

Pos, PSOs and COs
BBA LLB 5 years Integrated Program: 2020-21

Program Outcomes (POs)

At the end of the program, the student will be able to:

PO1. Basic Knowledge: To apply knowledge of fundamental subjects to solve problems with principles of law, management and humanities.

PO2. Professional Skills: To process professional skills required for legal practice such as Argument, Pleading, drafting, conveyancing etc.

PO3. Project management and finance: To demonstrate knowledge and understanding of the management principles and apply these to one's own work, as a member or leader in a team, to manage projects and in multidisciplinary environments.

PO4. Memorandum of association/ Sale agreement/ Duties of partners: To understand the documentation of company like memorandum of association, articles of association and prospectus. To develop the idea of sale, distinguish sale and agreement to sell and can explain conditions and warranties. To identify critical issues of partnership business and can recognize rights and duties of partners.

PO5. Legal research & legal reasoning: To develop legal research skills & legal reasoning and apply it during program & in Legal practice.

PO6. Self-reflection & lifelong learning : To develop an attitude of self-reflection while learning & Recognize the need for, and have the preparation and ability to engage in independent and life-long learning in the broadest context of changing legal contexts.

PO7. Entrepreneurship and Innovation: To apply the fundamentals of creating and managing innovation, new business development, and high-growth potential entities.

PO8. Technology Skills: To use technology in modern organizational operations, Educational and Judicial trends.

PO9. Communication Skills: To conceptualize a complex issue into a coherent written statement and oral presentation in English.

PO10. Ethics: To exhibit ethical principles and commit to professional responsibilities and norms of the Management practices.

PO11. Environment and sustainability: To understand the impact of the professional solutions in societal and environmental contexts, and demonstrate the knowledge of, and need for sustainable development.

PO12. Individual and team work: To function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.

PROGRAMME SPECIFIC OUTCOMES (PSOs)

At the end of the program, the student will be able to:

PSO1. Use their expertise in the field of business administration, learning how to apply management concepts, financial accounting, and computer programmes, as well as improving communication skills. Students will research the evolution of India's legal system as well as other key topics of law.

PSO2. Develop a comprehensive grasp of the ideas, concepts, values, and the exercise of rights and responsibilities arising from substantive, commercial, international, and social welfare laws. Students will be able to put their computer abilities to use while also learning about entrepreneurship, management, communication, and information systems.

PSO3. Understand the procedural and substantive laws, as well as the special legislation pertaining to advocates, and assess the applicability of various procedural and substantive laws.

PSO4. Obtain the latest education, training, and information resources in order to prepare tomorrow's skilled legal brains and professionals. To provide students with practical experience in presenting and debating cases, as well as writing case briefs, and to ensure that they adhere to the legal profession's code of conduct and business ethics.

COURSE OUTCOME (CO):

At the end of the each course, the student will be able to:

S. No.	Cours e	Course Name	Course Outcome
1.	11016100	Financial Accounting	1.To understand the basic concepts of accounting and financial statements. 2. To apply the principles and concepts of accounting in preparing the financial statements. 3. To understand the use of accounting software. 4. To analyze & interpretation of financial
2.	11007300	Principles of Management	1.To understand Nature of Management 2. To nderstand the Planning and Decision Making 3. To understand Organizing 4.To understand Directing, Leadership, Co-ordination

3.	16001200	Ability and Skill Enhancement-I	<ol style="list-style-type: none"> 1. To understand the effective usage of Grammar in day to day life and 2. To apply the improved fluency and confidence while speaking English. 3. To understand communication process and barriers to communication 4. To understand the use a proper communication in desired manner.
4.	99002800	Workshops and Seminars	<ol style="list-style-type: none"> 1. To understand that how to generate self-motivation, personal responsibility among students & make them able to judge when to speak and how much to say, speak clearly and audibly in a manner appropriate to the subject, 2. To identify & ask appropriate questions, use evidence to support claims, respond to a range of questions, take part in meaningful discussion to reach a shared understanding, speak with or without notes, show depth of understanding 3. To develop an Understanding of an environment that helps to build healthy professional relationships and support professional networks. 4. To make aware about how to reach across diverse disciplines to apply theories, methods and knowledge & developing persuasive speech, present information in a compelling, well-structured, and logical manner.

5.	99002700	Human Values & Social Service / NCC/NSS	<ol style="list-style-type: none"> 1. To understand of Human Nature 2. To understand the Group Behaviour at organizational level & correlate of Organizational Culture and Motivation at workplace 3. To understand the organisational Change, Creativity and Development and Work Stress Student will be able to assess their own human values and social context of problems. 4. To understand the multiple ethical human values interest at stake in a real world situation & gain the knowledge of human values in non-
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6.	11011300	Organizational Behavior	<ol style="list-style-type: none"> 1. To understand the approaches and Models relating to Organizational Behavior & learn how to control the conflicts, change, time& stress management. 2. To understand how to control effectively the human behavior & the importance of attitude, values, beliefs, assumptions and Motivation. 3. To make aware about dynamic nature of groups. They will learn the behavior of individuals in organisation and the changing Environment of organisation. 4. To analyze about Organizational behavior, the social organization and the diverse environment alongside with the management of groups and teams.
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7.	11011400	Marketing Management	<ol style="list-style-type: none"> 1. To define the basic understanding of concepts in the marketing with respect to historical development of the subject. 2 . To Understand the Fundamental concepts and vocabulary or practices from business perspective in the Organization in the different Marketing environment 3. To recite with Various concepts related to market Research and its utility. compare various opportunities available in various sectors. 4. To understand Important issues Related to success in consumer buying behavioral process vis a vis organizational buying behaviour process based on different marketing segmentation.
8..	16001300	Ability and Skill Enhancement-II	<ol style="list-style-type: none"> 1. To recognize & use the Verbal & Non verbal communication skills 2. To reproduce & improve the skills of pronunciation & presentation.

9.	11016000	Business Environment & Ethical Practices	<ol style="list-style-type: none">1. To enumerate the latest developments in business Environment & understand Political and Legal environment, Ethical issues to be considered in Business.2. To understand Social and Cultural Environment, Technological environment and Competitive Environment3. To understand International Environment To make aware and capable to evaluate the complexities of business environment and their impact on business.4. To analyze the relationship between Government and business and understand the Political, Economic, legal and social policies of the country & analyze current economic conditions in developing emerging markets, and evaluate present and future opportunities.
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10.	11005300	Human Resource Management	<ol style="list-style-type: none"> 1. To recite various aspects of Human Resource management and make them acquainted with practical aspect of the subject. 2. To understand the human resource principles, theories, role behaviors and skill sets. 3. To understand about methods of Performance Appraisal identify training related needs and apply to methods accordingly. 4. To analyze the different components of Remuneration & different types of employee benefits
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11.	16001400	Ability & Skill Enhancement-III	<ol style="list-style-type: none"> 1. To recite the four basic communication skills i.e.; Listening, speaking, reading and writing. 2. To memorize about effective listening 3. To apply the skills of effective speaking. 4. To establish & set the skills of effective writing
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12.	11019000	Entrepreneurship	<ol style="list-style-type: none"> 1. To develop the & Introduce Entrepreneurship to budding managers. Entrepreneurs & prepare to take the responsibility of full line of management function of a company with special reference to SME sector. 2. To understand about start-ups and Entrepreneurship along with government subsidies available to them. 3. To understand the role of entrepreneurship in the economic development. 4. Analyze the problems for women entrepreneur and recent trends in women entrepreneurship & to prepare feasibility report for the new business enterprise or project & able to collect information for development of new & innovative business idea through the
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13.	11018900	Management Information System	<ol style="list-style-type: none"> 1. To recognize the Information Systems used in Business. 2. To understand about design, development and security of Management Information System & its utility. 3. To understand the basic ethical and Social issues in using information system; 4. To understand the utility of Decision
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14.	16001500	Ability and Skill Enhancement- IV	<ol style="list-style-type: none"> 1. To Develop & improvement in leadership and organizing skills. 2. To understand the techniques of taking the appropriate and responsible decisions. 3. To identify & interpret for effective interview skills. 4. To analyze & interpret the desired skills for
15.	16006200	Environmental Studies & Environmental Law	<ol style="list-style-type: none"> 1. To understand theoretical and Practical aspect of environment studies. About various conservation strategies and problems with environment. 2. To recite the importance of Environmental education and ecosystem & acquire the knowledge about environmental pollution sources, effects and control measures of environmental pollution. 3. To Understand basic Environmental Concepts. The causes of Environment degradation 4. To Understand
16.	16001600	Ability and Skill Enhancement-V	<ol style="list-style-type: none"> 1. To learn the self confidence by individuals. 2. To learn about leadership and organizing skills. 3. To learn about the realistic perspective of work related to skills 4. To learn the interview skills.

17.	11019200	e-Business	<ol style="list-style-type: none">1. To Understand characterized basic business models on the web with examples of their implementation.2. To apply, segregate & implement basic marketing techniques and strategies on the internet, including analysis of their effectiveness.3. To understand, characterize basic personalization mechanisms for websites and their roles in gathering marketing information.4. To apply the basic techniques of positioning on the internet in creating the marketing image of the organisation as well as the product brand & provide Knowledge about insides of Ecommerce. And to know how technology helps bridging gaps in business.
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18.	16001600	Ability and Skill Enhancement-VI	<ol style="list-style-type: none"> 1. To understand fundamentals of Communication and able to use concept in day to day world. 2. To produce & present necessary skills to handle day-to-day managerial responsibilities such as making speeches, controlling one-to-one communication, 3. To understand the group activities, and process, giving effective presentations, writing letters, memos, minutes of meeting, etc. 4. To able to build confidence and to enhance Competitiveness by projecting a positive image of themselves and of their future.
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19	11012600	Consumer Behavior	<ol style="list-style-type: none"> 1. To understand basic knowledge about issues and dimensions of Consumer Behaviour. 2. To understand about the consumer decision making process and its applications in marketing function of firms 3. To develop the skill of understanding and analyzing consumer information and using it to create consumer-oriented marketing strategies. 3. To develop & relate internal dynamics such as personality, perception, learning motivation and attitude to the choices consumers make. 4. To Understand the importance & implementation of the models of consumer behavior and individual buying & able to examine influence of social class, group dynamics on consumer behavior.
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20	11019100	Rural Management	<ol style="list-style-type: none"> 1. To understand Agriculture and Rural Marketing environment 2. To understand consumer's and marketing characteristics of the same 3. To understand the contribution to the emerging challenges in the upcoming global economic scenario with reference to rural the untapped area. 4. To understand the dynamism of market requirement & making the promotion & pricing strategy & get knowledge about how to manage the distribution network for the tough rural areas.
21.	11012400	Family Business Management	<ol style="list-style-type: none"> 1. To understand the Family Business, its meaning and Importance in India. 2. To understand the contribution of Family Business in Indian Economy & its importance. 3. To understand how to address concerns in business, governance and relational dynamics in family firms. 4. To understand how to maintain the business & family relations during ups & down of the business