



Koneru Lakshmaiah Education Foundation

(Category -1, Deemed to be University estd. u/s. 3 of the UGC Act, 1956)

◆ Approved by AICTE ◆ ISO 21001:2018 Certified

Campus: Green Fields, Vaddeswaram - 522 302, Guntur District, Andhra Pradesh, INDIA.

Phone No. +91 8645 - 350 200; www.klef.ac.in; www.klef.edu.in; www.kluniversity.in

Admin Off: 29-36-38, Museum Road, Governorpet, Vijayawada - 520 002. Ph: +91 - 866 - 3500122, 2576129

KL BUSINESS SCHOOL

Program: MBA

Academic Year: 2024-2025

Y24 MAPPING OF COURSE OUTCOMES

S#	Cat	Course	CO	CO Description
1	HAS	22UC2107 - PSM	CO1	Demonstrate the concepts of communication, syntax, and semantics while listening and speaking.
2	HAS	22UC2107 - PSM	CO2	Apply time management skills and demonstrate team spirit in various tasks and projects. Utilize techniques for managing stress and implement strategies to become an effective leader.
3	HAS	22UC2107 - PSM	CO3	Apply the principles of writing and preparing business documents, such as reports and emails, in practical scenarios.
4	HAS	22UC2107 - PSM	CO4	Apply the principles of empathy and assertiveness in real-life interactions. Prepare an effective CV using best practices and tailoring it to specific job opportunities.
5	HAS	24UC1203 - DTI	CO1	Understand the importance of Design thinking mindset for identifying contextualized problems
6	HAS	24UC1203 - DTI	CO2	Analyze the problem statement by empathizing with user
7	HAS	24UC1203 - DTI	CO3	Develop ideation and test the prototypes made
8	HAS	24UC1203 - DTI	CO4	Explore the fundamentals of entrepreneurship skills for transforming the challenge into an opportunity



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9	BSC	22MB5101	- AQM	CO1	Application of Probability, Probability Distributions and R- Programming in managerial Decision Making
10	BSC	22MB5101	- AQM	CO2	Analysing the sample data by applying sampling and hypothesis testing in solving various managerial Problems
11	BSC	22MB5101	- AQM	CO3	Analysing data using Correlation and Regression Concepts
12	BSC	22MB5101	- AQM	CO4	Analysing different managerial data sets using Time series and Index Numbers
13	BSC	22MB5209	- BRM	CO1	Understand Social science research processes to identify business problems.
14	BSC	22MB5209	- BRM	CO2	Apply the research process to business problems.
15	BSC	22MB5209	- BRM	CO3	Analyze the process of creating an appropriate research tool or instrument tailored for addressing the identified business problem.
16	BSC	22MB5209	- BRM	CO4	Analyze the data systematically to derive relevant and actionable recommendations.
17	PCC	22MB5102	- PMOB	CO1	Apply the concepts, principles and functions of management and planning process to develop plans and improve organizational performance, apply organizing concepts in designing organizational structures
18	PCC	22MB5102	- PMOB	CO2	Apply the knowledge of Personality, Perceptions and Values to manage the individuals in the organizations.



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19	PCC	22MB5102 - PMOB	CO3	Apply the knowledge of Learning, Motivation and Attitudes to manage the individuals in the organizations.
20	PCC	22MB5102 - PMOB	CO4	Apply the knowledge of group/organizational behavior of the people to manage the teams in the organization.
21	PCC	22MB5103 - BE	CO1	Apply the intuition for analyzing economic problems from a Managerial perspective in an organizational & business context. use the basic tools that structure the microeconomic problems for optimal decision making.
22	PCC	22MB5103 - BE	CO2	Analyze the theory of demand, forecast and estimation of demand for managerial decisionmaking.
23	PCC	22MB5103 - BE	CO3	Analyze different types of competition that existing external Environment.
24	PCC	22MB5103 - BE	CO4	Analyze the Macro Economic Environment of the Organization
25	PCC	22MB5104 - FMA	CO1	Able to synthesize the knowledge, management skills, and tools acquired in the program, which will be helpful to shape the organizations effectively.
26	PCC	22MB5104 - FMA	CO2	Able to gain an understanding of professional, legal, financial, marketing, production & operational activities, logistics, ethical, social issues and responsibilities.
27	PCC	22MB5104 - FMA	CO3	Able to gain knowledge of contemporary issues and develops an art of using current techniques, skills and necessary analytical tools for managerial practice.



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28	PCC	22MB5104	- FMA	CO4	Able to gain knowledge of contemporary issues and develops an art of using current techniques, skills and necessary analytical tools for managerial practice.
29	PCC	22MB5105	- MKM	CO1	Understanding the key terms, definitions, and concepts used in the study of Marketing Management and understand the changing. Marketing Environment and analyzing the impact of marketing environment on the firm\'s growth and development
30	PCC	22MB5105	- MKM	CO2	Apply the knowledge of marketing concepts to strategize the marketing programs about product and price and evaluating the impact of strategic decisions on product and pricing policies
31	PCC	22MB5105	- MKM	CO3	Apply the knowledge of marketing concepts to strategize the marketing program regarding promotion and distribution
32	PCC	22MB5105	- MKM	CO4	Analyze the marketing strategies and analyze the role of social, green and digital marketing strategies on firm\'s performance
33	PCC	22MB5208	- BADM	CO1	Apply the concept and types of Business analytics.
34	PCC	22MB5208	- BADM	CO2	Analyze the data using descriptive statistical tools and nominal tests.
35	PCC	22MB5208	- BADM	CO3	Analyze the data using ordinal and scale tests.
36	PCC	22MB5208	- BADM	CO4	Analyze the data using data visualization tools and understanding python too.
37	PCC	22MB5208	- BADM	CO5	Analyze real-time data using learned tools like R and Python.



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38	PCC	22MB5210 - HRM	CO1	Apply perspective role of HRM in modern business, Ability to plan human resources and implement techniques of job design
39	PCC	22MB5210 - HRM	CO2	Articulate competency levels for recruit, train, and appraise the performance of employees
40	PCC	22MB5210 - HRM	CO3	Analyse the rationality in designing compensation and ability to handle employee issues
41	PCC	22MB5210 - HRM	CO4	Analyse the matters of employee integration and separation and New Trends in HRM
42	PCC	22MB5211 - FM	CO1	To gain a knowledge on availability of various sources of finance and markets for raising of funds.
43	PCC	22MB5211 - FM	CO2	To apply the long term and short term investment decisions,
44	PCC	22MB5211 - FM	CO3	To apply the financing decisions by using different techniques of valuation.
45	PCC	22MB5211 - FM	CO4	To apply the dividend Decisions in relation to wealth maximization.
46	PCC	22MB5212 - OM	CO1	Apply the concepts of Operations Strategy to real time
47	PCC	22MB5212 - OM	CO2	Analyse the data using Project Management techniques
48	PCC	22MB5212 - OM	CO3	Evaluate the production data by using statistical quality
49	PCC	22MB5212 - OM	CO4	Analyse the operations data using OR Techniques
50	PCC	22MB6115 - SMG	CO1	Apply the concepts Strategic Management to changing business landscape



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51	PCC	22MB6115	- SMG	CO2	Analyse the internal and external tools in executing a strategic decision.
52	PCC	22MB6115	- SMG	CO3	Analyse the various forms of strategies and corporate restructuring in strategic evaluation
53	PCC	22MB6115	- SMG	CO4	Analyse the strategies in implementing and evaluating strategies and strategic control.
54	PCC	24MB5106	- BEL	CO1	Understand the concepts, significance, and nature of the business environment.
55	PCC	24MB5106	- BEL	CO2	Illustrate the significance of the economic environment of business.
56	PCC	24MB5106	- BEL	CO3	Understand the key legal requirements that applies to commercial organisations.
57	PCC	24MB5106	- BEL	CO4	Outline the resolution for the legal challenges.
58	PCC	24MB6117	- BECG	CO1	Apply the knowledge of the concept of ethics, its nature and importance to resolve the situations of ethical dilemma
59	PCC	24MB6117	- BECG	CO2	Apply the knowledge of ethical theories and indian ethos to examine the ethical practices and implement ethical processes in the corporates
60	PCC	24MB6117	- BECG	CO3	Apply the knowledge of CSR and Corporate Governance to assess the practices of corporates
61	PCC	24MB6117	- BECG	CO4	Apply the knowledge of ethical issues in Human Resource Management, Marketing and Advertising to assess the practices of corporates
62	PRI	24IE50N0 - SIP		CO1	Provide an opportunity to Interns to practice in real-life situations the concepts learnt in a classroom.



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63	PRI	24IE50N0 - SIP	CO2	Sensitize the Interns to the nuances of workplace by assigning time-bound projects in a company,
64	PRI	24IE50N0 - SIP	CO3	Create awareness among the Interns about their strengths and weaknesses in the work environment.
65	PRI	24IE50N0 - SIP	CO4	Provide the Interns a platform to take up on-the-job Executive Training and develop a network which will be useful in enhancing their career prospects.
66	PRI	24IE61E1 - MRTP	CO1	Identify and formulate problem statements
67	PRI	24IE61E1 - MRTP	CO2	Analyze existing literature to find out research gap and formulate the title
68	PRI	24IE62E2 - MRP	CO1	Analyze the select problem with appropriate statistical tools
69	PRI	24IE62E2 - MRP	CO2	Evaluate the selected research problem and suggest measures