-10. Describe and distinguish the typologies of entrepreneurship, the financial sources for startups and the modes of business networking.
- CO-11. Design business plans.
- CO-12. Implement theoretical knowledge acquired by designing a small virtual enterprise.

## **BBA Sixth Semester**

### **Strategic Management (BBA 601)**

Upon successful completion of this course, students will be able to:

- CO-1. Analyze the main structural features of an industry and develop strategies that position the firm most favorably in relation to competition and influence industry structure to enhance industry attractiveness.
- CO-2. Demonstrate the ability to think critically in relation to a particular problem, situation or strategic decision through real-world scenarios.
- CO-3. Appraise the resources and capabilities of the firm in terms of their ability to confer sustainable competitive advantage and formulate strategies that leverage a firm's core competencies.
- CO-4. Formulate strategies for exploiting international business opportunities including foreign entry strategies and international location of production.

### **Entrepreneurship Development (BBA 602)**

Upon successful completion of this course, students will be able to:

- CO-1. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation.



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- CO-2. Describe and distinguish the typologies of entrepreneurship, the financial sources for startups and the modes of business networking.
- CO-3. Design business plans.
- CO-4. Implement theoretical knowledge acquired by designing a small virtual enterprise.

## **Income Tax Law and Planning (BBA 604F)**

Students will be able to:

- CO-1. Complete federal income tax returns, including schedules to the Form 1040, and be able to calculate the correct amount of federal income tax.
- CO-2. Analyze simple fact situations and recognize income tax ramifications
- CO-3. Apply basic tax concepts to simple fact situations and communicate potential income tax ramifications in writing and orally.
- CO-4. Research basic questions of federal tax law
- CO-5. Apply an understanding of the different ways a case can progress from audit to court.
- CO-6. Apply an understanding of the common statutes of limitations in federal income tax cases
- CO-7. Apply an understanding of the common penalties in federal income tax cases.

## **Auditing (BBA 605F)**

Students will be able to:

- CO-1. analyse the role of Auditors' duties and rights
- CO-2. Describe the quality control procedures necessary to ensure that a competent assurance engagement is performed, and apply professional ethics including Code of Conduct to specific scenarios;
- CO-3. Describe the various levels of persuasiveness of different types of audit evidence and explain the broad principles of audit sampling techniques;
- CO-4. Understand auditors' legal liabilities, and be able to apply case law in making a judgment whether auditors might be liable to certain parties;
- CO-5. Describe other assurance and non-assurance services provided by the auditing and assurance profession, and, for assurance services, understand the level of assurance provided.

## **Service Marketing (BBA 604M)**

Students will be able to:

- CO-1. Familiarize with the governing law prevailing in the organization

Learn the compliance and legal formalities like filing of reports, returns, due diligence etc

## **Retail Management & Sales Procedure (BBA 605M)**

Students will be able to:

- CO-1. Explain the concept and scope Marketing in consumer driven era



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- CO-2. Select particular segment of the market in order to achieve the marketing objectives
- CO-3. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.
- CO-4. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **Human Resource Information System (BBA 604H)**

Upon successful completion of this course, the student will be able to:

- CO-1. Explain the purpose of Human Resources Information System and how it facilitates HR Program
- CO-2. Justify how each area of Human Resources Information System interrelates with each other and how crucial proper design and management are to the success of the system
- CO-3. Demonstrate; apply various HR methods to assess and “fit” an organizational environment and communicate clearly, concisely and correctly using analyzed systematic data
- CO-4. Apply systematic approaches to solve problems and produce reports for management decision-making, strategic planning, and operational excellence

## **HR Audit (BBA 605H)**

Students will be able to:

- CO-1. Investigate about HR policies and practices and identify and prioritise gaps in their practices
- CO-2. Measure the effectiveness of HR procedures and compare against organisational objectives
- CO-3. Ensure compliance with regulatory requirements whilst satisfying business needs
- CO-4. Develop and conduct an HR Audit
- CO-5. Achieve and maintain world-class competitiveness in key HR areas and understand the requirements for an ISO-certified HR department

## **BBA-HA First Semester**

### **Management Concepts (BBAHA102)**

Students will be able to:

- CO-21. Evaluate the global context for taking managerial actions of planning, organizing and controlling.



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- CO-22. Assess global situation, including opportunities and threats that will impact management of an organization.
- CO-23. Integrate management principles into management practices.
- CO-24. Assess managerial practices and choices relative to ethical principles and standards.
- CO-25. Specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstances.
- CO-26. Determine the most effective action to take in specific situations.
- CO-27. Evaluate approaches to addressing issues of diversity.

## **Financial Accounting (BBAHA103)**

Students will be able to:

- CO-4. Familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.
- CO-5. Explain the differences between management and financial accounting
- CO-6. identify the main financial statements and their purposes

## **Medical Terminology (BBAHA104)**

Upon successful completion of this course, students will be able to:-

- CO-1. Explain the root words, suffixes and prefixes of the vocabulary used in medical offices, hospitals and other health settings.
- CO-2. Demonstrate the nervous, skeletal, cardiovascular, muscle and other major systems of the human body, and discuss terms related to physiology, anatomy and pathological conditions.
- CO-3. Illustrate the function and structure of the human body.

## **Business Laws (BBAHA105)**

Upon successful completion of this course, the student will be able to:

- CO-8. appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political and social context
- CO-9. Identify the fundamental legal principles behind contractual agreements.
- CO-10. relate basic knowledge of the important business laws with relevant case law.
- CO-11. gain understanding of basic legal terminologies
- CO-12. determine various rights and duties of an individual under various types of contracts

## **Business Statistics (BBAHA106)**

- CO-13. Students will gain the knowledge regarding data and its related aspects.



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- CO-14. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.
- CO-15. Students will be able to learn the application of these tools and techniques in business growth.

## **BBAHA Second Semester**

### **Organizational Behavior(BBAHA201)**

Students will be able to

- CO-1. Understand the concept of study of behavior in organizational settings
- CO-2. Understand various challenges involved in behavior in organization.
- CO-3. Use of relevant techniques in order to identify individual behavior and personality in order to mould them in effectiveness of the organization.
- CO-4. Recognize various group and organizational factors that affects individuals' behavior.

### **Cost Accounting (BBAHA202)**

Students will be able to:

- CO-8. Define and apply management/cost accounting concepts.
- CO-9. Identify cost-volume-profit relationships and solve CVP functions
- CO-10. Identify and apply job costing and allocation of overhead.
- CO-11. Identify and apply multi pool, multi driver costing method and activity-based costing.
- CO-12. Prepare and explain master budget and responsibility accounting.
- CO-13. Identify and analyze variances, flexible budgets and management control.
- CO-14. Analyze inventory costing and capacity.

### **HOSPITAL AND HEALTH SYSTEM (BBAHA203)**

Upon successful completion of this course, students will be able to:-

- CO-1. Examine the dynamic nature of healthcare administration and demonstrate the problem solving and leadership skills to manage resources as needed within this environment.
- CO-2. Demonstrate knowledge of the healthcare delivery systems along with the associated operational aspects associated with each.
- CO-3. Explain healthcare policies.

### **Managerial Skills (BBAHA204)**

Students will be able to:



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CO-1. Familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.

CO-2. Explain the differences between management and financial accounting

CO-3. identify the main financial statements and their purposes

## **Business Communication (BBAHA205)**

Student will be able to

CO-6. Analyse the process and findings in a range of business documents and oral presentations, planning and managing a business project and communications strategy.

CO-7. Demonstrate a good understanding of effective business writing.

CO-8. Demonstrate a good understanding of effective business communications.

CO-9. Demonstrate a good understanding of research approaches and information collection.

Demonstrate a good understanding of developing and delivering effective presentations and effective interpersonal communications

## **Business Informatics (BBAHA206)**

CO-1. Students will gain the knowledge regarding data and its related aspects.

CO-2. Students will be able to learn various statistical tools and techniques which have applications in solving different problems related to business.

CO-3. Students will be able to learn the application of these tools and techniques in business growth.

## **BBAHA Third Semester**

### **Hospital Operations Management( BBAHA301)**

Upon successful completion of this course, students will be able to:-

CO-1. Describe to manage finance, human and material resources in hospital.

CO-2. Analyze day-to-day operations of a medical office.

CO-3. Evaluate how to maintain equipment and supplies, and supervise personnel.

### **Health Economics (BBAHA302)**

The purpose of this course to impart the basic understanding of the various factors of health and economics which improves a quality life in developing nations and systems.

CO-1. The students will be able to understand the various Health factors.

CO-2. The students will be able to identify the various challenging factors of health in a developing society.

CO-3. The students will be able to make the various efficient combination of quality life.

CO-4. The students will be able to analyze the health sector.



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## **Hospital Hazard & Disaster Management(BBAHA303)**

Upon successful completion of this course, students will be able to:-

- CO-1. Explain about environmental problems, structure of ecosystem and its importance.
- CO-2. Reconstruct an ideas to clear mechanism and management in different kinds of hazard management system role of emergency services.
- CO-3. Analyze issues related to different kinds of hazard and their management and develop proficiency to handle the emergency situation in the hospital.

## **Business Ethics (BBAHA304)**

Students will be able to:

- CO-12. Familiarize with the governing law prevailing in the organization
- CO-13. Learn the compliance and legal formalities like filing of reports, returns, due diligence etc.

## **Marketing Management (BBAHA305)**

Students will be able to:

- CO-9. Explain the concept and scope Marketing in consumer driven era
- CO-10. Select particular segment of the market in order to achieve the marketing objectives
- CO-11. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.
- CO-12. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **Management Information System (BBAHA306)**

After studying this course, students will

- CO-4. Be able to integrate computer science and business administration
- CO-5. Learn the analytical skills required to solve problems in business
- CO-6. Learn the main areas of Information Recourses, Computer Data Processing, Business Modeling and Social Networks

## **BBAHA Fourth Semester**

### **Human Resource Management (BBAHA401)**

Students will be able to learn-



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- CO-13. The management of human resource in the organisation
- CO-14. Procedural aspects of co-ordination in the inter departmental employees

## **Financial Management (BBAHA402)**

Students will be able to

- CO-1. summarize that being a financial manger how to plan a project from the scrap, what factor need to be consider.
- CO-2. Understand both the theoretical and practical role of financial management in business corporations.
- CO-3. Analyze the finances of individual corporations both in terms of their performance and capital requirements
- CO-4. Evaluate the role and importance of shareholders within modern corporations.
- CO-5. Demonstrate the appreciation and understanding of the importance of risk within the context of financial decision making

## **MEDICAL RECORD MANAGMENT (BBAHA403)**

Upon successful completion of this course, students will be able to:-

- CO-1. Explain the basics of the electronic records systems and manual information systems currently used by most healthcare facilities.
- CO-2. Identify the basics of medical coding, medical terminology, and basic hospital procedures.
- CO-3. Assess the documentation in the health record supports the diagnosis and reflects the patient's progress, clinical findings, and discharge status.

## **E- Commerce BBAHA404**

After studying this course, students will

- CO-5. Understand the basic concepts of e-business
- CO-6. Have knowledge of various application issues of e-business like Internet infrastructure, security over internet, payment systems
- CO-7. Understand various online strategies for e-business
- CO-8. Learn the mechanisms for conducting online transactions in a business

## **Business Research Methods (BBAHA405)**

On successful completion of this course following outcomes will be achieved:

- CO-8. Discuss and apply different research approaches and methodologies
- CO-9. Develop data collection instrument according to the underlying theoretical framework e.g structured questionnaire
- CO-10. Discuss various sampling techniques and its applications.
- CO-11. Explain how to conduct data collection (quantitative and qualitative)
- CO-12. Analyse quantitative data and qualitative data with t test and Z test.



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- CO-13. Refine research questions to meet high level research objectives/questions.
- CO-14. Construct and document an appropriate research design, including argumentation for data collection and analysis methods/techniques

## **Project Management (BBAHA406)**

Students will be able to

- CO-6. analyse the behaviour of the market to make investment and what are the factor that affect the investor.
- CO-7. Learn how to adjust financial statements for valuation purposes.
- CO-8. Understand the characteristics of different financial assets such as money market instruments, bonds, and stocks, and how to buy and sell these assets in financial markets
- CO-9. Understand the benefit of diversification of holding a portfolio of assets, and the importance played by the market portfolio.
- CO-10. Understand the characteristics of different financial assets such as money market instruments, bonds, and stocks, and how to buy and sell these assets in financial markets.

## **BBAHA Fifth Semester**

### **Customer Relationship Management (BBAHA501)**

Students will be able to

- CO-1. Identify the forces impacting customer relationship strategies.
- CO-2. Design various strategies of customer relationship as per the demand of the product or services.
- CO-3. Assess the resources and constraints for strategy making in relationship context.
- CO-4. Explain the importance of various technological advancements in implementing the CRM.
- CO-5. Investigate the impact of digitalization on CRM

### **Operation Management (BBAHA502)**

Students will be able to

- CO-11. know, rather than Financial Accounting what else accounting is needed to deal in the organisation being a manager.
- CO-12. Understand the relationship between cost accounting-financial accounting and managerial accounting
- CO-13. Understand the concept of management accounting
- CO-14. Understand the importance of management accounting for businesses

Analyze budgeting and operating budgets concepts

### **Income Tax Law and Planning (BBAHA503)**

Students will be able to:

- CO-1. Define the procedure of direct tax assessment.
- CO-2. Able to compute total income and define tax complicacies and structure.
- CO-3. Demonstrate an understanding of the taxation of individual income.



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- CO-4. Able to understand amendments made from time to time in Finance Act.
- CO-5. Differentiate between direct and indirect tax assessment.
- CO-6. Define tax complications and structure.
- CO-7. Aware about IT authorities and their powers
- CO-8. Aware about appeal & revision, tax penalties, offences and prosecutions.
- CO-9. Able to file IT return on individual basis

## **Epidemiology and Public Health Administration (BBAHA504)**

Upon successful completion of this course, students will be able to:-

- CO-1. Define the role of the population-based perspective in the delivery of healthcare services.
- CO-2. Explain the origins and development, including changing perspectives, of the discipline of healthcare epidemiology.
- CO-3. Demonstrate the interrelated nature of clinical, administrative, and policy processes and their impact on health outcomes of populations.
- CO-4. Explain about infectious disease epidemiology.

## **Hospital Core Services (BBAHA505)**

Upon successful completion of this course, students will be able to:-

- CO-1. Review the administrative skills needed, which include scheduling appointments, filing medical records, conducting patient orientations and ensuring staff and patient safety.
- CO-2. Describe to manage finance, human and material resources in hospital.
- CO-3. Use the managerial skills in hospital environment.

## **Material Planning and Management-BBAHA506**

Upon successful completion of this course, students will be able to:-

- CO-1. Explain the origins and development, including changing perspectives, of the discipline of healthcare epidemiology.
- CO-2. Define the role of the population-based perspective in the delivery of healthcare services.

## **Hospital Support and Utility Services (BBAHA507 )**

Upon successful completion of this course, students will be able to:-

- CO-1. Measures the complexity and determinants of health and healthcare systems.
- CO-2. Identify across boundaries – evaluating how services can best be configured and delivered.



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- CO-3. Evaluate the structure and interdependence of healthcare system elements and issues using critical thinking to formulate innovative system designs that improve healthcare delivery.

## **BBAHA Sixth Semester**

### **Strategic Management (BBAHA601)**

Upon successful completion of this course, students will be able to:-

- CO-1. Measures the complexity and determinants of health and healthcare systems.
- CO-2. Identify across boundaries – evaluating how services can best be configured and delivered.
- CO-3. Evaluate the structure and interdependence of healthcare system elements and issues using critical thinking to formulate innovative system designs that improve healthcare delivery.

### **Entrepreneurship Development (BBAHA602)**

Upon successful completion of this course, students will be able to:

- CO-13. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation.
- CO-14. Describe and distinguish the typologies of entrepreneurship, the financial sources for startups and the modes of business networking.
- CO-15. Design business plans.
- CO-16. Implement theoretical knowledge acquired by designing a small virtual enterprise.

### **Quality in Health Care (BBAHA603)**

- CO-1. Students will be introduced with concepts of quality improvement and quality assurance.
- CO-2. Students will be able to learn various quality improvement techniques related to health care.
- CO-3. Students will be able to implement these techniques for the betterment and upliftment of health and related aspects.

### **Hospital Related Law (BBAHA605M)**

Upon completion of this subject a student will have an understanding of:

- CO-1. The ethical underpinnings of the law as it relates to medicine,
- CO-2. The law of negligence in the context of the provision of healthcare,
- CO-3. Legal and ethical issues surrounding end and beginning of life decisions,



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- CO-4. The maintenance of professional standards in the healthcare profession, and
- CO-5. The role of policy in the formation of law as it relates to medicine.

## **Environment Science & Health(BBAHA606)**

Upon completion of this subject a student will have an understanding of:

- CO-1. Master core concepts and methods from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.
- CO-2. Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.
- CO-3. Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.
- CO-4. Explain key legal principles relevant to the fields of health law studied in this course, including principles of negligence, consent, privacy and confidentiality, and regulation.

## **Sociology (BBAHA607)**

Upon completion of this subject a student will have an understanding of:

- CO-1. The ethical underpinnings of the law as it relates to medicine,

## **MBAHA 1<sup>st</sup> SEMESTER**

### **MBAHA101- FUNDAMENTALS OF MANAGEMENT**

Students will be able to

- CO-1. Get the historical background of Management evolution and various thoughts of Management
- CO-2. Use appropriate theoretical frameworks and models to evaluate business situations and develop options and recommendations for the decision making
- CO-3. Recognize the important relationship various functional departments and various functions of Management.
- CO-4. Understand the role of the managers in any contingency that arises due to structural issues of the organizations.

### **MBAHA102- ESSENTIALS OF HEALTH CARE SYSTEM**

Upon successful completion of this course, students will be able to:-

- CO-1. **Demonstrate knowledge of health care delivery in India and trends impacting the system**
- CO-2. Evaluate how health care is regulated in India against health outcomes achieved.



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CO-3. Compare and contrast Indian health care model to models used by other global economies.

## **MBAHA103-ACCOUNTING FOR MANAGERS**

It enables the students:

- CO-1. to manage the accounts being a manager
- CO-2. to enhance decision making skills in the financial analysis context
- CO-3. to solve and analyse problems using different forecasting techniques.
- CO-4. To understand the functions of a manager

## **MBAHA104- IT AND E-BUSINESS FUNDAMENTALS**

After studying this course, students will

- CO-1. Understand the basic concepts of Information technology and e-business
- CO-2. Have knowledge of various applications of e-business like Internet infrastructure, security over internet, payment systems
- CO-3. Understand various management aspects of e-commerce technological environment
- CO-4. Learn the strategies for e-business

## **MBAHA105- MEDICAL TERMINOLOGY & MEDICAL RECORD**

Upon successful completion of this course, students will be able to:-

- CO-1. Review create, store, code and classify medical records.
- CO-2. Manage information records, which include both electronic data and paper files.
- CO-3. Manage & analyze statistical outcomes from the record.

## **MBAHA106-ORGANISATIONAL BEHAVIOUR AND PROCESSES**

Students will be able to

- CO-15. know, rather than Financial Accounting what else accounting is needed to deal in the organisation being a manager.
- CO-16. Understand the relationship between cost accounting-financial accounting and managerial accounting
- CO-17. Understand the concept of management accounting
- CO-18. Understand the importance of management accounting for businesses
- CO-19. Analyze budgeting and operating budgets concepts

## **MBAHA107-BUSINESS COMMUNICATION**

Upon successful completion of this course, students will be able to:

- CO-5. Conversant with the basic forms, formats and techniques of business writing so that you will be thoroughly prepared to take part in real-world business fields.



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- CO-6. Understand the latest research information on language in general and the writing process specifically so that you will become a highly confident and skilled writer.
- CO-7. Understand all relevant communicational theories so that you can apply this knowledge to a myriad of different communicational tasks and genres.
- CO-8. Demonstrating advanced interpersonal communication, business etiquette and relationship building skills.

## **MBAHA108-HOSPITAL MANAGEMENT INFORMATIN SYSTEM**

Upon successful completion of this course, students will be able to:-

- CO-1. Describe the role of hospital information technology and information systems in hospital.
- CO-2. Recall the fundamental principles of developing software.
- CO-3. Develop the skills necessary to construct a relational database model given a specific application case study.

## **MBAHA 2<sup>nd</sup> SEMESTER**

### **MBAHA201- QUALITY MANAGEMENT**

The purpose of this course is the understand the overall quality management.

- CO-1. The students will able to clear concept and execution of quality management.
- CO-2. The students will be able to identify the quality measuring systematic efficient process.
- CO-3. The students will be able to measure the correction and various possible uncertainties which lead quality management.

### **MBAHA202-OPERATION MANAGEMENT**

### **MBAHA203-HEALTH ECONOMICS**

The purpose of this course is to impart the most important factors of development that is health with economy which build-up human capacity.

- CO-1. The students will be able understand the various factors on which the quality health depends.
- CO-2. The students will be able to understand the economic factors which improve the quality health and life.
- CO-3. The students will be able to identify the challenges of good health and system so will be able to make the possible efficient solutions for a good health and life.

### **MBAHA204-FINANCIAL MANAGEMENT**

- CO-15. summarize that being a financial manger how to plan a project from the scrap, what factor need to be consider.
- CO-16. Understand both the theoretical and practical role of financial management in business corporations.



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- CO-17. Analyze the finances of individual corporations both in terms of their performance and capital requirements
- CO-18. Evaluate the role and importance of shareholders within modern corporations.
- CO-19. Demonstrate the appreciation and understanding of the importance of risk within the context of financial decision making

## **MBAHA205-MARKETING MANAGEMENT**

Students will be able to:

- CO-1. Explain the concept and scope Marketing in consumer driven era
- CO-2. Select particular segment of the market in order to achieve the marketing objectives
- CO-3. Appraise the appropriateness and applicability of Positioning through Points of Parity and Points of Difference.
- CO-4. Assess the dynamic marketing environment and to plan their Marketing Mix as per the requirements.

## **MBAHA206- HUMAN RESOURCE MANAGEMENT**

Upon successful completion of this course, the student will be able to:

- CO-5. Explain the purpose of Human Resources Information System and how it facilitates HR Program
- CO-6. Justify how each area of Human Resources Information System interrelates with each other and how crucial proper design and management are to the success of the system
- CO-7. Demonstrate; apply various HR methods to assess and “fit” an organizational environment and communicate clearly, concisely and correctly using analyzed systematic data
- CO-8. Apply systematic approaches to solve problems and produce reports for management decision-making, strategic planning, and operational excellence

## **MBAHA207- HOSPITAL PLANNING**

Upon successful completion of this course, students will be able to:-

- CO-1. Describe planning of patient care and hospital support services
- CO-2. Describe planning and management of Hospital and Health care services.
- CO-3. Describe clearly the basic concepts of management and hospital management.

## **MBAHA208-BUSINESS RESEARCH METHODOLOGY**

On successful completion of this course following outcomes will be achieved:

- CO-8. Discuss and apply different research approaches and methodologies
- CO-9. Develop data collection instrument according to the underlying theoretical framework e.g structured questionnaire
- CO-10. Discuss various sampling techniques and its applications.



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(UGC Approved) Gurugram, Delhi-NCR

Budhera, Gurugram-Badli Road, Gurugram (Haryana) – 122505 Ph. : 0124-2278183, 2278184, 2278185

- CO-11. Explain how to conduct data collection (quantitative and qualitative)
- CO-12. Analyse quantitative data and qualitative data with t test and Z test.
- CO-13. Refine research questions to meet high level research objectives/questions.
- CO-14. Construct and document an appropriate research design, including argumentation for data collection and analysis methods/techniques

## **MBAHA 3<sup>rd</sup> SEMESTER**

### **MBAHA301- HOSPITAL SUPPORT & UTILITY SERVICES**

Upon successful completion of this course, students will be able to:-

- CO-1. Describe organising structure of every support services.
- CO-2.** Narrate the policy and procedures of the services in detailed manner.
- CO-3.** Develop the adaptability by assembling the challenges of each support services comes during the work process.

### **MBAHA302- SUPPLY CHAIN MANAGEMENT**

Students will be able to

- CO-6. Identify the forces impacting customer relationship strategies.
- CO-7. Design various strategies of customer relationship as per the demand of the product or services.

Assess the resources and constraints for strategy making in relationship context

### **MBAHA303- HOSPITAL MATERIAL MANAGEMENT**

Upon successful completion of this course, students will be able to:-

- CO-1. Understand the methods used by organizations to obtain the right quantities of stock or inventory.
- CO-2. Develop an ability to perform the role of material manager in hospital.
- CO-3. Understand ethical issues in purchasing and negotiations.

### **MBAHA304-MANAGEMENT OF CLINICAL SERVICES**

Upon successful completion of this course, students will be able to:-

- CO-1. Describe the planning and designing of the clinical services.
- CO-2. Explain the required staffing pattern to operate the clinical services.



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- CO-3. Demonstrate the ability to lead an organisation working with teams to develop strategies which implements change to meet needs.

## **MBAHA305M- Product Policy Management**

Student will be able to understand

- CO-1. alternative strategies for conceptualizing products and identifying product-markets
- CO-2. how to analyze industries, make changes in product strategies over time, and respond to competitive moves
- CO-3. the issues involved in the development and management of new products, including proactive versus reactive approaches to product development, market entry considerations, product positioning, value-based pricing methods, and the design and market testing of new products
- CO-4. how to manage product lines, with particular attention paid to evaluating potential synergies among products
- CO-5. the relationship of product decisions to other marketing decisions involving price, promotion and distribution channels

## **MBAHA306M- BRAND MANAGEMENT**

Students will be able to

- CO-1. Describe the concept of brand and various key brand elements.
- CO-2. Apply the Consumer Based Brand Equity Model to build brand equity
- CO-3. Explain the benefits of secondary brand knowledge to build brand equity.
- CO-4. Evaluate and rank the benefits of celebrity endorsements
- CO-5. Design the branding programs that will help the brand to sustain over the period of time.

## **MBAHA307M-SALES AND DISTRIBUTION MANAGEMENT**

Students will be able to

- CO-1. Understand & appreciate the diverse variables affecting the sales & distribution function
- CO-2. Recognize and demonstrate the significant responsibilities of sales person as a KEY individual.
- CO-3. Describe and Formulate strategies to effectively manage company's sales operations.
- CO-4. Evaluate the role of Sales manager and his/ her responsibilities in recruiting, motivating, managing and leading sales team.
- CO-5. Illustrate the fundamentals of Distribution channels, Logistics and Supply Chain Management.
- CO-6. develop sales and distribution plans



### **MBAHA305F-Tax Laws and Planning**

Students will be able to:

- CO-8. Complete federal income tax returns, including schedules to the Form 1040, and be able to calculate the correct amount of federal income tax.
- CO-9. Analyze simple fact situations and recognize income tax ramifications
- CO-10. Apply basic tax concepts to simple fact situations and communicate potential income tax ramifications in writing and orally.
- CO-11. Research basic questions of federal tax law
- CO-12. Apply an understanding of the different ways a case can progress from audit to court.
- CO-13. Apply an understanding of the common statutes of limitations in federal income tax cases
- CO-14. Apply an understanding of the common penalties in federal income tax cases.

### **MBAHA306F- Financial Systems and Services**

Students will be able to:

- CO-6. learn different types of services provided by the Financial Intermediaries, Financial Market, and Financial Players who deal in the Stock exchange market.
- CO-7. Demonstrate the current structure and regulation of the Indian financial services sector
- CO-8. Evaluate and create strategies to promote financial products and services
- CO-9. Understand the role and function of the financial system in reference to the macro economy.
- CO-10. Understand and describe the characteristics of different types of debt securities and be able to price them.

### **MBAHA307F-MANAGEMENT OF BANKING AND INSURANCE**

Students will be able to:

- CO-1. learn different types of services provided by the Financial Intermediaries, Financial Market, and Financial Players who deal in the Stock exchange market.
- CO-2. Demonstrate the current structure and regulation of the Indian financial services sector
- CO-3. Evaluate and create strategies to promote financial products and services

### **MBAHA305H-INDUSTRIAL RELATIONS AND LABOR LAW**

Students will be able to:

- CO-4. Understand the various aspects of economic, social, political and cultural environment that impacts the business enterprises in India.
- CO-5. understand the environmental factors influencing Indian business organizations.
- CO-6. connect the interface with business enterprises, small and big, so that actual practices in business are learnt by the students.

### **MBAHA306H- HUMAN RESOURCE AUDIT**

Students will be able to



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- CO-1. help organizations identify potential and actual problem areas, help assess the effectiveness of HR management activities, help assess weaknesses in HR internal control processes, and help assess human capital strategic and compliance related risks.
- CO-2. consider human capital related risks and opportunities from an enterprise risk management (ERM) perspective.
- CO-3. take a holistic approach in assessing human capital risks and attempts to indicate the interrelationships and interactions between HR and other management and organizational issues.
- CO-4. help organizations develop and tailor their employment practices, policies, procedures, and processes to meet their specific needs.

## **MBAHA307H- SOCIAL PSYCHOLOGY**

Students will be able to:

- CO-1. understand the forces that create group differences in patterns of social behavior,
- CO-2. understand and tolerate the behavior of other people, particularly that of members of the diverse array of groups and social categories to which they do not belong,
- CO-3. recognize the limits in generalizing psychological research to all cultural/gender/ethnic/age groups, and
- CO-4. understand the dynamics of intergroup relationships, conflict, and cooperation.

## **MBAHA 4<sup>th</sup> SEMESTER**

### **MBAHA401-Investment Appraisal**

On successful completion of this course following outcomes will be achieved:

- CO-1. Introduce students to various techniques of investment appraisal.
- CO-2. Students can measure the cash inflow and outflow of various projects and compare the alternatives of projects and helps them to select the best alternative.

### **MBAHA402- HEALTH INSURANCE AND MEDICAL TOURISM**

Students will be able to:

- CO-1. acquaint students to the concept of HI and various HI products, so that the students are ready for challenges of healthcare insurance which is emerging as a sector holding great promise.
- CO-2. Understand about the future prospects of medical tourism which will help them for further enhancing their carrier in particular area.

### **MBAHA403-MEDICAL & HEALTH LAWS**

Upon completion of this subject a student will have an understanding of:

- CO-1. The law of negligence in the context of the provision of healthcare,



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- CO-2. Legal and ethical issues surrounding end and beginning of life decisions,
- CO-3. The maintenance of professional standards in the healthcare profession,
- CO-4. The role of policy in the formation of law as it relates to medicine.
- CO-5. Explain key legal principles relevant to the fields of health law studied in this course, including principles of negligence, consent, privacy and confidentiality, and regulation.
- CO-6. Critique and justify options for law reform to address controversial areas in health law and policy.

## **MBAHA404-DISASTER MANAGEMENT**

Upon successful completion of this course, students will be able to:

- CO-1. Develop an understanding of the key concepts, definitions a key perspective of All Hazards of Disaster Management.
- CO-2. Understand the Emergency/Disaster Management Cycle.
- CO-3. Develop a basic understanding of Prevention, Mitigation, Preparedness, Response and Recovery.
- CO-4. Develop a basic understanding for the role of public and private partnerships for effective Disaster Management.

## **MBAHA405M-INTERNATIONAL MARKETING**

Students will be able to explain and illustrate

- CO-1. the nuances and challenges of doing business in very different cultural environments;
- CO-2. the development of sustainable competitive advantage and international marketing strategies that are designed to increase the chances for the firm to be successful in a foreign market;
- CO-3. the modifications that need to be made to the marketing mix variables need so as to cater to the multitude of differences that the firm will face when going into the offshore market; and
- CO-4. the steps and processes involved in planning market entry strategy of a firm into a foreign market:

## **MBAHA406M- SERVICE MARKETING**

Students will be able to

- CO-1. Appreciate the challenges facing the services marketing in traditional commercial marketing, e-marketing and non commercial environments;
- CO-2. Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix, and the four unique traits of services marketing;



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- CO-3. Recognize the challenges faced in services delivery as outlined in the services gap model;

## **MBAHA407M- CONSUMER BEHAVIOUR**

Students will be able to

- CO-1. Develop understanding of the basic concept of consumer behavior and various factors on which behavior of the consumer depends.
- CO-2. Develop an understanding of various models of consumer behavior.
- CO-3. Identify the key issues and challenges involved in consumer behavior.
- CO-4. Develop an understanding of consumer buying decision process.

## **MBAHA405F- INTERNATIONAL FINANCIAL MANAGEMENT**

Students will be able to:

- CO-1. explores the complexities of corporate financial management in an international setting
- CO-2. present the central roles of finance theories in dealing with the complexities faced by financial managers
- CO-3. Understand international capital and foreign exchange market
- CO-4. Identify risk relating to exchange rate fluctuations and develop strategies to deal with them
- CO-5. Understand different strategies to deal with other types of country risks associated with foreign operations

## **MBAHA406F- Financial Engineering & Risk Management**

It enable the students:

- CO-1. to manage the accounts being a manager
- CO-2. to enhance decision making skills in the financial analysis context
- CO-3. to solve and analyse problems using different forecasting techniques.
- CO-4. to understand the functions of a manager

## **MBAHA407F-SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT**

Students will be able to:

- CO-1. classify different types of shares, derivatives, stock, commodities prevail in the financial market and the method to deal in the stock exchange.
- CO-2. Understand the various alternatives available for investment.
- CO-3. to measure risk and return.
- CO-4. Analyze the relationship between risk and return.
- CO-5. Understand various strategies followed by investment practitioners

## **MBAHA405H-Compensation Management**

Upon successful completion of this course, students will be able to:

- CO-1. Analyze the main structural features of an industry and develop strategies that position the firm most favorably in relation to competition and influence industry structure to enhance industry attractiveness.



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- CO-2. Demonstrate the ability to think critically in relation to a particular problem, situation or strategic decision through real-world scenarios.

## **MBAHA406H- Business Process Transformation**

Upon successful completion of this course, students will be able to:

- CO-1. To understand the importance of processes and BPT and appreciate how BPT bridges the business operations and engineering of systems.
- CO-2. To understand how business processes can be radically improved, dramatically reducing process cycle time and cost, and improving the quality of the process products or outcomes.
- CO-3. To model and develop improved business processes that requires IT and organizational redesign. To develop measures and benchmarks for business processes

## **MBAHA407H-Organizational Change and Development**

Students will be able to:

- CO-1. Describe elements that facilitate and constrain change.
- CO-2. Describe managerial/leadership roles in facilitating positive change outcomes throughout the four phases of change.
- CO-3. Incorporate information about ethical dilemmas when studying change interventions.
- CO-4. Develop strategies to incorporate criteria and standards for change interventions.
- CO-5. Discuss the roles of resistance and commitment in relation to change.
- CO-6. Describe the challenges of sustaining momentum for change.

## **MBAHA408- RESEARCH PROJECT**

Students will be able to:

- CO-1. Expertise in the different domain of management like finance, marketing, HR , entrepreneurship
- CO-2. Learn the creative ideas of doing research

## **MBAHA209 & MBAHA409- COMPREHENSIVE VIVA-VOCE**

Students will be able to:

- CO-1. Compile the study of different semester as a whole for practical understanding
- CO-2. Incorporate theoretical knowledge into practical dimension
- CO-3. Define the study in an organized manner.