KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad
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Subject Name	MCOB	Subject Code	KMBN101
Session & Semester	2021-22 & I	Faculty Name	Dr Shivani Agarwal

COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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	
PO / APO Target (Avg)	2.2	1.8	1.75	1.33	1.4	1	

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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.

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

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

Subject Name	ME	Subject Code	KMBN102
Session & Semester	2021-22 & I	Faculty Name	Ms. Sapna Yadav Dr. Meenakshi Tyagi

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:			
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

	PO-1	PO-2	PO-3	PO-4	PO-5	APO-1	APO-2
CO-1	3	3	1	3	1	1	2
CO-2	3	2	-	3	-	1	2
CO-3	3	2	-	3	-	-	-
CO-4	3	2	-	2	-	1	-
CO-5	3	2	-	2	-	1	-
Average	3	2.2	1	2.6	1	1	2

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

KIET GROUP OF INSTITUTIONS – Delhi-NCR, Ghaziabad

KIET School of Management

Subject Name	Financial Accounting & Analysis	Subject Code	KMBN 103
Session & Semester	2021-22, I	Faculty Name	Dr Amit Kumar Arora & Ms. Renu 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	-
PO / APO Target (Avg)	1.5	2.3	2	1	2	1	2

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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.

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

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Subject Name	Business Statistics	Subject Code	KMBN104
Session & Semester	2021-23	Faculty Name	Dr Mani Tyagi

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
PO / APO Target (Avg)	1.4	3	1	1	1	2	2.8

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

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Subject Name	Marketing Management	Subject Code	KMBN105
Session & Semester	2021-1st	Faculty Name	Dr. Binkey Srivastava & Dr. Mrinal Verma

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	
PO / APO Target (Avg)	2	2.2	1	2	1.5	1	

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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.
- If there is no correlation, then put a "-" (dash).

Subject Name	Design Thinking	Subject Code	KMBN106
Session & Semester	2021-22 & I	Faculty Name	Dr. Puja Roshani

Table 2 Tagging COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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 OutcomesAPOs	
	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	-
PO / APO Target (Avg)	3	3	2.33	3	2	2.33	1

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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.

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

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Subject Name	BC	Subject Code	KMBN107
Session & Semester	2021-22 & I	Faculty Name	Dr. Soniya Verma

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 business communication strategies and principles to prepare effective communication for domestic and international business situations.	Apply	Procedural
CO2	Assess ethical, legal, cultural, and global communication dimensions in cross cultural communication	Evaluate	Procedural
CO3	Develop an appropriate organizational formats and channels of organizational patterns used in business communications	Create	Conceptual
CO4	Apply emerging electronic modes of communication in business context	Apply	Procedural
CO5	Infer formal effective verbal and non-verbal communication skills to make information more accessible to the audience.	Analyze	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		
PO / APO Target (Avg)			2	2	2	2.33	

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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.

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

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Subject Name	SM	Subject Code	KMBN301
Session & Semester	2021-22 & III	Faculty Name	Dr. Ranchay

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)	Programme Outcomes (POs)					Additional Programme Outcomes 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
PO / APO Target (Avg)	2	2.4	2.8	2.8	2.4	2.6	2.6

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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.

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

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Subject Name	I&E	Subject Code	KMBN302
Session & Semester	2021-22 & III	Faculty Name	Dr. Prateek Gupta

Course Outcomes (COs)

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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
PO / APO Target (Avg)	2.2	2.75	1.33	1.75	2	3	2

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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.

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

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Subject Name	UHVPE	Subject Code	KVE301
Session & Semester	2021-22 & III	Faculty Name	Dr. Ranchay

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	-	-
PO / APO Target (Avg)	1.2	2.4	1.8	2.4	1.4	-	-

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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.

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

KIET GROUP OF INSTITUTIONS

KIET School of Management

Subject Name	TM	Subject Code	KMBNHR01
Session & Semester	2021-22 & III	Faculty Name	Dr. Nitin / Dr. Shivani

COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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 OutcomesAPOs	
	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
PO / APO Target (Avg)	1.4	1.4	1.8	1.6	1.6	1.2	1

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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.

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

KIET GROUP OF INSTITUTIONS

KIET School of Management

Subject Name	ERLL	Subject Code	KMBNHR02
Session & Semester	2021-22 & III	Faculty Name	Dr. Puja Roshani

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 laborlegislations.	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 OutcomesAPOs	
	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
PO / APO Target (Avg)	2.20	1.6	1.6	2	1.4	1.8	1

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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.

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

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Subject Name	CBMC	Subject Code	KMBNMK01
Session & Semester	2021-22 & III	Faculty Name	Dr. Nitin / Dr. Mani 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	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 ProgrammeOutcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO1	APO2
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	-
PO / APO Target (Avg)	2	2	1	2.2	2	2.2	1.25

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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.

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

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Subject Name	Marketing Analytics	Subject Code	KMBNMK02
Session & Semester	2021-22 & III	Faculty Name	Dr. Deepa

Course Outcomes:

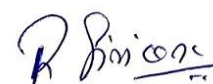| CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Demonstrate Marketing Analytics through Applications & Approaches	BL3	Conceptual
CO2	Apply Pricing Analytics with the help of various tools	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
PO / APO Target (Avg)	3	3	-	1	1	1	1

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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.

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

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Subject Name	Investment Analysis & Portfolio Management	Subject Code	KMBFM 01
Session & Semester	2021-22 & III	Faculty Name	Dr. R. Srinivasan

Course Outcomes:

COURSE NAME: Investment Analysis & Portfolio Management (KMBFM 01)			
S.No	COURSE OUTCOME	Blooms' Cognitive Process (BL)	Knowledge Category (KC)
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, Jenson & other relevant ratios	Apply BL 3/ Analyze BL 4/ Evaluate BL 5	Conceptual & Procedural

CO - PO/APO/PSO Matrix

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO-1	PO-2	PO-3	PO-4	PO-5	APO 1	APO 2
CO-1	1	3	--	1	1	2	2
CO-2	1	3	--	2	--	3	2
CO-3	2	3	--	3	3	3	3
CO-4	1	3	--	1	--	--	1
CO-5	3	3	--	1	1	--	1
Average	1.6	3	--	1.6	1.67	2.67	1.8

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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.

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

Subject Name	FPTM	Subject Code	KMBNFM02
Session & Semester	2021-22(ODD) & III	Faculty Name	Ms. Renu Sharma

Course Outcomes:

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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
PO / APO Target (Avg)	1.5	1.8	1	1.2	1	1	1.6

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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.

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

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Subject Name	DABD	Subject Code	KMBNIT01
Session & Semester	2021-22(ODD) & III	Faculty Name	Dr. Amit Kumar

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

	PO1	PO2	PO3	PO4	PO5	APO-1	APO-2
CO 1		3			3		
CO2		3			3		
CO3		3			3		
CO4		3					
CO5		3			3		
PO/APO Target(Avg)		3			3		

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❖ 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).

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Subject Name	AI AND ML FOR BUNESS	Subject Code	KMBNIT02
Session & Semester	2021-22(ODD) & III	Faculty Name	Dr. Amit Gutpa

COs with BLs & KCs

	Course Outcomes (COs)	Bloom's KnowledgeLevel (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 forsolving 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 LearningTechniques.	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
	3	3	3	2.33	3	2.8	2.2

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❖ 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).

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Subject Name	SC & LM	Subject Code	KMBNOM01
Session & Semester	2021-22(ODD) & III	Faculty Name	Ms. Sapna Yadav

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	APO-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
Average	1.4	2	1	1.6	1.75	1	1

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❖ 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).

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Subject Name	OPC	Subject Code	KMBNOM02
Session & Semester	2021-22 & IV	Faculty Name	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
PO / APO Target (Avg)	2.2	2	-	1.75	2	1	2

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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.

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

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Subject Name	BELAB	Subject Code	KMBN201
Session & Semester	2021-22(EVEN) & II	Faculty Name	Ms. Renu Sharma

COs with BLs & KCs

CO No.	Statement of Course Outcome — After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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
PO / APO Target (Avg)	1.6	1.6	-	1.8	1.4	2	2.2

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❖ 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).

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Subject Name	HRM	Subject Code	KMB N 202
Session & Semester	2021-22 2nd	Faculty Name	Ankita Sharma and Tanushree

Course Outcome

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	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 BL5	Meta-Cognitive
CO5	Summarize global culture and various international HR practices.	PO1, PO2, PO4, PO5, APO2	Evaluate BL5	Meta-Cognitive

CO - PO/APO Mapping

Course Outcomes (COs)	Program Outcomes (POs)					APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	1.4	1.2	1.67	1.75	2	1	1.5

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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.

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

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Subject Name	Business Research Methods	Subject Code	KMBN203
Session & Semester	2021-22 & II	Faculty Name	Dr. Puja Roshani / Sapna Yadav

COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will beable to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
CO1	Apply the the skills for conducting researchto 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 ofbusiness process	Apply (BL 3: Apply)	Conceptual and Procedural
C04	Analyze the use of tools in the achievementof organization goals	Analyze (BL4 : Analyze)	Conceptual and Procedural
C05	Evaluate the research report used inacademic-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

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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.

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

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Subject Name	FMCF	Subject Code	KMBN204
Session & Semester	2021-22 & II	Faculty Name	Dr. Amit Kr. Arora

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 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

CO	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
CO-1	2	2	-	1	1	-	-
CO-2	2	3	-	1	1	-	-
CO-3	2	2	-	1	1	-	1
CO-4	2	1	-	1	1	-	1
CO-5	2	2	1	1	1	-	-
Average	2	2	1	1	1	-	1

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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.

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

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Subject Name	OM	Subject Code	KMBN205
Session & Semester	2021-22 & II	Faculty Name	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	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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes (APOs)	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	2.2	2.2	1.2	1.4	2.4	1.0	1.4

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❖ 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).

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Subject Name	Quantitative Techniques For Managers	Subject Code	KMBN206
Session & Semester	2021-22 & II	Faculty Name	Dr. Mani Tyagi

COs

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

CO - PO/APO/PSO Matrix

Course Outcomes (COs)	Programme Outcomes (POs)					Additional ProgrammeOutcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	1.20	2.8	1.33	1.00	1.00	1.00	1.20

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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.

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

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Subject Name	DMEC	Subject Code	KMBN207
Session & Semester	2021-22 & II	Faculty Name	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
PO / APO Target (Avg)	1	1.4	1			1	1

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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.

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

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Subject Name	Management Information System	Subject Code	KMBN-208
Session & Semester	2021-2022 IInd	Faculty Name	Rajat Kumar Arya

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 OutcomesAPOs	
	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	
PO / APO Target (Avg)	1.6	1.6	1.5	2	1.5	2	1.3

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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.

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

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Subject Name	ETIGBE	Subject Code	KMBN401
Session & Semester	2021-22 & IV	Faculty Name	Dr. Prateek Gupta

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 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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	2.4	2	1.2	3	1.2	1	2

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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.

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

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Subject Name	HR Analytics	Subject Code	KMBHR03
Session & Semester	2021-22&IV	Faculty Name	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	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

Course Outcomes (COs)	Program Outcomes (POs)					Additional Program Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	1.6	1.8	1.2	1.4	1.8	1.6	1.67

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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.

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

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Subject Name	Performance & Reward Management	Subject Code	KMBNHR04
Session & Semester	2021-22 & IV	Faculty Name	Dr. Puja Roshani

COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will beable to	Bloom's Cognitive Process Level(BL)	Knowledge Category (KC)
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

Course Outcomes(COs)	Programme Outcomes (POs)					Additional Programme OutcomesAPOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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	-
PO / APO Target(Avg)	1.4	1.6	1	1.2	1.8	1	-

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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.

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

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Subject Name	IHRM	Subject Code	KMBNHRO5
Session & Semester	2021-22 & IV	Faculty Name	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
CO-1	1	1	-	1	-	-	1
CO-2	1	2	1	1	1	-	1
CO-3	1	2	-	1	-	1	-
CO-4	1	1	2	1	1	-	-
CO-5	1	1	1	1	1	1	1
Average	1	1.40	1.33	1	1	1	1

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

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Subject Name	B2B & Service Marketing	Subject Code	KMBNMK03
Session & Semester	2022-4th	Faculty Name	Dr. Binkey Srivastava

COs with BLs & KCs

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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	
PO / APO Target (Avg)	2	2.2	1	2	1.8	1.5	1

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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.

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

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Subject Name	Sales and Retail Management	Subject Code	KMBNMK04
Session & Semester	2021-22 & IV	Faculty Name	Dr. Mrinal Verma

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 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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme OutcomesAPOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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	
PO / APO Target (Avg)	1	1.4	1.25	1.2	1	1	1

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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.

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

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Subject Name	SMWA	Subject Code	KMBNMK05
Session & Semester	2021-22 & IV	Faculty Name	Dr. Deepa

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 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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	1.8	2.6	-	1	1	1.33	1.4

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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.

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

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KIET School of Management

Subject Name	FD	Subject Code	KMBN FM03
Session & Semester	2021-22 & IV	Faculty Name	Dr. R Srinivasan

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 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

CO - PO/APO/PSO Matrix

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

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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.

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

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Subject Name	FERM	Subject Code	KMBN FM04
Session & Semester	2021-22 & IV	Faculty Name	Dr. Prateek Gupta

COs with BLs & KCs

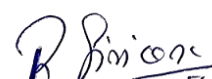| CO No.	Statement of Course Outcome	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
	After completion of the course, the student will be able to		
CO1	Examine the BOP and various exchange rate system	Apply BL 3	Conceptual & Procedural
CO2	Analyze the theories of exchange rate determination	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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	2.2	3	-	3	1	-	2

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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.

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

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KIET School of Management

Subject Name	FCRA	Subject Code	KMBN FM 05
Session & Semester	2021-22 & IV	Faculty Name	Dr. Ranchay

Table 10 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 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

Course Outcomes (COs)	Programme Outcomes (POs)					Additional Programme Outcomes APOs	
	PO1	PO2	PO3	PO4	PO5	APO 1	APO 2
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
PO / APO Target (Avg)	2.6	2.8	-	2.2	1.8	1	1

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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.

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

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Subject Name	Database Management System	Subject Code	(KMBNIT-03)
Session & Semester	2021-22 & IV	**Faculty Name**	Ms. Neelam Rawat

Course Outcome

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	**Understand** concept of DBMS and ER Models for efficient Database Design	PO1, PO2	BL2	F, C, P
CO2	**Interpret** solutions to a query problem using SQL commands, Relational Algebra and Calculus	PO1	BL3	F, C, P
CO3	**Use** Normalization concept to normalize a given Relation to the desired Normal Form	PO1, PO2	BL3	F, C, P
CO4	**Describe** need of transaction processing, recovery mechanism from transaction failures and concurrency control techniques	PO1, PO2	BL2	F, C, P
CO5	**Summarize** 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					
PO / APO Target (Avg)	2	2.25					

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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.

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

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Subject Name	CCB	Subject Code	KMBNIT04
Session & Semester	2021-22 & IV	Faculty Name	Dr. Amit Kumar
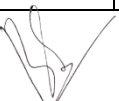
Course Outcome

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		
CO1	Describe the main concepts, key technologies, strengths, and limitations of cloud computing.	BL2	F, C, P
CO2	Characterize the enabling technologies that help in the development of cloud.	BL4	F, C, P
CO3	Differentiate the architecture cloud, service, and delivery models.	BL4	F, C, P
CO4	Justify the core issues of cloud computing like cloud virtualization	BL5	F, C, P
CO5	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		
PO / APO Target (Avg)		3			3		

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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.

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

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Subject Name	Business Data Warehousing & Data Mining	Subject Code	KMBN IT05
Session & Semester	Even & IV	Faculty Name	Siddheshwari Dutt Mishra

Course Outcomes

CO No.	Statement of Course Outcome After completion of the course, the student will be able to	Relevant POs/ APOs	Bloom's Cognitive Process Level (BL)	Knowledge Category (KC)
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
PO / APO Target (Avg)	3	1.67		1.5		2	1

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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.

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

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KIET School of Management

Subject Name	QM	Subject Code	KMBN OM 03
Session & Semester	2021-22 & IV	Faculty Name	Dr. Ranchay

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
PO / APO Target (Avg)	2	1.8	1	1.2	1.8	1.2	1.2

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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.

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

KIET GROUP OF INSTITUTIONS

KIET School of Management

Subject Name	PSM	Subject Code	KMBN OM 04
Session & Semester	2021-22 & IV	Faculty Name	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	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
PO / APO Target (Avg)	2.2	1.4	1.67	1.2	1	1	1

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

KIET School of Management

Subject Name	MMS	Subject Code	KMBN OM 05
Session & Semester	2021-22 & IV	Faculty Name	Ms. Sapna Yadav

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 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

	PO-1	PO-2	PO-3	PO-4	PO-5	APO-1	APO-2
CO-1	2	2	-	1	2	1	-
CO-2	1	2	-	2	1	1	-
CO-3	1	2	2	2	1	1	1
CO-4	1	2	-	2	1	1	1
CO-5	1	2	-	2	2	1	1
Average	1.2	2	2	1.8	1.4	1	1

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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).