

**ODD SEM-2020-21**



**SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY**

**SIRA ROAD, TUMKUR- 572 106.**

**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1.** Gain practical experience in the field of Management and Organization Behaviour

**CO2.** Acquire the conceptual knowledge of Management, various functions of Management and theories in Organizational Behaviour.

**CO3.** Apply managerial and behaviour knowledge in real world situations.

**CO4.** Develop a greater understanding about Management and Behavioural aspects to analyse the concepts related to individual behavior, attitude, perception and personality.

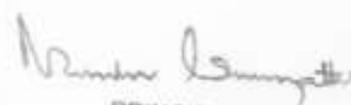
**CO5.** Understand and demonstrate their exposure on recent trends in management.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	1	ACADEMIC YEAR	2020-21
SUBJECT	MANAGEMENT & ORGANIZATIONAL BEHAVIOUR			SUBJECT CODE	20MBA11
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2		3		1	2
CO3					2
CO4			2	1	
CO5				2	2
AVERAGE	3	3	2	1.3	2
OVERALL MAPPING OF SUBJECT					2.26

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	67.47	2.02				
CO2	67.82		2.03		0.68	1.36
CO3	67.56					1.35
CO4	66.64			1.33	0.67	
CO5	65.82				1.32	1.32
AVERAGE	67.06	2.02	2.03	1.33	0.89	1.34
FINAL ATTAINMENT LEVEL						1.55

  
 Head of the Dep.  
 in B.A. Programme  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU

SEM-I	IA TEST 1					IA TEST 2					IA TEST 3					Assignment and Seminar					SEE					Total					Total	% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5		CO1	CO2	CO3	CO4	CO5			
	25	25	50	25	25	50	20	20	20	20	20	100	3	3	3	3	3	12	12	12	12	12	60	60	60	60	35									
ISV20BA01	11	17	28	15	14	29	0	0	0	0	0	0	3	3	3	3	3	2.0	2.0	2.0	2.0	2.0	16	22	20	19	5	82	27	37	33	32	14			
ISV20BA02	12	24	36	25	24	49	15	20	20	16	19	90	3	3	3	3	3	2.6	2.6	2.6	2.6	2.6	33	50	51	46	25	203	54	83	84	76	70			
ISV20BA03	16	18	34	22	25	47	18	19	20	19	19	95	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	42	45	50	52	27	215	70	75	83	86	77			
ISV20BA04	0	0	0	23	16	39	14	20	18	15	16	83	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	22	28	49	39	24	161	36	46	81	65	68			
ISV20BA05	20	16	36	23	24	47	18	16	11	8	18	71	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	47	41	43	41	27	197	78	68	71	68	76			
ISV20BA06	19	25	44	24	10	34	12	9	14	6	16	57	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	40	43	47	25	25	182	67	72	79	42	73			
ISV20BA07	22	14	36	21	23	44	10	12	11	16	18	67	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	42	36	42	49	28	195	69	59	69	81	79			
ISV20BA08	19	17	36	23	25	48	20	18	12	18	20	88	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	48	44	44	52	29	215	79	73	73	86	82			
ISV20BA09	22	16	38	11	14	25	12	12	10	8	16	58	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	42	36	29	30	24	160	70	60	48	50	68			
ISV20BA10	15	19	34	0	0	0	10	6	8	9	15	48	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	34	34	17	18	24	127	57	57	28	30	69			
ISV20BA11	18	24	42	15	17	32	16	17	20	18	19	90	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	42	49	43	43	27	203	70	81	71	71	77			
ISV20BA13	23	20	43	23	20	43	12	14	15	16	15	72	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	43	42	46	44	23	200	72	71	77	74	67			
ISV20BA14	16	23	39	20	21	41	18	20	20	20	20	98	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	43	52	49	50	29	225	72	87	82	84	84			
ISV20BA15	18	16	34	24	23	47	15	14	19	18	20	86	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	42	39	52	50	29	213	70	65	87	84	83			
ISV20BA16	23	16	39	23	22	45	12	11	15	14	20	72	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	43	35	46	44	28	195	71	58	76	73	79			
ISV20BA17	23	21	44	20	22	42	20	18	19	12	11	80	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	53	49	49	44	21	215	88	81	81	73	59			
ISV20BA18	18	18	36	18	16	34	12	11	9	15	17	64	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	40	39	37	41	27	182	66	64	61	68	76			
ISV20BA19	20	23	43	9	16	25	14	15	14	8	12	63	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	43	47	32	33	21	177	72	79	54	55	61			
ISV20BA20	22	20	42	15	22	37	15	12	11	15	7	60	3	3	3	3	3	4.0	4.0	4.0	4.0	4.0	44	39	33	44	14	174	73	65	55	73	40			
ISV20BA21	21	15	36	0	0	0	10	9	8	8	9	44	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	39	32	16	16	17	121	65	54	27	27	49			
ISV20BA22	23	21	44	20	23	43	0	0	0	0	0	0	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	32	30	29	32	9	131	53	50	48	53	25			
ISV20BA23	21	21	42	19	17	36	14	15	14	12	8	63	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	43	44	41	37	16	180	71	73	68	61	45			
ISV20BA24	20	16	36	18	12	30	11	12	11	14	14	62	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	39	36	37	34	22	167	65	60	61	56	62			
ISV20BA25	0	0	0	16	21	37	12	12	13	20	16	73	3	3	3	3	3	3.2	3.2	3.2	3.2	3.2	18	18	35	47	22	141	30	30	59	79	63			
ISV20BA26	18	19	37	13	16	29	12	13	14	8	13	60	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	38	40	35	32	21	165	63	66	58	53	59			
ISV20BA27	19	17	36	20	22	42	11	10	20	15	15	71	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	39	36	49	46	24	194	65	60	82	77	69			
ISV20BA28	11	26	37	21	15	36	11	10	11	12	20	64	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	31	45	41	36	29	180	51	74	68	59	82			
ISV20BA29	14	25	39	20	17	37	10	11	14	15	13	63	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	34	46	44	42	23	188	56	76	73	70	65			
ISV20BA30	20	22	42	19	22	41	18	19	18	20	20	95	3	3	3	3	3	7.8	7.8	7.8	7.8	7.8	49	52	48	53	31	232	81	86	80	88	88			
ISV20BA31	22	17	39	18	24	42	18	18	17	19	18	90	3	3	3	3	3	8.4	8.4	8.4	8.4	8.4	51	46	46	54	29	228	86	77	77	91	84			
ISV20BA32	21	23	44	18	24	42	19	15	18	17	17	86	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	49	47	45	50	26	217	82	78	75	83	74			
ISV20BA33	23	20	43	20	19	39	16	15	14	9	6	60	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	49	45	44	38	16	191	81	75	73	63	45			
ISV20BA34	20	17	37	13	17	30	14	9	10	14	16	63	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	41	33	30	38	23	166	69	55	50	64	66			
ISV20BA35	18	18	36	17	12	29	16	15	12	16	14	73	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	43	42	38	37	23	185	72	71	64	62	67			
ISV20BA36	19	23	42	22	23	45	18	17	9	11	17	72	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	47	50	41	44	27	207	78	83	68	73	76			
ISV20BA37	20	17	37	25	22	47	12	15	15	9	14	65	3	3	3	3	3	2.0	2.0	2.0	2.0	2.0	37	37	45	36	19	174	62	62	75	60	54			
ISV20BA38	23	20	43	20	16	36	20	20	19	17	19	95	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	53	50	49	43	29	225	89	84	82	72	83			
ISV20BA39	21	23	44	23	25	48	20	18	19	9	6	72	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	50	50	51	43	15	207	83	83	84	71	42			
<b>TOTAL</b>	691	707	1398	696	701	1397	525	517	522	496	553	2613	114	114	114	114	114	208	208	208	208	208	1538	1546	1540	1519	875	7020	2564	2577	2567	2532	2501			
<b>Total students</b>	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38		
<b>Average</b>	18.2	18.6	36.789	18.3	18.4	36.763	13.8	13.6	13.7	13.1	14.6	68.763	3	3	3	3	3	5.48	5.48	5.48	5.48	5.48	40.5	40.7	40.5	40	23	185	67.5	67.8	67.56	66.6	65.8			



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**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

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**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**The student will understand the application of Economic Principles in Management decision making.

**CO2-**The student will learn the micro economic concepts and apply them for effective functioning of a Firm and Industry.

**CO3-**The Student will be able to understand, assess and forecast Demand.

**CO4-** The student will apply the concepts of production and cost for optimization of production.

**CO5-** The student will design Competitive strategies like pricing, product differentiation etc. and marketing according to the market structure.

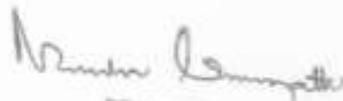
**CO6-**The student will be able to understand macroeconomic concepts.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB/ MR. MANJUNATH				
COURSE	MBA	SEMESTER	I	ACADEMIC YEAR	2020-21
SUBJECT	MANAGERIAL ECONOMICS			SUBJECT CODE	20MBA12
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2	2	2			
CO3	3		2		
CO4	2			2	
CO5				2	2
CO6					
AVERAGE	2.25	2	2	2	2
OVERALL MAPPING OF SUBJECT					2.05

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	72.90	1.46				
CO2	73.92	1.48	1.48			
CO3	69.47	2.22		1.48		
CO4	67.50	1.48			1.48	
CO5	66.83				1.48	1.48
CO6	64.72					
AVERAGE	69.22	1.66	1.48	1.48	1.48	1.48
FINAL ATTAINMENT LEVEL						1.51

  
 Head of the Department  
 M.B.A. Programme  
 S.J.E.T. Tumkur

  
 MRS. AMTUL NASEEB

SEM: I	IA TEST 1			IA TEST 2			IA TEST 3						Assignment and Seminar						SEE						Total						Total	% of Individual CO						
	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	CO6	TOTAL	CO1	CO2	CO3	CO4	CO5	CO6	CO1	CO2	CO3	CO4	CO5	CO6	CO1	CO2	CO3	CO4		CO5	CO6	CO1	CO2	CO3	CO4	CO5
	25	25	50	25	25	50	16	16	17	17	17	17	100	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	19	22	20	18	7	7	90	34	40	35	32	22	22
1SV20BA01	12	15	27	13	11	24	0	0	0	0	0	0	0	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	19	22	20	18	7	7	90	34	40	35	32	22	22
1SV20BA02	16	14	30	23	21	44	16	16	14	16	16	16	94	2.5	2.5	2.5	2.5	2.5	2.5	2.33	2.33	2.33	2.33	2.33	2.33	37	35	42	42	21	21	197	68	65	76	76	69	69
1SV20BA03	21	23	44	22	21	43	16	15	16	16	16	16	95	2.5	2.5	2.5	2.5	2.5	2.5	6.33	6.33	6.33	6.33	6.33	6.33	46	47	47	46	25	25	235	85	87	85	83	83	83
1SV20BA04	22	21	43	15	10	25	16	16	15	10	12	12	81	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	45	44	37	29	19	19	193	83	81	67	53	63	63
1SV20BA05	16	14	30	16	15	31	12	10	11	12	15	8	68	2.5	2.5	2.5	2.5	2.5	2.5	6.00	6.00	6.00	6.00	6.00	6.00	37	33	36	39	24	17	183	68	60	65	70	78	55
1SV20BA06	23	23	46	16	20	36	11	10	15	12	15	8	71	2.5	2.5	2.5	2.5	2.5	2.5	6.17	6.17	6.17	6.17	6.17	6.17	43	42	40	44	24	17	208	79	77	72	79	79	56
1SV20BA07	0	0	0	21	20	41	16	15	10	8	5	14	68	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	23	22	38	32	12	21	148	43	41	69	58	40	70
1SV20BA08	22	19	41	18	19	37	15	15	16	15	15	15	91	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	44	41	41	41	22	22	208	81	75	74	74	72	72
1SV20BA09	23	17	40	8	17	25	12	12	10	12	10	11	67	2.5	2.5	2.5	2.5	2.5	2.5	4.17	4.17	4.17	4.17	4.17	4.17	42	36	25	34	17	18	170	77	66	45	61	56	59
1SV20BA10	23	21	44	9	10	19	10	15	16	12	9	11	73	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	40	43	32	26	16	18	172	73	79	57	46	52	58
1SV20BA11	23	22	45	13	13	26	16	15	15	13	16	15	90	2.5	2.5	2.5	2.5	2.5	2.5	6.50	6.50	6.50	6.50	6.50	6.50	48	46	37	38	25	24	218	89	85	67	69	83	80
1SV20BA13	22	15	37	18	17	35	16	16	10	15	14	11	82	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	45	38	35	38	21	18	197	84	71	64	70	71	61
1SV20BA14	18	20	38	19	16	35	16	16	16	16	15	17	96	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	41	43	42	38	22	24	212	77	80	77	70	74	81
1SV20BA15	21	23	44	23	22	45	15	16	16	15	14	15	91	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	43	46	46	43	21	22	218	79	84	83	77	68	72
1SV20BA16	18	20	38	21	20	41	15	15	16	15	9	11	81	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	40	42	44	36	16	18	198	75	78	81	66	54	61
1SV20BA17	23	23	46	23	24	47	16	16	16	16	17	17	98	2.5	2.5	2.5	2.5	2.5	2.5	6.50	6.50	6.50	6.50	6.50	6.50	48	48	48	50	26	26	246	89	89	87	91	87	87
1SV20BA18	16	14	30	24	24	48	15	16	15	12	15	11	84	2.5	2.5	2.5	2.5	2.5	2.5	5.17	5.17	5.17	5.17	5.17	5.17	39	38	47	47	23	19	211	72	70	85	85	76	62
1SV20BA19	18	19	37	25	21	46	15	14	12	10	12	11	74	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	40	40	44	40	19	18	200	74	74	80	72	63	59
1SV20BA20	25	25	50	18	19	37	14	10	14	8	9	15	70	2.5	2.5	2.5	2.5	2.5	2.5	5.17	5.17	5.17	5.17	5.17	5.17	47	43	40	36	17	23	204	86	79	72	65	56	76
1SV20BA21	0	0	0	0	0	0	10	11	14	8	9	7	59	2.5	2.5	2.5	2.5	2.5	2.5	4.17	4.17	4.17	4.17	4.17	4.17	17	18	21	16	16	14	100	31	33	38	28	52	46
1SV20BA22	24	22	46	23	24	47	15	12	12	14	15	13	81	2.5	2.5	2.5	2.5	2.5	2.5	5.00	5.00	5.00	5.00	5.00	5.00	47	42	43	47	23	21	220	86	77	77	85	75	68
1SV20BA23	25	25	50	16	14	30	15	12	11	15	12	9	74	2.5	2.5	2.5	2.5	2.5	2.5	5.83	5.83	5.83	5.83	5.83	5.83	48	45	35	34	20	17	201	90	84	64	62	68	58
1SV20BA24	23	18	41	23	20	43	15	16	12	8	9	11	71	2.5	2.5	2.5	2.5	2.5	2.5	4.67	4.67	4.67	4.67	4.67	4.67	45	41	42	36	16	18	199	84	76	77	66	54	61
1SV20BA25	24	19	43	0	0	0	15	16	16	16	16	16	95	2.5	2.5	2.5	2.5	2.5	2.5	4.17	4.17	4.17	4.17	4.17	4.17	46	42	23	23	23	23	178	85	77	41	41	76	76
1SV20BA26	18	19	37	15	9	24	15	16	10	10	8	11	70	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	40	42	32	24	15	18	168	73	77	57	43	48	58
1SV20BA27	2	39	41	23	24	47	10	11	12	15	15	12	75	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	19	57	42	46	22	19	202	34	105	75	83	72	62
1SV20BA28	19	18	37	16	14	30	15	15	15	10	15	14	84	2.5	2.5	2.5	2.5	2.5	2.5	8.17	8.17	8.17	8.17	8.17	8.17	45	44	42	40	26	25	220	83	81	76	72	86	82
1SV20BA29	22	20	42	19	18	37	12	11	12	15	16	8	74	2.5	2.5	2.5	2.5	2.5	2.5	5.17	5.17	5.17	5.17	5.17	5.17	42	39	39	42	24	16	200	77	72	70	76	79	52
1SV20BA30	25	25	50	12	13	25	16	16	16	16	15	16	95	2.5	2.5	2.5	2.5	2.5	2.5	6.33	6.33	6.33	6.33	6.33	6.33	50	50	37	37	24	25	222	92	92	67	67	79	83
1SV20BA31	16	22	38	25	25	50	13	13	16	16	17	15	90	2.5	2.5	2.5	2.5	2.5	2.5	5.67	5.67	5.67	5.67	5.67	5.67	37	43	49	50	25	23	228	69	80	89	91	84	77
1SV20BA32	24	22	46	24	25	49	12	11	12	15	11	15	76	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	43	40	43	43	18	22	208	79	74	78	78	59	73
1SV20BA33	16	21	37	16	22	38	12	15	15	8	9	11	70	2.5	2.5	2.5	2.5	2.5	2.5	5.00	5.00	5.00	5.00	5.00	5.00	36	44	39	39	17	19	191	66	81	70	70	55	62
1SV20BA34	18	19	37	23	20	43	11	12	10	12	11	8	64	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	36	38	40	38	18	15	184	66	70	72	69	59	49
1SV20BA35	0	0	0	16	10	26	11	15	12	13	15	9	75	2.5	2.5	2.5	2.5	2.5	2.5	5.50	5.50	5.50	5.50	5.50	5.50	19	23	36	33	23	17	151	35	43	65	60	77	57
1SV20BA36	25	25	50	22	19	41	16	15	10	9	15	16	81	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	48	47	39	41	22	23	220	89	87	71	75	73	77
1SV20BA37	18	19	37	23	19	42	10	9	8	5	9	12	53	2.5	2.5	2.5	2.5	2.5	2.5	2.33	2.33	2.33	2.33	2.33	2.33	33	33	36	33	14	17	165	61	61	65	60	46	56
1SV20BA38	16	21	37	16	14	30	16	16	16	16	15	16	95	2.5	2.5	2.5	2.5	2.5	2.5	5.00	5.00	5.00	5.00	5.00	5.00	40	45	40	37	23	24	206	73	82	72	66	75	78
1SV20BA39	23	23	46	23	19	42	15	12	10	12	16	5	70	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	45	42	40	42	23	12	204	83					



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Demonstrate theoretical knowledge and its application in real time accounting.

**CO2-**Capable of preparing financial statement of companies.

**CO3-**Independently undertake financial statement analysis and take decisions.

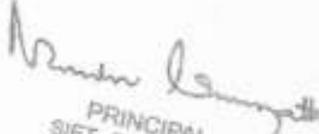
**CO4-**Comprehend emerging trends in accounting and computerization of Accounting systems.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. MANJUNATH				
COURSE	MBA	SEMESTER	I	ACADEMIC YEAR	2020-21
SUBJECT	ACCOUNTING FOR MANAGERS			SUBJECT CODE	20MBA13
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2		1	1		
CO3			1	2	1
CO4	1			2	
AVERAGE	1.5	1	1	2	1
OVERALL MAPPING OF SUBJECT					1.3

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	65.26	1.31				
CO2	62.36		0.62	0.62		
CO3	63.42			0.63	1.27	0.63
CO4	59.69	0.60			1.19	
AVERAGE	62.68	0.95	0.62	0.62	1.23	0.63
FINAL ATTAINMENT LEVEL						0.81

  
 Head of the  
 M.B.A. Programme  
 S.I.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU

## Accounting for Managers

AY - 2020-21

SEM:L	IA TEST 1			IA TEST 2			IA TEST 3				Assignment and				SEE				Total				Total	% of Individual Co				
	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3		CO4	CO1	CO2	CO3	CO4
USN	25	25	50	25	25	50	25	25	25	25	100	3.75	3.75	3.75	3.75	15	15	15	15	69	69	69	69					
ISV20BA01	18	18	36	15	24	39	0	0	0	0	0	3.75	3.75	3.75	3.75	2.8	2.8	2.8	2.8	25	25	22	31	101	36	36	31	44
ISV20BA02	14	14	28	15	22	37	21	20	22	24	87	3.75	3.75	3.75	3.75	2.8	2.8	2.8	2.8	42	41	44	53	178	60	59	63	76
ISV20BA03	19	17	36	21	22	44	24	25	23	22	94	3.75	3.75	3.75	3.75	3.8	3.8	3.8	3.8	51	50	52	52	203	73	72	75	75
ISV20BA04	18	17	35	14	14	28	15	16	18	21	70	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	43	43	42	45	172	62	62	61	65
ISV20BA05	0	0	0	19	14	33	10	5	8	7	30	3.75	3.75	3.75	3.75	8.8	8.8	8.8	8.8	23	18	40	34	113	33	25	57	49
ISV20BA06	22	23	45	16	15	31	21	24	18	7	70	3.75	3.75	3.75	3.75	8.0	8.0	8.0	8.0	55	59	46	34	193	79	85	66	49
ISV20BA07	15	10	25	19	10	29	15	16	15	10	56	3.75	3.75	3.75	3.75	4.3	4.3	4.3	4.3	38	34	42	28	142	55	49	61	41
ISV20BA08	12	13	25	16	14	30	24	22	18	16	80	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	47	46	45	41	179	68	67	65	59
ISV20BA09	18	12	30	18	14	32	0	0	0	0	0	3.75	3.75	3.75	3.75	2.8	2.8	2.8	2.8	25	19	25	21	88	36	27	36	30
ISV20BA10	19	17	36	19	12	31	13	14	22	20	69	3.75	3.75	3.75	3.75	4.3	4.3	4.3	4.3	40	39	49	40	168	58	57	71	58
ISV20BA11	23	24	47	15	11	26	18	21	24	23	86	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	51	55	49	44	198	74	79	71	63
ISV20BA13	24	18	42	19	18	37	24	23	22	13	82	3.75	3.75	3.75	3.75	6.3	6.3	6.3	6.3	58	51	51	41	201	84	74	74	59
ISV20BA14	18	11	29	18	20	38	21	24	25	25	95	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	49	45	53	55	201	71	65	76	79
ISV20BA15	16	20	36	23	20	43	19	22	24	24	89	3.75	3.75	3.75	3.75	7.5	7.5	7.5	7.5	46	53	58	55	213	67	77	84	80
ISV20BA16	15	14	29	16	14	30	24	25	21	19	89	3.75	3.75	3.75	3.75	7.5	7.5	7.5	7.5	50	50	48	44	193	73	73	70	64
ISV20BA17	23	22	45	18	18	36	15	18	4	3	40	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	49	51	33	32	165	71	74	48	46
ISV20BA18	0	0	0	23	22	45	20	15	12	19	66	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	33	28	48	54	163	48	41	70	78
ISV20BA19	22	20	42	21	19	40	21	15	16	15	67	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	53	45	47	44	188	76	65	68	63
ISV20BA20	21	19	40	16	19	35	8	9	5	9	31	3.75	3.75	3.75	3.75	3.5	3.5	3.5	3.5	36	35	28	35	135	53	51	41	51
ISV20BA21	16	9	25	21	23	44	11	12	21	14	58	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	37	31	52	47	166	53	45	75	68
ISV20BA22	23	22	45	23	21	44	21	22	23	23	89	3.75	3.75	3.75	3.75	8.3	8.3	8.3	8.3	56	56	58	56	226	81	81	84	81
ISV20BA23	21	19	40	8	9	17	21	21	22	3	67	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	52	50	40	22	165	76	73	58	32
ISV20BA24	15	10	25	23	21	44	20	21	8	3	52	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	45	41	41	34	160	65	59	59	49
ISV20BA25	23	21	44	16	19	35	15	18	15	10	58	3.75	3.75	3.75	3.75	4.8	4.8	4.8	4.8	47	48	40	38	171	67	69	57	54
ISV20BA26	24	11	35	19	20	39	8	9	9	5	31	3.75	3.75	3.75	3.75	7.8	7.8	7.8	7.8	44	32	40	37	151	63	46	57	53
ISV20BA27	12	13	25	16	20	36	12	8	9	19	48	3.75	3.75	3.75	3.75	8.3	8.3	8.3	8.3	36	33	37	51	157	52	48	54	74
ISV20BA28	18	17	35	8	9	17	15	12	21	18	66	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	43	39	39	37	157	62	56	56	53
ISV20BA29	19	18	37	19	16	35	21	16	15	15	67	3.75	3.75	3.75	3.75	8.8	8.8	8.8	8.8	53	47	47	44	189	76	67	67	63
ISV20BA30	25	24	49	15	17	32	24	24	22	21	91	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	59	58	47	48	213	86	84	68	70
ISV20BA31	15	14	29	24	25	49	15	23	24	24	86	3.75	3.75	3.75	3.75	6.3	6.3	6.3	6.3	40	47	58	59	204	58	68	84	86
ISV20BA32	22	23	45	23	19	42	22	21	20	5	68	3.75	3.75	3.75	3.75	6.3	6.3	6.3	6.3	54	54	53	34	195	78	78	77	49
ISV20BA33	23	19	42	18	16	34	8	9	8	6	31	3.75	3.75	3.75	3.75	7.8	7.8	7.8	7.8	43	40	38	34	153	62	57	54	49
ISV20BA34	18	17	35	23	21	44	15	10	8	10	43	3.75	3.75	3.75	3.75	3.3	3.3	3.3	3.3	40	34	38	38	150	58	49	55	55
ISV20BA35	16	14	30	0	0	0	24	20	20	16	80	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	50	44	30	26	151	73	64	44	38
ISV20BA36	21	19	40	21	19	40	21	22	23	23	89	3.75	3.75	3.75	3.75	4.8	4.8	4.8	4.8	51	50	53	51	203	73	72	76	73
ISV20BA37	18	17	35	23	22	45	20	18	18	18	74	3.75	3.75	3.75	3.75	3.3	3.3	3.3	3.3	45	42	48	47	182	65	61	70	68
ISV20BA38	21	21	42	8	9	17	24	25	23	19	91	3.75	3.75	3.75	3.75	9.8	9.8	9.8	9.8	59	60	45	42	204	85	86	64	60
ISV20BA39	23	22	45	23	22	45	18	18	12	13	61	3.75	3.75	3.75	3.75	4.3	4.3	4.3	4.3	49	48	43	43	183	71	70	62	62
<b>TOTAL</b>	<b>690</b>	<b>619</b>	<b>1309</b>	<b>672</b>	<b>650</b>	<b>1323</b>	<b>648</b>	<b>643</b>	<b>618</b>	<b>542</b>	<b>2451</b>	<b>143</b>	<b>143</b>	<b>143</b>	<b>143</b>	<b>231</b>	<b>231</b>	<b>231</b>	<b>231</b>	<b>1711</b>	<b>1635</b>	<b>1565</b>	<b>6574</b>	<b>2480</b>	<b>2370</b>	<b>2410</b>	<b>2268</b>	
<b>Total students</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>
<b>Average</b>	<b>18.2</b>	<b>16.3</b>	<b>34.447</b>	<b>17.7</b>	<b>17.1</b>	<b>34.816</b>	<b>17.1</b>	<b>16.9</b>	<b>16.3</b>	<b>14.3</b>	<b>64.5</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>6.07</b>	<b>6.07</b>	<b>6.07</b>	<b>6.07</b>	<b>45</b>	<b>43</b>	<b>43.8</b>	<b>41.2</b>	<b>173</b>	<b>65.3</b>	<b>62.4</b>	<b>63.4</b>	<b>59.7</b>



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Facilitate objective solutions in business decision making under subjective conditions.

**CO2-** Demonstrate different statistical techniques in business/real-life situations.

**CO3-** Understand the importance of probability in decision making.

**CO4-** Understand the need and application of analytics.

**CO5-** Understand and apply various data analysis functions for business problems

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	I	ACADEMIC YEAR	2020-21
SUBJECT	BUSINESS STATISTICS			SUBJECT CODE	20MBA14
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2	2			2	
CO3		2			
CO4			1		1
CO5		2			
AVERAGE	2	2	1	2	1
OVERALL MAPPING OF SUBJECT					1.6

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	60.90	1.22				
CO2	59.76	1.20			1.20	
CO3	63.40		1.27			
CO4	59.68			0.60		0.60
CO5	58.77		1.18			
AVERAGE	60.50	1.21	1.22	0.60	1.20	0.60
FINAL ATTAINMENT LEVEL						0.96

*Prathap B N*

*Prathap B N*  
 Head of the Dept.  
 M.B.A. Programme  
 S.J.E.T. Tumkur

*Prathap B N*  
 PRINCIPAL  
 S.J.E.T.

SEM I, USN	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and Seminar					SEE					Total					Total	% of Individual CO						
	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3		CO4	CO5	CO1	CO2	CO3	CO4	CO5
	25	25	50	25	25	50	20	20	20	20	20	100	3	3	3	3	3	12	12	12	12	12	12	60	60	60	60	35						
ISV20BA01	19	17	36	0	0	0	0	0	0	0	0	0	3	3	3	3	3	2.0	2.0	2.0	2.0	2.0	2.0	24	22	5	5	5	61	40	37	8	8	14
ISV20BA02	0	0	0	16	17	33	12	11	15	16	20	74	3	3	3	3	3	1.4	1.4	1.4	1.4	1.4	1.4	16	15	35	37	24	129	27	26	59	62	70
ISV20BA03	23	21	44	16	14	30	13	11	15	17	17	73	3	3	3	3	3	3.4	3.4	3.4	3.4	3.4	3.4	42	38	37	37	23	179	71	64	62	62	67
ISV20BA04	8	7	15	15	8	23	12	10	11	9	12	54	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	4.2	27	24	33	24	19	128	45	40	55	40	55
ISV20BA05	16	14	30	12	10	22	15	15	18	2	8	58	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	5.4	39	37	38	20	16	152	66	62	64	34	47
ISV20BA06	15	16	31	23	22	45	18	15	12	15	6	66	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	5.8	42	40	44	46	15	186	70	66	73	76	42
ISV20BA07	16	14	30	25	23	48	12	15	12	20	19	78	3	3	3	3	3	5.0	5.0	5.0	5.0	5.0	5.0	36	37	45	51	27	196	60	62	75	85	77
ISV20BA08	21	20	41	16	17	33	18	15	11	12	19	75	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	47	43	35	37	27	188	78	71	58	61	77
ISV20BA09	21	19	40	15	23	38	10	11	15	8	6	50	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	39	38	38	39	14	167	65	63	63	65	39
ISV20BA10	23	21	44	0	0	0	8	9	12	11	17	57	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	39	38	20	19	25	140	65	63	33	31	71
ISV20BA11	18	18	36	9	9	18	14	15	18	16	15	78	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	5.2	40	41	35	33	23	173	67	69	59	55	66
ISV20BA13	15	22	37	23	24	47	12	15	16	14	14	71	3	3	3	3	3	3.6	3.6	3.6	3.6	3.6	3.6	34	44	46	45	21	188	56	73	76	74	59
ISV20BA14	16	15	31	15	9	24	18	19	15	14	9	75	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	6.8	44	44	40	33	19	179	73	73	66	55	54
ISV20BA15	23	21	44	16	19	35	12	12	11	15	18	68	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	43	41	35	42	26	186	71	68	58	70	74
ISV20BA16	16	15	31	19	17	36	20	18	19	8	13	78	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	6.4	45	42	47	34	22	192	76	71	79	57	64
ISV20BA17	16	15	31	24	22	46	20	19	18	19	19	95	3	3	3	3	3	7.0	7.0	7.0	7.0	7.0	7.0	46	44	52	51	29	222	77	73	87	85	83
ISV20BA18	16	14	30	21	20	41	15	16	8	12	12	63	3	3	3	3	3	3.2	3.2	3.2	3.2	3.2	3.2	37	36	35	38	18	165	62	60	59	64	52
ISV20BA19	19	18	37	22	19	41	18	18	18	18	19	91	3	3	3	3	3	2.8	2.8	2.8	2.8	2.8	2.8	43	42	46	43	25	198	71	70	76	71	71
ISV20BA20	17	21	38	23	8	31	10	12	14	8	6	50	3	3	3	3	3	3.0	3.0	3.0	3.0	3.0	3.0	33	39	43	22	12	149	55	65	72	37	34
ISV20BA21	16	14	30	19	16	35	5	8	9	11	11	44	3	3	3	3	3	5.0	5.0	5.0	5.0	5.0	5.0	29	30	36	35	19	149	48	50	60	58	54
ISV20BA22	16	15	31	17	22	39	12	15	15	16	20	78	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	5.6	37	39	41	47	29	191	61	64	68	78	82
ISV20BA23	15	23	38	19	11	30	0	0	0	0	0	0	3	3	3	3	3	5.0	5.0	5.0	5.0	5.0	5.0	23	31	27	19	8	108	38	52	45	32	23
ISV20BA24	22	19	41	15	20	35	12	15	18	19	18	82	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	42	42	41	47	26	197	70	70	68	78	74
ISV20BA25	16	19	35	16	15	31	11	10	14	15	20	70	3	3	3	3	3	0.0	0.0	0.0	0.0	0.0	0.0	30	32	33	33	23	151	50	53	55	55	66
ISV20BA26	16	15	31	9	13	22	10	11	12	15	2	50	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	6.0	35	35	30	37	11	148	58	58	50	62	31
ISV20BA27	21	20	41	23	23	46	12	12	15	17	17	73	3	3	3	3	3	2.2	2.2	2.2	2.2	2.2	2.2	38	37	43	45	22	186	64	62	72	75	63
ISV20BA28	18	13	31	16	14	30	11	15	18	8	11	63	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	37	36	42	30	19	163	61	60	70	50	54
ISV20BA29	0	0	0	18	13	31	20	18	19	18	16	91	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	5.6	29	27	46	40	25	165	48	44	76	66	70
ISV20BA30	23	22	45	23	20	43	18	15	16	15	11	75	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	5.4	49	45	47	43	19	205	82	76	79	72	55
ISV20BA31	16	15	31	22	23	45	18	15	16	15	14	78	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	5.8	43	39	47	47	23	198	71	65	78	78	65
ISV20BA32	18	13	31	16	20	36	15	12	15	12	16	70	3	3	3	3	3	5.0	5.0	5.0	5.0	5.0	5.0	41	33	39	40	24	177	68	55	65	67	69
ISV20BA33	19	18	37	25	23	48	0	0	0	0	0	0	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	27	26	33	31	8	124	45	43	55	51	22
ISV20BA34	18	13	31	18	17	35	15	14	14	5	11	59	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	4.8	41	35	40	30	19	164	68	58	66	50	54
ISV20BA35	19	11	30	15	7	22	14	15	16	14	19	78	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	5.8	42	35	40	30	28	174	70	58	66	50	79
ISV20BA36	19	19	38	19	13	32	18	19	12	18	11	78	3	3	3	3	3	2.6	2.6	2.6	2.6	2.6	2.6	43	44	37	37	17	176	71	73	61	61	47
ISV20BA37	0	0	0	21	20	41	10	10	11	12	16	59	3	3	3	3	3	1.0	1.0	1.0	1.0	1.0	1.0	14	14	36	36	20	120	23	23	60	60	57
ISV20BA38	18	19	37	16	14	30	12	15	13	15	20	75	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	5.8	39	43	38	38	29	186	65	71	63	63	82
ISV20BA39	16	15	31	18	18	36	10	12	15	14	15	66	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	6.2	35	36	42	41	24	179	59	60	70	69	69
<b>TOTAL</b>	<b>624</b>	<b>591</b>	<b>1215</b>	<b>655</b>	<b>603</b>	<b>1258</b>	<b>480</b>	<b>487</b>	<b>506</b>	<b>473</b>	<b>497</b>	<b>2443</b>	<b>114</b>	<b>114</b>	<b>114</b>	<b>114</b>	<b>114</b>	<b>171</b>	<b>171</b>	<b>171</b>	<b>171</b>	<b>171</b>	<b>171</b>	<b>1389</b>	<b>1363</b>	<b>1446</b>	<b>1361</b>	<b>782</b>	<b>6339</b>	<b>2314</b>	<b>2271</b>	<b>2409</b>	<b>2268</b>	<b>2233</b>
<b>Total students</b>	<b>38</b>	<b>38</b>	<b>38</b>																															



**SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY**

**SIRA ROAD, TUMKUR- 572 106.**

**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Develop an ability to assess the impact of the environment on marketing function.

**CO2-**To formulate marketing strategies that incorporate psychological and sociological factors which influence buying.

**CO3-**Understand concept of Branding, development of product and significance of market segmentation , targeting and positioning.

**CO4-**Identifying marketing channels and the concept of product distribution.

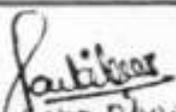
**CO5-**Identifying techniques of sales promotion , significance of marketing research.

**CO6-**Synthesize ideas into a viable marketing plan for various modes of marketing

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	DR. K S RAMAKRISHNA				
COURSE	MBA	SEMESTER	I	ACADEMIC YEAR	2020-21
SUBJECT	MARKETING MANAGEMENT			SUBJECT CODE	20MBA15
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1			3		
CO2	3	3	2		3
CO3	2	3	3		
CO4	2	3		3	
CO5	3			2	3
CO6	2				
AVERAGE	2.4	3	2.6	2.5	3
OVERALL MAPPING OF SUBJECT					2.7

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	72.69			2.18		
CO2	73.32	2.20	2.20	1.47		2.20
CO3	72.08	1.47	2.20	2.20		
CO4	67.73	1.47	2.20		2.20	
CO5	68.20	2.20			1.47	2.20
CO6	67.41	1.35				
AVERAGE	70.24	1.78	2.20	1.95	1.83	2.20
FINAL ATTAINMENT LEVEL						1.99

  
 Head of the Department  
 M.B.A. Programme  
 S.J.E.E. Tumkur





**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**The students will be aware of their communication skills and know their potential to become successful managers.

**CO2-**The students will get enabled with the mechanics of writing and can compose the business letters in English precisely and effectively.

**CO3-**Students will get exposure in drafting business proposals to meet the challenges of competitive environment.

**CO4-**The students will be introduced to the managerial communication practices in business those are in vogue.

**CO5-**Students will get trained in the art of Interpersonal communication and technological advancement and social media usage in communications, with emphasis on analysing business situations.

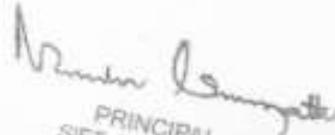
COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	I	ACADEMIC YEAR	2020-21
SUBJECT	MANAGERIAL COMMUNICATION			SUBJECT CODE	20MBA16
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2	2			2	
CO3		2			
CO4			1		1
CO5		2			
AVERAGE	2	2	1	2	1
OVERALL MAPPING OF SUBJECT					1.6

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	66.25	1.33				
CO2	63.80	1.28			1.28	
CO3	63.36		1.27			
CO4	64.50			0.65		0.65
CO5	63.88		1.28			
AVERAGE	64.36	1.30	1.27	0.65	1.28	0.65
FINAL ATTAINMENT LEVEL						1.03

Grace Hemalatha

  
 Head of the Department  
 M.B.A. Programme  
 S.I.E.L. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

SEM-I	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and Seminar					SEE					Total					Total	% of Individual CO						
	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3		CO4	CO5	CO1	CO2	CO3	CO4	CO5
	25	25	50	25	25	50	20	20	20	20	20	100	3	3	3	3	3	12	12	12	12	12	60	60	60	60	35							
ISV20BA01	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	3	3	4.0	4.0	4.0	4.0	4.0	7	7	7	7	7	35	12	12	12	12	20	
ISV20BA02	18	16	34	18	18	36	15	12	15	12	18	72	3	3	3	3	3	1.8	1.8	1.8	1.8	1.8	38	33	38	35	23	166	63	55	63	58	65	
ISV20BA03	19	17	36	18	16	34	12	14	11	15	18	70	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	40	40	38	40	27	186	67	67	64	67	78	
ISV20BA04	21	20	41	11	9	20	11	8	14	17	11	61	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	41	37	34	35	20	169	69	62	57	59	58	
ISV20BA05	18	16	34	15	18	33	20	15	15	14	14	78	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	47	40	39	41	23	189	78	66	65	68	65	
ISV20BA06	23	23	46	22	24	46	18	8	9	15	7	57	3	3	3	3	3	8.2	8.2	8.2	8.2	8.2	52	42	42	50	18	205	87	70	70	84	52	
ISV20BA07	19	15	34	24	23	47	12	11	8	13	11	55	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	39	34	40	44	19	175	65	56	66	73	54	
ISV20BA08	18	19	37	18	16	34	12	14	15	16	17	74	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	39	42	42	41	26	188	64	69	69	68	73	
ISV20BA09	19	15	34	16	16	32	18	17	14	12	4	65	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	45	40	38	36	12	173	76	67	64	61	35	
ISV20BA10	18	18	36	9	9	18	11	10	15	14	11	61	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	38	37	33	32	20	162	64	62	56	54	58	
ISV20BA11	22	19	41	12	13	25	20	15	16	14	15	80	3	3	3	3	3	8.2	8.2	8.2	8.2	8.2	53	45	39	38	26	202	89	75	65	64	75	
ISV20BA13	19	15	34	23	22	45	13	18	14	12	19	76	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	42	43	47	44	29	203	69	71	78	73	82	
ISV20BA14	24	18	42	15	11	26	18	17	8	11	19	73	3	3	3	3	3	8.0	8.0	8.0	8.0	8.0	53	46	34	33	30	196	88	77	57	55	86	
ISV20BA15	19	17	36	16	21	37	12	15	18	17	11	73	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	39	40	42	46	19	188	66	67	71	77	55	
ISV20BA16	22	20	42	18	20	38	15	16	11	15	11	68	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	46	45	38	44	20	191	76	74	63	73	56	
ISV20BA17	22	24	46	22	20	42	18	19	18	19	19	93	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	49	52	49	48	28	225	81	86	81	80	79	
ISV20BA18	19	15	34	18	16	34	11	10	12	15	17	65	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	41	36	41	42	28	186	68	59	68	69	79	
ISV20BA19	17	17	34	19	13	32	18	14	15	18	20	85	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	45	41	44	41	30	200	75	68	73	68	85	
ISV20BA20	0	0	0	15	17	32	15	18	14	15	12	74	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	24	27	38	41	21	149	39	44	63	68	59	
ISV20BA21	19	15	34	16	17	33	8	9	5	8	3	33	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	36	33	30	34	12	143	59	54	49	56	33	
ISV20BA22	23	23	46	18	18	36	15	12	11	18	12	68	3	3	3	3	3	7.4	7.4	7.4	7.4	7.4	48	45	39	46	22	202	81	76	66	77	64	
ISV20BA23	14	15	29	19	15	34	0	0	0	0	0	0	3	3	3	3	3	3.6	3.6	3.6	3.6	3.6	21	22	26	22	7	96	34	36	43	36	19	
ISV20BA24	18	19	37	16	17	33	12	11	10	18	17	68	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	40	40	36	45	27	186	66	66	59	74	76	
ISV20BA25	14	19	33	14	18	32	18	19	12	11	15	75	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	40	46	34	37	23	182	67	77	57	62	67	
ISV20BA26	16	16	32	4	5	9	12	15	18	14	15	74	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	36	39	30	27	23	157	61	66	51	46	67	
ISV20BA27	18	19	37	23	19	42	15	12	11	13	17	68	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	43	41	44	42	27	198	72	69	74	70	78	
ISV20BA28	16	16	32	18	16	34	15	14	11	12	13	65	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	41	40	39	38	23	182	69	67	65	64	66	
ISV20BA29	19	17	36	22	10	32	19	18	14	15	19	85	3	3	3	3	3	7.4	7.4	7.4	7.4	7.4	48	45	46	35	29	205	81	76	77	59	84	
ISV20BA30	21	19	40	23	22	45	12	16	15	18	15	76	3	3	3	3	3	8.2	8.2	8.2	8.2	8.2	44	46	49	51	26	217	74	77	82	85	75	
ISV20BA31	24	18	42	21	19	40	15	14	17	16	18	80	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	49	42	48	45	28	213	82	70	80	75	81	
ISV20BA32	23	23	46	22	19	41	12	15	14	18	11	70	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	44	47	45	46	20	204	74	79	76	77	58	
ISV20BA33	18	16	34	24	25	49	11	15	12	16	20	74	3	3	3	3	3	7.4	7.4	7.4	7.4	7.4	39	41	46	51	30	209	66	69	77	86	87	
ISV20BA34	17	15	32	0	0	0	8	9	12	8	4	41	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	33	32	20	16	12	114	55	54	34	27	35	
ISV20BA35	19	15	34	15	10	25	0	0	0	0	0	0	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	29	25	25	20	10	107	48	41	41	33	27	
ISV20BA36	22	20	42	21	16	37	12	14	11	15	16	68	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	42	42	40	39	24	189	71	71	67	66	70	
ISV20BA37	18	14	32	22	20	42	11	12	12	15	15	65	3	3	3	3	3	3.0	3.0	3.0	3.0	3.0	35	32	40	41	21	169	58	53	67	68	60	
ISV20BA38	0	0	0	15	19	34	12	10	15	19	20	76	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	22	20	40	48	30	161	37	34	67	80	86	
ISV20BA39	23	23	46	21	20	41	8	15	12	18	18	71	3	3	3	3	3	7.0	7.0	7.0	7.0	7.0	41	48	43	48	28	208	68	80	72	80	80	
<b>TOTAL</b>	679	626	1305	643	607	1250	484	481	454	516	502	2437	114	114	114	114	114	234	234	234	234	234	1511	1455	1445	1471	850	6730	2518	2424	2408	2451	2427	
<b>Total students</b>	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38	38
<b>Average</b>	17.9	16.5	34.342	16.9	16	32.895	12.7	12.7	11.9	13.6	13.2	64.132	3	3	3	3	3	6.15	6.15	6.15	6.15	6.15	39.8	38.3	38	38.7	22.4	177	66.3	63.8	63.4	64.5	63.9	



**SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY**

**SIRA ROAD, TUMKUR- 572 106.**

**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Explain the background and concepts vital for understanding Consumer Behaviour.

**CO2-**Identify the role of variables that determines Consumer Behaviour in Social & cultural domain.

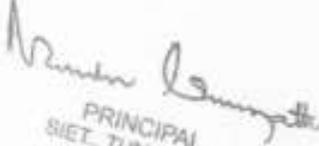
**CO3-**Identifying the psychological and behavioural practices adopted by organizations to enhance the Consumer Behaviour

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	CONSUMER BEHAVIOR			SUBJECT CODE	18MBAMM301
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2		1	3		
CO3		2	2		2
AVERAGE	2	1.5	2.5		2
OVERALL MAPPING OF SUBJECT					2

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	78.50	1.57				
CO2	78.55		0.79	2.36		
CO3	76.11		1.52	1.52		1.52
AVERAGE	77.72	1.57	1.15	1.94		1.52
FINAL ATTAINMENT LEVEL						1.54

  
 Head of the Dept.  
 M.B.A. Programme  
 S.I.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU

CONSUMER BEHAVIOR

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3				Assignment and			SEE			Total			% of Individual CO			
USN	CO1	CO2	TOTAL	CO2	CO3	TOTAL	CO1	CO2	CO3	TOTAL	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	
	25	25	50	25	25	50	15	15	20	50	5	5	5	20	20	20	65	90	70				
ISV19MBA01	20	18	38	16	17	33	12	10	13	35	5	5	5	12.0	12.0	12.0	49	61	47	75.38	67.78	67.14	
ISV19MBA02	22	19	41	22	24	46	15	15	16	46	5	5	5	13.3	13.3	13.3	55	74	58	85.13	82.59	83.33	
ISV19MBA03	24	23	47	25	23	48	15	14	19	48	5	5	5	12.3	12.3	12.3	56	79	59	86.67	88.15	84.76	
ISV19MBA04	25	24	49	24	25	49	14	15	20	49	5	5	5	11.3	11.3	11.3	55	79	61	85.13	88.15	87.62	
ISV19MBA05	23	21	44	25	22	47	15	15	18	48	5	5	5	13.0	13.0	13.0	56	79	58	86.15	87.78	82.86	
ISV19MBA06	22	24	46	24	24	48	13	15	20	48	5	5	5	14.0	14.0	14.0	54	82	63	83.08	91.11	90	
ISV19MBA07	22	20	42	21	18	39	15	15	20	50	5	5	5	11.3	11.3	11.3	53	72	54	82.05	80.37	77.62	
ISV19MBA08	23	20	43	15	13	28	13	9	8	30	5	5	5	11.3	11.3	11.3	52	60	37	80.51	67.04	53.33	
ISV19MBA09	24	19	43	23	24	47	14	14	19	47	5	5	5	16.0	16.0	16.0	59	77	64	90.77	85.56	91.43	
ISV19MBA10	21	22	43	21	21	42	10	12	20	42	5	5	5	12.3	12.3	12.3	48	72	58	74.36	80.37	83.33	
ISV19MBA12	21	19	40	23	24	47	14	14	20	48	5	5	5	12.0	12.0	12.0	52	73	61	80	81.11	87.14	
ISV19MBA13	22	19	41	23	22	45	12	13	15	40	5	5	5	8.7	8.7	8.7	48	69	51	73.33	76.3	72.38	
ISV19MBA14	21	21	42	18	19	37	12	12	13	37	5	5	5	9.7	9.7	9.7	48	66	47	73.33	72.96	66.67	
ISV19MBA15	23	21	44	21	24	45	15	12	19	46	5	5	5	12.3	12.3	12.3	55	71	60	85.13	79.26	86.19	
ISV19MBA16	24	22	46	24	25	49	13	14	19	46	5	5	5	8.7	8.7	8.7	51	74	58	77.95	81.85	82.38	
ISV19MBA17	24	19	43	22	21	43	13	12	19	44	5	5	5	11.0	11.0	11.0	53	69	56	81.54	76.67	80	
ISV19MBA18	24	23	47	23	22	45	13	15	18	46	5	5	5	12.3	12.3	12.3	54	78	57	83.59	87.04	81.9	
ISV19MBA19	21	21	42	24	21	45	12	13	20	45	5	5	5	15.0	15.0	15.0	53	78	61	81.54	86.67	87.14	
ISV19MBA20	21	20	41	23	20	43	14	12	19	45	5	5	5	10.0	10.0	10.0	50	70	54	76.92	77.78	77.14	
ISV19MBA22	24	25	49	24	25	49	15	15	19	49	5	5	5	13.7	13.7	13.7	58	83	63	88.72	91.85	89.52	
ISV19MBA23	25	24	49	15	11	26	12	12	6	30	5	5	5	14.7	14.7	14.7	57	71	37	87.18	78.52	52.38	
ISV19MBA24	23	21	44	23	24	47	13	15	19	47	5	5	5	9.3	9.3	9.3	50	73	57	77.44	81.48	81.9	
ISV19MBA25	24	24	48	24	25	49	15	14	20	49	5	5	5	12.3	12.3	12.3	56	79	62	86.67	88.15	89.05	
ISV19MBA26	24	21	45	25	24	49	14	15	20	49	5	5	5	14.7	14.7	14.7	58	81	64	88.72	89.63	90.95	
ISV19MBA27	23	24	47	23	22	45	15	15	16	46	5	5	5	13.0	13.0	13.0	56	80	56	86.15	88.89	80	
ISV19MBA28	24	19	43	15	11	26	10	10	10	30	5	5	5	8.3	8.3	8.3	47	57	34	72.82	63.7	49.05	
ISV19MBA29	21	20	41	25	23	48	15	14	19	48	5	5	5	13.0	13.0	13.0	54	77	60	83.08	85.56	85.71	
ISV19MBA30	22	23	45	23	23	46	12	13	19	44	5	5	5	13.0	13.0	13.0	52	77	60	80	85.56	85.71	
ISV19MBA31	23	22	45	24	23	47	15	11	20	46	5	5	5	14.3	14.3	14.3	57	76	62	88.21	84.81	89.05	
ISV19MBA32	21	20	41	23	22	45	13	15	17	45	5	5	5	12.3	12.3	12.3	51	75	56	78.97	83.7	80.48	
ISV19MBA33	22	20	42	22	19	41	12	13	17	42	5	5	5	13.3	13.3	13.3	52	73	54	80.51	81.48	77.62	
ISV19MBA34	21	21	42	24	23	47	15	14	19	48	5	5	5	13.7	13.7	13.7	55	78	61	84.1	86.3	86.67	
ISV19MBA35	22	21	43	24	20	44	12	13	19	44	5	5	5	11.3	11.3	11.3	50	74	55	77.44	82.59	79.05	
ISV19MBA36	0	0	0	18	14	32	9	8	13	30	5	5	5	12.0	12.0	12.0	26	43	44	40	47.78	62.86	
ISV19MBA37	23	20	43	23	23	46	12	12	20	44	5	5	5	13.3	13.3	13.3	53	73	61	82.05	81.48	87.62	
ISV19MBA38	24	21	45	8	7	15	6	9	10	25	5	5	5	4.0	4.0	4.0	39	47	26	60	52.22	37.14	
ISV19MBA39	0	0	0	0	0	0	12	11	9	32	5	5	5	9.0	9.0	9.0	26	25	23	40	27.78	32.86	
ISV19MBA40	21	19	40	23	24	47	12	12	18	42	5	5	5	11.7	11.7	11.7	50	71	59	76.41	78.52	83.81	
ISV19MBA41	23	19	42	25	17	42	13	11	18	42	5	5	5	11.3	11.3	11.3	52	71	51	80.51	79.26	73.33	
ISV19MBA42	23	23	46	23	24	47	12	12	20	44	5	5	5	12.3	12.3	12.3	52	75	61	80.51	83.7	87.62	
ISV18MBA24	24	22	46	18	16	34	15	15	5	35	5	5	5	11.0	11.0	11.0	55	71	37	84.62	78.89	52.86	
ISV18MBA29	18	17	35	21	19	40	8	13	11	32	5	5	5	8.0	8.0	8.0	39	64	43	60	71.11	61.43	
ISV18MBA31	19	16	35	19	14	33	12	11	10	33	5	5	5	8.7	8.7	8.7	45	60	38	68.72	66.3	53.81	
<b>TOTAL</b>	<b>921</b>	<b>857</b>	<b>1778</b>	<b>909</b>	<b>862</b>	<b>1771</b>	<b>553</b>	<b>554</b>	<b>709</b>	<b>1816</b>	<b>215</b>	<b>215</b>	<b>215</b>	<b>505</b>	<b>505</b>	<b>505</b>	<b>2194</b>	<b>3040</b>	<b>2291</b>	<b>3375</b>	<b>3378</b>	<b>3273</b>	
<b>Total students</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	
<b>Average</b>	<b>21.4</b>	<b>19.9</b>	<b>41.349</b>	<b>21.1</b>	<b>20</b>	<b>41.186</b>	<b>12.9</b>	<b>12.9</b>	<b>16.5</b>	<b>42.233</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>11.7</b>	<b>11.7</b>	<b>11.7</b>	<b>51</b>	<b>70.7</b>	<b>53.3</b>	<b>78.5</b>	<b>78.55</b>	<b>76.11</b>	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

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**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Find out the contemporary retail management, issues, and strategies.

**CO2-** Evaluate the recent trends in retailing and its impact in the success of modern business.

**CO3-** Relate store management and visual merchandising practices for effective retailing.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	RETAIL MANAGEMENT			SUBJECT CODE	18MBAMM302
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2	2		2	2	
CO3	3	2			3
AVERAGE	2.66	2	2	2	3
OVERALL MAPPING OF SUBJECT					2.33

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	78.05	2.34				
CO2	76.56	1.53		1.53	1.53	
CO3	70.66	2.12	1.41			2.12
AVERAGE	75.09	1.99	1.41	1.53	1.53	2.12
FINAL ATTAINMENT LEVEL						1.71

*B. B. D.*

*[Signature]*  
 M.B.A. COORDINATOR  
 S.I.E.T. Tumkur

*[Signature]*  
 PRINCIPAL  
 SIET, TUMAKURU

## RETAIL MANAGEMENT

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3				Assignment and			SEE			Total			% of Individual CO			
USN	CO1	CO2	TOTAL	CO2	CO3	TOTAL	CO1	CO2	CO3	TOTAL	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	
	25	25	50	25	25	50	15	15	20	50	5	5	5	20	20	20	65	90	70				
ISV19MBA01	24	22	46	18	8	26	12	11	10	33	5	5	5	11.7	11.7	11.7	53	68	35	81	75.2	49.5	
ISV19MBA02	23	22	45	24	21	45	13	15	17	45	5	5	5	13.0	13.0	13.0	54	79	56	83.1	87.8	80	
ISV19MBA03	22	25	47	21	24	45	13	15	16	44	5	5	5	10.7	10.7	10.7	51	77	56	77.9	85.2	79.5	
ISV19MBA04	24	25	49	24	24	48	13	15	18	46	5	5	5	13.3	13.3	13.3	55	82	60	85.1	91.5	86.2	
ISV19MBA05	23	23	46	22	20	42	10	10	20	40	5	5	5	13.0	13.0	13.0	51	73	58	78.5	81.1	82.9	
ISV19MBA06	24	24	48	24	21	45	14	13	17	44	5	5	5	11.7	11.7	11.7	55	78	55	84.1	86.3	78.1	
ISV19MBA07	23	20	43	18	12	30	14	14	4	32	5	5	5	12.0	12.0	12.0	54	69	33	83.1	76.7	47.1	
ISV19MBA08	24	23	47	9	7	16	13	12	11	36	5	5	5	12.0	12.0	12.0	54	61	35	83.1	67.8	50	
ISV19MBA09	25	23	48	23	23	46	15	13	17	45	5	5	5	13.3	13.3	13.3	58	77	58	89.7	85.9	83.3	
ISV19MBA10	23	21	44	24	20	44	15	12	18	45	5	5	5	9.3	9.3	9.3	52	71	52	80.5	79.3	74.8	
ISV19MBA12	24	24	48	23	21	44	13	15	16	44	5	5	5	8.0	8.0	8.0	50	75	50	76.9	83.3	71.4	
ISV19MBA13	23	20	43	5	6	11	12	11	12	35	5	5	5	11.7	11.7	11.7	52	53	35	79.5	58.5	49.5	
ISV19MBA14	22	21	43	7	12	19	10	15	15	40	5	5	5	13.0	13.0	13.0	50	61	45	76.9	67.8	64.3	
ISV19MBA15	24	21	45	24	22	46	12	13	19	44	5	5	5	10.7	10.7	10.7	52	74	57	79.5	81.9	81	
ISV19MBA16	22	21	43	16	15	31	10	9	14	33	5	5	5	8.0	8.0	8.0	45	59	42	69.2	65.6	60	
ISV19MBA17	23	21	44	23	21	44	12	13	20	45	5	5	5	11.0	11.0	11.0	51	73	57	78.5	81.1	81.4	
ISV19MBA18	24	25	49	21	19	40	12	15	13	40	5	5	5	11.7	11.7	11.7	53	78	49	81	86.3	69.5	
ISV19MBA19	25	23	48	23	21	44	15	11	19	45	5	5	5	11.7	11.7	11.7	57	74	57	87.2	81.9	81	
ISV19MBA20	22	21	43	23	22	45	15	13	18	46	5	5	5	10.3	10.3	10.3	52	72	55	80.5	80.4	79	
ISV19MBA22	24	25	49	24	24	48	14	14	20	48	5	5	5	14.0	14.0	14.0	57	82	63	87.7	91.1	90	
ISV19MBA23	24	23	47	15	17	32	12	12	10	34	5	5	5	10.7	10.7	10.7	52	66	43	79.5	73	61	
ISV19MBA24	24	22	46	24	22	46	13	14	19	46	5	5	5	10.7	10.7	10.7	53	76	57	81	84.1	81	
ISV19MBA25	25	23	48	24	23	47	15	13	20	48	5	5	5	13.3	13.3	13.3	58	78	61	89.7	87	87.6	
ISV19MBA26	24	24	48	23	23	46	13	15	19	47	5	5	5	12.3	12.3	12.3	54	79	59	83.6	88.1	84.8	
ISV19MBA27	22	22	44	21	23	44	15	14	16	45	5	5	5	11.7	11.7	11.7	54	74	56	82.6	81.9	79.5	
ISV19MBA28	23	22	45	18	12	30	9	10	13	32	5	5	5	9.0	9.0	9.0	46	64	39	70.8	71.1	55.7	
ISV19MBA29	23	22	45	16	20	36	10	12	16	38	5	5	5	11.7	11.7	11.7	50	67	53	76.4	74.1	75.2	
ISV19MBA30	24	23	47	22	22	44	14	13	18	45	5	5	5	9.3	9.3	9.3	52	72	54	80.5	80.4	77.6	
ISV19MBA31	25	23	48	24	22	46	14	13	19	46	5	5	5	13.3	13.3	13.3	57	78	59	88.2	87	84.8	
ISV19MBA32	23	23	46	23	21	44	13	15	17	45	5	5	5	12.3	12.3	12.3	53	78	55	82.1	87	79	
ISV19MBA33	24	21	45	21	10	31	12	13	7	32	5	5	5	11.7	11.7	11.7	53	72	34	81	79.6	48.1	
ISV19MBA34	24	21	45	24	21	45	14	15	17	46	5	5	5	11.7	11.7	11.7	55	77	55	84.1	85.2	78.1	
ISV19MBA35	21	23	44	9	8	17	11	9	18	38	5	5	5	12.0	12.0	12.0	49	58	43	75.4	64.4	61.4	
ISV19MBA36	0	0	0	17	13	30	11	12	13	36	5	5	5	5.0	5.0	5.0	21	39	36	32.3	43.3	51.4	
ISV19MBA37	23	20	43	21	23	44	15	12	17	44	5	5	5	12.7	12.7	12.7	56	71	58	85.6	78.5	82.4	
ISV19MBA39	0	0	0	0	0	0	8	9	13	30	5	5	5	9.3	9.3	9.3	22	23	27	34.4	25.9	39	
ISV19MBA40	23	22	45	23	21	44	12	11	19	42	5	5	5	12.0	12.0	12.0	52	73	57	80	81.1	81.4	
ISV19MBA41	24	21	45	8	9	17	11	11	18	40	5	5	5	11.0	11.0	11.0	51	56	43	78.5	62.2	61.4	
ISV19MBA42	24	23	47	24	21	45	10	12	19	41	5	5	5	10.7	10.7	10.7	50	75	56	76.4	83	79.5	
ISV18MBA24	23	23	46	14	13	27	8	7	15	30	5	5	5	8.3	8.3	8.3	44	57	41	68.2	63.7	59	
ISV18MBA31	18	17	35	12	9	21	12	15	13	40	5	5	5	8.3	8.3	8.3	43	57	35	66.7	63.7	50.5	
<b>TOTAL</b>	909	868	1777	779	716	1495	509	516	650	1675	205	205	205	457	457	457	2080	2825	2028	3200	3139	2897	
<b>Total students</b>	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41	41
<b>Average</b>	22.2	21.2	43.341	19	17.5	36.463	12.4	12.6	15.9	40.854	5	5	5	11.1	11.1	11.1	50.7	68.9	49.5	78	76.6	70.7	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Develop an understanding about the various concepts and importance of Services Marketing.

**CO2-** Enhance knowledge about emerging issues and trends in the service sector.

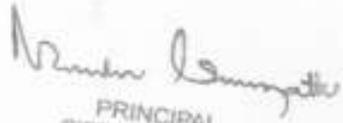
**CO3 -**Learn to implement service strategies to meet new challenges.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	DR. K S RAMAKRISHNA				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	SERVICES MARKETING			SUBJECT CODE	18MBAMM303
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2	2		3		
CO3					3
AVERAGE	2.5		3		3
OVERALL MAPPING OF SUBJECT					2.83

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	77.48	2.32				
CO2	81.21	1.62		2.44		
CO3	76.97					2.31
AVERAGE	78.44	1.97		2.44		2.31
FINAL ATTAINMENT LEVEL						2.24

  
 Department  
 B.B.A. Programme  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU

3rd Semester  
SERVICES MARKETING

AY - 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3				Assignment and			SEE			Total			% of Individual CO			
USN	CO1	CO2	TOTAL	CO2	CO3	TOTAL	CO1	CO2	CO3	TOTAL	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	CO1	CO2	CO3	
	25	25	50	25	25	50	15	15	20	50	5	5	5	20	20	20	65	90	70				
ISV19MBA01	24	22	46	18	20	38	12	11	15	38	5	5	5	9.0	9.0	9.0	50	65	49	76.9	72.2	70	
ISV19MBA02	21	23	44	23	24	47	14	12	19	45	5	5	5	11.3	11.3	11.3	51	74	59	79	82.6	84.8	
ISV19MBA03	23	24	47	22	25	47	15	15	16	46	5	5	5	12.0	12.0	12.0	55	78	58	84.6	86.7	82.9	
ISV19MBA04	24	25	49	24	25	49	14	14	20	48	5	5	5	13.0	13.0	13.0	56	81	63	86.2	90	90	
ISV19MBA05	24	22	46	23	24	47	15	14	15	44	5	5	5	10.7	10.7	10.7	55	75	55	84.1	83	78.1	
ISV19MBA06	24	24	48	24	25	49	14	11	20	45	5	5	5	14.3	14.3	14.3	57	78	64	88.2	87	91.9	
ISV19MBA07	23	21	44	19	17	36	11	12	11	34	5	5	5	8.7	8.7	8.7	48	66	42	73.3	73	59.5	
ISV19MBA08	24	23	47	17	16	33	10	11	9	30	5	5	5	11.7	11.7	11.7	51	68	42	77.9	75.2	59.5	
ISV19MBA09	25	23	48	23	23	46	12	13	19	44	5	5	5	13.0	13.0	13.0	55	77	60	84.6	85.6	85.7	
ISV19MBA10	21	24	45	21	23	44	14	15	14	43	5	5	5	11.3	11.3	11.3	51	76	53	79	84.8	76.2	
ISV19MBA12	24	23	47	23	22	45	14	15	15	44	5	5	5	10.3	10.3	10.3	53	76	52	82.1	84.8	74.8	
ISV19MBA13	21	23	44	25	25	50	15	15	19	49	5	5	5	8.0	8.0	8.0	49	76	57	75.4	84.4	81.4	
ISV19MBA14	23	20	43	24	24	48	15	14	19	48	5	5	5	10.3	10.3	10.3	53	73	58	82.1	81.5	83.3	
ISV19MBA15	24	21	45	22	22	44	14	15	14	43	5	5	5	8.3	8.3	8.3	51	71	49	79	79.3	70.5	
ISV19MBA16	21	23	44	25	25	50	14	12	14	40	5	5	5	11.0	11.0	11.0	51	76	55	78.5	84.4	78.6	
ISV19MBA17	22	23	45	24	19	43	12	11	20	43	5	5	5	10.0	10.0	10.0	49	73	54	75.4	81.1	77.1	
ISV19MBA18	24	25	49	24	25	49	15	15	19	49	5	5	5	10.3	10.3	10.3	54	79	59	83.6	88.1	84.8	
ISV19MBA19	24	23	47	24	24	48	12	14	18	44	5	5	5	12.3	12.3	12.3	53	78	59	82.1	87	84.8	
ISV19MBA20	23	21	44	22	20	42	11	15	15	41	5	5	5	9.7	9.7	9.7	49	73	50	74.9	80.7	71	
ISV19MBA21	20	25	45	23	24	47	12	15	17	44	5	5	5	9.7	9.7	9.7	47	78	56	71.8	86.3	79.5	
ISV19MBA22	24	25	49	25	24	49	14	15	20	49	5	5	5	15.0	15.0	15.0	58	85	64	89.2	94.4	91.4	
ISV19MBA23	25	22	47	21	23	44	14	11	16	41	5	5	5	10.0	10.0	10.0	54	69	54	83.1	76.7	77.1	
ISV19MBA24	21	25	46	23	24	47	12	16	16	44	5	5	5	10.7	10.7	10.7	49	80	56	74.9	88.5	79.5	
ISV19MBA25	23	24	47	24	25	49	15	15	19	49	5	5	5	11.3	11.3	11.3	54	79	60	83.6	88.1	86.2	
ISV19MBA26	24	23	47	25	24	49	15	14	19	48	5	5	5	10.0	10.0	10.0	54	77	58	83.1	85.6	82.9	
ISV19MBA27	21	24	45	23	23	46	14	15	17	46	5	5	5	8.7	8.7	8.7	49	76	54	74.9	84.1	76.7	
ISV19MBA28	23	23	46	20	24	44	15	12	17	44	5	5	5	10.0	10.0	10.0	53	70	56	81.5	77.8	80	
ISV19MBA29	21	25	46	25	25	50	15	14	19	48	5	5	5	12.3	12.3	12.3	53	81	61	82.1	90.4	87.6	
ISV19MBA30	23	23	46	23	24	47	14	14	16	44	5	5	5	11.7	11.7	11.7	54	77	57	82.6	85.2	81	
ISV19MBA31	22	25	47	25	23	48	14	14	18	46	5	5	5	13.7	13.7	13.7	55	83	60	84.1	91.9	85.2	
ISV19MBA32	24	22	46	21	24	45	15	14	16	45	5	5	5	11.7	11.7	11.7	56	74	57	85.6	81.9	81	
ISV19MBA33	25	20	45	25	17	42	11	15	18	44	5	5	5	10.7	10.7	10.7	52	76	51	79.5	84.1	72.4	
ISV19MBA34	21	24	45	24	24	48	15	14	17	46	5	5	5	13.3	13.3	13.3	54	80	59	83.6	89.3	84.8	
ISV19MBA35	24	21	45	21	22	43	12	14	17	43	5	5	5	8.3	8.3	8.3	49	69	52	75.9	77	74.8	
ISV19MBA36	0	0	0	19	17	36	15	14	9	38	5	5	5	6.7	6.7	6.7	27	45	38	41	49.6	53.8	
ISV19MBA37	23	21	44	23	24	47	14	15	18	47	5	5	5	12.7	12.7	12.7	55	77	60	84.1	85.2	85.2	
ISV19MBA39	0	0	0	0	0	0	0	0	0	0	5	5	5	6.3	6.3	6.3	11	11	11	17.4	12.6	16.2	
ISV19MBA40	21	23	44	25	23	48	15	15	16	46	5	5	5	9.0	9.0	9.0	50	77	53	76.9	85.6	75.7	
ISV19MBA41	22	23	45	25	25	50	11	15	18	44	5	5	5	9.0	9.0	9.0	47	77	57	72.3	85.6	81.4	
ISV19MBA42	24	23	47	24	24	48	15	15	18	48	5	5	5	12.3	12.3	12.3	56	79	59	86.7	88.1	84.8	
ISV18MBA24	23	23	46	25	25	50	15	14	13	42	5	5	5	8.3	8.3	8.3	51	75	51	79	83.7	73.3	
ISV18MBA29	18	18	36	21	19	40	12	15	13	40	5	5	5	6.0	6.0	6.0	41	65	43	63.1	72.2	61.4	
ISV18MBA31	19	17	36	23	24	47	12	15	13	40	5	5	5	9.0	9.0	9.0	45	69	51	69.2	76.7	72.9	
<b>TOTAL</b>	<b>930</b>	<b>932</b>	<b>1862</b>	<b>960</b>	<b>959</b>	<b>1919</b>	<b>569</b>	<b>584</b>	<b>691</b>	<b>1844</b>	<b>215</b>	<b>215</b>	<b>215</b>	<b>452</b>	<b>452</b>	<b>452</b>	<b>2166</b>	<b>3143</b>	<b>2317</b>	<b>3332</b>	<b>3492</b>	<b>3310</b>	
<b>Total students</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	
<b>Average</b>	<b>21.6</b>	<b>21.7</b>	<b>43.302</b>	<b>22.3</b>	<b>22.3</b>	<b>44.628</b>	<b>13.2</b>	<b>13.6</b>	<b>16.1</b>	<b>42.884</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>50.4</b>	<b>73.1</b>	<b>53.9</b>	<b>77.5</b>	<b>81.2</b>	<b>77</b>	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** The Student will be acquainted to various Banking and Non-Banking financial services in India.

**CO2-** The Student will understand the activities of Merchant Banking and credit rating.

**CO3-** The Student will be equipped to understand micro financing and other financial services in India.

**CO4-** The Student will understand how to evaluate and compare leasing & hire purchase

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	BANKING & FINANCIAL SERVICES			SUBJECT CODE	18MBAFM301
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2		2		2	
CO3					3
CO4			2		
AVERAGE	1	2	2	2	3
OVERALL MAPPING OF SUBJECT					2

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	74.31	0.74				
CO2	74.91		1.50		1.50	
CO3	71.99					2.16
CO4	70.19			1.40		
AVERAGE	72.85	0.74	1.50	1.40	1.50	2.16
FINAL ATTAINMENT LEVEL						1.46

*Prathap B N*

*Prathap B N*  
 Head of the Dep. of M.B.A. Programme  
 S.I.E.T. Tumkur

*Principals*  
 PRINCIPAL  
 SIET, TUMAKURU

## BANKING &amp; FINANCIAL SERVICES

AY - 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	15	15	10	10	50	3.8	3.8	3.8	3.8	15	15	15	15	59	59	54	54					
ISV19MBA01	23	21	44	22	19	41	12	13	8	9	42	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	44	40	38	75.8	74.2	73.6	69.9	
ISV19MBA02	22	20	42	18	20	38	10	11	10	9	40	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	44	43	40	41	75	73.3	74.5	76.4	
ISV19MBA03	24	23	47	22	21	43	11	10	10	10	41	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	46	44	43	42	77.1	73.7	78.7	76.9	
ISV19MBA04	24	25	49	24	24	48	12	14	10	10	46	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	49	52	47	47	83.5	88.6	87.5	87.5	
ISV19MBA05	25	21	46	22	19	41	12	13	10	9	44	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	49	46	44	40	83.5	78.4	81.9	74.5	
ISV19MBA06	24	24	48	22	18	40	13	14	10	5	42	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	50	51	45	36	83.9	85.6	82.4	65.7	
ISV19MBA07	22	20	42	19	20	39	10	12	10	8	40	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	46	46	43	42	77.1	77.1	78.7	76.9	
ISV19MBA08	24	22	46	16	14	30	10	8	9	5	32	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	47	43	38	32	79.2	72.5	69.9	58.8	
ISV19MBA09	23	24	47	18	18	36	9	8	10	6	33	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	42	42	38	34	71.2	71.2	70.4	63	
ISV19MBA12	24	22	46	22	20	42	12	11	8	10	41	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	48	45	42	42	80.5	75.4	76.9	76.9	
ISV19MBA13	22	20	42	16	16	32	10	9	8	7	34	3.8	3.8	3.8	3.8	3.3	3.3	3.3	3.3	39	36	31	30	66.1	61	57.4	55.6	
ISV19MBA15	24	20	44	18	24	42	10	12	8	10	40	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	45	43	37	45	75.8	72.5	68.1	82.9	
ISV19MBA18	24	25	49	21	19	40	12	14	10	8	44	3.8	3.8	3.8	3.8	10.0	10.0	10.0	10.0	50	53	45	41	84.3	89.4	82.9	75.5	
ISV19MBA19	23	24	47	23	17	40	12	13	10	7	42	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	47	49	45	36	79.2	82.6	82.9	66.2	
ISV19MBA20	22	20	42	19	19	38	11	10	10	7	38	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	43	40	39	36	73.3	68.2	72.7	67.1	
ISV19MBA22	24	25	49	25	23	48	14	15	10	10	49	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	49	51	46	44	83.5	86.9	85.6	81.9	
ISV19MBA24	23	23	46	18	20	38	9	10	9	10	38	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	42	43	37	40	71.6	73.3	69	74.5	
ISV19MBA25	24	24	48	24	22	46	14	14	8	9	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	51	51	45	44	86	86	82.9	81	
ISV19MBA26	23	24	47	24	24	48	15	14	10	8	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	50	50	46	44	84.3	84.3	84.7	81	
ISV19MBA27	22	23	45	19	19	38	12	12	10	5	39	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	46	47	41	36	77.1	78.8	75	65.7	
ISV19MBA28	23	22	45	19	17	36	12	11	8	5	36	3.8	3.8	3.8	3.8	4.8	4.8	4.8	4.8	44	42	36	31	73.7	70.3	65.7	56.5	
ISV19MBA29	23	22	45	15	18	33	10	10	8	6	34	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	43	42	33	34	73.3	71.6	61.6	63.4	
ISV19MBA30	24	23	47	21	19	40	14	14	8	5	41	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	49	48	40	35	83.5	81.8	74.5	65.3	
ISV19MBA31	21	24	45	19	19	38	12	10	8	10	40	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	43	44	37	39	73.3	75	69	72.7	
ISV19MBA32	25	20	45	18	20	38	12	12	8	6	38	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	48	43	37	37	81.4	72.9	68.5	68.5	
ISV19MBA33	22	24	46	14	17	31	9	10	8	10	37	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	41	44	32	37	69.1	74.2	58.8	68.1	
ISV19MBA35	23	22	45	18	21	39	12	12	10	10	44	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	45	44	38	41	76.7	75	70.8	76.4	
ISV19MBA36	0	0	0	15	13	28	11	12	5	2	30	3.8	3.8	3.8	3.8	2.3	2.3	2.3	2.3	17	18	26	21	28.8	30.5	48.1	38.9	
ISV19MBA37	23	22	45	19	19	38	12	11	5	10	38	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	47	45	36	41	78.8	75.4	65.7	75	
ISV19MBA40	25	21	46	21	19	40	11	11	9	9	40	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	44	40	38	36	73.7	66.9	69.4	65.7	
ISV19MBA41	20	24	44	19	20	39	10	12	8	10	40	3.8	3.8	3.8	3.8	5.3	5.3	5.3	5.3	39	45	36	39	66.1	76.3	66.7	72.2	
ISV19MBA42	22	25	47	18	18	36	10	11	8	9	38	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	44	48	38	39	73.7	80.5	69.4	71.3	
ISV18MBA29	15	23	38	17	21	38	10	14	10	5	39	3.8	3.8	3.8	3.8	4.3	4.3	4.3	4.3	33	45	35	34	55.9	76.3	64.8	63	
ISV18MBA31	15	23	38	15	22	37	8	10	10	10	38	3.8	3.8	3.8	3.8	3.0	3.0	3.0	3.0	30	40	32	39	50.4	67.4	58.8	71.8	
TOTAL	747	745	1492	660	659	1319	383	397	301	269	1350	128	128	128	128	233	233	233	233	1491	1503	1322	1289	2527	2547	2448	2387	
Total students		34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34	34
Average		21.9	43.882	19.4	19.4	38.794	11.3	11.7	8.85	7.91	39.706	3.75	3.75	3.75	3.75	6.86	6.86	6.86	6.86	43.85	44.2	38.88	37.9	74.3	74.9	72	70.2	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**The student will understand the capital market and various Instruments for Investment.

**CO2-**The learner will be able to assess the risk and return associated with investments and methods to value securities.

**CO3-**The student will be able to analyse the Economy, Industry and Company framework for Investment Management.

**CO4-**The student will learn the theories of Portfolio management and also the tools and techniques for efficient portfolio management.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. NANDAN				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	INVESTMENT MANAGEMENT		SUBJECT CODE	18MBAFM302	
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2				2	2
CO3					2
CO4	2				
AVERAGE	1.5			2	2
OVERALL MAPPING OF SUBJECT					1.83

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	75.20	0.75				
CO2	73.04				1.46	1.46
CO3	76.30					1.53
CO4	73.77	1.48				
AVERAGE	74.58	1.11			1.46	1.49
FINAL ATTAINMENT LEVEL						1.35

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### INVESTMENT MANAGEMENT

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57					
ISV19MBA01	21	19	40	18	14	32	7	10	8	9	34	3.8	3.8	3.8	3.8	3.3	3.3	3.3	3.3	35	36	33	30	62.5	64.3	57.9	52.6	
ISV19MBA02	18	15	33	21	19	40	11	10	8	13	42	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	41	37	41	44	72.3	65.2	71.1	76.3	
ISV19MBA03	23	24	47	23	22	45	12	12	9	11	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	46	42	43	79.9	81.7	73.2	75	
ISV19MBA04	24	25	49	24	25	49	12	12	12	12	48	3.8	3.8	3.8	3.8	10.3	10.3	10.3	10.3	50	51	50	51	89.3	91.1	87.7	89.5	
ISV19MBA05	23	22	45	23	23	46	11	12	12	12	47	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	44	45	45	78.1	78.1	78.5	78.5	
ISV19MBA06	22	23	45	25	23	48	11	11	12	12	46	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	44	45	48	46	77.7	79.5	83.3	79.8	
ISV19MBA07	21	19	40	18	16	34	8	9	8	10	35	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	39	38	36	36	69.2	67.4	62.7	62.7	
ISV19MBA08	23	21	44	23	24	47	12	12	13	9	46	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	43	46	43	79.9	76.3	80.3	75	
ISV19MBA09	23	22	45	24	22	46	11	10	13	10	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	42	47	47	78.1	74.6	82	73.2	
ISV19MBA12	24	21	45	24	21	45	10	12	12	12	46	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	45	44	47	44	79.5	77.7	81.6	76.3	
ISV19MBA13	21	19	40	22	24	46	10	11	13	10	44	3.8	3.8	3.8	3.8	5.0	5.0	5.0	5.0	40	39	44	43	71	69.2	76.8	75	
ISV19MBA15	23	22	45	23	19	42	11	12	13	8	44	3.8	3.8	3.8	3.8	4.5	4.5	4.5	4.5	42	42	44	35	75.4	75.4	77.6	61.8	
ISV19MBA18	25	23	48	23	21	44	10	12	11	12	45	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	45	44	43	80.4	80.4	77.2	75.4	
ISV19MBA19	22	21	43	24	21	45	10	11	12	13	46	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	44	44	48	46	78.1	78.1	83.8	80.3	
ISV19MBA20	21	19	40	21	19	40	8	11	12	10	41	3.8	3.8	3.8	3.8	4.5	4.5	4.5	4.5	37	38	41	37	66.5	68.3	72.4	65.4	
ISV19MBA22	25	23	48	24	25	49	12	12	12	11	47	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	50	48	49	49	88.8	85.3	85.5	85.5	
ISV19MBA24	23	22	45	24	23	47	11	12	12	11	46	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	44	46	44	78.1	78.1	80.3	76.8	
ISV19MBA25	25	24	49	25	24	49	12	11	13	12	48	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	49	47	50	48	86.6	83	86.8	83.3	
ISV19MBA26	23	23	46	24	24	48	12	12	12	13	49	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	46	46	47	48	81.7	81.7	82	83.8	
ISV19MBA27	24	22	46	23	21	44	12	10	11	12	45	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	46	42	44	43	81.7	74.6	76.8	75	
ISV19MBA28	22	20	42	19	13	32	9	10	9	8	36	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8	39	38	36	29	68.8	67	62.3	50	
ISV19MBA29	23	21	44	15	21	36	7	8	12	10	37	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	40	39	37	41	71	69.2	64.5	71.5	
ISV19MBA30	24	20	44	23	23	46	12	12	13	10	47	3.8	3.8	3.8	3.8	4.3	4.3	4.3	4.3	44	40	44	41	78.6	71.4	77.2	71.9	
ISV19MBA31	23	20	43	24	23	47	12	12	12	12	48	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	46	43	47	46	82.1	76.8	82.5	80.7	
ISV19MBA32	22	20	42	23	22	45	12	11	13	10	46	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	45	42	47	43	79.5	74.1	81.6	74.6	
ISV19MBA33	24	19	43	21	22	43	12	11	8	13	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	46	40	39	45	81.7	71	68	78.5	
ISV19MBA35	21	19	40	23	23	46	12	12	10	13	47	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	43	41	43	46	76.3	72.8	75	80.3	
ISV19MBA36	0	0	0	22	20	42	11	12	11	10	44	3.8	3.8	3.8	3.8	2.3	2.3	2.3	2.3	17	18	39	36	30.4	32.1	68.4	63.2	
ISV19MBA37	21	23	44	23	22	45	10	12	11	13	46	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	41	45	44	45	72.8	79.9	76.8	78.5	
ISV19MBA40	22	20	42	24	21	45	12	11	13	7	43	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	41	47	38	78.1	72.8	82	66.2	
ISV19MBA41	23	20	43	23	20	43	11	12	10	12	45	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	42	43	42	78.1	74.6	75	73.2	
ISV19MBA42	24	22	46	24	23	47	10	10	13	13	46	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	42	47	46	78.1	74.6	82	80.3	
ISV18MBA29	18	16	34	21	19	40	8	9	10	13	40	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	36	35	41	42	63.8	62.1	71.5	73.2	
ISV18MBA31	19	17	36	23	20	43	10	8	11	11	40	3.8	3.8	3.8	3.8	2.3	2.3	2.3	2.3	35	31	40	37	62.5	55.4	70.2	64.9	
<b>TOTAL</b>	<b>740</b>	<b>686</b>	<b>1426</b>	<b>764</b>	<b>722</b>	<b>1486</b>	<b>361</b>	<b>374</b>	<b>384</b>	<b>377</b>	<b>1496</b>	<b>128</b>	<b>128</b>	<b>128</b>	<b>128</b>	<b>203</b>	<b>203</b>	<b>203</b>	<b>203</b>	<b>1431.75</b>	<b>1390.75</b>	<b>1478.75</b>	<b>1429.75</b>	<b>2557</b>	<b>2483</b>	<b>2594</b>	<b>2508</b>	
<b>Total students</b>		<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>	<b>34</b>
<b>Average</b>		<b>20.2</b>	<b>41.941</b>	<b>22.5</b>	<b>21.2</b>	<b>43.706</b>	<b>10.6</b>	<b>11</b>	<b>11.3</b>	<b>11.1</b>	<b>44</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>5.98</b>	<b>5.98</b>	<b>5.98</b>	<b>5.98</b>	<b>42.1103</b>	<b>40.9044</b>	<b>43.4926</b>	<b>42.0515</b>	<b>75.2</b>	<b>73</b>	<b>76.3</b>	<b>73.8</b>	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** To provide the students with a comprehensive understanding of basic concepts of Income tax

**CO2-** To understand the computation of taxable Income under different heads.

**CO3-** To know the deductions available while computing Income.

**CO4-** To understand corporate taxation system in India

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. NANDAN				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	DIRECT TAXATION			SUBJECT CODE	18MBAFM303
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2		3		2	
CO3			3		
CO4	2				
AVERAGE	1.5	3	3	2	
OVERALL MAPPING OF SUBJECT					2.37

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	80.51	0.81				
CO2	77.76		2.33		1.56	
CO3	73.48			2.20		
CO4	69.02	1.38				
AVERAGE	75.19	1.09	2.33	2.20	1.56	
FINAL ATTAINMENT LEVEL						1.79

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## DIRECT TAXATION

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	15	15	10	10	50	3.75	3.75	3.75	3.75	15	15	15	15	59	59	54	54					
ISV19MBA01	18	20	38	12	14	26	10	8	9	4	31	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	38	38	31	28	64.4	64.4	57.4	51.9	
ISV19MBA02	21	20	41	23	23	46	12	14	10	9	45	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	43	44	43	42	77.2	79	75.9	74.1	
ISV19MBA03	24	23	47	24	23	47	14	14	10	10	48	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	49	48	45	44	86.6	84.8	78.1	76.3	
ISV19MBA04	24	25	49	25	24	49	15	14	10	10	49	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	50	50	46	45	89.3	89.3	80.7	78.9	
ISV19MBA05	22	22	44	23	24	47	14	15	8	9	46	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	49	50	44	46	86.6	88.4	76.3	79.8	
ISV19MBA06	24	22	46	24	25	49	14	14	10	10	48	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	48	46	44	45	85.3	81.7	76.8	78.5	
ISV19MBA07	22	20	42	21	19	40	12	14	10	6	42	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	44	41	35	78.1	78.1	71.5	61	
ISV19MBA08	23	20	43	18	15	33	11	12	8	3	34	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	42	36	28	78.1	74.6	62.7	48.7	
ISV19MBA09	23	20	43	24	23	47	12	14	10	10	46	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	46	45	45	44	81.3	79.5	78.1	76.3	
ISV19MBA10	21	22	43	23	21	44	14	13	10	8	45	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	46	46	44	40	81.3	81.3	76.3	69.3	
ISV19MBA12	21	19	40	24	24	48	14	14	10	8	46	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	43	44	42	80.4	76.8	77.2	73.7	
ISV19MBA13	22	19	41	22	20	42	13	14	8	9	44	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	45	43	40	39	80.8	77.2	70.6	68.9	
ISV19MBA15	23	21	44	23	24	47	14	14	10	9	47	3.8	3.8	3.8	3.8	4.8	4.8	4.8	4.8	46	44	42	42	81.3	77.7	72.8	72.8	
ISV19MBA18	24	23	47	24	18	42	15	14	8	7	44	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	50	48	43	36	88.4	84.8	74.6	62.3	
ISV19MBA19	21	21	42	24	24	48	14	13	10	8	45	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	44	44	42	79.9	78.1	76.8	73.2	
ISV19MBA20	22	19	41	21	19	40	14	11	8	9	42	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	47	41	40	39	83	72.3	69.3	67.5	
ISV19MBA22	24	25	49	24	25	49	14	12	9	10	45	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	49	48	44	46	87.5	85.7	77.2	80.7	
ISV19MBA24	23	21	44	23	24	47	14	14	9	9	46	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	48	46	43	44	85.3	81.7	75	76.8	
ISV19MBA25	24	24	48	24	25	49	14	14	10	10	48	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	49	49	45	46	87.1	87.1	78.5	80.3	
ISV19MBA26	23	22	45	25	23	48	15	14	10	10	49	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	50	48	47	45	89.7	86.2	82.9	79.4	
ISV19MBA27	24	23	47	23	24	47	14	14	10	8	46	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	48	47	43	42	85.7	83.9	75.4	73.7	
ISV19MBA28	23	20	43	18	16	34	12	12	8	4	36	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	42	36	30	80.4	75	63.2	52.6	
ISV19MBA29	22	19	41	24	22	46	12	13	10	9	44	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	45	43	45	42	79.5	75.9	78.1	72.8	
ISV19MBA30	24	21	45	23	23	46	12	13	10	10	45	3.8	3.8	3.8	3.8	4.5	4.5	4.5	4.5	44	42	41	41	79	75.4	72.4	72.4	
ISV19MBA31	23	22	45	24	23	47	14	14	10	10	48	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	49	48	46	45	86.6	84.8	79.8	78.1	
ISV19MBA32	22	19	41	23	23	46	14	14	10	4	42	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	47	44	44	38	83	77.7	76.3	65.8	
ISV19MBA33	22	20	42	22	20	42	13	12	9	10	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	42	41	40	79.9	74.6	71.5	69.7	
ISV19MBA35	23	20	43	23	23	46	14	14	10	6	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	47	44	43	39	83.5	78.1	75	68	
ISV19MBA36	0	0	0	18	19	37	10	14	10	6	40	3.8	3.8	3.8	3.8	4.3	4.3	4.3	4.3	18	22	36	33	32.1	39.3	63.2	57.9	
ISV19MBA37	23	20	43	24	23	47	14	15	10	8	47	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	48	46	45	42	85.3	81.7	78.5	73.2	
ISV19MBA40	22	18	40	24	23	47	13	14	10	7	44	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	42	44	40	80.4	75	77.2	70.2	
ISV19MBA41	22	20	42	20	15	35	12	11	8	4	35	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	45	42	39	30	79.5	74.1	67.5	51.8	
ISV19MBA42	24	22	46	25	23	48	14	14	10	9	47	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	48	46	45	42	85.7	82.1	78.9	73.7	
ISV18MBA29	18	17	35	21	19	40	13	11	8	6	38	3.8	3.8	3.8	3.8	5.3	5.3	5.3	5.3	40	37	38	34	71.4	66.1	66.7	59.6	
ISV18MBA31	18	16	34	18	13	31	12	11	8	5	36	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	40	37	36	28	71	65.6	62.7	48.7	
TOTAL	759	705	1464	781	746	1527	462	462	328	274	1526	131	131	131	131	226	226	226	226	1578	1524	1466	1377	2814	2718	2575	2419	
Total students	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
Average	21.69	20.1	41.829	22.3	21.3	43.629	13.2	13.2	9.37	7.83	43.6	3.75	3.75	3.75	3.75	6.45	6.45	6.45	6.45	45.0857	43.5429	41.8857	39.3429	80.4	77.7	73.6	69.1	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Gain the insights of various principles and practices of recruitment and selection in an industry.

**CO2-** Equip students with various selection procedure practiced in industry.

**CO3-** Develop students with latest selection tools in the corporate sector.

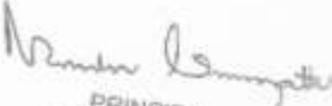
**CO4-** Develop students with various testing of job recruitment and selection

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	RECRUITMENT AND SELECTION			SUBJECT CODE	18MBAHR301
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2		2		
CO2		2		1	
CO3		2			
CO4		2			1
AVERAGE	2	2	2	1	1
OVERALL MAPPING OF SUBJECT					1.6

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	74.81	1.50		1.50		
CO2	71.24		1.42		0.71	
CO3	71.74		1.43			
CO4	68.23		1.36			0.68
AVERAGE	71.51	1.50	1.40	1.50	0.71	0.68
FINAL ATTAINMENT LEVEL						1.15

  
 M.A. Program Officer  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

### RECRUITMENT AND SELECTION

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO			
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57				
ISV19MBA14	22	20	42	24	21	45	12	11	12	9	44	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	46	43	48	42	81.3	75.9	83.3	72.8
ISV19MBA16	23	22	45	25	24	49	11	10	12	13	46	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	46	44	49	49	81.3	77.7	85.1	85.1
ISV19MBA17	23	21	44	24	24	48	11	11	12	13	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	46	44	48	49	81.7	78.1	83.8	85.5
ISV19MBA23	24	24	48	18	18	36	9	8	10	9	36	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	44	43	39	38	78.6	76.8	68.4	66.7
ISV19MBA34	25	20	45	22	20	42	12	11	10	10	43	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	50	44	45	43	89.7	79	79.4	75.9
ISV19MBA39	0	0	0	0	0	0	8	9	8	8	33	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	18	19	18	18	31.7	33.5	31.1	31.1
ISV18MBA24	23	23	46	19	14	33	9	8	9	8	34	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	45	44	41	35	79.5	77.7	71.1	60.5
<b>TOTAL</b>	140	130	270	132	121	253	72	68	73	70	283	26.3	26.3	26.3	26.3	55	55	55	55	293.25	279.25	286.25	272.25	524	499	502	478
<b>Total students</b>		7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<b>Average</b>		18.6	38.571	18.9	17.3	36.143	10.3	9.71	10.4	10	40.429	3.75	3.75	3.75	3.75	7.86	7.86	7.86	7.86	41.8929	39.8929	40.8929	38.8929	74.8	71.2	71.7	68.2



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Have an understanding of How HR function adds value and demonstrates the value in business terms

**CO2-** Measure the value of Intangibles that HR helps builds for the organization given a particular business context to facilitate decision making.

**CO3-** Convert soft factors in a people management context into measurable variables across various domains.

**CO4-** Devise, conduct and analyse a study on employees or any other related to the HR context in an organization.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	HR ANALYTICS			SUBJECT CODE	18MBAHR302
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2		3		
CO2				3	
CO3		3		3	
CO4	2	2		3	
AVERAGE	2	2.5	3	3	
OVERALL MAPPING OF SUBJECT					2.6

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	74.83	1.50		2.24		
CO2	71.71				2.15	
CO3	74.84		2.25		2.25	
CO4	71.33	1.43	1.43		2.14	
AVERAGE	73.18	1.46	1.84	2.24	2.18	
FINAL ATTAINMENT LEVEL						1.93

*Grace Hemalatha*

*Grace Hemalatha*  
 Head of the Department  
 M.B.A. Programme  
 S.I.E.T. Tumkur

*Manjunath*  
 PRINCIPAL  
 SIET, TUMAKURU.

## HR ANALYTICS

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO			
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57				
ISV19MBA14	23	20	43	24	22	46	12	12	13	8	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	48	45	50	43	85.3	79.9	87.3	75
ISV19MBA16	24	21	45	24	23	47	12	11	12	13	48	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	48	44	48	48	84.8	77.7	83.3	83.3
ISV19MBA17	22	19	41	25	19	44	9	11	12	13	45	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	43	42	49	44	75.9	74.1	85.1	76.3
ISV19MBA21	19	17	36	21	24	45	12	11	11	12	46	3.8	3.8	3.8	3.8	5.0	5.0	5.0	5.0	40	37	41	45	71	65.6	71.5	78.5
ISV19MBA23	24	24	48	18	14	32	8	9	10	9	36	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	44	45	40	35	78.1	79.9	69.7	61
ISV19MBA34	21	19	40	22	24	46	10	12	13	10	45	3.8	3.8	3.8	3.8	10.8	10.8	10.8	10.8	46	46	50	49	81.3	81.3	86.8	85.1
ISV19MBA39	0	0	0	0	0	0	12	9	8	8	37	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	23	20	19	19	41.5	36.2	33.8	33.8
ISV18MBA24	23	21	44	23	22	45	11	12	12	11	46	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	45	44	46	44	80.8	79	81.1	77.6
<b>TOTAL</b>	156	141	297	157	148	305	86	87	91	84	348	30	30	30	30	63.3	63.3	63.3	63.3	335.25	321.25	341.25	325.25	599	574	599	571
<b>Total students</b>	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
<b>Average</b>		17.6	37.125	19.6	18.5	38.125	10.8	10.9	11.4	10.5	43.5	3.75	3.75	3.75	3.75	7.91	7.91	7.91	7.91	41.9063	40.1563	42.6563	40.6563	74.8	71.7	74.8	71.3



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Have an understanding of How HR function adds value and demonstrates the value in business terms

**CO2-** Measure the value of Intangibles that HR helps builds for the organization given a particular business context to facilitate decision making.

**CO3-** Convert soft factors in a people management context into measurable variables across various domains.

**CO4-** Devise, conduct and analyse a study on employees or any other related to the HR context in an organization.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	III	ACADEMIC YEAR	2020-21
SUBJECT	COMPENSATION & REWARD SYSTEM			SUBJECT CODE	18MBAHR303
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2		3		
CO2				3	
CO3		3		3	
CO4	2	2		3	
AVERAGE	2	2.5	3	3	
OVERALL MAPPING OF SUBJECT					2.6

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	71.54	1.43		2.15		
CO2	67.30				2.02	
CO3	66.34		1.99		1.99	
CO4	60.86	1.22	1.22		1.83	
AVERAGE	66.51	1.32	1.60	2.15	1.94	
FINAL ATTAINMENT LEVEL						1.75

*Grace Hemalatha*

*Grace Hemalatha*  
 Head of the Department  
 M.B.A. Programme  
 S.I.E.I. Tumkur

*Manjunath Hemraj*  
 PRINCIPAL  
 SIET, TUMAKURU.

**COMPENSATION & REWARD SYSTEM**

AY 2020-21

SEM: III	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO			
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57				
ISV19MBA14	22	20	42	18	15	33	11	12	10	3	36	3.75	3.8	3.8	3.8	7.0	7.0	7.0	7.0	44	43	39	29	78.1	76.3	68	50.4
ISV19MBA16	23	23	46	24	19	43	12	11	10	11	44	3.75	3.8	3.8	3.8	6.8	6.8	6.8	6.8	46	45	45	41	81.3	79.5	78.1	71.1
ISV19MBA17	24	19	43	21	19	40	10	8	11	13	42	3.75	3.8	3.8	3.8	6.8	6.8	6.8	6.8	45	38	43	43	79.5	67	74.6	74.6
ISV19MBA21	19	11	30	18	12	30	8	9	10	9	36	3.75	3.8	3.8	3.8	3.0	3.0	3.0	3.0	34	27	35	28	60.3	47.8	61	48.7
ISV19MBA23	24	25	49	15	19	34	12	10	8	6	36	3.75	3.8	3.8	3.8	11.5	11.5	11.5	11.5	51	50	38	40	91.5	89.7	67.1	70.6
ISV19MBA34	21	21	42	24	23	47	11	12	13	10	46	3.75	3.8	3.8	3.8	6.0	6.0	6.0	6.0	42	43	47	43	74.6	76.3	82	75
ISV19MBA39	0	0	0	0	0	0	9	8	11	8	36	3.75	3.8	3.8	3.8	3.5	3.5	3.5	3.5	16	15	18	15	29	27.2	32	26.8
ISV18MBA24	24	22	46	19	20	39	10	10	10	10	40	3.75	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	42	39	40	78.1	74.6	68	69.7
<b>TOTAL</b>	157	141	298	139	127	266	83	80	83	70	316	30	30	30	30	50.5	50.5	50.5	50.5	320.5	301.5	302.5	277.5	572	538	531	487
<b>Total students</b>	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
<b>Average</b>		17.6	37.25	17.4	15.9	33.25	10.4	10	10.4	8.75	39.5	3.75	3.75	3.75	3.75	6.31	6.31	6.31	6.31	40.0625	37.6875	37.8125	34.6875	71.5	67.3	66.3	60.9

**EVEN SEM-2020-21**



SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY

SIRA ROAD, TUMKUR- 572 106.

### DEPARTMENT OF MBA

#### PROGRAMME OUTCOMES (POS)

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

#### COURSE OUTCOME

**CO1-** Gain practical experience in the field of Human Resource Concepts, functions and theories.

**CO2-** Acquire the conceptual insight of Human Resource and various functions of HR.

**CO3-** Apply personnel, managerial and welfare aspects of HR.

**CO4-** Develop a greater understanding about HR practices, analyse the trends in the field of HR

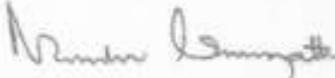
PRINCIPAL  
SIET, TUMAKURU

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	HUMAN RESOURCE MANAGEMENT			SUBJECT CODE	20MBA21
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2		2		2
CO2		2		2	
CO3			2		
CO4				2	3
AVERAGE	2	2	2	2	2.5
OVERALL MAPPING OF SUBJECT					2.1

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	55.18	1.10		1.10		1.10
CO2	52.39		1.05		1.05	
CO3	46.62			0.93		
CO4	47.37				0.95	1.42
AVERAGE	50.39	1.10	1.05	1.01	1	1.26
FINAL ATTAINMENT LEVEL						1.08

  
 Head of the Department  
 M.B.A. Programme  
 S.I.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

SEM: II		IA TEST 1			IA TEST 2			IA TEST 3				Assignment and				SEE				Total				Total	% of individual CO					
SL. NO.	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4		CO1	CO2	CO3	CO4	
		25	25	50	25	25	50	25	25	25	25	100	3.75	3.75	3.75	3.75	15	15	15	15	68.8	68.8	68.8	68.8						
1	ISV20BA03	21	19	40	14	14	28	20	15	9	23	67	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	50	43	32	46	171	73	63	47	67	
2	ISV20BA04	16	14	30	11	4	15	15	12	5	18	50	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	40	35	25	31	131	58	51	36	45	
3	ISV20BA05	24	14	38	16	15	31	10	5	10	5	30	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	44	29	36	30	140	64	43	53	44	
4	ISV20BA06	21	19	40	15	8	23	11	5	12	18	46	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	43	35	38	37	153	63	51	55	54	
5	ISV20BA07	18	20	38	15	13	28	10	11	10	11	42	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	37	40	34	33	144	54	58	49	48	
6	ISV20BA08	21	19	40	12	14	26	6	5	1	8	20	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	37	34	23	32	124	53	49	33	46	
7	ISV20BA10	0	0	0	16	16	32	0	0	0	0	0	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	9	9	25	25	68	13	13	36	36	
8	ISV20BA11	24	18	42	15	13	28	12	11	12	16	51	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	46	39	37	39	162	67	57	54	57	
9	ISV20BA13	21	19	40	18	11	29	15	11	15	16	57	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	46	40	43	37	164	66	57	62	53	
10	ISV20BA14	21	19	40	15	19	34	10	15	10	18	53	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	42	45	36	48	170	61	65	52	69	
11	ISV20BA15	0	0	0	10	5	15	5	8	11	17	41	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	15	18	31	32	94	21	25	44	46	
12	ISV20BA16	24	16	40	14	5	19	11	10	11	15	47	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	45	36	35	30	144	65	52	50	43	
13	ISV20BA17	24	21	45	16	14	30	0	0	0	0	0	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	35	32	27	25	119	51	47	39	36	
14	ISV20BA18	22	20	42	16	17	33	11	2	5	9	27	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	44	33	32	37	144	63	47	46	53	
15	ISV20BA19	16	14	30	18	19	37	11	5	6	13	35	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	36	28	33	41	138	52	41	48	60	
16	ISV20BA20	0	0	0	10	5	15	11	2	15	3	31	3.75	3.75	3.75	3.75	4.8	4.8	4.8	4.8	20	11	34	17	80	28	15	49	24	
17	ISV20BA21	21	23	44	18	16	34	15	12	10	25	62	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	45	44	37	50	177	66	64	54	73	
18	ISV20BA22	0	0	0	0	0	0	12	14	12	18	56	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	22	24	22	28	97	32	35	32	41	
19	ISV20BA23	21	19	40	12	11	23	11	15	3	6	35	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	41	43	24	26	134	60	63	35	38	
20	ISV20BA24	18	20	38	12	8	20	11	10	10	4	35	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	39	40	32	22	131	56	57	46	31	
21	ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	3.75	3.75	3.75	3.75	3.5	3.5	3.5	3.5	7	7	7	7	29	11	11	11	11	
22	ISV20BA26	21	19	40	15	11	26	14	11	10	23	58	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	44	39	34	43	161	64	57	50	63	
23	ISV20BA27	15	23	38	16	15	31	15	20	14	3	52	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	40	53	40	28	159	57	76	57	40	
24	ISV20BA28	21	19	40	18	20	38	14	20	21	23	78	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	46	50	50	54	198	66	72	72	78	
25	ISV20BA29	21	23	44	15	20	35	24	21	24	4	73	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	56	55	50	35	196	81	80	73	51	
26	ISV20BA30	23	21	44	16	14	30	25	24	16	10	75	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	59	56	43	35	192	85	81	62	51	
27	ISV20BA31	22	22	44	11	9	20	0	0	0	0	0	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	33	33	22	20	107	48	48	32	29	
28	ISV20BA32	16	22	38	15	23	38	11	10	11	3	35	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	37	42	36	36	150	53	61	52	52	
29	ISV20BA33	18	24	42	0	0	0	10	11	3	12	36	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	39	46	14	23	120	56	66	20	33	
30	ISV20BA34	0	0	0	11	6	17	10	13	10	13	46	3.75	3.75	3.75	3.75	4.5	4.5	4.5	4.5	18	21	29	27	96	27	31	43	40	
31	ISV20BA35	21	23	44	18	17	35	23	11	21	16	71	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	55	45	50	44	192	79	65	72	63	
32	ISV20BA36	24	18	42	12	16	28	10	11	15	21	57	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	43	38	36	46	164	63	56	53	67	
33	ISV20BA37	16	22	38	2	8	10	0	0	0	0	0	3.75	3.75	3.75	3.75	2.3	2.3	2.3	2.3	22	28	8	14	72	32	41	12	20	
34	ISV20BA38	23	21	44	12	13	25	15	21	13	13	62	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	49	53	36	37	175	71	77	52	54	
35	ISV20BA39	24	20	44	15	3	18	15	12	11	17	55	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	48	41	35	29	154	70	60	51	43	
<b>TOTAL</b>		598	571	1169	449	402	851	393	353	336	401	1483	131	131	131	131	206	206	206	206	1328	1261	1122	1140	4850	1931	1834	1632	1658	
<b>Total students</b>		35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	
<b>Average</b>		17.1	16.3	33.4	12.8	11.5	24.314	11.2	10.1	9.6	11.5	42.371	3.75	3.75	3.75	3.75	5.87	5.87	5.87	5.87	37.9	36	32.1	32.6	139	55.2	52.4	46.6	47.4	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Understand the basic financial concepts

**CO2-** Apply time value of money

**CO3-** Evaluate the investment decisions

**CO4-** Estimate working capital requirements

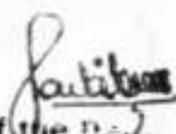
**CO5-** Analyze the capital structure and dividend decisions

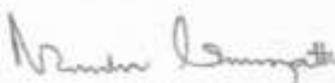
PRINCIPAL  
SIET, TUMAKURU.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. RAKESH				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	FINANCIAL MANAGEMENT			SUBJECT CODE	20MBA22
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2		1			
CO3		1			
CO4		1	2		
CO5			2	2	
AVERAGE	2	1	2	2	
OVERALL MAPPING OF SUBJECT					1.75

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	65.45	1.31				
CO2	64.59		0.65			
CO3	67.54		0.68			
CO4	65.21		0.65	1.30		
CO5	58.73			1.17	1.17	
AVERAGE	64.30	1.31	0.66	1.23	1.17	
FINAL ATTAINMENT LEVEL						1.09

  
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 M.B.A. Programme  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

SEM: II		IA TEST 1			IA TEST 2			IA TEST 3					Assignment and Seminar					SEE					Total					Total	% of Individual CO						
SL. NO.	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5		CO1	CO2	CO3	CO4	CO5	
		25	25	50	25	25	50	20	20	20	20	20	100	3	3	3	3	3	12	12	12	12	12	60	60	60	60	35							
1	ISV20BA03	18	20	38	25	25	50	16	13	15	20	20	84	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	41	40	47	52	27	208	69	67	79	87	78	
2	ISV20BA04	19	17	36	15	16	31	11	15	16	12	18	72	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	37	39	38	35	25	175	62	65	64	59	72	
3	ISV20BA05	15	21	36	22	20	42	15	18	15	16	14	78	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	38	47	45	44	22	197	64	79	75	74	63	
4	ISV20BA06	23	23	46	13	35	48	20	20	17	20	20	97	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	52	52	39	64	29	235	86	86	65	106	82	
5	ISV20BA07	18	16	34	20	21	41	20	20	16	18	6	80	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	45	43	43	46	13	191	75	72	72	77	38	
6	ISV20BA08	17	17	34	21	22	43	20	15	16	15	14	80	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	45	40	45	45	22	195	74	66	74	74	62	
7	ISV20BA10	0	0	0	23	21	44	0	0	0	0	0	0	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	7	7	30	28	7	80	12	12	50	47	21	
8	ISV20BA11	19	19	38	18	17	35	20	20	20	20	0	80	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	47	47	46	45	8	194	79	79	77	75	23	
9	ISV20BA13	21	19	40	22	20	42	15	16	14	12	14	71	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	44	43	44	40	22	191	73	71	73	66	62	
10	ISV20BA14	18	16	34	23	21	44	20	20	20	12	3	75	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	47	45	52	42	12	196	78	74	86	69	33	
11	ISV20BA15	0	0	0	15	8	23	20	20	14	8	13	75	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	28	28	37	24	21	136	46	46	61	39	59	
12	ISV20BA16	21	19	40	16	16	32	12	10	11	12	11	56	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	41	37	35	36	19	166	68	61	58	59	53	
13	ISV20BA17	23	22	45	22	24	46	15	12	15	9	9	60	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	47	43	46	42	18	195	78	71	76	70	51	
14	ISV20BA18	21	19	40	21	22	43	20	15	16	18	11	80	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	49	42	45	48	19	205	82	71	76	81	55	
15	ISV20BA19	19	19	38	0	0	0	0	0	0	0	0	0	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	26	26	7	7	7	74	44	44	12	12	21	
16	ISV20BA20	16	20	36	25	17	42	12	15	16	8	8	59	3	3	3	3	3	3.8	3.8	3.8	3.8	3.8	35	42	48	32	15	171	58	70	80	53	42	
17	ISV20BA21	19	17	36	23	19	42	20	18	15	5	17	75	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	46	42	45	31	24	190	77	71	76	52	70	
18	ISV20BA22	0	0	0	0	0	0	20	20	20	20	20	100	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	28	28	28	28	28	141	47	47	47	47	81	
19	ISV20BA23	21	19	40	20	20	40	20	18	16	15	17	86	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	48	44	43	42	24	202	80	74	72	70	69	
20	ISV20BA24	18	18	36	17	17	34	15	16	14	5	6	56	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	41	42	39	30	14	164	68	69	64	49	39	
21	ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	3	3	2.8	2.8	2.8	2.8	2.8	6	6	6	6	6	29	10	10	10	10	17	
22	ISV20BA26	0	0	0	23	22	45	15	18	15	18	25	91	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	22	25	45	47	32	173	37	42	76	79	93	
23	ISV20BA27	18	20	38	22	23	45	20	15	16	11	18	80	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	46	43	46	42	26	201	76	71	76	69	73	
24	ISV20BA28	19	17	36	23	23	46	20	15	18	15	22	90	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	47	40	49	46	30	214	79	67	82	77	87	
25	ISV20BA29	21	23	44	24	24	48	20	20	20	20	20	100	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	50	52	53	53	29	236	83	86	88	88	82	
26	ISV20BA30	22	22	44	25	24	49	18	19	19	20	19	95	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	49	50	53	53	28	231	81	83	88	88	79	
27	ISV20BA31	23	23	46	24	22	46	15	16	15	10	14	70	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	47	48	48	41	23	205	78	79	79	68	65	
28	ISV20BA32	19	19	38	15	20	35	12	15	18	16	19	80	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	39	42	41	44	27	192	65	70	68	73	77	
29	ISV20BA33	18	18	36	0	0	0	15	12	11	16	16	70	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	41	38	19	24	24	148	69	64	32	41	70	
30	ISV20BA34	0	0	0	21	19	40	15	12	11	10	12	60	3	3	3	3	3	3.6	3.6	3.6	3.6	3.6	22	19	39	36	19	133	36	31	64	59	53	
31	ISV20BA35	21	19	40	24	25	49	20	20	20	20	19	99	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	49	47	52	53	27	230	82	79	87	89	78	
32	ISV20BA36	22	22	44	23	23	46	18	20	20	19	20	97	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	47	49	50	49	27	224	79	82	84	82	78	
33	ISV20BA37	18	18	36	21	20	41	0	0	0	0	0	0	3	3	3	3	3	1.8	1.8	1.8	1.8	1.8	23	23	26	25	5	101	38	38	43	41	14	
34	ISV20BA38	23	23	46	23	23	46	20	20	20	20	19	99	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	52	52	52	52	28	235	86	86	86	86	79	
35	ISV20BA39	21	19	40	16	23	39	15	20	15	8	6	64	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	43	46	38	38	13	180	72	77	64	64	38	
<b>TOTAL</b>		571	564	1135	645	652	1297	534	523	504	448	450	2459	105	105	105	105	105	164	164	164	164	164	1374	1356	1418	1369	719	6238	2291	2261	2364	2282	2055	
<b>Total students</b>		35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
<b>Average</b>		16.3	16.1	32.429	18.4	18.6	37.057	15.3	14.9	14.4	12.8	12.9	70.257	3	3	3	3	3	4.7	4.7	4.7	4.7	4.7	39.3	38.8	40.5	39.1	20.6	178	65.4	64.6	67.5	65.2	58.7	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

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**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** To understand the basic components of research design.

**CO2-** To Gain an insight into the applications of research methods.

**CO3-** To equip students with various research analytical tools used in business research.

**CO4-** To equip students with necessary critical thinking skills using excel.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	DR. K S RAMAKRISHNA				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	RESEARCH METHODOLOGY			SUBJECT CODE	20MBA23
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2	2			1	
CO3			1	1	
CO4		2		1	
AVERAGE	1.5	2	1	1	
OVERALL MAPPING OF SUBJECT					1.37

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	61.44	0.61				
CO2	59.24	1.18			0.59	
CO3	60.49			0.60	0.60	
CO4	59.29		1.19		0.59	
AVERAGE	60.11	0.89	1.19	0.60	0.59	
FINAL ATTAINMENT LEVEL						0.81



Head of the Department  
M.S.A. Programme  
S.J.E.T., Tumkur



PRINCIPAL  
S.J.E.T., TUMAKURU.

Research Methodology

AY - 2020-21

SEM: II		IA TEST 1			IA TEST 2			IA TEST 3				Assignment and				SEE				Total				Total	% of Individual Co					
SL. NO.	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4		CO1	CO2	CO3	CO4	
		25	25	50	25	25	50	25	25	25	25	100	3.75	3.75	3.75	3.75	15	15	15	15	69	69	69	69						
1	ISV20BA03	22	22	44	22	19	41	21	22	23	20	86	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	52	53	54	48	207	75	77	78	70	
2	ISV20BA04	23	21	44	11	9	20	15	16	22	16	69	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	47	46	42	34	169	68	67	61	49	
3	ISV20BA05	21	21	42	16	16	32	15	12	21	22	70	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	46	43	47	48	185	67	63	68	70	
4	ISV20BA06	23	23	46	15	15	30	21	20	22	25	88	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	55	54	48	51	208	80	78	70	74	
5	ISV20BA07	22	18	40	12	13	25	15	16	15	22	68	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	46	43	36	44	169	67	62	52	64	
6	ISV20BA08	21	21	42	19	19	38	12	13	15	19	59	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	43	44	44	48	177	62	63	63	69	
7	ISV20BA10	0	0	0	21	20	41	0	0	0	0	0	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	9	9	30	29	77	13	13	43	42	
8	ISV20BA11	24	18	42	18	20	38	12	15	20	23	70	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	46	43	48	53	191	67	63	70	77	
9	ISV20BA13	23	23	46	15	17	32	11	10	21	23	65	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	44	43	46	50	181	63	62	66	72	
10	ISV20BA14	21	19	40	21	20	41	16	18	20	24	78	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	48	48	52	55	202	69	69	75	79	
11	ISV20BA15	0	0	0	16	14	30	15	14	12	19	60	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	25	24	38	43	128	36	34	54	62	
12	ISV20BA16	22	20	42	12	13	25	15	21	17	18	71	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	47	51	39	41	176	67	73	56	59	
13	ISV20BA17	23	23	46	23	21	44	14	20	21	23	78	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	48	54	55	55	212	70	78	80	80	
14	ISV20BA18	24	20	44	15	22	37	20	15	18	11	64	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	55	46	44	44	187	79	66	63	63	
15	ISV20BA19	19	11	30	15	18	33	18	19	18	19	74	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	46	39	42	46	173	67	57	61	67	
16	ISV20BA20	0	0	0	16	16	32	12	11	20	10	53	3.75	3.75	3.75	3.75	4.8	4.8	4.8	4.8	21	20	45	35	119	30	28	64	50	
17	ISV20BA21	23	21	44	17	18	35	15	14	15	17	61	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	47	44	41	44	177	68	64	60	64	
18	ISV20BA22	0	0	0	0	0	0	0	0	0	0	0	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	10	10	10	10	41	15	15	15	15	
19	ISV20BA23	21	19	40	19	13	32	10	15	16	16	57	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	40	43	44	38	165	58	62	64	55	
20	ISV20BA24	19	19	38	15	10	25	11	12	10	4	37	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	40	41	35	24	138	57	59	50	34	
21	ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	3.75	3.75	3.75	3.75	3.5	3.5	3.5	3.5	7	7	7	7	29	11	11	11	11	
22	ISV20BA26	0	0	0	16	13	29	24	22	15	18	79	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	33	31	40	40	145	48	45	58	58	
23	ISV20BA27	19	19	38	18	19	37	22	15	24	15	76	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	51	44	52	44	189	73	63	75	63	
24	ISV20BA28	21	19	40	22	20	42	25	24	15	23	87	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	57	54	48	54	211	82	78	69	78	
25	ISV20BA29	22	22	44	23	19	42	25	24	22	25	96	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	58	57	56	55	226	84	83	81	80	
26	ISV20BA30	22	22	44	24	18	42	22	21	22	22	87	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	55	54	57	51	216	79	78	82	74	
27	ISV20BA31	23	23	46	21	22	43	21	18	18	16	73	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	55	52	50	49	205	79	75	72	71	
28	ISV20BA32	21	19	40	15	13	28	22	15	16	22	75	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	53	44	41	45	182	76	63	59	65	
29	ISV20BA33	19	19	38	0	0	0	10	11	15	8	44	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	40	41	26	19	124	57	59	37	27	
30	ISV20BA34	0	0	0	21	19	40	10	5	8	8	31	3.75	3.75	3.75	3.75	4.5	4.5	4.5	4.5	18	13	37	35	104	26	19	54	51	
31	ISV20BA35	22	23	45	23	24	47	23	22	15	20	90	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	56	56	49	55	214	80	80	70	79	
32	ISV20BA36	23	21	44	16	20	36	25	23	21	24	93	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	57	53	46	53	210	83	77	67	77	
33	ISV20BA37	19	19	38	15	5	20	0	0	0	0	0	3.75	3.75	3.75	3.75	2.3	2.3	2.3	2.3	25	25	21	11	82	36	36	30	16	
34	ISV20BA38	23	23	46	21	19	40	21	20	18	20	79	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	55	54	50	50	209	80	78	72	72	
35	ISV20BA39	23	21	44	15	13	28	21	22	21	6	70	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	53	52	45	28	179	77	76	66	41	
<b>TOTAL</b>		608	569	1177	568	537	1105	539	525	556	558	2188	131	131	131	131	206	206	206	206	1484	1431	1461	1432	5807	2150	2074	2117	2075	
<b>Total students</b>		35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
<b>Average</b>		17.4	16.3	33.629	16.2	15.3	31.571	15.4	15	15.9	15.9	62.514	3.75	3.75	3.75	3.75	5.87	5.87	5.87	5.87	42.4	40.9	41.7	40.9	166	61.4	59.2	60.5	59.3	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Get an insight into the fundamentals of Operations Research and its definition, characteristics and phases

**CO2-**Use appropriate quantitative techniques to get feasible and optimal solutions

**CO3-**Understand the usage of game theory , Queuing Theory and Simulation for Solving Business Problems

**CO4-**Understand and apply the network diagram for project completion

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	OPERATIONS RESEARCH			SUBJECT CODE	20MBA24
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2	2			2	
CO3		2			
CO4			1	1	
AVERAGE	2	2	1	1.5	
OVERALL MAPPING OF SUBJECT					1.62

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	60.73	1.21				
CO2	59.95	1.20			1.20	
CO3	58.08		1.16			
CO4	55.56			0.56	0.56	
AVERAGE	58.58	1.20	1.16	0.56	0.88	
FINAL ATTAINMENT LEVEL						0.95

*R. L. Dhan*

*Prithvi*  
**Head of the Department**  
 M.S.A. Programme  
 S.J.E.T. Tumkur

*Manjunath*  
**PRINCIPAL**  
 SIET, TUMAKURU.

SEM: II		IA TEST 1			IA TEST 2			IA TEST 3				Assignment and				SEE				Total				Total	% of Individual Co					
SL. NO.	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4		CO1	CO2	CO3	CO4	
		25	25	50	25	25	50	25	25	25	25	100	3.75	3.75	3.75	3.75	15	15	15	15	69	69	69	69						
1	ISV20BA03	15	23	38	16	20	36	20	21	24	24	89	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	44	53	49	53	199	64	77	71	77	
2	ISV20BA04	21	15	36	0	0	0	22	23	24	9	78	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	52	47	33	18	150	75	68	48	26	
3	ISV20BA05	20	16	36	19	16	35	15	18	21	17	71	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	45	44	50	43	183	66	64	73	63	
4	ISV20BA06	23	23	46	23	22	45	21	22	15	19	77	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	55	56	49	52	212	80	81	71	75	
5	ISV20BA07	18	16	34	16	20	36	22	21	20	9	72	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	49	46	45	38	178	71	67	65	55	
6	ISV20BA08	16	18	34	18	16	34	21	15	18	14	68	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	47	43	46	40	174	67	62	66	57	
7	ISV20BA10	0	0	0	19	19	38	0	0	0	0	0	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	9	9	28	28	74	13	13	41	41	
8	ISV20BA11	18	20	38	21	20	41	15	20	5	15	55	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	43	50	36	45	175	63	73	53	66	
9	ISV20BA13	21	19	40	18	20	38	15	16	14	24	69	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	46	45	42	54	185	66	64	60	78	
10	ISV20BA14	17	17	34	16	16	32	24	25	24	24	97	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	52	53	51	51	206	75	76	74	74	
11	ISV20BA15	0	0	0	14	14	28	20	21	8	9	58	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	30	31	32	33	124	43	44	46	47	
12	ISV20BA16	21	19	40	15	6	21	18	15	15	7	55	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	49	44	40	23	154	70	63	57	33	
13	ISV20BA17	23	22	45	25	24	49	21	22	24	24	91	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	55	55	60	59	229	80	80	87	86	
14	ISV20BA18	21	19	40	21	19	40	20	21	18	12	71	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	52	51	50	42	193	75	73	72	60	
15	ISV20BA19	15	23	38	22	19	41	0	0	0	0	0	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	24	32	31	28	115	35	46	45	41	
16	ISV20BA20	22	14	36	19	13	32	0	0	0	0	0	3.75	3.75	3.75	3.75	4.8	4.8	4.8	4.8	31	23	28	22	102	44	33	40	31	
17	ISV20BA21	21	15	36	16	20	36	21	20	20	19	80	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	51	44	45	48	189	74	64	66	70	
18	ISV20BA22	0	0	0	0	0	0	0	0	0	0	0	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	10	10	10	10	41	15	15	15	15	
19	ISV20BA23	21	19	40	24	24	48	24	22	16	20	82	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	54	50	49	53	206	78	72	71	77	
20	ISV20BA24	19	17	36	23	18	41	10	12	7	5	34	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	39	39	40	33	149	56	56	57	47	
21	ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	3.75	3.75	3.75	3.75	3.5	3.5	3.5	3.5	7	7	7	7	29	11	11	11	11	
22	ISV20BA26	0	0	0	19	20	39	24	22	21	20	87	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	33	31	49	49	163	48	45	71	71	
23	ISV20BA27	18	20	38	21	20	41	24	20	18	15	77	3.75	3.75	3.75	3.75	5.8	5.8	5.8	5.8	52	50	49	45	194	75	72	70	64	
24	ISV20BA28	19	17	36	22	20	42	21	20	21	20	82	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	51	48	54	51	202	73	69	78	73	
25	ISV20BA29	21	23	44	19	19	38	25	25	25	25	100	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	57	59	55	55	226	83	86	80	80	
26	ISV20BA30	23	21	44	18	18	36	21	25	21	10	77	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	55	57	50	39	200	79	82	72	56	
27	ISV20BA31	24	22	46	19	20	39	24	24	22	11	81	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	59	57	52	42	209	85	82	75	61	
28	ISV20BA32	15	23	38	14	19	33	20	20	10	10	60	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	45	53	34	39	170	65	76	49	56	
29	ISV20BA33	16	20	36	0	0	0	15	16	11	11	53	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	42	47	22	22	131	60	67	31	31	
30	ISV20BA34	0	0	0	18	15	33	18	8	5	18	49	3.75	3.75	3.75	3.75	4.5	4.5	4.5	4.5	26	16	31	41	115	38	24	45	60	
31	ISV20BA35	21	19	40	19	16	35	17	20	24	24	85	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	49	50	54	51	202	70	72	78	73	
32	ISV20BA36	23	21	44	16	10	26	15	15	20	20	70	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	47	45	45	39	177	68	66	66	57	
33	ISV20BA37	18	18	36	5	8	13	0	0	0	0	0	3.75	3.75	3.75	3.75	2.3	2.3	2.3	2.3	24	24	11	14	73	35	35	16	20	
34	ISV20BA38	23	23	46	22	19	41	0	0	0	0	0	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	34	34	33	30	131	49	49	48	43	
35	ISV20BA39	21	19	40	23	23	46	23	21	15	17	76	3.75	3.75	3.75	3.75	5.5	5.5	5.5	5.5	53	49	47	49	199	77	71	68	71	
<b>TOTAL</b>		574	561	1135	580	553	1133	556	550	486	452	2044	131	131	131	131	206	206	206	206	1467	1448	1403	1342	5659	2126	2098	2033	1945	
<b>Total students</b>		35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
<b>Average</b>		16.4	16	32.429	16.6	15.8	32.371	15.9	15.7	13.9	12.9	58.4	3.75	3.75	3.75	3.75	5.87	5.87	5.87	5.87	41.9	41.4	40.1	38.3	162	60.7	59.9	58.1	55.6	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Students should get clear idea about the concept of Strategic Management, its relevance, Characteristics, process nature and purpose.

**CO2-**Student to acquire an understanding of how firms successfully institutionalize a strategy and create an organizational structure for domestic and overseas operations and gain competitive advantage.

**CO3-**To give the students an insight on strategy at different levels of an organization to gain competitive advantage.

**CO4-**To help students understand the strategic drive in multinational firms and their decisions in different markets.

**CO5-**To enable the students to gain knowledge of strategy implementation and the control measures for effective decision-making

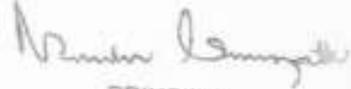
COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	STRATEGIC MANAGEMENT			SUBJECT CODE	20MBA25
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	3		2		
CO2		3			
CO3	2		3		
CO4					
CO5		3	2	2	2
AVERAGE	2.5	3	2.3	2	2
OVERALL MAPPING OF SUBJECT					2.36

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	59.35	1.78		1.19		
CO2	53.69		1.61			
CO3	47.45	0.95		1.42		
CO4	44.54					
CO5	49.01		1.47	0.98	0.98	0.98
AVERAGE	50.81	1.36	1.54	1.19	0.98	0.98
FINAL ATTAINMENT LEVEL						1.21

Grace Hemalatha

  
 Head of the Department  
 M.B.A. Programme  
 S.J.E.T. Tumkur.

  
 PRINCIPAL  
 SIET, TUMAKURU.

SEM: II		IA TEST 1			IA TEST 2			IA TEST 3					Assignment and Seminar					SEE					Total					Total	% of Individual CO					
SL. NO.	USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5		CO1	CO2	CO3	CO4	CO5
		25	25	50	25	25	50	20	20	20	20	20	100	3	3	3	3	3	12	12	12	12	12	60	60	60	60	35						
1	ISV20BA03	21	19	40	20	18	38	16	15	12	15	13	71	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	44	41	39	40	20	185	74	69	65	67	58
2	ISV20BA04	22	20	42	0	0	0	10	12	11	12	8	53	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	39	39	18	19	15	131	65	65	30	32	43
3	ISV20BA05	20	20	40	10	5	15	10	11	12	15	7	55	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	38	39	30	28	15	151	64	65	50	47	43
4	ISV20BA06	23	22	45	18	14	32	18	7	18	15	6	64	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	50	38	45	38	15	185	83	63	75	63	42
5	ISV20BA07	19	13	32	3	5	8	15	12	6	5	2	40	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	41	32	16	17	9	116	69	54	27	29	26
6	ISV20BA08	21	19	40	10	10	20	10	8	9	7	11	45	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	39	35	27	25	19	143	64	58	44	41	53
7	ISV20BA10	0	0	0	16	16	32	0	0	0	0	0	0	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	7	7	23	23	7	68	12	12	39	39	21
8	ISV20BA11	19	11	30	15	13	28	20	20	19	5	3	67	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	47	39	42	26	11	166	79	65	70	44	32
9	ISV20BA13	21	20	41	16	7	23	11	8	9	5	10	43	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	40	36	33	20	18	145	66	59	54	33	50
10	ISV20BA14	21	19	40	18	17	35	12	5	6	7	12	42	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	42	33	33	33	21	160	69	54	54	54	59
11	ISV20BA15	0	0	0	10	4	14	12	15	8	9	6	50	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	20	23	26	21	14	102	33	38	43	34	39
12	ISV20BA16	18	12	30	8	8	16	12	5	8	9	0	34	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	38	25	24	25	8	118	63	41	39	41	22
13	ISV20BA17	22	20	42	15	15	30	14	15	8	9	18	64	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	45	44	32	33	27	180	75	73	53	55	77
14	ISV20BA18	19	19	38	12	12	24	18	15	8	7	5	53	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	45	42	28	27	13	157	76	71	47	46	38
15	ISV20BA19	0	0	0	16	12	28	12	15	12	15	18	72	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	19	22	35	34	25	136	32	37	59	57	72
16	ISV20BA20	19	19	38	10	4	14	15	8	8	5	7	43	3	3	3	3	3	3.8	3.8	3.8	3.8	3.8	41	34	25	16	14	129	68	56	41	26	39
17	ISV20BA21	23	22	45	18	21	39	20	15	12	15	8	70	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	50	44	37	43	15	191	84	74	62	72	44
18	ISV20BA22	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	3	3	5.2	5.2	5.2	5.2	5.2	8	8	8	8	8	41	14	14	14	14	23
19	ISV20BA23	0	0	0	15	13	28	10	15	4	3	3	35	3	3	3	3	3	4.2	4.2	4.2	4.2	4.2	17	22	26	23	10	99	29	37	44	39	29
20	ISV20BA24	19	16	35	10	1	11	8	7	4	12	9	40	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	35	31	22	21	17	124	58	51	36	34	47
21	ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	3	3	2.8	2.8	2.8	2.8	2.8	6	6	6	6	6	29	10	10	10	10	17
22	ISV20BA26	21	19	40	15	6	21	12	12	10	11	18	63	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	40	38	32	24	25	161	67	64	54	41	73
23	ISV20BA27	24	12	36	11	7	18	10	11	12	10	16	59	3	3	3	3	3	4.6	4.6	4.6	4.6	4.6	42	31	31	25	24	151	69	51	51	41	67
24	ISV20BA28	21	19	40	11	12	23	20	15	15	16	18	84	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	49	42	34	36	26	189	82	71	57	61	75
25	ISV20BA29	23	22	45	16	20	36	20	15	18	16	17	86	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	52	46	43	45	26	211	86	76	71	75	74
26	ISV20BA30	24	20	44	15	20	35	12	15	15	16	18	76	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	45	44	39	45	27	198	74	73	64	74	76
27	ISV20BA31	19	19	38	16	21	37	12	13	14	15	17	71	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	40	41	39	45	26	189	66	68	64	74	73
28	ISV20BA32	21	22	43	11	7	18	0	0	0	0	0	0	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	29	30	19	15	8	100	48	50	31	25	22
29	ISV20BA33	21	19	40	0	0	0	14	5	8	5	12	44	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	43	32	16	13	20	126	72	54	27	22	58
30	ISV20BA34	0	0	0	12	13	25	12	5	8	4	14	43	3	3	3	3	3	3.6	3.6	3.6	3.6	3.6	19	12	27	24	21	101	31	19	44	39	59
31	ISV20BA35	23	21	44	21	19	40	15	14	12	15	18	74	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	46	43	41	42	26	200	77	72	69	71	75
32	ISV20BA36	22	20	42	12	8	20	15	18	12	16	15	76	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	44	45	31	31	22	175	74	76	52	52	64
33	ISV20BA37	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	3	3	1.8	1.8	1.8	1.8	1.8	5	5	5	5	5	24	8	8	8	8	14
34	ISV20BA38	24	23	47	15	15	30	12	16	12	13	16	69	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	45	48	36	37	25	190	75	80	60	61	71
35	ISV20BA39	19	19	38	16	12	28	11	5	6	4	6	32	3	3	3	3	3	4.4	4.4	4.4	4.4	4.4	37	31	29	23	13	135	62	52	49	39	38
<b>TOTAL</b>		569	506	1075	411	355	766	408	352	316	311	331	1718	105	105	105	105	105	164	164	164	164	164	1246	1127	996	935	600	4906	2077	1879	1661	1559	1715
<b>Total students</b>		35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
<b>Average</b>		16.3	14.5	30.714	11.7	10.1	21.886	11.7	10.1	9.03	8.89	9.46	49.086	3	3	3	3	3	4.7	4.7	4.7	4.7	4.7	35.6	32.2	28.5	26.7	17.2	140.2	59.4	53.7	47.4	44.5	49



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Students are given sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations/institutions of importance

**PO2:** Students are provided effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Students are instilled with leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Students are trained for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Students are equipped with self sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-**Display keen interest and orientation towards entrepreneurship, entrepreneurial opportunity Modules' in order to setup a business and to think creatively.

**CO2-**To know about the various business models and B-Plans across Business sectors.

**CO3-**Able to understand the importance of marketing and different forms of businesses.

**CO4-**Become aware about various sources of funding and institutions supporting entrepreneurs.

**CO5-**Awareness about legal aspects and ways to protect the ideas.

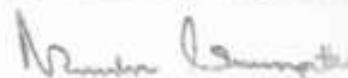
**CO6-**To understand the ways of starting a company and to know how to protect their ideas.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	II	ACADEMIC YEAR	2020-21
SUBJECT	ENTREPRENEURSHIP AND LEGAL ASPECTS			SUBJECT CODE	20MBA26
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	3				3
CO2	3	3			3
CO3	3		3	3	
CO4	3		3		
CO5	3		3		3
CO6	3		3		2
AVERAGE	3	3	3	3	2.75
OVERALL MAPPING OF SUBJECT					2.95

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	57.91	1.74				1.74
CO2	54.21	1.63	1.63			1.63
CO3	50.94	1.63		1.63	1.63	
CO4	49.90	1.63		1.63		
CO5	51.58	1.63		1.63		1.63
CO6	42.62	1.28		1.28		0.85
AVERAGE	51.16	1.64	1.63	1.54	1.63	1.46
FINAL ATTAINMENT LEVEL						1.58

  
 Head of the Department  
 M.B.A. Programme  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 S.J.E.T. TUMKUR

ENTREPRENEURSHIP AND LEGAL ASPECTS

AY - 2020-21

USN	IA TEST 1			IA TEST 2			IA TEST 3						Assignment and Seminar						SEE						Total						Total	% of Individual CO						
	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	CO6	TOTAL	CO1	CO2	CO3	CO4	CO5	CO6	CO1	CO2	CO3	CO4	CO5	CO6	CO1	CO2	CO3	CO4	CO5	CO6		CO1	CO2	CO3	CO4	CO5	CO6
	25	25	50	25	25	50	16	16	17	17	17	17	100	2.5	2.5	2.5	2.5	2.5	2.5	10	10	10	10	10	10	54	54	55	55	30	30							
ISV20BA03	21	19	40	18	18	36	8	7	8	9	6	5	43	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	35	32	32	33	12	11	155	65	59	58	60	40	37
ISV20BA04	0	0	0	0	0	0	9	10	9	9	9	8	54	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	15	16	15	15	15	14	90	28	30	27	27	50	47
ISV20BA05	21	20	41	12	14	26	9	10	9	10	10	9	57	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	37	37	28	31	17	16	165	68	68	51	56	56	53
ISV20BA06	23	21	44	16	15	31	15	13	12	10	12	10	72	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	45	41	35	34	19	17	193	84	77	64	62	64	58
ISV20BA07	20	20	40	15	10	25	9	9	8	9	6	5	46	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	35	35	29	22	12	11	144	65	65	53	40	40	37
ISV20BA08	21	21	42	13	13	26	8	9	8	9	6	5	45	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	35	36	27	25	12	11	148	65	67	50	46	41	38
ISV20BA10	0	0	0	15	13	28	0	0	0	0	0	0	0	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	6	6	21	19	6	6	64	11	11	38	35	20	20
ISV20BA11	22	20	42	14	15	29	9	10	9	10	10	10	58	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	38	37	30	32	17	17	170	70	68	54	58	56	56
ISV20BA13	24	18	42	14	15	29	9	10	9	8	8	8	52	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	39	34	29	29	14	14	161	73	64	53	53	48	48
ISV20BA14	21	21	42	15	20	35	15	10	12	10	12	7	66	2.5	2.5	2.5	2.5	2.5	2.5	4.67	4.67	4.67	4.67	4.67	4.67	43	38	34	39	19	14	188	80	71	62	71	64	47
ISV20BA15	0	0	0	12	11	23	8	9	8	9	6	5	45	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	14	15	26	23	12	11	103	27	28	48	42	41	38
ISV20BA16	21	19	40	12	11	23	9	10	9	9	9	8	54	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	36	35	27	26	15	14	155	67	65	50	48	51	48
ISV20BA17	25	19	44	18	21	39	15	10	12	10	12	8	67	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	47	36	37	40	19	15	196	88	67	68	73	64	51
ISV20BA18	21	20	41	12	17	29	5	6	5	4	10	7	37	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	33	33	24	34	17	14	155	61	61	44	62	57	47
ISV20BA19	0	0	0	18	8	26	15	10	12	10	14	8	69	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	21	16	36	28	20	14	135	39	30	65	51	67	47
ISV20BA20	0	0	0	6	6	12	5	6	5	4	10	7	38	2.5	2.5	2.5	2.5	2.5	2.5	3.17	3.17	3.17	3.17	3.17	3.17	11	12	17	22	16	13	89	20	22	30	39	52	42
ISV20BA21	21	21	42	15	20	35	10	9	12	10	14	8	63	2.5	2.5	2.5	2.5	2.5	2.5	3.67	3.67	3.67	3.67	3.67	3.67	37	36	33	40	20	14	181	69	67	60	73	67	47
ISV20BA22	0	0	0	0	0	0	0	0	0	0	0	0	0	2.5	2.5	2.5	2.5	2.5	2.5	4.33	4.33	4.33	4.33	4.33	4.33	7	7	7	7	7	7	41	13	13	12	12	23	23
ISV20BA23	22	19	41	15	14	29	8	9	8	9	8	5	47	2.5	2.5	2.5	2.5	2.5	2.5	3.50	3.50	3.50	3.50	3.50	3.50	36	34	29	28	14	11	152	67	63	53	51	47	37
ISV20BA24	16	23	39	12	12	24	8	9	8	9	8	7	49	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	30	38	26	26	14	13	149	56	71	48	48	48	44
ISV20BA25	0	0	0	0	0	0	0	0	0	0	0	0	0	2.5	2.5	2.5	2.5	2.5	2.5	2.33	2.33	2.33	2.33	2.33	2.33	5	5	5	5	5	5	29	9	9	9	9	16	16
ISV20BA26	21	19	40	15	18	33	10	9	12	10	14	8	63	2.5	2.5	2.5	2.5	2.5	2.5	3.67	3.67	3.67	3.67	3.67	3.67	37	34	33	38	20	14	177	69	63	60	69	67	47
ISV20BA27	0	0	0	15	18	33	15	13	14	11	13	8	74	2.5	2.5	2.5	2.5	2.5	2.5	3.83	3.83	3.83	3.83	3.83	3.83	21	19	35	37	19	14	147	40	36	64	68	64	48
ISV20BA28	24	18	42	21	19	40	15	15	12	15	14	11	82	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	46	40	40	40	21	18	205	85	74	73	73	70	60
ISV20BA29	22	21	43	18	19	37	15	13	14	11	13	10	76	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	44	41	39	39	20	17	202	82	77	72	72	68	58
ISV20BA30	22	22	44	21	12	33	14	9	12	10	14	8	67	2.5	2.5	2.5	2.5	2.5	2.5	4.67	4.67	4.67	4.67	4.67	4.67	43	38	40	33	21	15	191	80	71	73	60	71	51
ISV20BA31	23	21	44	15	19	34	15	13	14	11	13	10	76	2.5	2.5	2.5	2.5	2.5	2.5	4.67	4.67	4.67	4.67	4.67	4.67	45	41	36	39	20	17	199	84	76	66	71	67	57
ISV20BA32	21	19	40	17	6	23	5	6	5	8	5	3	32	2.5	2.5	2.5	2.5	2.5	2.5	4.00	4.00	4.00	4.00	4.00	4.00	33	32	29	18	12	10	131	60	58	52	32	38	32
ISV20BA33	24	18	42	0	0	0	8	6	5	8	5	3	35	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	39	31	12	12	12	10	116	72	57	22	22	40	33
ISV20BA34	0	0	0	16	16	32	5	6	5	8	5	2	31	2.5	2.5	2.5	2.5	2.5	2.5	3.00	3.00	3.00	3.00	3.00	3.00	11	12	27	27	11	8	93	19	21	48	48	35	25
ISV20BA35	21	22	43	18	16	34	10	7	12	10	14	8	61	2.5	2.5	2.5	2.5	2.5	2.5	4.50	4.50	4.50	4.50	4.50	4.50	38	36	37	37	21	15	184	70	67	67	67	70	50
ISV20BA36	23	21	44	14	-8	6	13	9	12	10	14	8	66	2.5	2.5	2.5	2.5	2.5	2.5	3.67	3.67	3.67	3.67	3.67	3.67	42	36	32	12	20	14	157	78	67	58	22	67	47
ISV20BA37	0	0	0	0	0	0	0	0	0	0	0	0	0	2.5	2.5	2.5	2.5	2.5	2.5	1.50	1.50	1.50	1.50	1.50	1.50	4	4	4	4	4	4	24	7	7	7	7	13	13
ISV20BA38	23	23	46	15	18	33	15	13	14	11	13	7	73	2.5	2.5	2.5	2.5	2.5	2.5	4.83	4.83	4.83	4.83	4.83	4.83	45	43	36	38	20	14	198	84	80	66	70	68	48
ISV20BA39	23	21	44	15	12	27	10	9	10	9	8	7	53	2.5	2.5	2.5	2.5	2.5	2.5	3.67	3.67	3.67	3.67	3.67	3.67	39	36	31	26	14	13	160	73	67	57	48	47	44
<b>TOTAL</b>	<b>546</b>	<b>506</b>	<b>1052</b>	<b>452</b>	<b>418</b>	<b>870</b>	<b>324</b>	<b>294</b>	<b>304</b>	<b>290</b>	<b>315</b>	<b>223</b>	<b>1751</b>	<b>87.5</b>	<b>87.5</b>	<b>87.5</b>	<b>87.5</b>	<b>87.5</b>	<b>137</b>	<b>137</b>	<b>137</b>	<b>137</b>	<b>137</b>	<b>137</b>	<b>1095</b>	<b>1025</b>	<b>981</b>	<b>961</b>	<b>540</b>	<b>448</b>	<b>5047</b>	<b>2027</b>	<b>1897</b>	<b>1783</b>	<b>1746</b>	<b>1798</b>	<b>1492</b>	
<b>Total students</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b></b>									



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Understand the apply the selling techniques in an organisation.

**CO2-** Develop a plan for organising, staffing & training sales force.

**CO3-** Organise sales territories to maximize selling effectiveness.

**CO4-** Evaluate sales management strategies.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	SALES MANAGEMENT			SUBJECT CODE	18MBAMM401
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2				1	
CO3	2				
CO4		2			
AVERAGE	2	2		1	
OVERALL MAPPING OF SUBJECT					1.66

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	78.87	1.58				
CO2	78.04				0.78	
CO3	73.96	1.48				
CO4	74.45		1.49			
AVERAGE	76.33	1.53	1.49		0.78	
FINAL ATTAINMENT LEVEL						1.26

*Bridan*

*Prathap B N*  
 head of the Department  
 M.B.A. Programme  
 S.I.E.T. Tumkur.

*Principals*  
 PRINCIPAL  
 SIET., TUMAKURU.

## SALES MANAGEMENT

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	55.75	55.75	56.75	56.75					
1SV19MBA01	22	23	45	15	25	40	10	12	11	7	40	3.75	3.75	3.75	3.75	10.0	10.0	10.0	10.0	46	49	40	46	82.1	87.4	70	80.6	
1SV19MBA02	25	22	47	20	22	42	12	11	12	12	47	3.75	3.75	3.75	3.75	7.0	7.0	7.0	7.0	48	44	43	45	85.7	78.5	75.3	78.9	
1SV19MBA03	23	25	48	24	22	46	12	12	12	12	48	3.75	3.75	3.75	3.75	8.5	8.5	8.5	8.5	47	49	48	46	84.8	88.3	85	81.5	
1SV19MBA04	25	24	49	25	23	48	12	12	13	12	49	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	48	47	49	46	86.1	84.3	86.3	81.1	
1SV19MBA05	24	23	47	23	24	47	12	10	12	13	47	3.75	3.75	3.75	3.75	8.5	8.5	8.5	8.5	48	45	47	49	86.5	81.2	83.3	86.8	
1SV19MBA06	23	25	48	24	22	46	12	12	12	12	48	3.75	3.75	3.75	3.75	9.8	9.8	9.8	9.8	49	51	50	48	87.0	90.6	87.2	83.7	
1SV19MBA07	22	18	40	22	22	44	0	0	0	0	0	3.75	3.75	3.75	3.75	9.0	9.0	9.0	9.0	35	31	35	35	62.3	55.2	61.2	61.2	
1SV19MBA08	25	23	48	23	23	46	12	12	13	11	48	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	48	46	47	45	86.1	82.5	82.8	79.3	
1SV19MBA09	24	23	47	23	22	45	12	11	12	12	47	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	49	47	48	47	87.9	84.3	84.6	82.8	
1SV19MBA10	23	19	42	20	18	38	0	0	0	0	0	3.75	3.75	3.75	3.75	9.0	9.0	9.0	9.0	36	32	33	31	64.1	57	57.7	54.2	
1SV19MBA12	23	24	47	21	23	44	12	12	12	11	47	3.75	3.75	3.75	3.75	9.8	9.8	9.8	9.8	49	50	47	48	87	88.8	81.9	83.7	
1SV19MBA13	24	16	40	18	18	36	10	12	9	9	40	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	44	38	37	37	78.5	67.7	64.8	64.8	
1SV19MBA14	20	23	43	22	20	42	0	0	0	0	0	3.75	3.75	3.75	3.75	9.8	9.8	9.8	9.8	34	37	36	34	60.1	65.5	62.6	59	
1SV19MBA15	24	21	45	17	23	40	12	12	11	10	45	3.75	3.75	3.75	3.75	8.3	8.3	8.3	8.3	48	45	40	45	86.1	80.7	70.5	79.3	
1SV19MBA16	21	21	42	16	22	38	0	0	0	0	0	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	34	34	29	35	61	61	51.1	61.7	
1SV19MBA17	21	22	43	21	21	42	10	12	11	10	43	3.75	3.75	3.75	3.75	8.0	8.0	8.0	8.0	43	46	44	43	76.7	82.1	77.1	75.3	
1SV19MBA18	22	27	49	21	25	46	12	12	13	12	49	3.75	3.75	3.75	3.75	8.0	8.0	8.0	8.0	46	51	46	49	82.1	91	80.6	85.9	
1SV19MBA19	23	22	45	25	20	45	12	9	13	11	45	3.75	3.75	3.75	3.75	8.8	8.8	8.8	8.8	48	44	51	44	85.2	78	89	76.7	
1SV19MBA20	22	21	43	20	20	40	11	12	10	10	43	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	44	44	41	41	78	78	71.4	71.4	
1SV19MBA21	20	22	42	20	18	38	0	0	0	0	0	3.75	3.75	3.75	3.75	7.3	7.3	7.3	7.3	31	33	31	29	55.6	59.2	54.6	51.1	
1SV19MBA22	25	24	49	23	25	48	12	12	13	12	49	3.75	3.75	3.75	3.75	9.8	9.8	9.8	9.8	51	50	50	51	90.6	88.8	87.2	89	
1SV19MBA23	23	23	46	22	20	42	0	0	0	0	0	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	36	36	35	33	64.6	64.6	61.7	58.1	
1SV19MBA24	23	24	47	20	24	44	11	11	12	13	47	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	45	46	43	48	79.8	81.6	74.9	83.7	
1SV19MBA25	24	25	49	22	24	46	12	12	12	13	49	3.75	3.75	3.75	3.75	10.3	10.3	10.3	10.3	50	51	48	51	89.7	91.5	84.6	89.9	
1SV19MBA26	25	24	49	24	20	44	12	12	13	12	49	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	50	49	50	45	89.7	87.9	88.1	79.3	
1SV19MBA27	22	23	45	16	24	40	11	12	10	12	45	3.75	3.75	3.75	3.75	6.3	6.3	6.3	6.3	43	45	36	46	77.1	80.7	63.4	81.1	
1SV19MBA28	25	22	47	19	19	38	0	0	0	0	0	3.75	3.75	3.75	3.75	6.0	6.0	6.0	6.0	35	32	29	29	62.3	57	50.7	50.7	
1SV19MBA29	22	23	45	19	23	42	10	11	12	12	45	3.75	3.75	3.75	3.75	10.0	10.0	10.0	10.0	46	48	45	49	82.1	85.7	78.9	85.9	
1SV19MBA30	22	24	46	21	19	40	11	11	12	12	46	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	43	45	43	41	77.6	81.2	76.2	72.7	
1SV19MBA31	23	24	47	23	21	44	11	11	12	13	47	3.75	3.75	3.75	3.75	9.3	9.3	9.3	9.3	47	48	48	47	84.3	86.1	84.6	82.8	
1SV19MBA32	24	21	45	22	18	40	12	12	9	12	45	3.75	3.75	3.75	3.75	8.5	8.5	8.5	8.5	48	45	43	42	86.5	81.2	76.2	74.4	
1SV19MBA33	24	24	48	21	21	42	12	12	12	12	48	3.75	3.75	3.75	3.75	7.5	7.5	7.5	7.5	47	47	44	44	84.8	84.8	78	78	
1SV19MBA34	25	22	47	22	23	45	12	12	12	11	47	3.75	3.75	3.75	3.75	9.5	9.5	9.5	9.5	50	47	47	47	90.1	84.8	83.3	83.3	
1SV19MBA35	18	26	44	18	24	42	11	11	12	10	44	3.75	3.75	3.75	3.75	7.8	7.8	7.8	7.8	41	49	42	46	72.6	87	73.1	80.2	
1SV19MBA36	19	21	40	16	18	34	9	8	12	11	40	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	38	39	38	39	68.6	70.4	67.4	69.2	
1SV19MBA37	23	23	46	17	23	40	12	11	12	11	46	3.75	3.75	3.75	3.75	8.5	8.5	8.5	8.5	47	46	41	46	84.8	83	72.7	81.5	
1SV19MBA38	19	21	40	23	13	36	0	0	0	0	0	3.75	3.75	3.75	3.75	5.3	5.3	5.3	5.3	28	30	32	22	50.2	53.8	56.4	38.8	
1SV19MBA40	24	23	47	16	24	40	12	11	12	12	47	3.75	3.75	3.75	3.75	10.0	10.0	10.0	10.0	50	48	42	50	89.2	85.7	73.6	87.7	
1SV19MBA41	23	24	47	20	22	42	12	12	12	11	47	3.75	3.75	3.75	3.75	6.8	6.8	6.8	6.8	46	47	43	44	81.6	83.4	74.9	76.7	
1SV19MBA42	23	24	47	21	24	45	12	11	13	11	47	3.75	3.75	3.75	3.75	7.5	7.5	7.5	7.5	46	46	45	46	83	83	79.7	81.5	
1SV18MBA24	25	22	47	25	17	42	12	11	12	12	47	3.75	3.75	3.75	3.75	6.5	6.5	6.5	6.5	47	43	47	39	84.8	77.6	83.3	69.2	
1SV18MBA29	25	15	40	19	17	36	10	10	9	9	38	3.75	3.75	3.75	3.75	6.3	6.3	6.3	6.3	45	35	38	36	80.7	62.8	67	63.4	
1SV18MBA31	18	20	38	17	17	34	12	9	10	9	40	3.75	3.75	3.75	3.75	7.5	7.5	7.5	7.5	41	40	38	37	74	72.2	67.4	65.6	
<b>TOTAL</b>	<b>980</b>	<b>966</b>	<b>1946</b>	<b>886</b>	<b>913</b>	<b>1799</b>	<b>401</b>	<b>395</b>	<b>409</b>	<b>394</b>	<b>1599</b>	<b>161</b>	<b>161</b>	<b>161</b>	<b>161</b>	<b>349</b>	<b>349</b>	<b>349</b>	<b>349</b>	<b>1891</b>	<b>1871</b>	<b>1805</b>	<b>1817</b>	<b>3391</b>	<b>3356</b>	<b>3180</b>	<b>3201</b>	
<b>Total students</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>	<b>43</b>
<b>Average</b>	<b>22.8</b>	<b>22.5</b>	<b>45.256</b>	<b>20.6</b>	<b>21.2</b>	<b>41.837</b>	<b>9.33</b>	<b>9.19</b>	<b>9.51</b>	<b>9.16</b>	<b>37.186</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>8.1</b>	<b>8.1</b>	<b>8.1</b>	<b>8.1</b>	<b>43.97</b>	<b>43.51</b>	<b>41.97</b>	<b>42.25</b>	<b>78.9</b>	<b>78</b>	<b>74</b>	<b>74.4</b>	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Define and apply knowledge of various aspects of managerial decision making related to marketing communications strategy and tactics.

**CO2-** Ability to create an integrated marketing communications plan which includes promotional strategies.

**CO3-** Explain the role of IMC in the overall marketing & Use effectiveness measures to evaluate IMC strategies.

**CO4-** Prepare advertising copy and design other basic IMC tools.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	INTEGRATED MARKETING COMMUNICATION			SUBJECT CODE	18MBAMM402
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2	2		3		
CO3	3				
CO4	3	2		2	3
AVERAGE	2.75	2	3	2	3
OVERALL MAPPING OF SUBJECT					2.55

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	77.47	2.32				
CO2	77.30	1.55		2.32		
CO3	73.09	2.19				
CO4	71.01	2.13	1.42		1.42	2.13
AVERAGE	74.72	2.04	1.42	2.32	1.42	2.13
FINAL ATTAINMENT LEVEL						1.86

Head of the  
M.B.A. Programme  
S.J.E.T. Tumkur

Principal  
S.J.E.T. Tumkur

INTEGRATED MARKETING COMMUNICATION

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO							
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4				
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57								
15V19MBA01	20	22	42	18	18	36	12	10	12	8	42	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	43	43	41	37	77.2	77.2	72.4	65.4				
15V19MBA02	21	24	45	19	25	44	11	11	12	11	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	45	48	44	49	79.9	85.3	76.8	85.5				
15V19MBA03	22	23	45	20	24	44	12	12	11	10	45	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	46	47	43	46	82.1	83.9	75.4	80.7				
15V19MBA04	25	23	48	22	24	46	12	12	13	11	48	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	50	48	48	48	89.7	86.2	84.6	84.6				
15V19MBA05	23	19	42	23	19	42	11	10	12	9	42	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	46	41	47	40	81.3	72.3	81.6	69.3				
15V19MBA06	20	25	45	25	19	44	12	12	11	10	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	45	50	49	42	79.9	88.8	85.5	73.2				
15V19MBA07	22	20	42	22	14	36	0	0	0	0	0	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	34	32	34	26	60.3	56.7	59.2	45.2				
15V19MBA08	22	24	46	20	24	44	12	11	12	11	46	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	47	48	45	48	83.5	85.3	78.5	83.8				
15V19MBA09	23	23	46	22	20	42	11	12	12	11	46	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	47	48	47	44	83	84.8	81.6	76.3				
15V19MBA10	23	21	44	20	18	38	0	0	0	0	0	3.8	3.8	3.8	3.8	10.3	10.3	10.3	10.3	37	35	34	32	66.1	62.5	59.6	56.1				
15V19MBA12	22	22	44	20	22	42	12	11	11	10	44	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	45	44	42	43	80.4	78.6	73.7	75.4				
15V19MBA13	20	22	42	17	17	34	12	11	12	7	42	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	45	46	42	37	80.8	82.6	74.1	65.4				
15V19MBA14	22	22	44	19	19	38	0	0	0	0	0	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	34	34	31	31	60.3	60.3	53.9	53.9				
15V19MBA15	23	23	46	18	24	42	12	12	11	11	46	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	47	47	41	47	83.5	83.5	71.5	82				
15V19MBA16	21	21	42	16	22	38	0	0	0	0	0	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	32	32	27	33	57.1	57.1	47.4	57.9				
15V19MBA17	21	23	44	22	16	38	11	12	11	10	44	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	44	47	45	38	77.7	83	78.1	65.8				
15V19MBA18	22	24	46	15	25	40	12	12	11	11	46	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	48	50	40	50	84.8	88.4	69.3	86.8				
15V19MBA19	23	21	44	19	24	43	12	11	12	9	44	3.8	3.8	3.8	3.8	10.5	10.5	10.5	10.5	49	46	45	47	87.9	82.6	79.4	82.9				
15V19MBA20	25	20	45	24	14	38	12	10	11	12	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	50	43	48	39	88.8	76.3	83.8	68				
15V19MBA21	25	19	44	16	22	38	0	0	0	0	0	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	36	30	27	33	63.8	53.1	46.9	57.5				
15V19MBA22	23	25	48	22	24	46	12	12	13	11	48	3.8	3.8	3.8	3.8	10.8	10.8	10.8	10.8	50	52	50	50	88.4	92	86.8	86.8				
15V19MBA23	22	23	45	20	22	42	0	0	0	0	0	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	35	36	33	35	62.5	64.3	57.9	61.4				
15V19MBA24	24	22	46	22	20	42	11	12	11	12	46	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	46	45	44	43	82.1	80.4	77.2	75.4				
15V19MBA25	22	25	47	23	21	44	12	12	11	12	47	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	45	48	45	44	79.9	85.3	78.5	76.8				
15V19MBA26	22	24	46	24	18	42	12	12	11	11	46	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	46	48	47	41	82.1	85.7	82.5	71.9				
15V19MBA27	23	21	44	22	18	40	11	11	10	12	44	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	45	43	43	41	80.8	77.2	75.9	72.4				
15V19MBA28	23	20	43	20	20	40	0	0	0	0	0	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	33	30	30	30	58.5	53.1	52.2	52.2				
15V19MBA29	22	20	42	20	22	42	11	12	12	7	42	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	46	45	45	42	81.3	79.5	78.1	72.8				
15V19MBA30	20	24	44	24	17	41	10	11	11	12	44	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	42	47	47	41	75	83.9	82.5	71.9				
15V19MBA31	22	24	46	25	19	44	12	12	11	11	46	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	47	49	49	43	84.4	87.9	86.4	75.9				
15V19MBA32	21	23	44	19	21	40	12	10	11	11	44	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	46	46	43	45	82.6	82.6	75.9	79.4				
15V19MBA33	22	23	45	18	23	41	11	11	10	13	45	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	45	46	40	48	79.5	81.3	69.3	83.3				
15V19MBA34	23	22	45	20	21	41	12	11	11	11	45	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	48	46	44	45	86.2	82.6	77.6	79.4				
15V19MBA35	24	22	46	21	21	42	12	12	10	12	46	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	48	46	43	45	84.8	81.3	74.6	78.1				
15V19MBA36	21	21	42	21	15	36	11	12	10	9	42	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	43	44	42	35	76.3	78.1	73.2	61				
15V19MBA37	22	22	44	22	19	41	11	10	10	13	44	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	46	45	45	45	81.3	79.5	78.1	78.1				
15V19MBA38	20	22	42	20	14	34	0	0	0	0	0	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	31	33	31	25	54.5	58	53.5	43				
15V19MBA40	22	22	44	19	25	44	12	11	11	10	44	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	47	46	43	48	83.9	82.1	75.4	84.2				
15V19MBA41	20	24	44	25	13	38	12	11	10	11	44	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	44	47	47	36	79	84.4	82.9	63.6				
15V19MBA42	25	20	45	22	22	44	11	10	12	12	45	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	48	42	46	46	85.3	74.6	80.3	80.3				
15V18MBA24	22	22	44	20	20	40	11	12	11	10	44	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	43	44	41	40	76.3	78.1	71.5	69.7				
15V18MBA29	19	23	42	21	13	34	8	10	11	6	35	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	37	43	42	29	65.6	76.3	73.2	50.4				
15V18MBA31	18	17	35	17	19	36	12	10	10	10	42	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	41	38	38	40	72.8	67.4	66.2	69.7				
TOTAL	947	952	1899	884	857	1741	402	393	391	367	1553	161	161	161	161	355	355	355	355	1865.5	1861.5	1791.5	1740.5	3331	3324	3143	3054				
Total students	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43			
Average	22	22.1	44.163	20.6	19.9	40.488	9.35	9.14	9.09	8.53	36.116	3.75	3.75	3.75	3.75	8.26	8.26	8.26	8.26	43.3837	43.2907	41.6628	40.4767	77.5	77.3	73.1	71				



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Recognize appropriate e-marketing objectives.

**CO2-** Appreciate the e-commerce framework and technology.

**CO3-** Illustrate the use of search engine marketing, online advertising and marketing strategies.

**CO4-** Use social media & create templates.

**CO5-** Develop social media strategy's to solve business problems.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	DIGITAL & SOCIAL MEDIA MARKETING			SUBJECT CODE	18MBAMM403
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2			3		
CO3					2
CO4	2				
CO5		3		3	
AVERAGE	2.5	3	3	3	2
OVERALL MAPPING OF SUBJECT					2.7

### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	78.01	2.34				
CO2	78.38			2.35		
CO3	74.57					1.49
CO4	73.73	1.47				
CO5	65.88		1.98		1.98	
AVERAGE	74.11	3.47	1.98	2.35	1.98	1.49
FINAL ATTAINMENT LEVEL						2.25

*R. P. D.*

*Prathap B N*  
 head of the C.  
 M.B.A. Programme  
 S.I.E.T. Tumkur

*Prathap B N*  
 PRINCIPAL  
 SIET, TUMAKURU

DIGITAL & SOCIAL MEDIA MARKETING

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and Seminar					SEE					Total					% of Individual CO						
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO5	TOTAL	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	CO1	CO2	CO3	CO4	CO5	
	25	25	50	25	25	50	10	10	10	10	10	50	3	3	3	3	3	12	12	12	12	12	50	50	50	50	25						
15V19MBA01	20	22	42	18	18	36	8	9	10	6	9	42	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	37	40	37	33	18	74	80	74	66	72	
15V19MBA02	21	24	45	19	25	44	10	8	10	9	8	45	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	41	42	39	44	18	82.4	84.4	78.4	88.4	72.8	
15V19MBA03	22	23	45	20	24	44	8	10	9	10	8	45	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	40	43	39	44	18	79.2	85.2	77.2	87.2	70.4	
15V19MBA04	25	23	48	22	24	46	10	9	10	9	10	48	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	46	43	43	44	21	91.2	85.2	85.2	87.2	82.4	
15V19MBA05	23	19	42	23	19	42	8	9	10	10	5	42	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	40	37	42	38	14	80.4	74.4	84.4	76.4	56.8	
15V19MBA06	20	25	45	25	19	44	9	10	7	9	10	45	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	39	45	42	38	20	78.4	90.4	84.4	76.4	80.8	
15V19MBA07	22	20	42	22	14	36	0	0	0	0	0	0	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	31	29	31	23	9	62.8	58.8	62.8	46.8	37.6	
15V19MBA08	22	24	46	20	24	44	10	10	8	10	8	46	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	42	44	38	44	18	84.4	88.4	76.4	88.4	72.8	
15V19MBA09	23	23	46	22	20	42	10	9	9	9	9	46	3	3	3	3	3	7.0	7.0	7.0	7.0	7.0	43	42	41	39	19	86	84	82	78	76	
15V19MBA10	23	21	44	20	18	38	0	0	0	0	0	0	3	3	3	3	3	8.2	8.2	8.2	8.2	8.2	34	32	31	29	11	68.4	64.4	62.4	58.4	44.8	
15V19MBA12	22	22	44	20	22	42	10	8	9	7	10	44	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	41	39	38	38	19	81.6	77.6	75.6	75.6	75.2	
15V19MBA13	20	22	42	17	17	34	9	9	8	9	7	42	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	40	42	36	37	18	79.2	83.2	71.2	73.2	70.4	
15V19MBA14	22	22	44	19	19	38	0	0	0	0	0	0	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	31	31	28	28	9	62.8	62.8	56.8	56.8	37.6	
15V19MBA15	23	23	46	18	24	42	10	8	9	10	9	46	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	42	40	36	43	18	84.8	80.8	72.8	86.8	73.6	
15V19MBA16	21	21	42	16	22	38	0	0	0	0	0	0	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	30	30	25	31	9	59.6	59.6	49.6	61.6	35.2	
15V19MBA17	21	23	44	22	16	38	10	8	8	9	9	44	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	40	40	39	34	18	80.4	80.4	78.4	68.4	72.8	
15V19MBA18	22	24	46	15	25	40	9	10	9	9	9	46	3	3	3	3	3	7.8	7.8	7.8	7.8	7.8	42	45	35	45	20	83.6	89.6	69.6	89.6	79.2	
15V19MBA19	23	21	44	19	24	43	8	9	8	9	10	44	3	3	3	3	3	8.4	8.4	8.4	8.4	8.4	42	41	38	44	21	84.8	82.8	76.8	88.8	85.6	
15V19MBA20	25	20	45	24	14	38	9	9	9	9	9	45	3	3	3	3	3	7.2	7.2	7.2	7.2	7.2	44	39	43	33	19	88.4	78.4	86.4	66.4	76.8	
15V19MBA21	25	19	44	16	22	38	0	0	0	0	0	0	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	34	28	25	31	9	67.2	55.2	49.2	61.2	34.4	
15V19MBA22	23	25	48	22	24	46	10	9	10	10	9	48	3	3	3	3	3	8.6	8.6	8.6	8.6	8.6	45	46	44	46	21	89.2	91.2	87.2	91.2	82.4	
15V19MBA23	22	23	45	20	22	42	0	0	0	0	0	0	3	3	3	3	3	7.4	7.4	7.4	7.4	7.4	32	33	30	32	10	64.8	66.8	60.8	64.8	41.6	
15V19MBA24	24	22	46	22	20	42	10	10	8	9	9	46	3	3	3	3	3	5.8	5.8	5.8	5.8	5.8	43	41	39	38	18	85.6	81.6	77.6	75.6	71.2	
15V19MBA25	22	25	47	23	21	44	9	8	10	10	10	47	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	40	42	42	40	19	79.2	83.2	83.2	79.2	74.4	
15V19MBA26	22	24	46	24	18	42	9	9	9	9	10	46	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	41	43	43	37	20	81.2	85.2	85.2	73.2	78.4	
15V19MBA27	23	21	44	22	18	40	10	10	8	7	9	44	3	3	3	3	3	6.0	6.0	6.0	6.0	6.0	42	40	39	34	18	84	80	78	68	72	
15V19MBA28	23	20	43	20	20	40	0	0	0	0	0	0	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	31	28	28	28	8	61.6	55.6	55.6	55.6	31.2	
15V19MBA29	22	20	42	20	22	42	8	8	8	9	9	42	3	3	3	3	3	7.0	7.0	7.0	7.0	7.0	40	38	38	41	19	80	76	76	82	76	
15V19MBA30	20	24	44	24	17	41	10	10	6	10	8	44	3	3	3	3	3	6.6	6.6	6.6	6.6	6.6	40	44	40	37	18	79.2	87.2	79.2	73.2	70.4	
15V19MBA31	22	24	46	25	19	44	10	10	9	8	9	46	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	43	45	45	38	20	85.2	89.2	89.2	75.2	78.4	
15V19MBA32	21	23	44	19	21	40	10	10	10	10	4	44	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	42	44	40	42	15	83.2	87.2	79.2	83.2	58.4	
15V19MBA33	22	23	45	18	23	41	5	10	10	10	10	45	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	36	42	37	42	19	72.4	84.4	74.4	84.4	76.8	
15V19MBA34	23	22	45	20	21	41	6	9	10	10	10	45	3	3	3	3	3	7.6	7.6	7.6	7.6	7.6	40	42	41	42	21	79.2	83.2	81.2	83.2	82.4	
15V19MBA35	24	22	46	21	21	42	10	9	9	10	8	46	3	3	3	3	3	6.2	6.2	6.2	6.2	6.2	43	40	39	40	17	86.4	80.4	78.4	80.4	68.8	
15V19MBA36	21	21	42	21	15	36	10	10	10	6	6	42	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	40	40	40	30	15	79.2	79.2	79.2	59.2	58.4	
15V19MBA37	22	22	44	22	19	41	8	9	8	9	10	44	3	3	3	3	3	7.0	7.0	7.0	7.0	7.0	40	41	40	38	20	80	82	80	76	80	
15V19MBA38	20	22	42	20	14	34	0	0	0	0	0	0	3	3	3	3	3	5.4	5.4	5.4	5.4	5.4	28	30	28	22	8	56.8	60.8	56.8	44.8	33.6	
15V19MBA40	22	22	44	19	25	44	9	9	9	8	9	44	3	3	3	3	3	7.4	7.4	7.4	7.4	7.4	41	41	38	43	19	82.8	82.8	76.8	86.8	77.6	
15V19MBA41	20	24	44	25	13	38	9	9	9	7	10	44	3	3	3	3	3	6.8	6.8	6.8	6.8	6.8	39	43	44	30	20	77.6	85.6	87.6	59.6	79.2	
15V19MBA42	25	20	45	22	22	44	10	10	5	10	10	45	3	3	3	3	3	6.4	6.4	6.4	6.4	6.4	44	39	36	41	19	88.8	78.8	72.8	82.8	77.6	
15V18MBA24	22	22	44	20	20	40	10	10	8	9	7	44	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	40	40	36	37	15	79.6	79.6	71.6	73.6	59.2	
15V18MBA29	19	23	42	21	13	34	9	8	7	10	1	35	3	3	3	3	3	4.8	4.8	4.8	4.8	4.8	36	39	36	31	9	71.6	77.6	71.6	61.6	35.2	
15V18MBA31	18	17	35	17	19	36	7	8	10	10	7	42	3	3	3	3	3	5.6	5.6	5.6	5.6	5.6	34	34	36	38	16	67.2	67.2	71.2	75.2	62.4	
TOTAL	947	952	1899	884	857	1741	317	320	306	315	295	1553	129	129	129	129	129	284	284	284	284	284	1677.2	1685.2	1603.2	1585.2	708.2	3354	3370	3206	3170	2833	
Total students	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43
Average	22	22.1	44.163	20.6	19.9	40.488	7.37	7.44	7.12	7.33	6.86	36.116	3	3	3	3	3	6.61	6.61	6.61	6.61	6.61	39.0047	39.1907	37.2837	36.8651	16.4698	78	78.4	74.6	73.7	65.9	



SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY

SIRA ROAD, TUMKUR- 572 106.

**DEPARTMENT OF MBA**

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**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Understand M&A with its different classifications, strategies, theories, synergy etc.

**CO2-** Conduct financial evaluation of M&A

**CO3-** Analyse the results after evaluation.

**CO4-** Critically evaluate different types of M&A, takeover and antitakeover strategies.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. NANDAN				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	MERGERS, ACQUISITIONS & CORPORATE RESTRUCTURING		SUBJECT CODE	18MBAFM401	
<b>CO &amp; PO MAPPING</b>					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2				1	
CO3	2				
CO4		2			
AVERAGE	2	2		1	
OVERALL MAPPING OF SUBJECT					1.6

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	73.13	1.46				
CO2	72.68				0.73	
CO3	73.45	1.47				
CO4	67.41		1.35			
AVERAGE	71.67	1.46	1.35		0.73	
FINAL ATTAINMENT LEVEL						1.1

Nandan

  
 Head of the Dept. of  
 M.B.A. Programme  
 S.J.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

MERGERS, ACQUISITIONS & CORPORATE RESTRUCTURING

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57					
15V19MBA01	22	23	45	15	21	36	12	10	9	7	38	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	44	43	34	38	78.1	76.3	59.2	66.2	
15V19MBA02	23	15	38	23	21	44	10	8	9	11	38	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	45	35	44	44	80.4	62.5	77.2	77.2	
15V19MBA03	21	22	43	23	23	46	11	12	10	10	43	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	42	44	43	43	75	78.6	75.4	75.4	
15V19MBA04	25	23	48	24	24	48	12	12	11	13	48	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	49	47	47	49	87.1	83.5	82	85.5	
15V19MBA05	18	23	41	22	20	42	10	9	10	12	41	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	39	43	43	43	70.1	77.2	75.9	75.9	
15V19MBA06	21	19	40	24	24	48	9	8	12	11	40	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	40	37	46	45	71	65.6	80.3	78.5	
15V19MBA07	19	17	36	18	18	36	0	0	0	0	0	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	30	28	29	29	52.7	49.1	50	50	
15V19MBA08	21	19	40	21	19	40	10	12	11	7	40	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	44	44	45	39	79	79	79.4	68.9	
15V19MBA09	18	18	36	23	21	44	10	11	12	3	36	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	39	40	46	35	70.1	71.9	81.1	61.8	
15V19MBA10	21	21	42	18	14	32	0	0	0	0	0	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	31	31	28	24	54.9	54.9	48.7	41.7	
15V19MBA12	22	20	42	22	20	42	10	11	12	9	42	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	44	43	46	41	79	77.2	81.1	72.4	
15V19MBA13	17	19	36	16	16	32	12	11	8	5	36	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	40	41	35	32	71.9	73.7	61.8	56.6	
15V19MBA15	22	20	42	21	19	40	11	9	10	12	42	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	47	43	45	45	83	75.9	78.1	78.1	
15V19MBA18	24	16	40	25	23	48	11	12	8	9	40	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	47	40	45	44	84.4	71.9	79.4	77.6	
15V19MBA19	24	16	40	23	23	46	10	10	11	9	40	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	47	39	47	45	84.4	70.1	82.9	79.4	
15V19MBA20	19	19	38	18	20	38	11	12	9	6	38	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	40	41	37	36	71.4	73.2	64.9	63.2	
15V19MBA22	24	24	48	25	23	48	12	12	11	13	48	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	49	49	49	49	87.5	87.5	86	86	
15V19MBA24	18	20	38	23	21	44	12	10	11	5	38	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	41	41	45	37	72.3	72.3	78.1	64	
15V19MBA25	22	24	46	24	22	46	11	11	12	12	46	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	44	46	47	45	78.1	81.7	82	78.5	
15V19MBA26	25	23	48	22	18	40	11	12	13	12	48	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	48	47	47	42	86.2	84.4	82.9	74.1	
15V19MBA27	19	19	38	19	19	38	10	11	9	8	38	3.8	3.8	3.8	3.8	10.8	10.8	10.8	10.8	44	45	43	42	77.7	79.5	74.6	72.8	
15V19MBA28	21	21	42	23	21	44	0	0	0	0	0	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	33	33	35	33	58	58	60.5	57	
15V19MBA29	18	18	36	24	14	38	8	9	10	9	36	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	37	38	45	34	66.5	68.3	79.4	60.1	
15V19MBA30	21	19	40	21	20	41	10	12	11	7	40	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	42	42	43	38	74.1	74.1	74.6	65.8	
15V19MBA31	19	19	38	22	22	44	10	11	11	6	38	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	41	42	45	40	72.3	74.1	78.1	69.3	
15V19MBA32	18	20	38	23	17	40	10	10	12	6	38	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	39	41	46	34	70.1	73.7	81.1	60.1	
15V19MBA33	21	19	40	21	19	40	10	11	11	8	40	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	41	40	42	37	72.8	71	73.2	64.5	
15V19MBA35	23	25	48	23	22	45	12	12	11	13	48	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	48	50	47	48	85.3	88.8	82	83.8	
15V19MBA36	17	21	38	19	17	36	11	10	9	8	38	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	38	41	38	35	67.9	73.2	66.7	61.4	
15V19MBA37	16	22	38	21	19	40	10	8	9	11	38	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	37	41	41	41	66.1	73.2	71.9	71.9	
15V19MBA38	18	18	36	22	10	32	0	0	0	0	0	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	29	29	33	21	52.2	52.2	58.3	37.3	
15V19MBA40	22	18	40	21	21	42	11	10	12	7	40	3.8	3.8	3.8	3.8	4.0	4.0	4.0	4.0	41	36	41	36	72.8	63.8	71.5	62.7	
15V19MBA41	16	20	36	22	20	42	11	12	11	2	36	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	40	45	46	35	71.9	80.8	81.1	61.8	
15V19MBA42	18	18	36	21	19	40	10	10	9	7	36	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	40	40	42	38	71.4	71.4	73.7	66.7	
15V18MBA29	17	21	38	19	13	32	10	11	9	2	32	3.8	3.8	3.8	3.8	10.0	10.0	10.0	10.0	41	46	42	29	72.8	81.7	73.2	50.4	
15V18MBA31	16	16	32	18	18	36	10	11	5	12	38	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	36	37	33	40	64.3	66.1	57.9	70.2	
TOTAL	726	715	1441	769	701	1470	338	340	328	272	1278	135	135	135	135	9	9	9	9	1474.25	1465.25	1507.25	1383.25	2633	2617	2644	2427	
Total students	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36
Average	20.2	19.9	40.028	21.4	19.5	40.833	9.39	9.44	9.11	7.56	35.5	3.75	3.75	3.75	3.75	0.25	0.25	0.25	0.25	40.9514	40.7014	41.8681	38.4236	73.1	72.7	73.5	67.4	



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

CO1- Understand various types of risks.

CO2- Assess the process of identifying and measuring the risk.

CO3- Acquaint with the functioning of life Insurance in risk management.

CO4- Understand general insurance contract.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. PRATHAP B N				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	RISK MANAGEMENT AND INSURANCE			SUBJECT CODE	18MBAFM402
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2				1	
CO3	2				
CO4		2			
AVERAGE	2	2		1	
OVERALL MAPPING OF SUBJECT					1.66

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	80.07	1.60				
CO2	78.83				0.79	
CO3	77.60	1.55				
CO4	74.28		1.49			
AVERAGE	77.69	1.57	1.49		0.79	
FINAL ATTAINMENT LEVEL						1.28

*P. E. D. N.*

*Prathap B N*  
 Head of ...  
 M.B.A. FIC  
 S.I.E.T. Tumkur

*Principals*  
 PRINCIPAL  
 SIET, TUMAKURU.

RISK MANAGEMENT AND INSURANCE

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO							
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4				
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57								
15V19MBA01	22	20	42	22	19	41	11	11	12	6	40	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	45	43	46	37	80.4	76.8	80.7	64.9				
15V19MBA02	21	19	40	23	20	43	10	10	12	8	40	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	43	41	47	40	76.3	72.8	82	69.7				
15V19MBA03	23	22	45	24	22	46	10	11	12	12	45	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	47	47	50	48	83	83	86.8	83.3				
15V19MBA04	24	25	49	25	23	48	12	12	12	13	49	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	49	50	50	49	87.9	89.7	88.2	86.4				
15V19MBA05	23	23	46	22	23	45	12	12	11	11	46	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	48	48	46	47	84.8	84.8	79.8	81.6				
15V19MBA06	25	23	48	24	24	48	12	12	11	13	48	3.8	3.8	3.8	3.8	10.3	10.3	10.3	10.3	51	49	49	51	91.1	87.5	86	89.5				
15V19MBA07	21	19	40	23	21	44	0	0	0	0	0	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	34	32	36	34	61.2	57.6	63.6	60.1				
15V19MBA08	23	24	47	23	23	46	12	12	11	12	47	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	47	48	46	47	84.4	86.2	81.1	82.9				
15V19MBA09	24	22	46	24	22	46	11	12	11	12	46	3.8	3.8	3.8	3.8	10.0	10.0	10.0	10.0	49	48	49	48	87.1	85.3	85.5	83.8				
15V19MBA10	22	19	41	21	19	40	0	0	0	0	0	3.8	3.8	3.8	3.8	10.0	10.0	10.0	10.0	36	33	35	33	63.8	58.5	61	57.5				
15V19MBA12	25	20	45	23	21	44	12	11	11	11	45	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	47	41	44	42	84.4	73.7	77.6	74.1				
15V19MBA13	21	19	40	18	18	36	12	11	11	6	40	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	45	42	41	36	80.8	75.4	72.4	63.6				
15V19MBA15	22	20	42	19	19	38	12	11	9	10	42	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	46	43	40	41	82.6	77.2	70.6	72.4				
15V19MBA18	24	25	49	25	23	48	12	12	13	12	49	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	48	49	50	47	85.7	87.5	87.7	82.5				
15V19MBA19	21	24	45	23	23	46	11	12	10	12	45	3.8	3.8	3.8	3.8	10.0	10.0	10.0	10.0	46	50	47	49	81.7	88.8	82	85.5				
15V19MBA20	23	17	40	21	19	40	11	11	10	8	40	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	45	39	42	38	79.9	69.2	73.2	66.2				
15V19MBA22	24	25	49	24	24	48	12	12	12	13	49	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	48	49	48	49	85.7	87.5	84.2	86				
15V19MBA24	23	24	47	23	23	46	12	12	10	13	47	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	47	48	45	48	84.4	86.2	79.4	84.6				
15V19MBA25	25	24	49	24	23	47	12	12	12	13	49	3.8	3.8	3.8	3.8	10.5	10.5	10.5	10.5	51	50	50	50	91.5	89.7	88.2	88.2				
15V19MBA26	24	24	48	24	22	46	11	11	13	13	48	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	47	47	49	47	84.4	84.4	86.4	82.9				
15V19MBA27	22	22	44	22	20	42	11	11	10	12	44	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	45	45	44	44	80.8	80.8	77.6	77.6				
15V19MBA28	24	21	45	24	18	42	0	0	0	0	0	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	35	32	35	29	62.9	57.6	61.8	51.3				
15V19MBA29	23	24	47	22	22	44	11	12	12	12	47	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	47	49	47	47	83.9	87.5	82.5	82.5				
15V19MBA30	24	22	46	21	20	41	11	12	12	11	46	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	47	46	45	43	83	81.3	78.1	74.6				
15V19MBA31	23	24	47	24	21	45	12	11	12	12	47	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	48	48	49	46	85.7	85.7	86	80.7				
15V19MBA32	24	21	45	21	19	40	12	10	12	11	45	3.8	3.8	3.8	3.8	9.0	9.0	9.0	9.0	49	44	46	43	87.1	78.1	80.3	75				
15V19MBA33	23	23	46	22	19	41	10	10	13	13	46	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	45	45	47	44	80.4	80.4	82.5	77.2				
15V19MBA35	24	24	48	23	21	44	11	11	13	13	48	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	45	45	46	44	79.9	79.9	80.3	76.8				
15V19MBA36	21	19	40	18	13	31	10	12	11	7	40	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	41	41	39	30	73.2	73.2	68.4	52.6				
15V19MBA37	23	22	45	24	18	42	12	12	11	10	45	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	47	46	47	40	83.5	81.7	82	69.7				
15V19MBA38	21	19	40	19	17	36	0	0	0	0	0	3.8	3.8	3.8	3.8	5.8	5.8	5.8	5.8	31	29	29	27	54.5	50.9	50	46.5				
15V19MBA40	23	22	45	18	24	42	12	11	12	10	45	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	47	45	42	46	83.5	79.9	73.2	80.3				
15V19MBA41	24	22	46	23	20	43	12	11	11	12	46	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	48	45	46	44	85.7	80.4	80.7	77.2				
15V19MBA42	24	23	47	23	22	45	11	11	12	13	47	3.8	3.8	3.8	3.8	10.3	10.3	10.3	10.3	49	48	49	49	87.5	85.7	86	86				
15V18MBA29	21	19	40	17	19	36	11	11	8	3	33	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	42	40	35	32	75.4	71.9	61.8	56.6				
15V18MBA31	9	24	33	15	16	31	10	10	11	9	40	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	31	46	38	37	54.5	81.3	65.8	64				
TOTAL	813	789	1602	791	740	1531	363	362	363	346	1434	135	135	135	135	7.75	7.75	7.75	7.75	1614.25	1589.25	1592.25	1524.25	2883	2838	2793	2674				
Total students	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36	36			
Average	22.6	21.9	44.5	22	20.6	42.528	10.1	10.1	10.1	9.61	39.833	3.75	3.75	3.75	3.75	0.22	0.22	0.22	0.22	44.8403	44.1458	44.2292	42.3403	80.1	78.8	77.6	74.3				



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Have clarity about GST system in India.

**CO2-** Understanding of levy and collection of GST in India.

**CO3-** Have an overview of customs duty in India.

**CO4-** Understanding of valuation for customs duty.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MR. RAKESH				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	INDIRECT TAXATION			SUBJECT CODE	18MBAFM403
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2		1		2	2
CO3					2
CO4	2				
AVERAGE	1.5	1		2	2
OVERALL MAPPING OF SUBJECT					1.62

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	79.48	0.79				
CO2	77.39		0.77		1.55	1.55
CO3	74.18					1.48
CO4	69.65	1.39				
AVERAGE	75.18	1.09	0.77		1.55	1.51
FINAL ATTAINMENT LEVEL						1.23

*Rakesh*

*Rakesh*  
 head of the Department  
 M.B.A. Programme  
 S.J.E.E. Tumkur

*Ramesh Kumar*  
 PRINCIPAL  
 SIET, TUMAKURU.

INDIRECT TAXATION

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO							
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4				
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57								
15V19MBA01	23	21	44	18	18	36	11	11	12	6	40	3.8	3.8	3.8	3.8	3.5	3.5	3.5	3.5	41	39	37	31	73.7	70.1	65.4	54.8				
15V19MBA02	24	22	46	22	22	44	12	11	11	12	46	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	47	44	44	45	83.9	78.6	77.2	78.9				
15V19MBA03	24	23	47	23	23	46	12	12	11	12	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	48	47	46	47	85.3	83.5	80.3	82				
15V19MBA04	24	25	49	25	23	48	12	12	12	13	49	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	48	49	49	48	85.3	87.1	85.5	83.8				
15V19MBA05	23	24	47	21	21	42	12	11	12	12	47	3.8	3.8	3.8	3.8	8.8	8.8	8.8	8.8	48	48	46	46	84.8	84.8	79.8	79.8				
15V19MBA06	25	24	49	25	23	48	12	11	13	13	49	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	49	47	50	48	87.5	83.9	87.7	84.2				
15V19MBA07	21	19	40	19	17	36	0	0	0	0	0	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	32	30	30	28	57.6	54	53.1	49.6				
15V19MBA08	25	23	48	21	19	40	12	12	11	13	48	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	48	46	43	43	86.2	82.6	75.9	75.9				
15V19MBA09	23	24	47	23	21	44	11	11	13	12	47	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	46	47	48	45	82.6	84.4	84.6	79.4				
15V19MBA10	21	23	44	18	14	32	0	0	0	0	0	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	33	35	30	26	58	61.6	51.8	44.7				
15V19MBA12	25	23	48	23	22	45	12	11	12	13	48	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	47	44	45	45	83.9	78.6	78.9	78.9				
15V19MBA13	21	19	40	19	13	32	11	11	13	5	40	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	43	41	43	29	75.9	72.3	74.6	50				
15V19MBA15	23	24	47	18	20	38	12	12	11	12	47	3.8	3.8	3.8	3.8	7.3	7.3	7.3	7.3	46	47	40	43	82.1	83.9	70.2	75.4				
15V19MBA18	25	24	49	21	19	40	12	12	13	12	49	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	48	47	45	42	84.8	83	78.1	72.8				
15V19MBA19	24	24	48	23	20	43	11	11	13	13	48	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	46	46	47	44	82.6	82.6	82.9	77.6				
15V19MBA20	21	19	40	21	19	40	10	11	9	10	40	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	42	41	41	40	75.4	73.7	72.4	70.6				
15V19MBA22	24	25	49	22	18	40	12	12	12	13	49	3.8	3.8	3.8	3.8	10.8	10.8	10.8	10.8	51	52	49	46	90.2	92	85.1	79.8				
15V19MBA24	23	24	47	21	19	40	12	11	12	12	47	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	45	43	41	80.4	80.4	75.4	71.9				
15V19MBA25	24	25	49	23	24	47	12	11	13	13	49	3.8	3.8	3.8	3.8	10.3	10.3	10.3	10.3	50	50	50	51	89.3	89.3	87.7	89.5				
15V19MBA26	25	23	48	21	19	40	12	12	11	13	48	3.8	3.8	3.8	3.8	8.3	8.3	8.3	8.3	49	47	44	44	87.5	83.9	77.2	77.2				
15V19MBA27	23	24	47	24	16	40	11	11	13	12	47	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	44	45	47	38	79	80.8	82.9	67.1				
15V19MBA28	25	22	47	19	19	38	0	0	0	0	0	3.8	3.8	3.8	3.8	7.8	7.8	7.8	7.8	37	34	31	31	65.2	59.8	53.5	53.5				
15V19MBA29	24	23	47	21	19	40	12	12	13	10	47	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	46	45	44	39	82.6	80.8	77.6	68.9				
15V19MBA30	23	23	46	19	19	38	12	11	12	11	46	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	45	44	41	40	80.8	79	72.4	70.6				
15V19MBA31	24	23	47	21	19	40	12	12	11	12	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	48	47	44	43	85.3	83.5	76.8	75				
15V19MBA32	24	22	46	19	19	38	12	12	10	12	46	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	48	46	41	43	86.2	82.6	72.4	75.9				
15V19MBA33	23	24	47	21	19	40	12	12	12	11	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	47	48	45	42	83.5	85.3	78.5	73.2				
15V19MBA35	22	20	42	23	22	45	11	12	9	10	42	3.8	3.8	3.8	3.8	4.3	4.3	4.3	4.3	41	40	40	40	73.2	71.4	70.2	70.2				
15V19MBA36	21	19	40	19	17	36	11	11	9	9	40	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	42	40	38	36	74.6	71	66.2	62.7				
15V19MBA37	23	24	47	21	19	40	12	11	13	11	47	3.8	3.8	3.8	3.8	7.5	7.5	7.5	7.5	46	46	45	41	82.6	82.6	79.4	72.4				
15V19MBA38	21	19	40	16	16	32	0	0	0	0	0	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	31	29	26	26	54.9	51.3	45.2	45.2				
15V19MBA40	24	23	47	21	19	40	12	12	13	10	47	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	47	46	45	40	83	81.3	78.1	69.3				
15V19MBA41	23	24	47	21	19	40	11	11	13	12	47	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	46	47	46	43	81.7	83.5	80.3	75				
15V19MBA42	25	23	48	22	18	40	12	12	11	13	48	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	48	46	44	42	84.8	81.3	76.3	72.8				
15V18MBA29	22	18	40	23	9	32	12	8	8	4	32	3.8	3.8	3.8	3.8	4.0	4.0	4.0	4.0	42	34	39	21	74.6	60.3	68	36.4				
15V18MBA31	18	14	32	19	17	36	12	10	10	8	40	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	41	35	40	36	72.3	61.6	69.3	62.3				
<b>TOTAL</b>	<b>833</b>	<b>803</b>	<b>1636</b>	<b>756</b>	<b>680</b>	<b>1436</b>	<b>374</b>	<b>362</b>	<b>371</b>	<b>354</b>	<b>1461</b>	<b>135</b>	<b>135</b>	<b>135</b>	<b>135</b>	<b>6.75</b>	<b>6.75</b>	<b>6.75</b>	<b>6.75</b>	<b>1602.25</b>	<b>1560.25</b>	<b>1522.25</b>	<b>1429.25</b>	<b>2861</b>	<b>2786</b>	<b>2671</b>	<b>2507</b>				
<b>Total students</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>	<b>36</b>			
<b>Average</b>	<b>23.1</b>	<b>22.3</b>	<b>45.444</b>	<b>21</b>	<b>18.9</b>	<b>39.889</b>	<b>10.4</b>	<b>10.1</b>	<b>10.3</b>	<b>9.83</b>	<b>40.583</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>3.75</b>	<b>0.19</b>	<b>0.19</b>	<b>0.19</b>	<b>0.19</b>	<b>44.5069</b>	<b>43.3403</b>	<b>42.2847</b>	<b>39.7014</b>	<b>79.5</b>	<b>77.4</b>	<b>74.2</b>	<b>69.7</b>				



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** To demonstrate an understanding of the fundamentals tools of public relations practices.

**CO2-** To describe the various emerging trends in the field of public relations.

**CO3-** To analyze the importance of employee communication and organizational change.

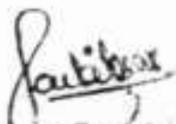
**CO4-** To evaluate the importance of community relations.

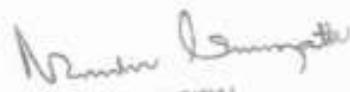
COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	PUBLIC RELATIONS			SUBJECT CODE	18MBAHR401
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	1				
CO2		3		2	2
CO3			3		2
CO4	2				
AVERAGE	1.5	3	3	2	2
OVERALL MAPPING OF SUBJECT					2.3

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	67.86	0.68				
CO2	66.33		1.99		1.33	1.33
CO3	64.41			1.93		1.29
CO4	60.40	1.21				
AVERAGE	64.75	0.94	1.99	1.93	1.33	1.31
FINAL ATTAINMENT LEVEL						1.5

Grace Hemalatha

  
 Head of the Dept.  
 M.B.A. Programme  
 S.J.E.I. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU.

PUBLIC RELATIONS

AY 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO			
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57				
15V19MBA14	21	19	40	21	19	40	0	0	0	0	0	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	32	30	32	30	56.7	53.1	55.7	52.2
15V19MBA16	23	24	47	21	21	42	0	0	0	0	0	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	34	35	32	32	59.8	61.6	55.3	55.3
15V19MBA17	24	24	48	23	21	44	12	12	12	12	48	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	46	46	45	43	81.7	81.7	78.5	75
15V19MBA21	19	17	36	15	17	32	0	0	0	0	0	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	29	27	25	27	52.2	48.7	44.3	47.8
15V19MBA23	25	23	48	23	19	42	0	0	0	0	0	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	36	34	34	30	63.4	59.8	58.8	51.8
15V19MBA34	21	21	42	23	19	42	11	11	10	10	42	3.8	3.8	3.8	3.8	9.5	9.5	9.5	9.5	45	45	46	42	80.8	80.8	81.1	74.1
15V18MBA24	23	22	45	22	19	41	12	12	12	9	45	3.8	3.8	3.8	3.8	6.3	6.3	6.3	6.3	45	44	44	38	80.4	78.6	77.2	66.7
<b>TOTAL</b>	156	150	306	148	135	283	35	35	34	31	135	26.3	26.3	26.3	26.3	48.8	48.8	48.8	48.8	266	260	257	241	475	464	451	423
<b>Total students</b>	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<b>Average</b>	22.3	21.4	43.714	21.1	19.3	40.429	5	5	4.86	4.43	19.286	3.75	3.75	3.75	3.75	6.96	6.96	6.96	6.96	38	37.1429	36.7143	34.4286	67.9	66.3	64.4	60.4



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Comprehend & correlate organizational leadership styles which are happening around with fundamental concepts of team leadership.

**CO2-** Understand the overview of leadership behavior and motivation in organization.

**CO3-** Effectively use their skills for self-grooming on leadership traits and ethics that influences them to effectively work in groups to achieve organizational goals.

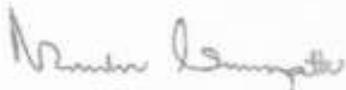
**CO4-** Demonstrate their acumen in applying their knowledge in organizational leadership and behavioral concept in real world/situation.

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. AMTUL NASEEB				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	ORGANIZATIONAL LEADERSHIP		SUBJECT CODE	18MBAHR402	
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	3				
CO2					
CO3		2		2	
CO4	1		2	2	
AVERAGE	2	2	2	2	
OVERALL MAPPING OF SUBJECT					2

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	71.49	2.14				
CO2	69.71					
CO3	66.48		1.33		1.33	
CO4	66.23	0.66		1.32	1.32	
AVERAGE	68.48	1.4	1.33	1.32	1.32	
FINAL ATTAINMENT LEVEL						1.34

  
 M.B.A. Programme  
 S.I.E.T. Tumkur

  
 PRINCIPAL  
 SIET, TUMAKURU

**ORGANIZATIONAL LEADERSHIP**

AY - 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO							
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4				
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57								
1SV19MBA14	23	21	44	23	21	44	0	0	0	0	0	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	33	31	33	31	58.5	54.9	57.5	53.9				
1SV19MBA16	22	22	44	19	19	38	0	0	0	0	0	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	35	35	32	32	62.5	62.5	56.1	56.1				
1SV19MBA17	23	21	44	17	23	40	10	11	10	13	44	3.8	3.8	3.8	3.8	10.8	10.8	10.8	10.8	48	47	42	51	84.8	83	72.8	88.6				
1SV19MBA21	24	20	44	21	19	40	0	0	0	0	0	3.8	3.8	3.8	3.8	8.0	8.0	8.0	8.0	36	32	33	31	63.8	56.7	57.5	53.9				
1SV19MBA23	23	23	46	22	20	42	0	0	0	0	0	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	36	36	35	33	64.3	64.3	61.4	57.9				
1SV19MBA34	22	24	46	23	21	44	11	11	12	12	46	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	47	49	49	47	83	86.6	85.1	81.6				
1SV18MBA24	24	22	46	21	19	40	12	12	11	11	46	3.8	3.8	3.8	3.8	7.0	7.0	7.0	7.0	47	45	43	41	83.5	79.9	75	71.5				
<b>TOTAL</b>	161	153	314	146	142	288	33	34	33	36	136	26.3	26.3	26.3	26.3	60	60	60	60	280.25	273.25	265.25	264.25	500	488	465	464				
<b>Total students</b>	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7				
<b>Average</b>	23	21.9	44.857	20.9	20.3	41.143	4.71	4.86	4.71	5.14	19.429	3.75	3.75	3.75	3.75	8.57	8.57	8.57	8.57	40.0357	39.0357	37.8929	37.75	71.5	69.7	66.5	66.2				



**DEPARTMENT OF MBA**

**PROGRAMME OUTCOMES (POS)**

**PO1:** Acquire Sufficient theoretical knowledge and are enabled to apply them to solve practical problems in business and other organizations / institutions of importance.

**PO2:** Apply Effective communication skills with a high degree of lateral and critical thinking that enhances learn ability, developed for being continuously employable.

**PO3:** Demonstrate leadership qualities, ethically sound, enabled with decision making skills that reflect a high degree of social consciousness

**PO4:** Recognise the need for sustained research orientation to comprehend a growingly complex, economic, legal and ethical environment

**PO5:** Possess self-sustaining entrepreneurship qualities that encourages calculated risk taking.

**COURSE OUTCOME**

**CO1-** Analyse the impact of contemporary issues and global imperatives on Human Resource concepts, policies and practices.

**CO2-** Apply concepts and knowledge in deployment, expatriate on international assignments.

**CO3-** Evaluate the effects of different human resource and international industrial relations.

**CO4-** Develop students to adopt international industrial relation strategies

COLLEGE	SHRIDEVI INSTITUTE OF ENGINEERING & TECHNOLOGY				
FACULTY NAME	MRS. GRACE HEMALATHA				
COURSE	MBA	SEMESTER	IV	ACADEMIC YEAR	2020-21
SUBJECT	INTERNATIONAL HUMAN RESOURCE MANAGEMENT			SUBJECT CODE	18MBAHR403
CO & PO MAPPING					
	PO1	PO2	PO3	PO4	PO5
CO1	2				
CO2		2			
CO3		2			
CO4		2			
AVERAGE	2	2			
OVERALL MAPPING OF SUBJECT					2

#### CO AND PO ATTAINMENT

	CO%	PO1	PO2	PO3	PO4	PO5
CO1	66.26	1.33				
CO2	61.67		1.23			
CO3	63.85		1.28			
CO4	60.09		1.20			
AVERAGE	62.97	1.33	1.23			
FINAL ATTAINMENT LEVEL						1.28

*Grace Hemalatha*

*Jubilee*  
 Head of the Department  
 M.B.A. Programme  
 S.I.E.L. Tumkur

*Nandini Kumari*  
 PRINCIPAL  
 SIET, TUMAKURU.

## INTERNATIONAL HUMAN RESOURCE MANAGEMENT

AY - 2020-21

SEM: IV	IA TEST 1			IA TEST 2			IA TEST 3					Assignment and				SEE				Total				% of Individual CO				
USN	CO1	CO2	TOTAL	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	TOTAL	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	CO1	CO2	CO3	CO4	
	25	25	50	25	25	50	12	12	13	13	50	3.75	3.75	3.75	3.75	15	15	15	15	56	56	57	57					
15V19MBA14	21	19	40	18	16	34	0	0	0	0	0	3.8	3.8	3.8	3.8	8.5	8.5	8.5	8.5	33	31	30	28	59.4	55.8	53.1	49.6	
15V19MBA16	22	18	40	21	19	40	0	0	0	0	0	3.8	3.8	3.8	3.8	6.0	6.0	6.0	6.0	32	28	31	29	56.7	49.6	53.9	50.4	
15V19MBA17	23	17	40	22	20	42	10	10	11	9	40	3.8	3.8	3.8	3.8	9.3	9.3	9.3	9.3	46	40	46	42	82.1	71.4	80.7	73.7	
15V19MBA21	16	14	30	15	17	32	0	0	0	0	0	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	27	25	26	28	47.3	43.8	44.7	48.2	
15V19MBA23	22	20	42	23	21	44	0	0	0	0	0	3.8	3.8	3.8	3.8	9.8	9.8	9.8	9.8	36	34	37	35	63.4	59.8	64	60.5	
15V19MBA34	24	23	47	19	19	38	11	11	12	13	47	3.8	3.8	3.8	3.8	6.5	6.5	6.5	6.5	45	44	41	42	80.8	79	72.4	74.1	
15V18MBA24	21	19	40	22	19	41	10	11	12	7	40	3.8	3.8	3.8	3.8	6.8	6.8	6.8	6.8	42	41	45	37	74.1	72.3	78.1	64	
<b>TOTAL</b>	149	130	279	140	131	271	31	32	35	29	127	26.3	26.3	26.3	26.3	53.5	53.5	53.5	53.5	259.75	241.75	254.75	239.75	464	432	447	421	
<b>Total students</b>	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<b>Average</b>	21.3	18.6	39.857	20	18.7	38.714	4.43	4.57	5	4.14	18.143	3.75	3.75	3.75	3.75	7.64	7.64	7.64	7.64	37.1071	34.5357	36.3929	34.25	66.3	61.7	63.8	60.1	