

**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
KIET School of Management

<b>Subject Name</b>	BELAB	<b>Subject Code</b>	KMBN201
<b>Session &amp; Semester</b>	2022-23 (EVEN) &II	<b>Faculty Name</b>	Dr. Ranchay Bhateja

**COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Examine variegated forces of business environment.	Apply BL 3	Procedural
CO2	Assess impact of business environment over organizations using SWOT/Porter's Five Forces model	Evaluate BL 5	Procedural
CO3	Examine the provisions of Contract Act & Sales of Goods Act giving rise to mercantile business deals	Apply BL 3	Procedural
CO4	Assess the legal framework of Companies Act concerning incorporation and regulation of business organizations	Evaluate BL 5	Procedural
CO5	Assess case laws facilitating business decisions	Evaluate BL 5	Procedural

**CO - PO/APO/PSO Matrix**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	2	2	-	3	2	2	2
CO2	3	3	-	3	2	2	3
CO3	1	1	-	1	1	-	2
CO4	1	1	-	1	1	-	2
CO5	1	1	-	1	1	-	2
<b>PO / APO Target (Avg)</b>	<b>1.6</b>	<b>1.6</b>	<b>-</b>	<b>1.8</b>	<b>1.4</b>	<b>2</b>	<b>2.2</b>

*Mari*

**Assoc. / Asst. Head DOC**

*Ranchay*

**Addl.HoD**

*HS*

**HoD**

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

- ❖ The strength of correlation between COs and POs/ PSOs/APOs should be represented as 1 (low correlation), 2 (medium correlation) and 3 (high correlation) in CO - PO/APO/PSO Matrix.
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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
KIET School of Management

<b>Subject Name</b>	<b>HRM</b>	<b>Subject Code</b>	<b>KMBN 202</b>
<b>Session &amp; Semester</b>	2022-23 2 <sup>nd</sup>	<b>Faculty Name</b>	<b>Ankita Sharma and Tanushree</b>

**Course Outcome**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Relevant POs/APOs</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
	After completion of the course, the student will be able to			
CO1	Apply HRM strategies and link it to corporate strategy in order to enhance company's business	PO1, PO2, PO4, PO5	Applying BL 3	Procedural
CO2	Apply the in-depth insight of strategic HRP in order to take hiring decisions	PO1, PO2, PO4, PO5	Applying BL 3	Procedural
CO3	Analyze training & need based training program	PO1, PO2, PO3, PO5, APO1	Analyzing BL 4	Procedural
CO4	Compare the different tools of compensation management for assessing conducive environment for better human relations	PO1, PO2, PO3, PO4, PO5, APO1, APO2	Evaluate BL 5	Meta-Cognitive
CO5	Summarize global culture and various international HR practices.	PO1, PO2, PO4, PO5, APO2	Evaluate BL 5	Meta-Cognitive

**CO - PO/APO Mapping**

<b>Course Outcomes (COs)</b>	<b>Program Outcomes (POs)</b>					<b>APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	1		2	2		
CO2	1	1		1	2		
CO3	1	2	1		2	1	
CO4	1	1	1	2	2	1	1
CO5	2	1	3	2	2		2
<b>PO / APO Target (Avg)</b>	<b>1.4</b>	<b>1.2</b>	<b>1.67</b>	<b>1.75</b>	<b>2</b>	<b>1</b>	<b>1.5</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjana*

**Addl. HoD**

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**HoD**

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	Business Research Methods	<b>Subject Code</b>	KMBN203
<b>Session &amp; Semester</b>	2022-23 & II	<b>Faculty Name</b>	Dr. Puja Roshani / Sapna Yadav

**COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Apply the the skills for conducting research to solve business problems	Apply (BL 3: Apply)	Conceptual and Procedural
CO2	Apply Critical thinking abilities for databased research process	Apply (BL 3: Apply)	Conceptual and Procedural
CO3	Apply the various tools and strategies of business process	Apply (BL 3: Apply)	Conceptual and Procedural
CO4	Analyze the use of tools in the achievement of organization goals	Analyze (BL4 : Analyze)	Conceptual and Procedural
CO5	Evaluate the research report used in academic-industry interface	Evaluate (BL5 :Evaluate)	Conceptual and Procedural

**CO - PO/APO/PSO Matrix**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	3	3		3		1	3
CO2	3	3	1	3	1	1	3
CO3	3	3	1	2		1	3
CO4	3	3	2	1	3	1	3
CO5	2	2	1	1	1	1	3
PO / APO Target (Avg)	2.8	2.8	1.25	2	1.67	1	3

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjana*

**Addl. HoD**

*[Signature]*

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<b>Subject Name</b>	FMCF	<b>Subject Code</b>	KMBN204
<b>Session &amp; Semester</b>	2022-23 & II	<b>Faculty Name</b>	Dr. Amit Kr. Arora

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Apply Models of Corporate Finance and Governance and time value of money.	Apply (BL:3 Apply)	Conceptual (KC:C,P)
CO2	Analyze long term investment decisions on the basis of cost of capital.	Analyze (BL:4 Analyze)	Conceptual & Procedural (KC:C,P)
CO3	Analyze the best source of capital structure and leverage.	Analyze (BL:4 Analyze)	Conceptual & Procedural (KC:C,P)
CO4	Evaluate different models for firm's optimum dividend pay-out.	Evaluate (BL:5 Evaluate)	Procedural (KC:C,P)
CO5	Appraise the recent trends of mergers and acquisition and its valuation.	Appraise (BL:5 Evaluate)	Procedural (KC:C,P)

**CO - PO/APO/PSO Matrix**

<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
<b>CO-1</b>	2	2	-	1	1	-	-
<b>CO-2</b>	2	3	-	1	1	-	-
<b>CO-3</b>	2	2	-	1	1	-	1
<b>CO-4</b>	2	1	-	1	1	-	1
<b>CO-5</b>	2	2	1	1	1	-	-
<b>Average</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>1</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ronit*

**Addl HoD**

*HS*

**HoD**

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<b>Subject Name</b>	OM	<b>Subject Code</b>	KMBN205
<b>Session &amp; Semester</b>	2022-23 & II	<b>Faculty Name</b>	Dr. Meenakshi Tyagi

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
	After completion of the course, the student will be able to		
CO1	Analyze the factors increasing productivity.	Analyze BL 4	Procedural
CO2	Analyze the dimensions of quality in services.	Analyze BL 4	Procedural
CO3	Evaluate various techniques of Inventory Management	Evaluate BL 5	Procedural
CO4	Evaluate supply chain drivers at national and global level.	Evaluate BL 5	Procedural
CO5	Create quality system in organization through various quality tools.	Create BL6	Procedural

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes (APOs)</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	3	1	1	3	1	2
CO2	2	2	1	1	2	1	2
CO3	2	2	1	1	2	1	1
CO4	3	2	1	2	2	1	1
CO5	2	2	2	2	3	1	1
<b>PO/APO Target (Avg)</b>	<b>2.2</b>	<b>2.2</b>	<b>1.2</b>	<b>1.4</b>	<b>2.4</b>	<b>1.0</b>	<b>1.4</b>

*Mari*

**Assoc./ Asst. Head DOC**

*Ranjana*

**Addl. HoD**

*MS*

**HoD**

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Course Name</b>	Quantitative Techniques For Managers	<b>Subject Code</b>	KMBN206
<b>Session &amp; Semester</b>	2022-23 & II	<b>Faculty Name</b>	Dr. Mani Tyagi

**COs**

<b>CO No.</b>	<b>Course Outcome (CO)</b>	<b>Revised Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
<b>CO1</b>	Analyze the decision-making environments by using decision making approaches and tools	(BL4: Analyze)	(KC: F,C,P)
<b>CO2</b>	Analyze various quantitative problems using Assignment model and Game theory model	(BL4: Analyze)	(KC: C,P)
<b>CO3</b>	Assess various quantitative problems the Sequencing and Queuing Methods	(BL4: Analyze)	(KC: C,P)
<b>CO4</b>	Evaluate Replacement strategies and Project Management Techniques	(BL5: Evaluate)	(KC: C,P)
<b>CO5</b>	Formulate LPP and find optimal solution	(BL5: Evaluate)	(KC: C,P)

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	3			1		2
CO2	1	3	1	1		1	1
CO3	1	3	1			1	1
CO4	1	2	2	1		1	1
CO5	1	3		1	1	1	1
<b>PO / APO Target (Avg)</b>	<b>1.20</b>	<b>2.8</b>	<b>1.33</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>1.20</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjay*

**Addl. HoD**

*[Signature]*

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	DMEC	<b>Subject Code</b>	KMBN207
<b>Session &amp; Semester</b>	2022-23 & II	<b>Faculty Name</b>	Dr. Deepa

**Table 8 Tagging COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
After completion of the course, the student will be able to			
CO1	Acquire a sound understanding of the legal aspects of the laws affecting businesses' contracts.	Understand (BL2)	Conceptual & Procedural
CO2	Analyze requirements of Negotiable Instruments Act and Law of Partnership for the purpose of conducting business	Analysing (BL4)	Conceptual & Procedural
CO3	Analyze provisions of Companies Act concerning incorporation and regulation of business organizations	Analysing (BL4)	Conceptual & Procedural
CO4	Evaluate legal impact of business decisions of Sales and consumer related matters	Evaluating (BL5)	Conceptual & Procedural
CO5	Appraise the leading practical application-oriented case studies and case laws in arriving at conclusions for business decisions.	Evaluating (BL5)	Conceptual & Procedural

**Table 9 CO - PO/APO/PSO Matrix**

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

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjana*

**Addl. HoD**

*HS*

**HoD**

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	<b>Management Information System</b>	<b>Subject Code</b>	KMBN-208
<b>Session &amp; Semester</b>	2022-23 IInd	<b>Faculty Name</b>	Dr. Shivani Agarwal

**COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category(KC)
	After completion of the course, the student will be able to		
CO1	Understand the importance of information management in business and management.	2	C
CO2	Understand and formulate different types of information systems in business	3	C
CO3	Apply the concepts in SQL Queries with the help of Oracle software	4	P
CO4	Analyze the various security and ethical issues with Information Systems	4	P
CO5	Evaluate SQL Queries on Spread sheet and Database Software	4	P

**CO - PO/APO/PSO Matrix**

Course Outcomes(COs)	Program Outcomes (POs)					Additional Program Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	3			1			2
CO2	2	1					1
CO3	1	2	1		1	2	
CO4	1			3			1
CO5	1	2	2		2	2	
<b>PO / APO Target (Avg)</b>	<b>1.6</b>	<b>1.6</b>	<b>1.5</b>	<b>2</b>	<b>1.5</b>	<b>2</b>	<b>1.3</b>

*Mani*

Assoc./ Asst. Head DOC

*Ranjana*

Addl. HoD

*HS*

HoD

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	<b>IT LAB -2</b>	<b>Subject Code</b>	<b>KMBN251</b>
<b>Session &amp; Semester</b>	<b>2022-23&amp;II</b>	<b>Faculty Name</b>	Dr. Prateek Gupta

**Table 1 Tagging COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
	After completion of the course, the student will be able to		
CO1	Apply the knowledge of pivot tables.	Apply BL 3	Conceptual & Procedural
CO2	Evaluate the knowledge of validating & auditing techniques	Evaluate BL 5	Conceptual & Procedural
CO3	Analyze the different charting techniques in MS Excel	Analyze BL 4	Conceptual & Procedural

**Table CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Program Outcomes (POs)</b>					<b>Additional Program Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	1	1	1	2	1	-
CO2	1	1	1	1	1	2	-
CO3	1	2	2	1	2	1	1
<b>PO / APO Target (Avg)</b>	<b>1.33</b>	<b>1.33</b>	<b>1.33</b>	<b>1</b>	<b>1.66</b>	<b>1.33</b>	<b>0.33</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Prateek*

**Addl. HoD**

*Prateek*

**HoD**

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	ETIGBE	<b>Subject Code</b>	KMBN401
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Prateek Gupta

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Examine International Business in the wake of Industry 4.0	Apply BL 3	Conceptual & Procedural
CO2	Analyze the new technologies that are driving change in business operations and strategy	Analyze BL 4	Conceptual & Procedural
CO3	Analyze shifts in economic thought and its impact on business decisions	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate changing geopolitics and its impact on international Business	Evaluate BL 5	Conceptual & Procedural
CO5	Assess issues and challenges in the Global World and find sustainable solutions	Evaluate BL 5	Conceptual & Procedural

**CO - PO/APO/PSO Matrix**

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

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjay*

**Addl. HoD**

*[Signature]*

**HoD**

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**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	<b>HR Analytics</b>	<b>Subject Code</b>	<b>KMBHR03</b>
<b>Session &amp; Semester</b>	<b>2022-23 &amp;IV</b>	<b>Faculty Name</b>	<b>Dr Shivani Agarwal</b>

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Apply HR Analytical tools and techniques for decision making.	Apply BL 3	Conceptual & Procedural
CO2	Evaluate the demand forecasting and selection models of HR.	Evaluate BL 5	Conceptual & Procedural
CO3	Analyze the performance analysis and compensation system.	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate the impact of interventions for formulating responsible investments in HR.	Evaluate BL 5	Conceptual & Procedural
CO5	Design the HR Metrics and HR Dashboards	Create BL 6	Meta-Cognitive

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Program Outcomes (POs)</b>					<b>Additional Program Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	1	1	1	2	1	-
CO2	1	1	1	1	1	2	-
CO3	1	2	2	1	2	1	1
CO4	2	2	1	2	2	2	2
CO5	2	3	1	2	2	2	2
<b>PO / APO Target (Avg)</b>	<b>1.6</b>	<b>1.8</b>	<b>1.2</b>	<b>1.4</b>	<b>1.8</b>	<b>1.6</b>	<b>1.67</b>

*Mari*

**Assoc./ Asst. Head DOC**

*Raniloy*

**Addl. HoD**

*AS*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

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<b>Subject Name</b>	Performance & Reward Management	<b>Subject Code</b>	KMBNHR04
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Puja Roshani

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level(BL)</b>	<b>Knowledge Category (KC)</b>
	After completion of the course, the student will be able to		
CO1	Apply the Performance Management methods.	Apply (BL 3: Apply)	Conceptual and Procedural
CO2	Analyze the 360 degree Performance appraisal, performance feedback & counselling methods.	Analyze (BL4:Analyze)	Conceptual and Procedural
CO3	Analyse Balance score card for career development and succession planning.	Analyze (BL4: Analyze)	Conceptual and Procedural
CO4	Evaluate the employee competency for effective reward systems in the organization.	Evaluate (BL5: Evaluate)	Conceptual and Procedural
CO5	Evaluate employment and associated reward system.	Evaluate (BL5: Evaluate)	Conceptual and Procedural

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	3	1	1	1	1	-	-
CO2	1	2	-	1	2	-	-
CO3	1	2	1	2	2	1	-
CO4	1	1	0	1	2	1	-
CO5	1	2	-	1	2	1	-
<b>PO / APO Target (Avg)</b>	1.4	1.6	1	1.2	1.8	1	-

*Mani*

**Assoc./ Asst. Head DOC**

*Ronit*

**Addl. HoD**

*PS*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	IHRM	<b>Subject Code</b>	KMBNHRO5
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Ms. Sapna Yadav

**COs with BLs & KCs**

S.NO	COURSE OUTCOME	Blooms' Cognitive Process (BL)	Knowledge Category (KC)
After Completion of course, the student will be able to:			
CO 1	Analyze the workforce diversity in contexts with International HRM.	BL4(Analyze)	Conceptual and Procedural
CO 2	Apply the knowledge about the HR Processes in International Context	BL3(Apply)	Conceptual and Procedural
CO 3	Evaluate the impacts of Globalization on HRM	BL5(Evaluate)	Conceptual and Procedural
CO 4	Create the desired level of expertise on organizational level	BL6 (Create)	Conceptual and Procedural
CO 5	Apply the International culture in SHRM	BL3 (Apply)	Conceptual and Procedural

**CO - PO/APO/PSO Matrix**

	PO-1	PO-2	PO-3	PO-4	PO-5	APO-1	APO-2
<b>CO-1</b>	1	1	-	1	-	-	1
<b>CO-2</b>	1	2	1	1	1	-	1
<b>CO-3</b>	1	2	-	1	-	1	-
<b>CO-4</b>	1	1	2	1	1	-	-
<b>CO-5</b>	1	1	1	1	1	1	1
<b>Average</b>	1	1.40	1.33	1	1	1	1

*Mani*

**Assoc./ Asst. Head DOC**

*Ronit*

**Addl. HoD**

*Sapna*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
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<b>Subject Name</b>	<b>B2B &amp; Service Marketing</b>	<b>Subject Code</b>	KMBNMK03
<b>Session &amp; Semester</b>	2022-23 -4th	<b>Faculty Name</b>	Dr. Binkey Srivastava

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Apply the strategic tools in B2B marketing	Applying BL 3	Conceptual
CO2	Apply the IMC and distribution strategies in B2B marketing	Applying BL 3	Procedural
CO3	Analyze various aspects of price setting in B2B markets	Analyzing BL 4	Procedural
CO4	Assess service standards and design	Evaluate BL 5	Meta- Cognitive
CO5	Evaluate service performance for excellence.	Evaluate BL 5	Meta- Cognitive

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	2		1	2		
CO2	2	2		2	1		
CO3	2	3		2	2		
CO4	2	2	1	2	2	2	1
CO5	2	2		3	2	1	
<b>PO / APO Target (Avg)</b>	2	2.2	1	2	1.8	1.5	1

*Mani*

Assoc./ Asst. Head DOC

*Binkey*

Addl. HoD

*Binkey*

HoD

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- ❖ If there is no correlation, then put a “-” (dash).

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<b>Subject Name</b>	Sales and Retail Management	<b>Subject Code</b>	KMBNMK04
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Mrinal Verma

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Apply the skills in Sales management process.	Applying BL 3	Procedural
CO2	Illustrate various Sales management strategies	Applying BL 3	Procedural
CO3	Analyze various management tools on leadership skill.	Analyzing BL 4	Procedural
CO4	Assess the local and global organizational decision in Retail Management.	Evaluate BL 5	Meta-Cognitive
CO5	Evaluate the retail store formats and it's operations.	Evaluate BL 5	Meta-Cognitive

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	1	2	1	1	1		
CO2	1	2	1	1	1		
CO3	1	1	2	1	1	1	
CO4	1	1	1	2	1	1	1
CO5	1	1		1	1	1	
<b>PO / APO Target (Avg)</b>	1	1.4	1.25	1.2	1	1	1

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjay*

**Addl. HoD**

*HS*

**HoD**

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<b>Subject Name</b>	SMWA	<b>Subject Code</b>	KMBNMK05
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Deepa

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Examine the social media and web analytics platform	Apply BL 3	C, P
CO2	Analyze Social network and Web Analytics Fundamentals	Analyze BL 4	C, P
CO3	Analyze Matrices and Web Analytics tool	Analyze BL 4	C, P
CO4	Evaluate Facebook and Google Analytics	Evaluate BL 5	C, P
CO5	Assess web analytics strategies for effective decision alternatives in social media operations	Evaluate BL 5	C, P

**CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	3	2	-	1	1	-	1
CO2	3	2	-	1	1	-	1
CO3	1	3	-	1	1	1	1
CO4	1	3	-	1	1	1	2
CO5	1	3	-	1	1	2	2
<b>PO / APO Target (Avg)</b>	<b>1.8</b>	<b>2.6</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>1.33</b>	<b>1.4</b>

*Mani*  
**Assoc./ Asst. Head DOC**

*Ronika*  
**Addl. HoD**

*Dr. Deepa*  
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<b>Subject Name</b>	FD	<b>Subject Code</b>	KMBN FM03
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Ms. Punjika Rathi

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Understand different types of Derivatives and Hedging.	Understand BL 2	Conceptual & Procedural
CO2	Analyze & Apply Forward & Futures for hedging purposes.	Analyze BL 4	Conceptual & Procedural
CO3	Evaluate the impact of Options contracts as a hedging tool.	Evaluate BL 5	Conceptual & Procedural
CO4	Illustrate & Assess Swaps and their use.	Analyze BL 4	Conceptual & Procedural

**COs with BLs & KCs**

**CO - PO/APO/PSO Matrix**

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

*Mari*

**Assoc./ Asst. Head DOC**

*Ranjana*

**Addl. HoD**

*HS*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

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<b>Subject Name</b>	FERM	<b>Subject Code</b>	KMBN FM04
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Prateek Gupta

**COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
After completion of the course, the student will be able to			
CO1	Examine the BOP and various exchange rate system	Apply BL 3	Conceptual & Procedural
CO2	Analyze the theories of exchange rate determination	Analyze BL 4	Conceptual & Procedural
CO3	Analyze the foreign exchange transactions mechanism	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate the exchange dealings	Evaluate BL 5	Conceptual & Procedural
CO5	Assess various foreign exchange risks and its management	Evaluate BL 5	Conceptual & Procedural

**CO - PO/APO/PSO Matrix**

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

*Mani*

**Assoc./ Asst. Head DOC**

*Ronboy*

**Addl. HoD**

*HS*

**HoD**

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<b>Subject Name</b>	FCRA	<b>Subject Code</b>	KMBN FM 05
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Puja Roshani

**Table 10 Tagging COs with BLs & KCs**

<b>CO No.</b>	<b>Statement of Course Outcome</b>	<b>Bloom's Cognitive Process Level (BL)</b>	<b>Knowledge Category (KC)</b>
	After completion of the course, the student will be able to		
CO1	Examine about various types of financial credit.	Apply BL 3	Conceptual & Procedural
CO2	Examine the credit risk and its rating.	Apply BL 3	Conceptual & Procedural
CO3	Analyze credit commitments and its application	Analyze BL 4	Conceptual & Procedural
CO4	Evaluation of risk management and corporate governance.	Evaluate BL 5	Conceptual & Procedural
CO5	Measure riskiness of a stock or a portfolio position.	Evaluate BL 5	Conceptual & Procedural

**Table 11 CO - PO/APO/PSO Matrix**

<b>Course Outcomes (COs)</b>	<b>Programme Outcomes (POs)</b>					<b>Additional Programme Outcomes APOs</b>	
	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>APO 1</b>	<b>APO 2</b>
CO1	2	2	-	2	2	1	1
CO2	3	3	-	2	2	1	1
CO3	2	3	-	2	2	1	1
CO4	3	3	-	2	2	1	1
CO5	3	3	-	3	1	1	1
<b>PO / APO Target (Avg)</b>	<b>2.6</b>	<b>2.8</b>	<b>-</b>	<b>2.2</b>	<b>1.8</b>	<b>1</b>	<b>1</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ronchoy*

**Addl. HoD**

*HS*

**HoD**

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<b>Subject Name</b>	Database Management System	<b>Subject Code</b>	(KMBNIT-03)
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Ms. Neelam Rawat

**Course Outcome**

CO No.	Statement of Course Outcome	Relevant POs/ APOs	Bloom's Cognitive	Knowledge Category  (KC)
			Process Level (BL)	
After completion of the course, the student will be able to				
CO1	<b>Understand</b> concept of DBMS and ER Models for efficient Database Design	PO1, PO2	BL2	F, C, P
CO2	<b>Interpret</b> solutions to a query problem using SQL commands, Relational Algebra and Calculus	PO1	BL3	F, C, P
CO3	<b>Use</b> Normalization concept to normalize a given Relation to the desired Normal Form	PO1, PO2	BL3	F, C, P
CO4	<b>Describe</b> need of transaction processing, recovery mechanism from transaction failures and concurrency control techniques	PO1, PO2	BL2	F, C, P
CO5	<b>Summarize</b> various type of DBMS architectures and Databases of current trends.	PO1, PO2	BL2	F, C

**Tagging COs with BLs & KCs**

Course Outcomes (COs)	Program Outcomes (POs)					APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	3	2					
CO2	2						
CO3	2	2					
CO4	2	2					
CO5	1	3					
<b>PO / APO Target (Avg)</b>	2	2.25					

*Mani*

Assoc./ Asst. Head DOC

*Ranjana*

Addl. HoD

*NS*

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<b>Subject Name</b>	CCB	<b>Subject Code</b>	KMBNIT04
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Amit Kumar

**Course Outcome**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
<b>CO1</b>	Describe the main concepts, key technologies, strengths, and limitations of cloud computing.	BL2	F, C, P
<b>CO2</b>	Characterize the enabling technologies that help in the development of cloud.	BL4	F, C, P
<b>CO3</b>	Differentiate the architecture cloud, service, and delivery models.	BL4	F, C, P
<b>CO4</b>	Justify the core issues of cloud computing like cloud virtualization	BL5	F, C, P
<b>CO5</b>	Figure out the emergence of cloud as the next generation computing paradigm.	BL4	F, C, P

**COs with BLs & KCs**

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

*Mani*

**Assoc./ Asst. Head DOC**

*Ronchoy*

**Addl. HoD**

*HS*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

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<b>Subject Name</b>	Business Data Warehousing & Data Mining	<b>Subject Code</b>	KMBN IT05
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Siddheshwari Dutt Mishra

**Course Outcomes**

CO No.	Statement of Course Outcome	Relevant POs/ APOs	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to			
CO1	Explain the need and fundamentals of data warehousing.	PO1	2	C, F
CO2	Illustrate the functioning and visualization of Data Warehousing tools.	PO1, PO2, PO4, APO1	3	C
CO3	Understand the design and principle of data mining.	PO1	2	C, F
CO4	Apply data mining tools for solving real world problem	PO1, PO2, PO4, APO1, APO2	3	C, F
CO5	Compare algorithms used in information analysis of data mining techniques.	PO1, PO2, APO2	4	C, P

**CO - PO/APO Mapping**

Course Outcomes (COs)	Program Outcomes (POs)					APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	3						
CO2	3	1		1		2	
CO3	3						
CO4	3	2		2		2	1
CO5	3	2					1
<b>PO / APO Target (Avg)</b>	<b>3</b>	<b>1.67</b>		<b>1.5</b>		<b>2</b>	<b>1</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ronitoy*

**Addl. HoD**

*HS*

**HoD**

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- ❖ If there is no correlation, then put a “-” (dash).

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<b>Subject Name</b>	QM	<b>Subject Code</b>	KMBN OM 03
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Meenakshi Tyagi

**Table 12 Tagging COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Examine the quality dimensions and its importance	Apply BL 3	Conceptual & Procedural
CO2	Examine the techniques of quality control and its importance for organizational competitiveness	Apply BL 3	Conceptual & Procedural
CO3	Analyze impacts of Quality Control tools in the organization.	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate of the International and Indian Quality Control Standards	Evaluate BL 5	Conceptual & Procedural
CO5	Evaluate Competency to use statistical methods for process quality control	Evaluate BL 5	Conceptual & Procedural

**Table 13 CO - PO/APO/PSO Matrix**

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

*Mari*

**Assoc./ Asst. Head DOC**

*Ranjay*

**Addl. HoD**

*HS*

**HoD**

Head of Department  
 KIET School of Management  
 KIET Group of Institutions  
 Ghaziabad

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

- ❖ The strength of correlation between COs and POs/ PSOs/APOs should be represented as 1 (low correlation), 2 (medium correlation) and 3 (high correlation) in CO - PO/APO/PSO Matrix.
- ❖ If there is no correlation, then put a “-” (dash).

**KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad**  
KIET School of Management

<b>Subject Name</b>	PSM	<b>Subject Code</b>	KMBN OM 04
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Dr. Sapna Yadav

**COs with BLs & KCs**

CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Apply knowledge about the procurement and sourcing management	Apply BL 3	Conceptual & Procedural
CO2	Examine the processes of sourcing Management	Apply BL 3	Conceptual & Procedural
CO3	Analyze the Competency to vendor selection and rating	Analyze BL 4	Conceptual & Procedural
CO4	Evaluating the process of initiating & executing the project.	Evaluate BL 5	Conceptual & Procedural
CO5	Evaluation of project scheduling & network analysis.	Evaluate BL 5	Conceptual & Procedural

**CO - PO/APO/PSO Matrix**

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	2	2		2	1	1	1
CO2	3	2		1	1	1	1
CO3	2	1	1	1	1	1	1
CO4	2	1	2	1	1	1	1
CO5	2	1	2	1	1	1	1
<b>PO / APO Target (Avg)</b>	<b>2.2</b>	<b>1.4</b>	<b>1.67</b>	<b>1.2</b>	<b>1</b>	<b>1</b>	<b>1</b>

*Mani*

**Assoc./ Asst. Head DOC**

*Ranjay*

**Addl. HoD**

*HS*

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KIET School of Management

<b>Subject Name</b>	MMS	<b>Subject Code</b>	KMBN OM 05
<b>Session &amp; Semester</b>	2022-23 & IV	<b>Faculty Name</b>	Ms. Sapna Yadav

**COs with BLs & KCs**

<b>COURSE NAME: MBA</b>			
<b>S.N O</b>	<b>COURSE OUTCOME</b>	<b>Blooms' Cognitive Process (BL)</b>	<b>Knowledge Category (KC)</b>
After Completion of course, the student will be able to:			
CO 1	Apply the different Manufacturing System.	BL3(Apply)	Conceptual and Procedural
CO 2	Plan the manufacturing processes/ support systems of manufacturing.	BL3(Apply)	Conceptual & Procedural
CO 3	Analyze sustainable and green manufacturing practices.	BL4(Analyze)	Conceptual and Procedural
CO 4	Analyze the various capacity planning strategies.	BL4(Analyze)	Conceptual and Procedural
CO 5	Evaluate various tools for maintenance system	BL5(Evaluate)	Conceptual and Procedural

CO -

**PO/APO/PSO Matrix**

	<b>PO-1</b>	<b>PO-2</b>	<b>PO-3</b>	<b>PO-4</b>	<b>PO-5</b>	<b>APO-1</b>	<b>APO-2</b>
<b>CO-1</b>	2	2	-	1	2	1	-
<b>CO-2</b>	1	2	-	2	1	1	-
<b>CO-3</b>	1	2	2	2	1	1	1
<b>CO-4</b>	1	2	-	2	1	1	1
<b>CO-5</b>	1	2	-	2	2	1	1
<b>Average</b>	1.2	2	2	1.8	1.4	1	1

*Mani*

**Assoc./ Asst. Head DOC**

*Ronit*

**Addl. HoD**

*HS*

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