

<b>Subject Name</b>	<b>MCOB</b>	<b>Subject Code</b>	<b>KMBN101</b>
<b>Session &amp; Semester</b>	<b>2023-24 &amp; I</b>	<b>Faculty Name</b>	<b>Ms. Prerana Taylor &amp; Ms. Tanushree</b>

**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 managerial practices and their perspectives.	Apply BL 3	Conceptual & Procedural
CO2	Acquire the decision-making skills through PODC Model of Management	Apply BL 3	Conceptual & Procedural
CO3	Apply the interpersonal skills for the attitude formation, personality and perceptions	Apply BL 3	Conceptual & Procedural
CO4	Correlate the motivational theories for imparting skills in student's behaviour.	Analyse BL 4	Conceptual & Procedural
CO5	Evaluating the managerial and leadership skills among students to enhance team building and adapt changes	Evaluate BL 5	Meta-Cognitive

**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	1		2		
CO2	2	1		1	2	1	
CO3	2	1	1		1	1	
CO4	2	1	2	1	1		
CO5	2	3	3	2	1	1	
<b>PO / APO Target (Avg)</b>	<b>2.2</b>	<b>1.8</b>	<b>1.75</b>	<b>1.33</b>	<b>1.4</b>	<b>1</b>	

*Mari*

**Assoc. / Asst. Head DOC**

*Prerana*

**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).

<b>Subject Name</b>	<b>ME</b>	<b>Subject Code</b>	<b>KMBN102</b>
<b>Session &amp; Semester</b>	<b>2023-24&amp; I</b>	<b>Faculty Name</b>	<b>Dr. Meenakshi Tyagi &amp; Mr. SudheerKumar</b>

COs with BLs & KCs

<b>COURSE NAME: MBA</b>			
<b>S.NO</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:			
CO1	Apply micro economics principles to make effective economic decisions under conditions of risk and uncertainty.	BL3	Conceptual and Procedural
CO2	Evaluate elasticities, law of demand, demand forecasting through various techniques for better utilization of resources in Industry.	BL5	Conceptual, Factual and Procedural
CO3	Evaluate the effect of cost and production to business and their relation in the business world.	BL5	Conceptual, Factual and Procedural
CO4	Evaluate the different market structure and their different equilibrium points of industry & consumers.	BL5	Conceptual, Factual and Procedural
CO5	Evaluate micro & macroeconomic factors for business decision making.	BL5	Conceptual and Factual

**Table 1 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>	3	3	1	3	1	1	2
<b>CO-2</b>	3	2	-	3	-	1	2
<b>CO-3</b>	3	2	-	3	-	-	-
<b>CO-4</b>	3	2	-	2	-	1	-
<b>CO-5</b>	3	2	-	2	-	1	-
<b>PO / APO Target (Avg)</b>	<b>3</b>	<b>2.2</b>	<b>1</b>	<b>2.6</b>	<b>1</b>	<b>1</b>	<b>2</b>

*Mani*  
Assoc. / Asst. Head DOC

*Ranjana*  
Addl. HoD

*HS*  
HoD

**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).

<b>Subject Name</b>	<b>Financial Accounting &amp; Analysis</b>	<b>Subject Code</b>	KMBN 103
<b>Session &amp; Semester</b>	<b>2023-24, I</b>	<b>Faculty Name</b>	Dr. Amit Kumar Arora & Dr. Komal Sharma

**Table 2 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	Apply accounting concepts, principles and conventions for their routine monetary transaction.	Apply (BL:3 Apply)	Conceptual (KC:C)
CO2	Prepare of Journal, Ledger and Trial Balance from transactions according to Accounting Principles.	Prepare (BL:3 Apply)	Conceptual & Procedural (KC:C,P)
CO3	Analyze financial statements and Cash flow based on Generally Accepted Accounting Principles.	Analyse (BL:4 Analyse)	Conceptual & Procedural (KC:C,P)
CO4	Evaluate the information contained in financial statements through ratio analysis.	Evaluate (BL:5 Evaluate)	Procedural (KC:P)
CO5	Evaluate the financial statements through comparative & common size statements.	Evaluate (BL:5 Evaluate)	Procedural (KC:P)

**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	-	-	-	-	-	-
CO2	-	-	-	1	-	-	-
CO3	1	2	2	1	2	1	-
CO4	2	3	2	1	2	1	2
CO5	2	2	2	1	2	1	-
<b>PO / APO Target (Avg)</b>	<b>1.5</b>	<b>2.33</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>

*Mani*  
Assoc. / Asst. Head DOC

*Ranjana*  
Addl.HoD

*[Signature]*  
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).

<b>Subject Name</b>	<b>Business Statistics</b>	<b>Subject Code</b>	KMBN104
<b>Session &amp; Semester</b>	<b>2023-24</b>	<b>Faculty Name</b>	Dr. Mani Tyagi & Mr. Sudheer

**Table 3 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	Analyze the data using descriptive Statistics	(BL4: Analyze)	(KC: F,C,P)
CO2	Analyze the data using Time Series & Index Number	(BL4: Analyze)	(KC: C,P)
CO3	Analyze the data using Correlation & Regression Analysis	(BL4: Analyze)	(KC: C,P)
CO4	Assess the data using Probability Theory & Distribution	(BL5: Evaluate)	(KC: C,P)
CO5	Test the data using Hypothesis Testing & Business Analytics	(BL5: Evaluate)	(KC: C,P)

**Table 4 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	3		1		2	3
CO2	1	3		1			3
CO3	1	3	1	1			3
CO4	2	3					2
CO5	2	3	1		1	2	3
<b>PO / APO Target (Avg)</b>	<b>1.4</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2.8</b>

*Mani*

**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).

<b>Subject Name</b>	<b>Marketing Management</b>	<b>Subject Code</b>	KMBN105
<b>Session &amp; Semester</b>	<b>2023-24 -1st</b>	<b>Faculty Name</b>	Dr. Binkey Srivastava & Ms. Shenki Tyagi

**Table 5 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	Apply the marketing management theories and marketing mix strategies.	Applying BL 3	Conceptual
CO2	Apply STP Analysis for Brand Positioning.	Applying BL 3	Procedural
CO3	Analyze 4Ps for product launch and market development	Analyzing BL 4	Procedural
CO4	Assess the marketing plan for business expansion	Analyzing BL 5	Meta-Cognitive
CO5	Explore global and digital aspects of marketing for business growth	Creating BL 6	Meta-Cognitive

**Table 6 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		1			
CO2	2	2		2			
CO3	2	3		2			
CO4	2	2	1	2	2		
CO5	2	2		3	1	1	
<b>PO / APO Target (Avg)</b>	2	2.2	1	2	1.5	1	

*Mari*

Assoc. / Asst. Head DOC

*Binkey*  
 Addl.HoD

*Binkey*

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).



<b>Subject Name</b>	Design Thinking	<b>Subject Code</b>	KMBN106
<b>Session &amp; Semester</b>	2023-24 & I	<b>Faculty Name</b>	Ms Ankita Sharma & Mr. Rajat Tayal

**Table 2 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	Apply innovation and creativity in every stage of business life.	Apply (BL 3: Apply)	Conceptual and Procedural
CO2	Analyse design thinking process to solve business problems.	Use Analyze (BL4)	Conceptual and Procedural
CO3	Develop a prototype solution for business problem.	Create (BL6)	Metacognitive Knowledge

**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	2	3	1	1	1
CO2	3	3	2	3	2	3	-
CO3	3	3	3	3	3	3	-
<b>PO / APO Target (Avg)</b>	3	3	2.33	3	2	2.33	1.0

*Mani*  
 Assoc. / Asst. Head DOC

*Ranjay*  
 Addl. HoD

*[Signature]*  
 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).

<b>Subject Name</b>	BC	<b>Subject Code</b>	KMBN107
<b>Session &amp; Semester</b>	2023-24 & I	<b>Faculty Name</b>	Ms. Prerana Tayal & Dr. Namrata Tripathi

**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 various organizational formats and channels used in business communications.	BL3	Conceptual/ Procedural
CO2	Acquire business communication strategies and principles to prepare effective communication for domestic and international business situations.	BL3	Conceptual/ Procedural
CO3	Acquire the ability to research and write formal documented paper.	BL3	Conceptual / Procedural
CO4	Examine the emerging electronic modes of employment communication.	BL4	Conceptual / Procedural
CO5	Evaluate effective verbal and non-verbal communication skills for group communication and media management.	BL5	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	2	-
CO2	-	-	2	2	2	3	-
CO3	-	-	2	2	2	2	-
CO4	-	-	2	2	-	-	-
CO5	-	-	2	2	2	-	-
<b>PO / APO Target (Avg)</b>	-	-	<b>2</b>	<b>2</b>	<b>2</b>	<b>2.33</b>	-

*Mani*  
 Assoc. / Asst. Head DOC

*Ranjana*  
 Addl. HoD

*BS*  
 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).



NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



www.kiet.edu  
Delhi-NCR, Ghaziabad

# KIET

## GROUP OF INSTITUTIONS

Connecting Life with Learning



Accredited by  
NAAC with Grade "A+"



<b>Subject Name</b>	SM	<b>Subject Code</b>	KMBN301
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Dr. Ranchay & Ms. Shivani Sharma

**Table 7 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	Apply Strategic Decision Making Process and Corporate Governance.	Apply BL 3	Conceptual
CO2	Examine tools and techniques for analyzing a company strategically.	Apply BL 3	Conceptual & Procedural
CO3	Analyze the nature and dynamics of the strategy formulation and implementation processes.	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate strategically and critically to achieve organizational goals through various Tools & Techniques.	Evaluate BL 5	Conceptual & Procedural
CO5	Measure the performance of an organization.	Evaluate BL 5	Conceptual & Procedural

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

Course Outcomes(COs)	Program Outcomes (POs)					APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO1	1	2	2	2	2	3	3
CO2	3	3	3	3	3	3	3
CO3	2	3	3	3	3	3	3
CO4	3	3	3	3	3	3	3
CO5	1	1	3	3	1	1	1
<b>PO / APO Target (Avg)</b>	<b>2</b>	<b>2.4</b>	<b>2.8</b>	<b>2.8</b>	<b>2.4</b>	<b>2.6</b>	<b>2.6</b>

*Mari*  
Assoc. / Asst. Head DOC

*Ranchay*  
Addl. HoD

*Sharma*  
HoD

**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).

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





NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



www.kiet.edu  
Delhi-NCR, Ghaziabad

# KIET

## GROUP OF INSTITUTIONS

Connecting Life with Learning



Accredited by  
NAAC with Grade "A+"



<b>Subject Name</b>	I&E	<b>Subject Code</b>	KMBN302
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Dr. Prateek Gupta & Dr. Deepa

### Course Outcomes (COs)

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 various Innovation types, Platforms and Sources of innovation	Apply BL 3	Conceptual & Procedural
CO2	Demonstrate Entrepreneurial Decision Process	Apply BL 3	Conceptual & Procedural
CO3	Analyze Entrepreneurial Finance, Assistance and role of Entrepreneurial Development Agencies	Analyze BL 4	Conceptual & Procedural
CO4	Develop a Business Plan using Feasibility Analysis	Create BL 6	Meta-Cognitive
CO5	Assess various Steps involved in launching a New Venture	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	-	-	1	-	3	2
CO2	2	3	1	1	-	3	2
CO3	2	2	-	2	-	3	2
CO4	3	3	1	-	2	3	2
CO5	2	3	2	3	2	3	2
<b>PO / APO Target (Avg)</b>	<b>2.2</b>	<b>2.75</b>	<b>1.33</b>	<b>1.75</b>	<b>2</b>	<b>3</b>	<b>2</b>

*Mani*

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).



NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



www.kiet.edu  
Delhi-NCR, Ghaziabad

**KIET**  
**GROUP OF INSTITUTIONS**  
*Connecting Life with Learning*



Accredited by  
NAAC with Grade "A+"



<b>Subject Name</b>	UHVPE	<b>Subject Code</b>	KVE301
<b>Session &amp; Semester</b>	2023-24& III	<b>Faculty Name</b>	Dr. Arunima Mishra

**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	Discuss the need, basic guidelines, content and process for Value Education under the light of 'universal human values'.	Understand	Conceptual & Factual
CO2	Explore the concept of harmony in the human being (in Myself) being 'I' & 'body' as separate entity.	Apply	Conceptual & Factual
CO3	Ensure (bl4) the concept 'harmony' in the family and society keeping family as part of undivided society.	Analyze	Conceptual & Factual
CO4	Appraise (bl5) harmony in the nature and existence imbibing the role of individuals in maintaining the harmony within.	Evaluate	Conceptual & Factual
CO5	Conclude (bl5) the holistic approach of harmony in relation with Professional Ethics.	Evaluate	Conceptual & Factual

**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	2	3	3	2	-	-
CO2	1	2	1	2	1	-	-
CO3	1	3	1	2	1	-	-
CO4	1	2	1	2	1	-	-
CO5	2	3	3	3	2	-	-
<b>PO / APO Target (Avg)</b>	<b>1.2</b>	<b>2.4</b>	<b>1.8</b>	<b>2.4</b>	<b>1.4</b>	-	-

*Mani*

Assoc. / Asst. Head DOC

*Ranjana*

Addl. HoD

*[Signature]*

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).

<b>Subject Name</b>	TM	<b>Subject Code</b>	KMBNHR01
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Mr. Rajat Tayal

### 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	To Explore the concepts of attraction, acquisition, and retention of talent in organizations	Applying BL3	Conceptual and Procedural
CO2	Applying Acquisition skills through HR tools	Applying BL3	Conceptual and Procedural
CO3	Applying Recruitment and selection process in real world situation.	Applying BL3	Conceptual and Procedural
CO4	Evaluate Employee Retention skills among students to enhance pools of competent people.	Evaluate BL 5	Conceptual and Procedural
CO5	Evaluate practical application of the emerging trends that managers may face in decision-making processes	Evaluate BL 5	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	2	1	2	2	2	2	-
CO2	1	2	1	2	1	1	-
CO3	2	1	2	1	2	1	1
CO4	1	1	2	2	2	1	1
CO5	1	2	2	1	1	1	1
<b>PO / APO Target (Avg)</b>	<b>1.4</b>	<b>1.4</b>	<b>1.8</b>	<b>1.6</b>	<b>1.6</b>	<b>1.2</b>	<b>1</b>

*Mari*

Assoc. / Asst. Head DOC

*Ranjay*

Addl. HoD

*[Signature]*

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).

<b>Subject Name</b>	ERLL	<b>Subject Code</b>	KMBNHR02
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Ms. Shivani Sharma

### 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 employee relations management tools to improve the employer and employee relations.	Apply (BL3)	Conceptual and Procedural
CO2	Use the collective bargaining and grievance redressal mechanism in the organization.	Apply (BL3)	Conceptual and Procedural
CO3	Analyse the procedures for settlement of industrial disputes under mandate of labor legislations.	Analyse (BL4)	Conceptual and Procedural
CO4	Analyse Wages and Child labour under mandate of labor legislations.	Analyse (BL4)	Conceptual and Procedural
CO5	Analyse the social security enactment under mandate of labor legislations.	Analyse (BL4)	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	1	2	2	1	1	1
CO2	3	3	2	1	2	1	1
CO3	1	2	2	1	1	3	1
CO4	3	1	1	3	2	1	1
CO5	1	1	1	3	1	3	1
<b>PO / APO Target (Avg)</b>	<b>2.20</b>	<b>1.60</b>	<b>1.6</b>	<b>2</b>	<b>1.4</b>	<b>1.80</b>	<b>1</b>

*Mani*  
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).



<b>Subject Name</b>	CBMC	<b>Subject Code</b>	KMBNMK01
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Mr. Anjan Kumar

### 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	Explore the cognitive skills for decision making abilities using Consumer Behavior Theory	Applying BL3	Conceptual and Procedural
CO2	Apply Consumer Behavior Models for imparting selling skills	Applying BL3	Conceptual and Procedural
CO3	Illustrate Integrated Marketing Communication approach in designing advertising Plan	Applying BL3	Conceptual and Procedural
CO4	Evaluate Interactive Marketing for Promotions	Evaluate BL-5	Conceptual and Procedural
CO5	Evaluate creativity and critical thinking for marketing campaign	Evaluate BL-5	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	2	2	1	2	2	2	2
CO2	2	2	1	3	2	2	1
CO3	2	3	-	2	2	2	1
CO4	2	2	1	2	2	2	1
CO5	2	1	-	2	2	3	-
<b>PO / APO Target (Avg)</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2.2</b>	<b>2</b>	<b>2.2</b>	<b>1.25</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).



<b>Subject Name</b>	Marketing Analytics	<b>Subject Code</b>	KMBNMK02
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Dr. Namrata Tripathi

**Course Outcomes:**

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	Demonstrate Marketing Analytics through Applications & Approaches	BL3	Conceptual
CO2	Apply Pricing Analytics with the help of various tools	BL3	Conceptual, Procedural
CO3	Analyze Sales Forecasting through Regression	BL4	Conceptual, Procedural
CO4	Measure Customer Lifetime value with the segmentation-targeting-positioning (STP) framework	BL5	Conceptual, Procedural
CO5	Measure the Effectiveness of Retailing and Advertising	BL5	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	3	3	-	1	1	1	1
CO2	3	3	-	1	1	1	1
CO3	3	3	-	1	1	1	1
CO4	3	3	-	1	1	1	1
CO5	3	3	-	1	1	1	1
<b>PO / APO Target (Avg)</b>	<b>3</b>	<b>3</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>


**Assoc. / Asst. Head DOC**

**Addl. HoD**

**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).

<b>Subject Name</b>	Investment Analysis & Portfolio Management	<b>Subject Code</b>	KMBFM 01
<b>Session &amp; Semester</b>	2023-24 & III	<b>Faculty Name</b>	Ms. Punjika Rathi

### Course Outcomes:

<b>COURSE NAME: Investment Analysis &amp; Portfolio Management (KMBFM 01)</b>			
<b>S.No</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	Compute Risk & Return of different assets on the Time Series Data	Apply BL 3	Conceptual & Procedural
CO 2	Develop the financial model for Optimal Portfolio Construction	Apply BL 3/ Create BL 6	Conceptual & Procedural
CO 3	Perform Fundamental Analysis on the companies' financial data for long-term investment decisions	Apply BL 3/ Analyze BL 4/ Evaluate BL 5	Conceptual & Procedural
CO 4	Perform Technical Analysis on Time Series Data for short-term investment decisions	Apply BL 3/ Analyze BL 4/ Evaluate BL 5	Conceptual & Procedural
CO 5	Evaluate the portfolio performance using Sharpe, Treynor, Jensen & other relevant ratios	Apply BL 3/ Analyze BL 4/ 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>PO-1</b>	<b>PO-2</b>	<b>PO-3</b>	<b>PO-4</b>	<b>PO-5</b>	<b>APO1</b>	<b>APO2</b>
<b>CO-1</b>	1	3	--	1	1	2	2
<b>CO-2</b>	1	3	--	2	--	3	2
<b>CO-3</b>	2	3	--	3	3	3	3
<b>CO-4</b>	1	3	--	1	--	--	1
<b>CO-5</b>	3	3	--	1	1	--	1
<b>PO / APO Target (Avg)</b>	<b>1.6</b>	<b>3</b>	<b>--</b>	<b>1.6</b>	<b>1.67</b>	<b>2.67</b>	<b>1.8</b>

*Mani*  
Assoc. / Asst. Head DOC

*Punjika Rathi*  
Addl. HoD

*[Signature]*  
HoD

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).

<b>Subject Name</b>	FPTM	<b>Subject Code</b>	KMBNFM02
<b>Session &amp; Semester</b>	2023-24(ODD) & III	<b>Faculty Name</b>	Dr. Komal Sharma

**Course Outcomes:**

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	Determine residential status with respect to various assessees and tax incidence thereto.	Apply BL 3	Conceptual & Procedural
CO2	Assess the tax liability pertaining to Individuals	Evaluate BL 5	Conceptual & Procedural
CO3	Assess various taxation provisions aligned with tax planning and tax management	Evaluate BL 5	Conceptual & Procedural
CO4	Determine Financial Goals for the investors.	Apply BL 3	Conceptual & Procedural
CO5	Create financial plan	Create BL 6	Meta-Cognitive

**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
CO2	1	1	-	1	-	-	1
CO3	1	1	-	1	-	-	2
CO4	2	3	1	2	-	1	2
CO5	2	3	1	1	1	1	2
<b>PO / APO Target (Avg)</b>	<b>1.5</b>	<b>1.8</b>	<b>1</b>	<b>1.2</b>	<b>1</b>	<b>1</b>	<b>1.6</b>

  
 Assoc. / Asst. Head DOC

  
 Addl. HoD

  
 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).



NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



www.kiet.edu  
Delhi-NCR, Ghaziabad



Connecting Life with Learning



Accredited by  
NAAC with Grade "A+"



<b>Subject Name</b>	DABD	<b>Subject Code</b>	KMBNIT01
<b>Session &amp; Semester</b>	2023-24(ODD) & III	<b>Faculty Name</b>	Dr. Komal Salgotra

### Course Outcomes:

CO	Statement	BL	KD
CO 1	Understanding the role and responsibilities of data scientists in business environment.	Understand	Conceptual
CO2	Understanding the use of data management while considering working environment	Understand	Conceptual
CO3	Relating the work of data analysis detailing exercise of business analysis	Analyze	Procedural
CO4	Drawing graphs while using data using "R"	Analyze	Metacognitive
CO5	Analyze the use of data analytics based on logical ground.	Evaluate	Metacognitive

### CO - PO/APO/PSO Matrix

	PO1	PO2	PO3	PO4	PO5	APO1	APO2
<b>CO 1</b>		3			3		
<b>CO 2</b>		3			3		
<b>CO 3</b>		3			3		
<b>CO 4</b>		3					
<b>CO 5</b>		3			3		
<b>PO / APO Target (Avg)</b>		3			3		

*Mani*  
Assoc. / Asst. Head DOC

*Ranjana*  
Addl.HoD

*HS*  
HoD

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).

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





NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



www.kiet.edu  
Delhi-NCR, Ghaziabad

# KIET

## GROUP OF INSTITUTIONS

Connecting Life with Learning



Accredited by  
NAAC with Grade "A+"



<b>Subject Name</b>	<b>AI AND ML FOR BUNESS</b>	<b>Subject Code</b>	<b>KMBNIT02</b>
<b>Session &amp; Semester</b>	2023-24(ODD) & III	<b>Faculty Name</b>	Ms. Annu Yadav

### COs with BLs & KCs

Course Outcomes (COs)		Bloom's Knowledge Level (BL)	Knowledge Category (KC)
At the end of this course, Student will be able to			
CO-1	To understand the need of Machine Learning & Statistics for solving various problems.	BL2(understand)	F,C,P
CO-2	To understand the basic concepts of Supervised and Unsupervised learning.	BL3(Apply)	F,C,P
CO-3	To apply regression analysis on the data available.	BL3	F,C,P
CO-4	To design appropriate machine learning and apply on realworld problems.	BL3	F,C,P
CO-5	To optimize different Machine Learning & Deep Learning Techniques.	BL3	F,C,P

### Mapping of COs and POs

	PO1	PO2	PO3	PO4	PO5	APO1	APO2
CO1	3	3	3	3	3	3	3
CO2	3	3	3	2	-	3	1
CO3	3	3	3	-	-	3	2
CO4	3	3	3	-	3	2	3
CO5	3	3	3	2	-	3	2
<b>PO / APO Target (Avg)</b>	3	3	3	2.33	3	2.8	2.2

*Mani*

Assoc. / Asst. Head DOC

*Ranjay*

Addl.HoD

*BS*

HoD

### 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).

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



<b>Subject Name</b>	SC & LM	<b>Subject Code</b>	KMBNOM01
<b>Session &amp; Semester</b>	2023-24(ODD) & III	<b>Faculty Name</b>	Dr. Deepa

**COs with BLs & KCs**

**COURSE NAME: MBA**

S.NO	COURSE OUTCOME	Blooms' Cognitive Process (BL)	Knowledge Category (KC)
After Completion of course, the student will be able to:			
CO 1	Apply the basic framework of Supply Chain Management and basic concepts in logistics	BL3(Apply)	Conceptual and Procedural
CO 2	Analyze distribution, warehousing and its roles in strategic planning with supply chain	BL4(Analyze)	Conceptual, Factual and Procedural
CO 3	Evaluate supply chain performance through various tools of performance measurement.	BL5(Evaluate)	Conceptual, Factual and Procedural
CO 4	Assess the strategic role and impact of IT on supply chain integration	BL5 (Evaluate)	Conceptual and Procedural
CO 5	Analyze the latest trends in SCM and logistics	BL4 (Analyze)	Conceptual and Procedural

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

	PO-1	PO-2	PO-3	PO-4	PO-5	AP O-1	APO-2
CO-1	1	2	-	1	2	-	1
CO-2	2	3	-	2	-	-	1
CO-3	1	2	1	2	1	1	-
CO-4	2	2	1	2	2	-	-
CO-5	1	1	-	1	2	1	1
<b>PO / APO Target (Avg)</b>	1.4	2	1	1.6	1.75	1	1

*Mani*  
Assoc. / Asst. Head DOC

*Ranjana*  
Addl./HoD

*BS*  
HoD

**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).



NIRF-2023  
Engineering Rank Band (151-200)  
Pharmacy Rank - 88  
Innovation Rank Band (51-100)



**KIET**  
**GROUP OF INSTITUTIONS**  
*Connecting Life with Learning*



<b>Subject Name</b>	OPC	<b>Subject Code</b>	KMBNOM02
<b>Session &amp; Semester</b>	2023-24 & IV	<b>Faculty Name</b>	Dr. Meenakshi Tyagi

**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 various fundamentals of production & operation planning to make full utilization of resources	Apply BL 3	Conceptual & Procedural
CO2	Analyze capacity and capability of an organization.	Analyze BL 4	Conceptual & Procedural
CO3	Analyze appropriate strategies concerning aggregate planning and cost.	Analyze BL 4	Conceptual & Procedural
CO4	Evaluate various techniques for waste reduction and value increase.	Evaluate BL 5	Conceptual & Procedural
CO5	Evaluate recent trends in production planning and control with latest global-production practices.	Evaluate BL 5	Conceptual, Factual & 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	-	-	-	-	1	-
CO2	2	2	-	1	-	1	2
CO3	2	2	-	2	-	1	2
CO4	3	2	-	1	2	1	2
CO5	2	2	-	3	2	1	2
<b>PO / APO Target (Avg)</b>	<b>2.2</b>	<b>2</b>	<b>-</b>	<b>1.75</b>	<b>2</b>	<b>1</b>	<b>2</b>

*Mani*  
Assoc. / Asst. Head DOC

*Ranjay*  
Addl. HoD

*HS*  
HoD

**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).

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