



**Koneru Lakshmaiah Education Foundation**  
(Deemed to be University estd. u/s. 3 of the UGC Act. 1956)

Accredited by NAAC as A++ Grade University Approved by AICTE ISO 9001:2015 Certified

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**KI BUSINESS SCHOOL**  
**DEPARTMENT OF BACHELOR OF BUSINESS ADMINISTRATION**  
**ACADEMIC YEAR 2018-2019**

Sl No	Course Code	Course Name	CONO	COURSE OUTCOMES
1	17HS109	English Language Skills I	1	Write effective drafts for self-improvement
			2	Speak effectively that help individual development
			3	Develop professional behaviour's in work contexts.
			4	Improve their personality and accommodate himself/herself in different contexts
2	17BS114	Business Mathematics	1	Functions, different types of functions and limit of a function
			2	Differentiate the functions using standard derivatives and rules of differentiation and determine the points of maxima and minima
			3	Use matrices and matrix operations various business and economics related problems such as resource allocation, input-output analysis.
			4	Use simple and compound interest to do business calculations such as value of money, present and future value and be able to differentiate which method should be used for different problems.
3	17ES119	Introduction to IT	1	Understand the basic use of computer hardware and software, networks, and the Internet in the workplace and apply the acquired skills and concepts in the professional assignments.
			2	Apply the knowledge of networks for effective business operations expansions.
			3	Analyze business communication with effective use of Word and Excel.
			4	Create business databases and dashboards using MS-Excel and MSAccess applications
4	17HS110	Human Skills	1	Enhanced use of basic abilities in organizational scenarios and selfanalysis
			2	Appropriate use of Written and Oral Communication in Business world
			3	Appropriate use of Written and Oral Communication in Business world
			4	Development of interpersonal skills to succeed in the modern business world

11000  
Department of BBA  
K.L. Business School  
Koneru Lakshmaiah Education Foundation  
(Deemed to be University)


5	17BB 11C4	Perspectives of Management	1	Apply the key management concepts along with an insight into skills and functions of managers
			2	Implement various tools and processes used in planning
			3	Develop hands on in-depth knowledge and insight into organization and staffing related Issues
			4	Analyze the link between planning and controlling, and the various means of directing, controlling thereby developing the ability to resolve managerial issues and problems.
6	17BB 11C5	Business Case Studies	1	Problem solving skills
			2	Ability to use analytical tools, quantitative and/or qualitative, depending on the case
			3	Ability to play the role of a decision maker in complex situations
			4	Ability to cope with ambiguities.
7	17HS1 11	English Language Skills II	1	Write effective drafts for self improvement
			2	Speak effectively for individual development
			3	Develop professional behaviours in work contexts.
			4	Improve their personality and accommodate himself/ herself in different contexts
8	17BB 12C1	Introduction to Financial Accounting	1	Understand and apply different methods of depreciation to find out the net value of assets
			2	Understand and apply various methods of marginating accounts of branches
			3	Understand and Apply various bases of allocation of common expenses and incomes while preparing departmental accounts
			4	Analyze final statements of a company
9	17BS1 15	Business Statistics		Capable to calculate and interpret basic descriptive statistics
			2	Calculate probabilities for simple events from a variety of random experiments or surveys and describe basic probability distributions
			3	Understand and be able to perform statistical inference in the form of confidence intervals and hypothesis tests
			4	Identify the appropriate trends in the evaluation, analysis and prediction in business decisions

Head  
 Department of BBA  
 K.L. Business School  
 Koneru Lakshmaiah Education Foundation  
 (Deemed to be University)

10	17BB 12C3	Indian Business Environment	1	Understand different business environments in which various organizations operate.
			2	Identify different factors affecting the day-to-day operations of the Business.
			3	Develop decision-making ability in real time business situations.
			4	Develop operational and analytical skills to tackle business problems in different sectors.
11	17BB 12C4	Managerial Economics	1	Measure the responsiveness of consumers' demand to changes in the price of a good or service, the price of other goods and services, and income.
			2	Understand the different costs of production and how they affect short and long run decisions
			3	Categorize any real world market as being competitive, oligopolistic, or monopolistically competitive and to describe to a non-economist how that market structure affects firm decisions.
			4	Analyze different types of competition that exist in external environment.
12	17HS1 12	Environmen t Science	1	Understand the natural environment and its relationships with human activities.
			2	Understand the principles of ecology and environmental issues that apply to air, land, and water issues
			3	Demonstrate an understanding of current environmental challenges.
			4	Analyze the social, economic, and political and policy dynamics involved in both the emergence and the resolution of environmental problems and restoration of degraded environments
13	17BB 21C0	Macro Economics	1	Analyze the macro economy using national income and aggregate demand and aggregate supply analysis
			2	Understand the causes and effects of inflation and unemployment.
			3	Analyze monetary and fiscal policy options as they relate to economic stabilization in the short run and in the long run.
			4	Understand how comparative advantage provides the basis for gains through trade
14	17BB 21C1	Financial Accounting	1	Understand and apply different methods of depreciation to find out the net value of assets
			2	Understand and apply various methods for maintaining accounts of branches.
			3	Understand and Apply various bases of allocation of common expenses and incomes while preparing departmental accounts
			4	Analyze financial statements of a company

15	17BB 21C2	Fundamentals of Income Tax	1	Understand the fundamental principles of Income tax.
			2	Know about income from agriculture.
			3	Calculate Residential status and incidence of tax.
			4	Gain Knowledge to compute Income under five heads.
16	17BB 21K3	Foreign Language	1	Learn vocabulary, pronunciation and different accents
			2	Understand grammar
			3	Understand and create different kinds of messages in French in various experiential situations for a variety of purposes.
			4	Students will apply knowledge of the French language for specific communication needs.
17	17BB 21C4	Statistical Data Analysis	1	Understand the basic terminology and environment in SPSS
			2	Understand different levels of measurement and Permissible statistics in SPSS
			3	Apply the ability to build the databases in SPSS
			4	Analyze the data through Descriptive and inferential statistics for various levels of measurement in SPSS. Verifying through Lab
18	17BB 21K5	Business Communication		Write effective drafts for self improvement
			2	Prepare effective reports and proposals that help individual development.
			3	Develop professional behaviours in work contexts.
			4	Perceive organizational culture and accommodate himself/ herself in different cultural contexts
19	17BB 22C0	Cost Accounting	1	Understand the Procedure Relating to Convening and Proceedings of meeting in a company prescribed by companies act of 2013.
			2	Analyze different sources of the capital and the role and responsibilities of various parties involved in it.
			3	Analyze the procedures involved in Reconstruction, rehabilitation and amalgamation under various modes.
20	17BB 22C1	Financial Management	1	Understand on basics of management of business finance
2			Evaluate the long term and short term investment decisions	
3			Evaluate the financial and divided decisions by using different techniques of valuation	
4			Determine the working capital requirements in order to maintain optimum level of working capital in the organization	
21	17BB 22C2	Human Resources Management	1	Analyze international factors that affect business decisions
			2	Practice regional economic integration and political integration.
			3	Analyze issues involved in managing International finance and HR.
			4	Evaluate Cognitive knowledge of global issues, to internationalize business.

22	17BB 22C3	Income Tax	1	Understand various provisions of set off and carry forward of losses.
			2	Identify Deductions under Sec 80.
			3	Assess the taxable income of an individual.
			4	Assess the taxable income of Partnership firms and Hindu Undivided family.
23	17BB 22C3	Production Management	1	Understand and independently apply the research process to business problems.
			2	Evaluate different statistical methods that are applicable to specific research problems.
			3	Take data driven business decisions
			4	Analyze organizational data using software packages
24	17BB 22c4	Business Research Methods	1	Understand and independently apply the research process to business problems.
			2	Evaluate different statistical methods that are applicable to specific research problems.
			3	Take data driven business decisions
			4	Analyze organizational data using software packages
25	17BB 22c5	Business Law	1	The students will be able to understand and apply the law relating to formation, performance and discharge of contracts and special contracts.
			2	The students will be able to acquire legal knowledge relating to transactions involving Sale of Goods and also apply appropriate remedies available under the Act
			3	The students will be able to comprehend the use of negotiable instruments ie. Promissory Notes, Bills of Exchange and Cheques. The students will also be able to create new instruments, discharge their liabilities and avail their rights under the instruments effectively.
			4	The students will be able to understand the nature of partnership and also appreciate the law governing relationship between the partners and working of partnership
26	17BB 31C0	Management Accounting	1	Understand the concept of management accounting and financial statement analysis.
			2	Analyze the ratios, funds flow and cash flows and applying those techniques for the analysis of financial health of the organisation.
			3	Design, evaluate, and submit budget reports to the top management for proper financial decisions
			4	Execution and evaluation of company financial reports with the help of Management Accounting.
27	17HS1 16	Corporate readiness skills	1	The students will be able to use the effective language to convey clear business message to achieve a predetermined purpose, develop self discipline and should have a dressing sense in different occasions.

  
 Head  
 Department of BBA  
 K.L. Business School  
 Koneru Lakshmaiah Education Foundation  
 (Deemed to be University)

			2	The students will be able to understand the importance of telephone, email, dining, office manners so that they can able to succeed in careers and in business.
			3	The students will be able to analyze the importance of all types of communication like Intra, interpersonal communication, team building, ability to talk in a group.
			4	The students will be able to understand the importance of cross cultural communication, power of negotiation, assertiveness, becoming professional in all spears of life.
28	17BB 31C2	Training and developme	1	Ability to manage people with an understanding of Individual behavior.
			2	Ability to manage groups with an understanding of the Group behavior and leadership.
			3	Ability to motivate in competitive business environment
			4	Ability to perceive organizational culture and implement organization Change and Development interventions.
29	17BB 31C3	Service Marketing	1	Explain the key terms, definitions, and concepts used in the study of Marketing Management.
			2	Apply the knowledge of marketing concepts to analyze changing marketing environment and factors influencing success in the market
			3	Evaluate the effectiveness of marketing decisions and their applicability in a given environment
			4	Create better marketing programs and strategies basing on the knowledge of Marketing concepts

30	17BB 31C4	Innovation Management	1	Apply quantitative modeling and data analysis techniques to the solution of real world business problems, communicate findings, and effectively present results using data visualization techniques.
			2	Apply ethical practices in everyday business activities and make wellreasoned ethical business and data management decisions.
			3	Demonstrate knowledge of statistical data analysis techniques utilized in business decision making.
			4	Apply principles of Data Science to the analysis of business problems and also Use data mining software to solve real-world problems
31	17BB 31C5	Project Management	1	Apply knowledge and skills to manage the project scope, project time and work flow, project cost and budgets, project resources, project quality, project human resource requirements, project communication (reports, meetings, correspondence, etc.) project changes and project risk management.
			2	Problem solving skills
			3	Usage of analytical tools which enhance their quantitative skills.
			4	The role of a Decision maker in complex situations

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Koneru Lakshmaiah Education Foundation  
(Deemed to be University)

32	17BB 32C0	Production Management	1	Illustrate the general concepts of overall plant and production management using appropriate analysis tools
			2	Establish methods for maximizing productivity and understand the purpose of setting and attaining high levels of throughput, quality, and customer service
			3	Optimize the use of resources which include: people, plant, equipment, tools, inventory, premises and information systems
			4	Make the best use of computers to achieve maximum efficiency, especially in the planning and control of operations
33	17BB 32C1	Performance Management	1	Integrated perspective on role of HRM in modern business
			2	Ability to plan human resources and implement techniques of job design
			3	Competency to recruit, train, and appraise the performance of employees
			4	Rational design of compensation and salary administration and ability to handle employee issues
34	17BB 32C2	MIS and SME	1	Understand the information needs of an organization and a business function.
			2	Evaluate effectiveness of decision making process and identify it's tools.
			3	Apply DSS techniques for effective decisions
			4	Design parameters for MIS application, for data analysis uses.
35	17BB 32C3	Entrepreneur ship	1	Explain and apply the key terms, definitions, and concepts used in the study of Innovation and Entrepreneurship Development
			2	Demonstrate how as an entrepreneur he can use the concepts of Innovation, to create new product , services and business processes
			3	Construct a well structured business plan by including all the necessary elements of the business plan
			4	Demonstrate how as an entrepreneur he can use the concepts of Entrepreneurship, to develop a new entrepreneurial organization
36	17BB 32C4	Strategic Management	1	Articulate a vision that gives meaning to all the firm's stakeholders of the firm's objectives
			2	Formulate a strategic plan that operationalizes the goals and objectives of the firm
			3	Identify the resource endowments specific to the firm and those that are homogeneous to industry participants
			4	Evaluate and revise programs and procedures in order to achieve organizational goals
37	17BB 32C5	Investment Management	1	Develop analytical and critical thinking skills necessary to make sound financial decisions in business and personal arenas.
			2	Exhibit risk management skills necessary to succeed in challenging environment
			3	Apply sound business and economic principles to successfully launch and effectively manage SMEs.
			4	Design a well-presented business plan and model that is feasible for SME startup.

