



DPG DEGREE COLLEGE

(Affiliated to MDU Rohtak)

Sector-34, Near Marble Market, Gurugram 122001

PROGRAM SPECIFIC OUTCOMES MBA (General) program are as follows:

PSO1: Graduates are expected to collaborate and lead teams across organizational boundaries and demonstrate leadership qualities, maximize the usage of diverse skills of team members in the related context

PSO2: Comprehend and analyze the importance of functional and inter functional areas.

PSO3: Recognize opportunities available and face the challenges in national and global business environment and adapt accordingly.

PSO4: Employ appropriate models to select suitable projects for a business enterprise and manage firm growth through strategies such as mergers, acquisitions, international expansion, and new venture development.

PSO5: Function as ethical, conscious and socially responsible managers, capable of contributing to the sustainable development of the nation.

PSO6: Preparing the students to lead a successful career in industry or pursue higher studies or become an entrepreneur

PSO7: Ability to offer commercially feasible and socially acceptable, managerial solutions to technical/non-technical problems.

PSO8: Turning out graduates having the capability to demonstrate strong leadership skills, effective communication skills, professional etiquette and a desire to be a lifelong learner.

Program Outcomes and Course Outcomes

M.B.A - Program outcomes listed as follows:

PO1: Students develop as ethical, conscious and socially responsible managers using logical for making judicious decisions.

PO2: Students develop the capability to face the challenges in national and global business environment.

PO3: Students acquires ability to find out managerial solutions to technical/non-technical problems.

PO4: Students develop entrepreneurship as well as innovation skills and can demonstrate the fundamentals of creating and managing innovation, new business development, and high-growth potential entities.

PO5: Students develop strong leadership skills, effective communication skills, professional etiquette and a desire to be a lifelong learner.

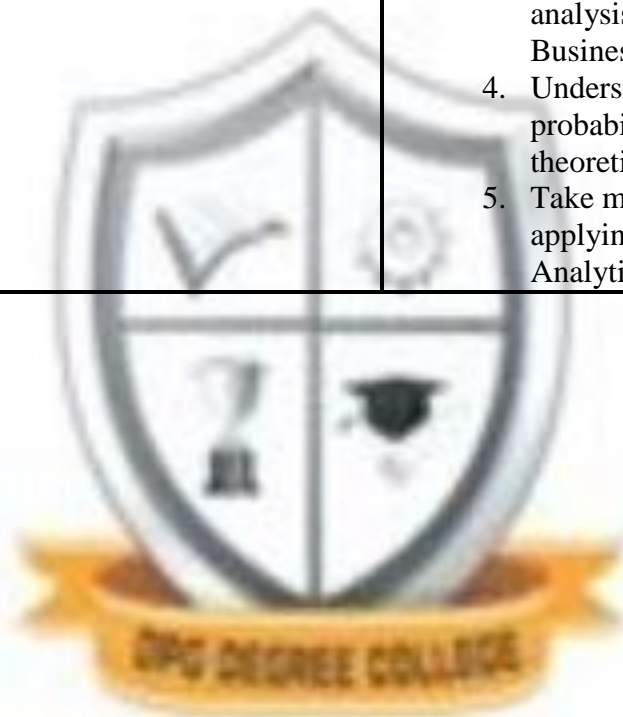
COURSE OBJECTIVES & COURSE OUT COMES

S.N o.	COURSE OBJECTIVES	COURSE OUTCOMES
1.	M.B.A.- Ist SEMESTER	
	Paper: Management Concepts and Organizational Behavior	
	<ol style="list-style-type: none"> 1. To enable students to have a basic perspective of Management Theories and Practices. This will form foundation to study other functional areas of management and to provide the students with the conceptual framework and the theories underlying Organizational Behavior. 2. To explain the Importance & Role of Management in the Organizations. 3. To increase students understanding about different aspects related to Decision Making and Controlling Process. 4. To describe students the different theories related to Individual behavior in the Organization. 5. Students able to analyze Group Behavioral influence in the Organization. 6. To make students understand the process of Organization Behavior. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Analyze the behavior of individuals and groups in organizations in terms of the key factors that influence organizational behavior. 2. Identify the core competencies, managerial roles and significance of emotional intelligence at work. 3. Assess the potential effects of organizational factors on organizational behavior. 4. Explain the organizational culture and describe its dimensions and to examine various organizational designs 5. Assess organization and classify the contributing disciplines, approaches to OB and understanding challenges and opportunities for OB. 6. Apply motivational and leadership theories to resolve problems of employee absenteeism, turnover, stress, job satisfaction, job performance and organizational commitment.

Paper: Managerial Economics	
<p>The course objectives are:</p> <ol style="list-style-type: none"> 1. To increase students understanding of economic way of thinking to business decision making problems 2. To develop students critical thinking and analytical abilities is resolving business problems by employing various tools and techniques of managerial economics 3. To make students understand the rigors of various economic models and their applications. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Define the basic elements of managerial economic aspects of firm. 2. Forecast demand for a product. 3. Know what to produce, where to, when to, how to, for whom to produce. 4. Frame policy for production to minimize the cost and maximum the profit. CO5: construct the cost function.

Paper: : Accounting for Managers	
<ol style="list-style-type: none"> 1. To enhance the abilities of learners to develop the concept of management accounting and its significance in the business. 2. To enhance the abilities of learners to analyze the financial statements. 3. To enable the learners to understand, develop and apply the techniques of management accounting in the financial decision making in the business corporates. 4. To make the students develop competence with their usage in managerial decision making and control. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Understand and apply accounting concepts, principles and conventions for their routine monetary transaction; 2. Recognize circumstances providing for increased exposure to fraud and define preventative internal control measures. 3. Create and prepare financial statements in accordance with Generally Accepted Accounting Principles 4. Analyze, interpret and communicate the information contained in basic financial statements and explain the limitations of such statements.

Paper: Business Statistics and Analysis	
<ol style="list-style-type: none"> 1. To develop the students ability to deal with numerical and quantitative issues in business. 2. To enable the use of statistical, graphical and algebraic techniques wherever relevant. 3. To have a proper understanding of Statistical applications in Economics and Management. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Gain knowledge of basic concept / fundamentals of business statistic. 2. Develop practical understanding of various statistical concepts. 3. Compute various measures of central tendency, measures of Dispersion, Time Series Analysis, Index Number, Correlation and Regression analysis and their implication on Business performance. 4. Understand basic concepts of probability and judge probability theoretical distributions 5. Take managerial decision and applying the Concept of Business Analytics



Paper: Operations Management	
<ol style="list-style-type: none"> 1. To develop an understanding of how the operations, have strategic importance and can provide a competitive advantage in the workplace. 2. To understand the relationship between operations and other business functions. 3. To understand techniques of location and facility planning; line balancing; job designing; and capacity planning in operations management. 4. To understand the Materials Management function starting from Demand Management through Inventory Management. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Understand the role of Operations in overall Business Strategy of the firm. 2. Understand the application of operations management policies and techniques to the service sector as well as manufacturing firms. Identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems. 3. Understand the trends and challenges of Operations Management in the current business environment. 4. Apply the techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.
Paper: Computer Fundamentals and Office Automation Tools	
<ol style="list-style-type: none"> 1. To understand basics of computer and working with OS. 2. To develop working skills with productivity tools, graphics designing and Internet. 3. To acquire basic programming skills. 4. To apply computing in problem solving. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Understand computer hardware, software and computer applications, computer network, internet and office automation tools in business. 2. Learn applications of MS Office and Internet in businesses. 3. Demonstrate the ease to work with MS Word and explain the fundamentals of MS Excel and manipulate various functions and commands; 4. Elucidate the need of MS PowerPoint, design & templates and manipulate records, creating records and web designing using PPT. 5. Creating the databases and handling operations on the data using MS Access.
Paper: Business Environment	

<p>The basic objective of the course is:</p> <ol style="list-style-type: none"> 1. To identify the definable aspects of business environment within which a business organisation has to function 2. To develop an insight so as to adapt to the changing trends of business environment 3. To explore the pragmatic parameters which influence decision making process in business 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Understand relationship between environment and business and applying the environmental analysis techniques in practice 2. Understand Economic, Socio-Cultural and Technological Environment 3. Evaluate state policies, Economic legislations and Economic reforms laid by the government
<p>Paper: Discipline Elective (Business Communication Skills)</p>	
<p>The objectives of this course are:</p> <ol style="list-style-type: none"> 1. To provide an overview of Prerequisites to Business Communication. 2. To put in use the basic mechanics of Grammar. 3. To provide an outline to effective Organizational Communication. 4. To underline the nuances of Business communication. 5. To impart the correct practices of the strategies of Effective Business writing. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Describe the basics of communication and its process, elements and importance. 2. Understand the various barriers in the communication. 3. Outline the listening skills and the characteristics of good and poor listeners 4. Identify the various types of listening, its approaches, and barriers. 5. Explain the effectiveness of oral communication and its application in-group presentation.
<p>2. M.B.A. – IInd SEMESTER</p>	
<p>Paper: Financial Management</p>	
<ol style="list-style-type: none"> 1. Provide an in-depth view of the process in financial management of the firm. 2. Develop knowledge on the allocation, management and funding of financial resources. 3. Improving students' understanding of the time value of money concept and the role of a financial manager in the current competitive business scenario. 4. Enhancing student's ability in dealing short-term dealing with day-to-day working capital decision; and 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Describe about various financial management concepts. 2. Apply the concept of time value of money. 3. Categorize and analyze different capital budgeting techniques. 4. Appraise different project proposals for decision-making. 5. Estimate cost of capital for long term source of finance.

also longer-term dealing, which involves major capital investment decisions and raising long-term finance.	
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	<p>Paper: Marketing Management</p> <ol style="list-style-type: none"> 1. To outline key marketing concepts and its application to different markets. 2. To identify factors and processes essential for designing marketing strategy. 3. To analyze and examine the implementation of marketing concepts and strategy to firms. 	<p>After the completion of the course, Students will be able to</p> <ol style="list-style-type: none"> 1. Understand the marketing concepts and its evolution 2. Analyze the market based on segmentation, targeting and positioning 3. Know the consumer behavior and their decision making process 4. Make decisions on product, price, promotion mix and distribution 5. Understand the rural markets and the contemporary issues in marketing
	<p>Paper: Human Resource Management</p>	
	<ol style="list-style-type: none"> 1. To enable the students to understand the HR Management and system at various levels in general and in certain specific industries or organizations. 2. To help the students focus on and analyse the issues and strategies required to select and develop manpower resources. 3. To develop relevant skills necessary for application in HR related issues. 4. To Enable the students to integrate the understanding of various HR concepts along with the domain concept in order to take correct business decisions. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Discuss the history and evolution of HRM. 2. Explain the importance of HRM in the organizations through their roles & responsibilities, challenges etc. 3. Assess the major HRM functions and processes of HRM planning, job analysis and design, recruitment, selection, training and development, compensation and benefits, and performance appraisal 4. Identify strategic HR planning and the HRM process to the organization's strategic management and decision making process. CO5: explain how training helps to improve the employee performance.
	<p>Paper: Business Research Methods</p>	

<ol style="list-style-type: none"> 1. To acquaint the students with the areas of Business Research Activities. 2. To enhance capabilities of students to conduct the research in the field of business and social sciences. 3. To enable students, in developing the most appropriate methodology for their research studies. 4. To make them familiar with the art of using different research methods and techniques. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Acquire knowledge on various kinds of research questions and research designs. 2. Distinguish between qualitative, quantitative and mixed methods of research 3. Relate ethical and philosophical considerations 4. Design a good quantitative purpose statement and good quantitative research 5. Understand good practices in conducting a qualitative interview and observation.
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	Paper: IT Infrastructure Management	
	<ol style="list-style-type: none"> 1. The students will be able to discuss how IT infrastructure components are organized into infrastructure solutions in different organizational environments. 2. The students will learn to how to configure an IT infrastructure solution for a small organization, including a network based on standard technology components, servers, security devices, and several different types of computing clients. 3. The students will be able to illustrate the role and structure of the Internet as an IT infrastructure component. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Describe the digital technologies and channels being leveraged by businesses. 2. Explain the role of data governance and cloud services in determining the success or failure of a business system. 3. Explain the competitive advantage of data management and business intelligence. 4. Identify opportunities to apply IT infrastructure to improve business efficiency. 5. Explain why IT infrastructure management is a business priority
	Paper: Foundation Elective (Computer Fundamentals)	
	<ol style="list-style-type: none"> 1. Students will be able to understand the fundamentals of computing devices and reinforce computer vocabulary, the Internet, networking and mobile computing. It focuses on such computer literacy that prepares students for life-long learning of computer concepts and skills. 2. To understand basics of computer and working with OS. 3. To develop working skills with productivity tools, graphics designing and Internet. 4. To acquire basic programming skills. 5. To apply computing in problem solving. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Students will develop skills for productivity software and OS. 2. Students will develop interests in using computers for professional work. 3. Students will be able to discover their interests in programming.
	Paper: Open Elective (Environmental Issues)	

	<ol style="list-style-type: none"> 1. Explain environmental problem and basic and theory (greenhouse effect, ozone layer depletion, global warming, issues related to urbanization, industrialization, modernization of agriculture). 2. Study about Regional Environmental problems and its management, definition of basics terms and understanding (mining, deforestation, Human intervention on wetlands, siltation and eutrophication, reclamation of wetlands). 3. To study environmental pollutions and its related issues; sources, types, control and its management (Air, Water, Soil). 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Student will be able to understand environmental problem basics and theory (greenhouse effect, ozone layer depletion, global warming, issue related to urbanization, industrialization, modernization of agriculture). 2. Student will be able to understand regional environmental problems and its management. They will also understand basics terminology of environment related terms (mining, deforestation, Human intervention on wetlands, siltation and eutrophication, reclamation of wetlands). 3. Student will be able to understand types of pollutions and its effects on living, control & its measures, and its management.
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Paper: Discipline Elective (Entrepreneurship)	
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	<ol style="list-style-type: none"> 1. The purpose of the course is that the students acquire necessary knowledge and skills required for organizing and carrying out entrepreneurial activities, to develop the ability of analyzing and understanding business situations in which entrepreneurs act and to master the knowledge necessary to plan entrepreneurial activities. 2. The objective of the course is, further on, that the students develop the ability of analyzing various aspects of entrepreneurship – especially of taking over the risk, and the specificities as well as the pattern of entrepreneurship development and, finally, to contribute to their entrepreneurial and managerial potentials. 	<p>After the completion of the course, students will be able to</p> <ol style="list-style-type: none"> 1. Develop entrepreneurship as a field of study and as a profession. 2. Understand the creative process of opportunity identification and screening. 3. Understand the importance of innovation in the creation of sustainable competitive advantage. 4. Understand techniques to test a business model to ensure its viability.
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