



Chandigarh Engineering College-CGC, Landran Department of Business Administration (MBA)

Program Outcomes

- 1. Business Environment and Domain Knowledge:** Apply knowledge of management theories and practices to solve business problems.
- 2. Critical thinking, Business Analysis, Problem Solving and Innovative Solutions:** Construct analytical and critical thinking abilities for data-based decision making.
- 3. Leadership and Teamwork:** Develop value based leadership ability for investigations and research study
- 4. Global Exposure and Ethical Understanding:** Analyze and communicate global, economic, legal, and ethical aspects of business.
- 5. Self-directed and Life-long Learning:** Develop lifelong- management skills with the practice of modern tools and technology.
- 6. Effective Communication:** Lead themselves and others in the achievement of organizational goals, communicating and contributing effectively in the team environment

Program Educational Objectives (PEOs)

- PEO1:** Inculcate knowledge in students with experiential learning and prepare them for advance study and lifelong learning.
- PEO2:** Develop strategic understanding of fundamental principles of business and competencies in different functional area of management.
- PEO3:** Prepare the students for dynamic business environment and apply their perspectives through innovation and creativity.
- PEO4:** Develop responsiveness to social issues and ability to identify business solutions to address the same. Students will also be able to understand the issues of business ethics.
- PEO5:** Inculcate leadership skills, professionalism, effective communication skills, interpersonal skills and team work in students so as to enable them to manage and collaborate in diverse work environments.

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**Course Outcomes (COs)
Semester 1**

26C1BAP-101 Foundations of Management	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the foundational managerial concepts and their contemporary relevance in dynamic organizational environments.
CO2	Make use of strategic management frameworks to address responsible and sustainable managerial decision-making.
CO3	Classify organizational design and managerial relationships to enhance structural and human resource effectiveness.
CO4	Analyze the importance of managerial mechanisms that ensure coordination, performance monitoring, and organizational efficiency.
CO5	Develop innovative managerial approaches by integrating global practices and emerging management paradigms.

26C1BAP-102 Managerial Economics	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the fundamental economic concepts and their relevance to managerial decision- making.
CO2	Identify demand behavior, elasticity and forecasting techniques.
CO3	Explore market structures and competitive dynamics to understand firm-level strategic outcomes.
CO4	Compare pricing decisions and factor market dynamics in managerial economics.
CO5	Discuss macroeconomic variables and their impact on business environment.

26C1BAP-103 Quantitative Techniques	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Analyze the concepts of central tendency and dispersion to interpret the business related data.
CO2	Identify the applications of the correlation and regression in data analysis.
CO3	Examine various probability distribution methods to analyse the data.

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CO4	Evaluate the various operational techniques in business problems.
CO5	Develop Project management tools for efficient planning and control
26C1BAP-104 Accounting for Managers	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the basic accounting concepts, principles, conventions, process and accounting cycle involved in financial accounting.
CO2	Applying the concept of accounting to prepare the financial statements.
CO3	Analyze the costing and budgeting techniques for effective cost control
CO4	Evaluate financial statements using management accounting tools.
CO5	Formulate the business decisions using Marginal costing, CVP analysis standard costing, and variance analysis.

26C1BAP-105 Business Environment and Indian Economy	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the business environment and the role of economic systems and public policies in business.
CO2	Make use of major legal and regulatory frameworks governing business in India.
CO3	Examine the interrelationship of technology, innovation, globalization, and international trade.
CO4	Determine key features, challenges, and employment trends in the Indian economy.
CO5	Elaborate India's development strategies, foreign trade, and infrastructure policies.

26C1BAP-106 Business Environment and Indian Economy	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the concepts and importance of Business Ethics in modern organizations.
CO2	Apply ethical theories and moral development models in business decision-making
CO3	Analyze ethical issues in Marketing, HRM, Accounting and Finance.

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CO4	Evaluate the role of CSR and Corporate Governance in sustainable business growth..
CO5	Develop ethical approaches using ESG, sustainability and digital ethics in business practices.
26C1BAP-107 Business Communication for Managerial Effectiveness	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the role of effective communication in professional interactions within diverse and digital business environments.
CO2	Utilize structured writing approaches to organize and convey managerial messages effectively.
CO3	Examine communication strategies to adapt written messages for diverse audiences and digital platforms.
CO4	Compare presentation and group communication practices for effective managerial interaction in virtual and physical settings.
CO5	Develop professional communication competencies for employment interactions and organizational simulations.

26C1BAP-108 Design Thinking	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the principles, process, and importance of Design Thinking in innovation and digital business contexts.
CO2	Apply empathy tools and customer research techniques to identify real-world marketing and business problems.
CO3	Develop creative solutions using ideation frameworks and structured brainstorming techniques.
CO4	Design prototypes and validate innovative ideas using testing and feedback mechanisms.
CO5	Evaluate innovation strategies and integrate design thinking into digital marketing decision-making.

26C1BAP-109 Technical Skills for Managers	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Apply advanced Excel functions including logical, lookup, and text functions for solving managerial decision-making problems.
CO2	Organize, clean, structure, and validate business datasets using Excel data preparation tools.

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CO3	Perform business data analysis using PivotTables, Pivot Charts, and analytical reporting techniques.
CO4	Develop interactive managerial dashboards using advanced charting and visualization tools.
CO5	Conduct forecasting and scenario analysis and implement basic automation for business reporting.

**Course Outcomes (COs)
Semester 2**

26C1BAP-201 Business Analytics for Decision Making

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain fundamental concepts of statistics and their role in managerial decision making under uncertainty.
CO2	Apply sampling techniques, probability concepts, and probability distributions to solve business decision problems.
CO3	Analyze statistical inference techniques by formulating and testing hypotheses using appropriate tools for effective decision-making.
CO4	Evaluate relationships between variables using correlation, regression techniques and forecasting methods for business decisions.
CO5	Elaborate on index numbers and time series techniques for forecasting and effective business decision-making.

26C1BAP-202 Legal Environment for Business

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Interpret the framework of jurisprudence, Indian legal system and special contracts in business situations.
CO2	Explain legal provisions of the Sale of Goods Act, including transfer of ownership and contract performance
CO3	Apply partnership and negotiable instruments laws in business contexts.
CO4	Analyze company formation, corporate structure and directors' roles under company law.
CO5	Elaborate the relevance of consumer protection and information technology laws in digital business.

26C1BAP-203 Marketing Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	

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CO1	Demonstrate the core marketing concepts and the strategic role of marketing.
CO2	Derive insights about the marketing environment and opportunities using research and data.
CO3	Examine STP and product-services marketing strategies for creating customer value.
CO4	Determine appropriate pricing, distribution, B2B, CRM, and global marketing strategies.
CO5	Explain the concept of digital marketing, IMC, sustainability, ethics, and BoP approaches in marketing practice.

26C1BAP-204 Human Resource Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the concepts, evolution, objectives, and strategic role of Human Resource Management.
CO2	Analyze the HRM environment, human resource planning, and job analysis processes.
CO3	Apply HR functions related to recruitment, selection, training, development, career planning, and performance appraisal.
CO4	Evaluate compensation systems, quality of work life, employee welfare, and industrial relations practices.
CO5	Examine contemporary and emerging trends in HRM for sustainable organizational performance.

26C1BAP-205 Production & Operations Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Describe the role of Production and Operations Management in improving organizational performance.
CO2	Examine facility location, layout, capacity planning, and work study for operational efficiency.
CO3	Demonstrate the application of production planning and quality management tools for process and product improvement.
CO4	Interpret JIT, lean production, and inventory models for waste reduction and productivity improvement.
CO5	Formulate strategies using purchasing practices, value analysis, and emerging trends in operations management.

26C1BAP-206 Corporate Finance and Policy

Course Code	Course Outcomes
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At the end of the course, student will be able to :	
CO1	Demonstrate the evolution, objectives, and interface of corporate finance.
CO2	Apply the techniques of time value of money and security valuation methods.
CO3	Evaluate cost of capital in relation to capital structure theories..
CO4	Assess the capital budgeting decisions and dividend approaches.
CO5	Examine working capital approaches and recent financial market developments.

26C1BAP-207 Entrepreneurship & Project Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Interpret the concept, characteristics, functions, and types of entrepreneurs in the business environment.
CO2	Identifying the role, challenges, and support systems related to women, rural, and social entrepreneurship.
CO3	Analyze entrepreneurial motivation, creativity techniques, and opportunity recognition for new venture creation.
CO4	Explain legal issues, intellectual property rights, and business planning processes involved in starting and managing a venture.
CO5	Create project plans by applying project management tools, financial evaluation techniques, and recent entrepreneurial trends.

26C1BAP-208 Research Methodology

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Describe research meaning, objectives, process, and problem formulation through literature review.
CO2	Examine research design types and identify variables and causal relationships.
CO3	Apply measurement scales and data collection methods ensuring validity and reliability.
CO4	Examine sampling concepts and select appropriate probability and non-probability sampling techniques.
CO5	Develop structured research reports using proper format, referencing, and presentation standards.

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26C1BAP-209 Technical Skills for Managers	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain fundamental Python concepts and their relevance for managerial decision making.
CO2	Analyze business data using Python libraries to derive meaningful insights.
CO3	Apply Python techniques to automate routine managerial tasks.
CO4	Develop simple Python scripts for reporting and managerial decision support.
CO5	Interpret and evaluate data insights generated through Python-based analysis for managerial decision-making.

**Course Outcomes (COs)
Semester 3**

26C1BAP-301 Organizational Behaviour and Design	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the requisites of Organizational Behaviour, individual behaviour, and learning theories.
CO2	Apply learning theories to modify workplace behaviour and improve employee performance.
CO3	Analyze personality traits, attitudes, perception, and emotional intelligence to understand employee behaviour.
CO4	Explain motivation strategies, leadership styles, learning organizations, and transactional analysis to enhance performance.
CO5	Develop adaptive organizational strategies considering structure, dynamics, conflict, power, and politics.

26C1BAP-302 AI for Managers	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the fundamental concepts and applications of Artificial Intelligence in business management.
CO2	Make use of AI technologies in managerial decision-making.
CO3	Investigate the issues associated with AI implementation in organizations.
CO4	Recommend AI-driven business solutions across different functional areas.
CO5	Develop AI adoption strategies that enhance innovation, operational efficiency, and competitive advantage in organizations.

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26C1BAP-303 Technical Skills for Managers	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Apply advanced formulas and functions for business analysis.
CO2	Organise large datasets using PivotTables and Power Query.
CO3	Analyze dynamic dashboards for managerial reporting.
CO4	Explain forecasting techniques, what-if analysis, and financial modelling.
CO5	Simulate repetitive tasks using Excel tools and basic macros.

26C1BAP-305 Human Values, De-addiction & Traffic Rules	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the need and principles of human values for achieving harmony and sustainable happiness.
CO2	Apply the understanding of self ('I') and body to maintain harmony within the individual.
CO3	Analyze human relationships and societal interactions based on trust, respect, and mutual fulfillment.
CO4	Interpret the interdependence and coexistence in nature for maintaining ecological and social harmony.
CO5	Develop value-based approaches for ethical decision-making in personal, professional, and societal life.

26C1BAP-313 Human Values, De-addiction & Traffic Rules (Lab/Seminar)	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain human aspirations and the role of self-exploration in developing human values.
CO2	Apply self-reflection techniques to identify harmony between thoughts, behavior, and actions.
CO3	Analyze real-life situations and case studies to understand value-based relationships.
CO4	Recommend personal habits and social practices in relation to ethical and sustainable living.
CO5	Elaborate value-based solutions and action plans for responsible and harmonious living.

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26C1BAP-PE1-01 Digital Marketing	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the strategic role of digital marketing in contemporary business environments.
CO2	Develop audience segmentation perspectives to enhance digital customer engagement and retention.
CO3	Classify digital advertising and search strategies to improve online visibility and market positioning.
CO4	Recommend social media campaign strategies for effective brand communication and performance outcomes.
CO5	Develop integrated digital marketing approaches using social media platforms for business growth.

26C1BAP-PE1-02 Consumer Behavior	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the foundations and emerging dynamics of consumer behaviour in contemporary markets.
CO2	Apply behavioural perspectives to understand individual consumer responses and preferences.
CO3	Analyze social and cultural influences shaping consumer attitudes and marketplace behaviour.
CO4	Compare consumer decision processes and innovation adoption patterns in evolving markets.
CO5	Develop strategic marketing insights using consumer behaviour perspectives in digital and sustainable contexts.

26C1BAP-PE1-03 Service Marketing	
Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the foundations of service marketing and the role of service quality in shaping customer experiences.
CO2	Apply service design perspectives to enhance customer relationships and service delivery environments.
CO3	Analyze service delivery systems and operational strategies influencing service performance and customer participation.
CO4	Interpret integrated service communication and pricing approaches in competitive service markets.
CO5	Develop innovative service marketing strategies addressing digital transformation and evolving customer expectations.

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26C1BAP-PE2-01 Talent Acquisition and Development

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the concepts, scope, processes, tools, and systems of Talent Management and their role in organizational effectiveness.
CO2	Apply the linkage between business strategy and talent management processes including workforce planning and talent assessment.
CO3	Analyze the impact of organizational environment, leadership, culture, and ethics on talent planning, development, and retention.
CO4	Determine talent planning, succession planning, and innovative acquisition practices in line with industry trends.
CO5	Design sustainable compensation and total rewards strategies to enhance talent engagement, performance, and retention.

26C1BAP-PE2-02 Human Resource Analytics

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the fundamentals and strategic role of HR analytics in addressing talent management challenges.
CO2	Apply HR metrics, data, and KPIs ethically to support HR decisions aligned with business strategy.
CO3	Analyze HR data using appropriate analytical techniques and HR analytics tools.
CO4	Interpret HR analytics tools for effective HR interventions.
CO5	Develop predictive and real-time HR analytics models for workforce planning and talent management.

26C1BAP-PE2-03 Organizational Change and Development

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the theories, models, and foundations of planned organizational change and development.
CO2	Apply systems theory and action research approaches to diagnose and manage organizational change.
CO3	Analyze organizational issues and design OD interventions at individual, group, and organizational levels.
CO4	Estimate consultant–client relationships, ethics, and professional standards in OD practice.
CO5	Design strategies to address contemporary challenges in organizational change including digital transformation and sustainability.

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26C1BAP-PE2-04 Employee Relations

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain concepts and approaches to Industrial Relations, including trade unions and gig economy.
CO2	Apply dispute resolution mechanisms under the Industrial Disputes Act, 1947.
CO3	Analyze labour laws and workplace issues such as safety, diversity and harassment
CO4	Validate social security and wage laws affecting unorganized and gig workers
CO5	Develop labour welfare frameworks integrating labour standards and ESG practice

26C1BAP-PE3-01 Banking and Insurance Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Describe the structure and functioning of the Indian banking and financial system.
CO2	Apply banking concepts to analyze accounts, lending, rural banking, microfinance, and e-banking operations.
CO3	Analyze risk management principles and examine the role of insurance and bancassurance.
CO4	Validate life insurance principles and differentiate among insurance products for financial planning.
CO5	Discuss insurance, reinsurance, and electronic banking systems in a digital banking environment.

26C1BAP-PE3-02 Financial Modelling

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Infer integrated three-statement financial models using advanced Excel techniques and automation tools.
CO2	Apply forecasting, valuation, and scenario analysis techniques incorporating AI-driven analytics and data visualization tools.
CO3	Explore corporate financial performance using modern finance practices including FinTech applications and automation frameworks.
CO4	Predict ESG (Environmental, Social, Governance) factors into financial valuation and risk assessment models.
CO5	Design data-driven financial dashboards and automated reporting systems for strategic financial decision-making.

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26C1BAP-PE3-03 Management of Financial Services

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the structure, role, and evolution of financial services and financial sector reforms.
CO2	Make use of investment and intermediary services in Financial Sector.
CO3	Categorize modern financial innovations .
CO4	Explain the concepts of asset-liability management and select risk management techniques.
CO5	Adapt emerging trends in financial sector.

26C1BAP-PE3-04 Investment Analysis and Portfolio Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain key investment concepts, various avenues, and assessing processes along with associated market risks.
CO2	Identify the functions of capital markets and financial derivatives with their expected payoffs.
CO3	Analyse the markets through fundamental analysis techniques.
CO4	Interpret the role of daily price movements and market trends using technical analysis tools and techniques.
CO5	Construct, evaluate, and optimize investment portfolios by applying modern portfolio theories.

26C1BAP-PE4-01 Marketing Analytics

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Observe the market conditions in the era of social media and digital markets.
CO2	Identify the applications of statistical tools on marketing data metrics for competitive advantage and price analysis.
CO3	Figure out the use of analytics and big data in determining promotion strategies.
CO4	Interpret the scope of marketing analytics problem in a scientific and process-driven manner.
CO5	Discuss importance, usage and types of the analytics in the evolving electronic market.

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26C1BAP-PE4-02 Data sciences using R

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the fundamental concepts and business applications of Data Science.
CO2	Apply statistical methods using R software for data analysis in business contexts.
CO3	Analyze probability and regression models along with classification techniques for data science problems.
CO4	Evaluate ensemble and clustering techniques for pattern discovery in datasets.
CO5	Simulate the performance mechanism of machine learning models using validation and evaluation methods.

26C1BAP-PE4-03 Analytics with Tableau & BI

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain organizational reporting perspectives, standards, KPIs, balanced scorecards, dashboards, and performance measurement frameworks clearly.
CO2	Develop Tableau data preparation skills including connections, cleaning, joins, blending, and metadata management.
CO3	Analyse interactive visualizations, dashboards, forecasts, clusters, and time-series analyses
CO4	Choose Import, transform, and manage business data using Power BI.
CO5	Construct interactive reports and dashboards for managerial analysis and decision-making.

26C1BAP-PE4-04 Introduction to Python

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Outline fundamental programming concepts and Python syntax for business applications.
CO2	Make use of control structures, functions and modules to solve business problems.
CO3	Examine and implement Python data structures for structured data handling.
CO4	Determine programs for file handling, exception handling and automation tasks.
CO5	Adapt Python basics for introductory data analysis and business decision-making

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**Course Outcomes (COs)
Semester 4**

26C1BAP-401 Corporate Strategy

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Describe the strategic management process, strategic intent and external environmental analysis.
CO2	Interpret industry structure and organizational resources using strategic analysis frameworks.
CO3	Apply corporate-level strategies including diversification, integration and restructuring.
CO4	Distinguish strategy implementation mechanisms and strategic control systems in organizations.
CO5	Explain strategic responses to digital transformation, sustainability and innovation challenges.

26C1BAP-402 Workshop on Indian Ethos

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain Indian ethos, cultural values, and their relevance in management practices.
CO2	Demonstrate value-based management principles and ethical practices in business decision-making.
CO3	Examine management principles from Indian scriptures and their application in organisations.
CO4	Determine workplace stress causes and apply Indian techniques for effective stress management.
CO5	Apply responsible management approaches based on Indian learning systems and Karma philosophy.

26C1BAP-403 Technical Skills for Managers (Tableau)

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain Business Intelligence concepts and the Tableau interface for managerial analytics.
CO2	Classify business data by connecting, cleaning, and transforming datasets using Tableau tools.
CO3	Apply calculated fields and Level of Detail (LOD) expressions for effective data analysis in Tableau.

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CO4	Develop interactive dashboards and visual reports to support managerial decision-making.
CO5	Design and manage the sharing of reports using Tableau Server or Tableau Public.

26C1BAP-PE1-04 Integrated Marketing Communication and Sales Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Outline the role of IMC in marketing, brand building, and organizational performance.
CO2	Examine IMC tools including advertising, sales promotion, PR, direct and digital marketing.
CO3	Apply the concepts of sales management, personal selling, and forecasting for effective sales strategies.
CO4	Determine sales operations, sales force management, and customer psychology for sales effectiveness.
CO5	Interpret recent IMC and sales management trends for informed managerial decisions.

26C1BAP-PE1-05 Retail Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Examine the foundations, evolution, and structure of retailing in the Indian and global environment.
CO2	Obtain retail formats, ownership patterns, and business models for strategic decision-making.
CO3	Analyse the principles of store operations and human resource management in retail organizations.
CO4	Integrate customer service systems, retail technologies, and global practices to improve retail performance.
CO5	Identify emerging trends and sustainable models to design future-ready retail strategies.

26C1BAP-PE1-06 International and Social Media Marketing

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain international marketing concepts, global marketing environment, and market entry strategies.
CO2	Analyze international trade policies and effective global marketing & distribution strategies.
CO3	Interpret social media marketing frameworks and digital consumer behavior in online markets.

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CO4	Design social media marketing campaigns using digital tools and analytics.
CO5	Examine AI, data analytics, and emerging technologies in global digital marketing.

26C1BAP-PE1-07 Product and Brand Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain product management concepts, portfolio planning, and competitive product–brand positioning in dynamic markets.
CO2	Interpret product planning, development processes, test marketing, and market entry strategies for successful new product introduction.
CO3	Inspect branding principles, brand structures, and customer-based brand equity concepts in brand development decisions..
CO4	Outline brand loyalty, brand performance, brand equity management, and brand growth strategies in domestic and global markets.
CO5	Examine emerging digital and sustainable branding trends to design future-ready product and brand strategies.

26C1BAP-PE2-05 International Human Resource Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the concept, scope, and contextual differences between domestic and international HRM.
CO2	Examine international staffing, recruitment, and selection practices including diversity issues.
CO3	Demonstrate training, development, and repatriation practices for managing expatriates and multicultural teams.
CO4	Interpret performance management, international compensation systems, and knowledge transfer in multinational corporations.
CO5	Discuss international industrial relations, comparative HRM practices, and emerging IHRM trends.

26C1BAP-PE2-06 Strategic HRM

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the relevance of Strategic Human Resource Management towards business and corporate strategy Management.
CO2	Demonstrate strategic HR practices that align workforce plans with business objectives.

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CO3	Examine behavioral factors influencing strategy implementation, leadership, culture, and talent management.
CO4	Analyse global HRM practices and staffing approaches for managing multinational workforce.
CO5	Formulate innovative HR strategies using digital technologies, analytics, and artificial intelligence.

26C1BAP-PE2-07 Leadership and Team Dynamic

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Interpret the concepts, roles, skills, traits, and ethical foundations of effective leadership.
CO2	Categorise appropriate leadership theories, styles, and development approaches for building high-performance organizations.
CO3	Analyze the role of strategic and ethical leadership in shaping vision, culture, change, and learning organizations.
CO4	Develop team dynamics, performance, conflict, communication, and collaborative behaviors for effective team leadership.
CO5	Create leadership and team strategies aligned with emerging trends, digital transformation, diversity, and virtual work environments.

26C1BAP-PE2-08 Performance and Compensation Management

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the concepts of performance management systems used in organizations.
CO2	Analyze strategic performance management models, review mechanisms, and ethical issues in performance evaluation for building high-performance cultures.
CO3	Categorise compensation and reward management principles to design performance-linked pay systems.
CO4	Interpret compensation management administration practices in the Indian organizational context.
CO5	Elaborate contemporary performance and compensation strategies by integrating emerging trends and industry practices.

26C1BAP-PE3-05 Fintech

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the evolution, concept and impact of FinTech on the financial industry.

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CO2	Categorise the role of the major stakeholders in the FinTech ecosystem.
CO3	Elaborate FinTech infrastructure and illustrate the application of blockchain, AI, cloud, and payment systems.
CO4	Contrast FinTech regulatory frameworks in global and Indian regulatory practices.
CO5	Analyze emerging FinTech trends such as robo-advisory, algorithmic trading, digital wealth management, and future innovations.

26C1BAP-PE3-06 Behavioral Finance

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Interpret the fundamental concepts, scope, and theories of behavioural finance using appropriate frameworks.
CO2	Analyze behavioural biases, heuristics, and emotional factors influencing investment decisions.
CO3	Discuss investor behaviour patterns and market anomalies arising from psychological and social factors.
CO4	Determine investor sentiment models, market efficiency, and behavioural corporate finance perspectives.
CO5	Propose insights on recent trends in behavioural finance and their implications for modern financial markets.

26C1BAP-PE3-07 Mergers, Acquisition and Corporate Restructuring

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Summarize the basic concepts, forms and strategic relevance of M&A and restructuring
CO2	Identify reasons for success or failure of M&A in addition to its value and takeover issues
CO3	Apply the concept of restructuring strategies and valuation concepts in M&A.
CO4	Explain financing, accounting and wealth effects of M&A decisions.
CO5	Interpret the role of regulatory, international and emerging trends in M&A and corporate restructuring.

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26C1BAP-PE3-08 International Finance and Financial Derivatives

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the foundations and evolution of international finance and monetary systems.
CO2	Apply parity conditions in international financing mechanisms.
CO3	Analyze derivatives, futures, and options for financial decision-making.
CO4	Evaluate advanced derivatives and risk management strategies.
CO5	Examine strategies using recent trends in international finance and derivatives.

26C1BAP-PE3-09 Taxation and Personal Financial Planning

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Interpret the concept, scope, and methods of tax management.
CO2	Apply tax planning techniques for income heads, deductions, exemptions, and loss adjustments.
CO3	Outline the importance of time value of money and financial statement analysis in personal planning.
CO4	Examine personal risk, insurance, and investment planning aligned with financial goals.
CO5	Implement investment instruments and recent taxation trends including digital filing and estate planning.

26C1BAP-PE4-05 Data Visualization for Managers

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Explain the role of data visualization and visual perception principles in managerial decision making.
CO2	Implement the application of visualization techniques and tools to transform business data into meaningful visuals.
CO3	Simulate the design of effective dashboards and KPI-driven visual reports using sound design principles.
CO4	Examine. methods of communicating business insights through data storytelling and audience-focused visual narratives.
CO5	Evaluate and use ethical, interactive, and contemporary visualization practices for managerial reporting.

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26C1BAP-PE4-06 Business Forecasting

Course Code	Course Outcomes
At the end of the course, student will be able to :	
CO1	Outline the importance of forecasting and demand analysis in managerial decision making.
CO2	Explain the techniques of qualitative and quantitative forecasting for business data.
CO3	Evaluate time series and regression-based models for business forecasting.
CO4	Interpret forecasting accuracy and results for managerial applications.
CO5	Integrate forecasting tools and ethical practices to support business planning and decision making.