



Indra Ganesan

COLLEGE OF ENGINEERING

Approved by AICTE, New Delhi & Affiliated to Anna University, Chennai
Accredited by NAAC with 'B+' Grade, 2(f) & 12B Status Institution by UGC

IG Valley, Madurai Main Road, Manikandam, Tiruchirappalli - 620012

NAAC DOCUMENTS

QUALITY INDICATOR FRAME WORK

CRITERION – 2

TEACHING-LEARNING AND EVALUATION

SUBMITTED BY

IQAC

INTERNAL QUALITY ASSURANCE CELL

INDRA GANESAN COLLEGE OF ENGINEERING





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COLLEGE OF ENGINEERING

Madurai Main Road (NH-45B), Manikandam, Tiruchirappalli - 620 012
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Criteria 2

Teaching-Learning and Evaluation

350

Key Indicator-2.6 Student Performances and Learning Outcome (90)

2.6.1 Programme Outcomes (POs) and Course Outcomes (COs) for all programmes offered by the institution are stated and displayed on website

**DEPARTMENT OF MANAGEMENT
STUDIES
RG-2021**

INDRA GANESAN COLLEGE OF ENGINEERING
 IG Valley, Manikandam, Tiruchirappalli, Tamil Nadu – 620 012, India
 (Approved by AICTE, New Delhi, Affiliated to Anna University, Chennai-25)

DEPARTMENT OF MANAGEMENT STUDIES

REGULATION -2021

COURSE OUTCOMES

SEM-I

C101-BA4101 STATISTICS FOR MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C101.1	To facilitate objective solutions in business decision making	1,2,3,4,6	1,2
C101.2	To describe and solve business problems.	1,2,3,4,6	1,2
C101.3	To apply statistical techniques to data sets, and correctly interpret the results.	1,2,3,4,6	1,2
C101.4	To develop skill-set that is in demand in both the research and business environments.	1,2,3,4,6	1,2
C101.5	To enable the students to apply the statistical techniques in a work setting.	1,2,3,4,6	1,2
C101.6	To develop the skills for testing hypothesis through parametric and non – parametric tests.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C101.1	3	3	2	2	-	2	-	-	2	2
C101.2	3	3	2	2	-	2	-	-	2	2
C101.3	3	3	2	2	-	2	-	-	2	2
C101.4	3	3	2	2	-	2	-	-	2	2
C101.5	3	3	2	2	-	2	-	-	2	2
C101.6	3	3	2	2	-	2	-	-	2	2
C101	3	3	2	2	-	2	-	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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Manikandam, Trichy-620 012.

C102- BA4102 MANAGEMENT CONCEPTS AND ORGANIZATIONAL BEHAVIOR

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C102.1	Describe the various management concepts and skills required in the business world	1,2,3,4,6	1,2
C102.2	In-depth knowledge of various functions of management in a real time management context	1,2,3,4,6	1,2
C102.3	Describe the complexities associated with management of individual behaviour in the organizations	1,2,3,4,6,7	1,2
C102.4	Develop the skill set to have manage group behaviour in Organizations	1,2,3,4,6	1,2
C102.5	Insights about the current trends in managing organizational behaviour	1,2,3,4	1,2
C102.6	Evaluate how the management overcoming conflict and accepting change for development	1,2,3,4	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C102.1	3	3	2	2	-	-	-	-	2	2
C102.2	3	3	2	2	-	1	-	-	2	2
C102.3	3	3	2	2	-	1	1	-	2	2
C102.4	3	3	2	2	-	1	-	-	2	2
C102.5	3	3	2	2	-	-	-	-	2	2
C102.6	3	3	2	2	-	-	-	-	2	2
C102	3	3	2	2	-	1	1	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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Manikandam, Trichy-620 012.


C103 - BA4103 MANAGERIAL ECONOMICS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C103.1	Describe the concepts of scarcity and efficiency;	1,2,3,4,5	1,2
C103.2	Explain principles of microeconomics relevant to managing an organization	1,2,3,4,5	1,2
C103.3	Describe principles of macroeconomics	1,2,3,4,5	1,2
C103.4	Annotate of economic environment of business.	1,2,3,4,5	1,2
C103.5	Classify the policies that regulate economic variables	1,2,3,4,5	1,2
C103.6	Discuss the inflation impact and reasons	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C103.1	3	3	2	2	-	-	-	-	2	2
C103.2	3	3	2	2	-	1	-	-	2	2
C103.3	3	3	2	2	-	1	1	-	2	2
C103.4	3	3	2	2	-	1	-	-	2	2
C103.5	3	3	2	2	-	-	-	-	2	2
C103.6	3	3	2	2	-	-	-	-	2	2
C103	3	3	2	2	-	1	1	-	2	2


Dr. G. Balakrishnan, M.E., Ph.D.,
 Principal
 Indra Ganesan College of Engineering
 IG Valley, Madurai Main Road
 Manikandam, Trichy-620 012.

C104 - BA4104 ACCOUNTING FOR DECISION MAKING

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C104.1	Explain the financial accounting concepts	1,2,3,4,5	1,2
C104.2	Prepare financial statement analysis	1,2,3,4,5	1,2
C104.3	Describe the management and cost accounting techniques	1,2,3,4,5	1,2
C104.4	Apply the management and cost accounting techniques for decision making	1,2,3,4,5	1,2
C104.5	Assess the accountancy standards of practices in India	1,2,3,4,5	1,2
C104.6	Distinguish budgeting and budgetary control	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C104.1	3	3	2	2	-	-	-	-	2	2
C104.2	3	3	2	2	-	1	-	-	2	2
C104.3	3	3	2	2	-	1	1	-	2	2
C104.4	3	3	2	2	-	1	-	-	2	2
C104.5	3	3	2	2	-	-	-	-	2	2
C104.6	3	3	2	2	-	-	-	-	2	2
C104	3	3	2	2	-	1	1	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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C105 - BA4105 LEGAL ASPECTS OF BUSINESS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C105.1	Familiarize the fundamental legal principles in developing various contracts and commercial laws in the business world	1,2,3,4,5	1,2
C105.2	Identify the common forms of business associations and elements of Corporate Governance	1,2,3,4,5	1,2
C105.3	Develop insights regarding the laws related to industrial environment	1,2,3,4,5	1,2
C105.4	Describe the fundamentals of corporate tax and GST	1,2,3,4,5	1,2
C105.5	Describe the role of consumer rights and cyber laws in the modern business environment	1,2,3,4,5	1,2
C105.6	Describe the consumer protection act and cyber laws	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C105.1	3	3	2	2	-	-	-	-	2	2
C105.2	3	3	2	2	-	1	-	-	2	2
C105.3	3	3	2	2	-	1	1	-	2	2
C105.4	3	3	2	2	-	1	-	-	2	2
C105.5	3	3	2	2	-	-	-	-	2	2
C105.6	3	3	2	2	-	-	-	-	2	2
C105	3	3	2	2	-	1	1	-	2	2


Dr. G. Balakrishnan, M.E., Ph.D.,
 Principal
 Indra Ganesan College of Engineering
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C106 - BA4106 INFORMATION MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C106.1	Learn the basics of data and information system	1,2,3,4,5	1,2
C106.2	Distinguish the system development methodologies	1,2,3,4,5	1,2
C106.3	Describe database management system and its types	1,2,3,4,5	1,2
C106.4	Describe the various technologies in information system and its security	1,2,3,4,5	1,2
C106.5	Apply applications of information systems in business	1,2,3,4,5	1,2
C106.6	Distinguish the recent information systems and technologies	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C106.1	3	3	2	2	-	-	-	-	2	2
C106.2	3	3	2	2	-	1	-	-	2	2
C106.3	3	3	2	2	-	1	1	-	2	2
C106.4	3	3	2	2	-	1	-	-	2	2
C106.5	3	3	2	2	-	-	-	-	2	2
C106.6	3	3	2	2	-	-	-	-	2	2
C106	3	3	2	2	-	1	1	-	2	2


Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering
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C107 - BA4032 ENTREPRENEURSHIP DEVELOPMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C107.1	Describe entrepreneurial competence to run the business efficiently	1,2,3,4,5	1,2
C107.2	Undertake businesses in the entrepreneurial environment	1,2,3,4,5	1,2
C107.3	Prepare business plans and undertake feasible projects	1,2,3,4,5	1,2
C107.4	Develop their business ventures successfully	1,2,3,4,5	1,2
C107.5	Monitor the business effectively towards growth and development..	1,2,3,4,5	1,2
C107.6	Apply entrepreneurial skills and qualities essential to undertake business.	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C107.1	3	3	2	2	-	-	-	-	2	2
C107.2	3	3	2	2	-	1	-	-	2	2
C107.3	3	3	2	2	-	1	1	-	2	2
C107.4	3	3	2	2	-	1	-	-	2	2
C107.5	3	3	2	2	-	-	-	-	2	2
C107.6	3	3	2	2	-	-	-	-	2	2
C107	3	3	2	2	-	1	1	-	2	2



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Principal

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C108 - BA4111 INDIAN ETHOS (SEMINAR)

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C108.1	Apply the basic concepts of Indian ethos and value systems at work.	1,2,3,4,5	1,2
C108.2	Handle issues of business ethics and offer solutions in ethical perspectives	1,2,3,4,5	1,2
C108.3	Be trained professionally efficient and skilful in value systems and culture	1,2,3,4,5	1,2
C108.4	Able in ethically manage business towards well being of the society.	1,2,3,4,5	1,2
C108.5	Make socially effective in undertaking business responsibilities.	1,2,3,4,5	1,2
C108.6	Differentiate the styles and techniques for leadership	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C108.1	3	3	2	2	-	-	-	-	2	2
C108.2	3	3	2	2	-	1	-	-	2	2
C108.3	3	3	2	2	-	1	1	-	2	2
C108.4	3	3	2	2	-	1	-	-	2	2
C108.5	3	3	2	2	-	-	-	-	2	2
C108.6	3	3	2	2	-	-	-	-	2	2
C108	3	3	2	2	-	1	1	-	2	2



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C109 - BA4112 BUSINESS COMMUNICATION (LABORATORY)

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C109.1	Develop good managerial communication skills	1,2,3,4,5	1,2
C109.2	Excel in different forms of written communication required in a business context	1,2,3,4,5	1,2
C109.3	Develop good presentation skills	1,2,3,4,5	1,2
C109.4	In-depth understanding of interview skills	1,2,3,4,5	1,2
C109.5	Prepare Business reports	1,2,3,4,5	1,2
C109.6	Know their target audience's needs and requirements and persuasive skills to convince the audience to accept a new product	1,2,3,4,5	1,2

Mapping of COs, C, PSOs with POs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C109.1	3	3	2	2	-	-	-	-	2	2
C109.2	3	3	2	2	-	1	-	-	2	2
C109.3	3	3	2	2	-	1	1	-	2	2
C109.4	3	3	2	2	-	1	-	-	2	2
C109.5	3	3	2	2	-	-	-	-	2	2
C109.6	3	3	2	2	-	-	-	-	2	2
C109	3	3	2	2	-	1	1	-	2	2



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SEM - II

C201- BA4201 QUANTITATIVE TECHNIQUES FOR DECISION MAKING

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C201.1	Linear programming in product mix decisions	1,2,3,4,6	1,2
C201.2	Transportation and assignment in logistics and job allocation scenarios	1,2,3,4,6	1,2
C201.3	Game theory and heuristics of decision making in real time decisions	1,2,3,4,6	1,2
C201.4	Inventory management and replacement models in manufacturing context	1,2,3,4,6	1,2
C201.5	Queuing and simulation in real time scenario optimisation	1,2,3,4,6	1,2
C201.6	Monte Carlo simulation - use of random numbers, application of simulation techniques	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C201.1	3	3	2	2	-	2	-	-	2	2
C201.2	3	3	2	2	-	2	-	-	2	2
C201.3	3	3	2	2	-	2	-	-	2	2
C201.4	3	3	2	2	-	2	-	-	2	2
C201.5	3	3	2	2	-	2	-	-	2	2
C201.6	3	3	2	2	-	2	-	-	2	2
C201	3	3	2	2	-	2	-	-	2	2


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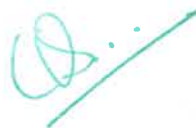
C202- BA4202 FINANCIAL MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C202.1	Identify the concepts of financial decision of an organisation	1,2,3,4,6	1,2
C202.2	Recognize the time value of money	1,2,3,4,6	1,2
C202.3	Learn the capital budgeting and cost of capital techniques	1,2,3,4,6	1,2
C202.4	Describe how to decide the decision of capital structure and distribution of dividend	1,2,3,4,6	1,2
C202.5	Assess the short-term and long-term sources of finance	1,2,3,4,6	1,2
C202.6	Discuss how the Indian Capital Market functions	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C202.1	3	3	2	2	-	2	-	-	2	2
C202.2	3	3	2	2	-	2	-	-	2	2
C202.3	3	3	2	2	-	2	-	-	2	2
C202.4	3	3	2	2	-	2	-	-	2	2
C202.5	3	3	2	2	-	2	-	-	2	2
C202.6	3	3	2	2	-	2	-	-	2	2
C202	3	3	2	2	-	2	-	-	2	2



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C203- BA4203 HUMAN RESOURCE MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C203.1	Students would have gained knowledge on the various aspects of HRM	1,2,3,4,6	1,2
C203.2	Students will gain knowledge needed for success as a human resources professional.	1,2,3,4,6	1,2
C203.3	Students will develop the skills needed for a successful HR manage	1,2,3,4,6	1,2
C203.4	Students would be prepared to implement the concepts learned in the workplace.	1,2,3,4,6	1,2
C203.5	Students would be aware of the emerging concepts in the field of HRM	1,2,3,4,6	1,2
C203.6	Students will understand the HRM concepts applicable in diverse environment	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C203.1	3	3	2	2	-	2	-	-	2	2
C203.2	3	3	2	2	-	2	-	-	2	2
C203.3	3	3	2	2	-	2	-	-	2	2
C203.4	3	3	2	2	-	2	-	-	2	2
C203.5	3	3	2	2	-	2	-	-	2	2
C203.6	3	3	2	2	-	2	-	-	2	2
C203	3	3	2	2	-	2	-	-	2	2



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C204- BA4204 OPERATIONS MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C204.1	Describe the evolution of operations management practices and world class manufacturing processes	1,2,3,4,6	1,2
C204.2	Knowledge about capacity planning, strategic sourcing and procurement in organizations	1,2,3,4,6	1,2
C204.3	Enhances the understanding of product development and design process	1,2,3,4,6	1,2
C204.4	Ability to forecast demand and overcome bottlenecks	1,2,3,4,	1,2
C204.5	Provides insight to Quality management tools and practices	1,2,3,4,6	1,2
C204.6	Empower the students with the knowledge of Quality aspects for betterment of society	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C204.1	3	3	2	2	-	2	-	-	2	2
C204.2	3	3	2	2	-	2	-	-	2	2
C204.3	3	3	2	2	-	2	-	-	2	2
C204.4	3	3	2	2	-	2	-	-	2	2
C204.5	3	3	2	2	-	2	-	-	2	2
C204.6	3	3	2	2	-	2	-	-	2	2
C204	3	3	2	2	-	2	-	-	2	2


Dr. G. Balakrishnan, M.E., Ph.D.,

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C205- BA4205 BUSINESS RESEARCH METHODS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C205.1	Students will understand and appreciate scientific inquiry	1,2,3,4,6	1,2
C205.2	Students would know to write research proposals	1,2,3,4,6	1,2
C205.3	The students would be able to undertake a systematic outlook towards business situations for the purpose of objective decision making.	1,2,3,4,6	1,2
C205.4	Discuss the method of conducting scientific inquiry to solve organizational problems	1,2,3,4,6	1,2
C205.5	Students would be able to analyze data and find solutions to the problems.	1,2,3,4,6	1,2
C205.6	Students could prepare research reports	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C205.1	3	3	2	2	-	2	-	-	2	2
C205.2	3	3	2	2	-	2	-	-	2	2
C205.3	3	3	2	2	-	2	-	-	2	2
C205.4	3	3	2	2	-	2	-	-	2	2
C205.5	3	3	2	2	-	2	-	-	2	2
C205.6	3	3	2	2	-	2	-	-	2	2
C205	3	3	2	2	-	2	-	-	2	2

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Principal

Indra Ganesan College of Engineering

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C206- BA4206 BUSINESS ANALYTICS
After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C206.1	Ability to understand the role of Business Analytics in decision making	1,2,3,4,6	1,2
C206.2	Ability to identify the appropriate tool for the analytics scenario	1,2,3,4,6	1,2
C206.3	Ability to apply the descriptive analytics tools and generate solutions	1,2,3,4,6	1,2
C206.4	Discuss the Predictive Analytics and application	1,2,3,4,6	1,2
C206.5	Knowledge of Prescriptive Analytics and demonstrating business process improvement	1,2,3,4,6	1,2
C206.6	Describe the difference of application between analysis and analytics	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C206.1	3	3	2	2	-	2	-	-	2	2
C206.2	3	3	2	2	-	2	-	-	2	2
C206.3	3	3	2	2	-	2	-	-	2	2
C206.4	3	3	2	2	-	2	-	-	2	2
C206.5	3	3	2	2	-	2	-	-	2	2
C206.6	3	3	2	2	-	2	-	-	2	2
C206	3	3	2	2	-	2	-	-	2	2



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Principal

Indra Ganesan College of Engineering

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Manikandam, Trichy-620 012.

C207- BA4207 MARKETING MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C207.1	Applied knowledge of contemporary marketing theories to the demands of business	1,2,3,4,6	1,2
C207.2	Applied knowledge of contemporary marketing theories to the demands of management practice	1,2,3,4,6	1,2
C207.3	Enhanced knowledge of marketing strategies for consumer and industrial marketing	1,2,3,4,6	1,2
C207.4	Describe the choice of marketing mix elements and managing integrated marketing channels	1,2,3,4,6	1,2
C207.5	Ability to analyze the nature of consumer buying behaviour	1,2,3,4,6	1,2
C207.6	Discuss the marketing research and new trends in the arena of marketing	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C207.1	3	3	2	2	-	2	-	-	2	2
C207.2	3	3	2	2	-	2	-	-	2	2
C207.3	3	3	2	2	-	2	-	-	2	2
C207.4	3	3	2	2	-	2	-	-	2	2
C207.5	3	3	2	2	-	2	-	-	2	2
C207.6	3	3	2	2	-	2	-	-	2	2
C207	3	3	2	2	-	2	-	-	2	2


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Principal

Indra Ganesan College of Engineering

IG Valley, Madurai Main Road

Manikandam, Trichy-620 012.

C208- BA4211 BUSINESS ETHICS (SEMINAR)

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C208.1	To handle issues of business ethics and offer solutions ethical perspectives	1,2,3,4,6	1,2
C208.2	To apply the basic concepts of Indian ethos and value systems at work	1,2,3,4,6	1,2
C208.3	To handle issues of business ethics and offer solutions in ethical perspectives	1,2,3,4,6	1,2
C208.4	Capable in professionally efficient and skilful in value systems and culture	1,2,3,4,6	1,2
C208.5	Capable in ethically manage business towards well being of the society.	1,2,3,4,6	1,2
C208.6	Socially effective in undertaking business responsibilities.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C208.1	3	3	2	2	-	2	-	-	2	2
C208.2	3	3	2	2	-	2	-	-	2	2
C208.3	3	3	2	2	-	2	-	-	2	2
C208.4	3	3	2	2	-	2	-	-	2	2
C208.5	3	3	2	2	-	2	-	-	2	2
C208.6	3	3	2	2	-	2	-	-	2	2
C208	3	3	2	2	-	2	-	-	2	2


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Principal

Indra Ganesan College of Engineering

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C209 - BA4212 DATA ANALYSIS AND BUSINESS MODELING (LABORATORY)

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C209.1	Deep knowledge about the nature of data and conducting hypothesis testing using various data analysis techniques	1,2,3,4,6	1,2
C209.2	Facilitates to identify the relationship between variables using data analytical tools	1,2,3,4,6	1,2
C209.3	Provides understanding about forecasting in real time business world using analytical tools	1,2,3,4,6	1,2
C209.4	Ability to conduct Risk and sensitivity analysis and portfolio selection based on business data	1,2,3,4,6	1,2
C209.5	Enhances knowledge about networking, inventory models	1,2,3,4,6	1,2
C209.6	Describe the queuing theory using data analytical tools	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C209.1	3	3	2	2	-	2	-	-	2	2
C209.2	3	3	2	2	-	2	-	-	2	2
C209.3	3	3	2	2	-	2	-	-	2	2
C209.4	3	3	2	2	-	2	-	-	2	2
C209.5	3	3	2	2	-	2	-	-	2	2
C209.6	3	3	2	2	-	2	-	-	2	2
C209.1	3	3	2	2	-	2	-	-	2	2


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Principal

Indra Ganesan College of Engineering

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SEM -III


C311- BA4301 STRATEGIC MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C311.1	Ability to understand the Strategic management process and social responsibility of business organizations	1,2,3,4,6	1,2
C311.2	In-depth understanding about the need for developing competitive advantage for organizations	1,2,3,4,6	1,2
C311.3	Provides insights into various corporate and business level strategies	1,2,3,4,6	1,2
C311.4	Facilitates to identify the various control systems required for organizational strategy implementation process	1,2,3,4,6	1,2
C311.5	Enhances the cognitive knowledge about various strategic issues and development of new business models	1,2,3,4,6	1,2
C311.6	Discuss the recent trends in strategic management	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C311.1	3	3	2	2	-	2	-	-	2	2
C311.2	3	3	2	2	-	2	-	-	2	2
C311.3	3	3	2	2	-	2	-	-	2	2
C311.4	3	3	2	2	-	2	-	-	2	2
C311.5	3	3	2	2	-	2	-	-	2	2
C311.6	3	3	2	2	-	2	-	-	2	2
C311	3	3	2	2	-	2	-	-	2	2


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Principal
Indra Ganesan College of Engineering
IG Valley, Madurai Main Road
Manikandam, Trichy-620 012.

C312- BA4302 INTERNATIONAL BUSINESS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C312.1	In Depth knowledge of driving factors of international Business	1,2,3,4,6	1,2
C312.2	Discuss theories of trade and investment practiced in the global world	1,2,3,4,6	1,2
C312.3	Deep Insights in to various market entry strategies followed by Global Organizations	1,2,3,4,6	1,2
C312.4	Ability to identify the various global production and supply chain issues and have an understanding of foreign exchange determination system	1,2,3,4,6	1,2
C312.5	Enhance the cognitive knowledge of managing business across the cultures	1,2,3,4,6	1,2
C312.6	Discuss the multinational dimensions in management	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C312.1	3	3	2	2	-	2	-	-	2	2
C312.2	3	3	2	2	-	2	-	-	2	2
C312.3	3	3	2	2	-	2	-	-	2	2
C312.4	3	3	2	2	-	2	-	-	2	2
C312.5	3	3	2	2	-	2	-	-	2	2
C312.6	3	3	2	2	-	2	-	-	2	2
C312	3	3	2	2	-	2	-	-	2	2



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Principal

Indra Ganesan College of Engineering

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C301- BA4001 SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C301.1	Discuss the concept of investment and identify the investment alternatives to investors	1,2,3,4,6	1,2
C301.2	Learn the nuances of fundamental analyses and technical analyses	1,2,3,4,6	1,2
C301.3	Analyse and evaluate the value of securities	1,2,3,4,6	1,2
C301.4	Explain how to construct an efficient portfolio	1,2,3,4,6	1,2
C301.5	Explore the various methods through which portfolio evaluation could be done	1,2,3,4,6	1,2
C301.6	Learn the techniques involved in deciding upon purchase or sale of securities.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C301.1	3	3	2	2	-	2	-	-	2	2
C301.2	3	3	2	2	-	2	-	-	2	2
C301.3	3	3	2	2	-	2	-	-	2	2
C301.4	3	3	2	2	-	2	-	-	2	2
C301.5	3	3	2	2	-	2	-	-	2	2
C301.6	3	3	2	2	-	2	-	-	2	2
C301	3	3	2	2	-	2	-	-	2	2

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Principal
Indra Ganesan College of Engineering
IG Valley, Madurai Main Road
Manikandam, Trichy-620 012.

C302- BA4002 FINANCIAL MARKETS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C302.1	Discuss the basic concepts of the finance markets in India	1,2,3,4,6	1,2
C302.2	Identify the underlying structure and functions of Indian financial markets	1,2,3,4,6	1,2
C302.3	Familiarise the methods of issuing shares and the role of intermediaries in the primary market	1,2,3,4,6	1,2
C302.4	Learn about the trading mechanism in stock market	1,2,3,4,6	1,2
C302.5	Describe the instruments, participants and trading in debt market	1,2,3,4,6	1,2
C302.6	Learn about the mutual fund institutions in India	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C302.1	3	3	2	2	-	2	-	-	2	2
C302.2	3	3	2	2	-	2	-	-	2	2
C302.3	3	3	2	2	-	2	-	-	2	2
C302.4	3	3	2	2	-	2	-	-	2	2
C302.5	3	3	2	2	-	2	-	-	2	2
C302.6	3	3	2	2	-	2	-	-	2	2
C302	3	3	2	2	-	2	-	-	2	2


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Principal

Indra Ganesan College of Engineering
IG Valley, Madurai Main Road
Manikandam, Trichy-620 012.

C303- BA4003 BANKING AND FINANCIAL SERVICES

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C303.1	Discuss the overall structure and functions of Indian Financial System	1,2,3,4,6	1,2
C303.2	Gain knowledge about regulations governing the Indian Banking system	1,2,3,4,6	1,2
C303.3	Price various types of loans proposed by banks to various prospective borrowers with different risk profiles and evaluate the performance of banks	1,2,3,4,6	1,2
C303.4	Familiarise the students with the concept of e-banking	1,2,3,4,6	1,2
C303.5	In-depth understanding of fee-based and fund-based financial services in India	1,2,3,4,6	1,2
C303.6	Describe the payment system in India	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C303.1	3	3	2	2	-	2	-	-	2	2
C303.2	3	3	2	2	-	2	-	-	2	2
C303.3	3	3	2	2	-	2	-	-	2	2
C303.4	3	3	2	2	-	2	-	-	2	2
C303.5	3	3	2	2	-	2	-	-	2	2
C303.6	3	3	2	2	-	2	-	-	2	2
C303	3	3	2	2	-	2	-	-	2	2



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Principal

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C304- BA4015 STRATEGIC HUMAN RESOURCE MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C304.1	Explore the relationship of HR strategy with overall corporate strategy, the strategic role of specific HR systems.	1,2,3,4,6	1,2
C304.2	Appreciate SHRM in the context of changing forms of organisation and will have a better understanding of the tools and techniques used by organizations to meet current challenges	1,2,3,4,6	1,2
C304.3	To be more sensitive to cross-cultural issues and understanding of international approaches to dealing with people in organisations.	1,2,3,4,6	1,2
C304.4	Providing an overview of the counselling and coaching processes and techniques, Developing alternative approach to dealing with problem situations in organisations	1,2,3,4,6	1,2
C304.5	Describe the career development theories and models and gain necessary self-insight, skills and techniques to become effective HR managers	1,2,3,4,6	1,2
C304.6	Students will look at HRM in a broader, comparative and international perspective to deal with complex issues and manifold risks.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C304.1	3	3	2	2	-	2	-	-	2	2
C304.2	3	3	2	2	-	2	-	-	2	2
C304.3	3	3	2	2	-	2	-	-	2	2
C304.4	3	3	2	2	-	2	-	-	2	2
C304.5	3	3	2	2	-	2	-	-	2	2
C304.6	3	3	2	2	-	2	-	-	2	2
C304	3	3	2	2	-	2	-	-	2	2


Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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Manikandam, Trichy-620 012.

C305- BA4016 INDUSTRIAL RELATIONS AND LABOUR LEGISLATIONS

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C305.1	Industrial relations system and Trade unions	1,2,3,4,6	1,2
C305.2	Industrial Disputes and labour welfare measures	1,2,3,4,6	1,2
C305.3	Labour legislation introduction and legal provisions for factory workers, wages and Bonus	1,2,3,4,6	1,2
C305.4	Legal provisions for equal remuneration, gratuity, compensation, industrial employment and Apprenticeship	1,2,3,4,6	1,2
C305.5	Legal provisions for EPF, ESI, Maternity, contract labours, and child labour prevention.	1,2,3,4,6	1,2
C305.6	To explore contemporary knowledge and gain a conceptual understanding of industrial relations.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C305.1	3	3	2	2	-	2	-	-	2	2
C305.2	3	3	2	2	-	2	-	-	2	2
C305.3	3	3	2	2	-	2	-	-	2	2
C305.4	3	3	2	2	-	2	-	-	2	2
C305.5	3	3	2	2	-	2	-	-	2	2
C305.6	3	3	2	2	-	2	-	-	2	2
C305	3	3	2	2	-	2	-	-	2	2


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 Principal

Indra Ganesan College of Engineering
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C306- BA4017 ORGANIZATIONAL DESIGN, CHANGE AND DEVELOPMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C306.1	The fundamentals of organizational design and structure 2. 3. 4. 5.	1,2,3,4,6	1,2
C306.2	Change process, types, and models of change in organizations	1,2,3,4,6	1,2
C306.3	The fundamentals of organizational development	1,2,3,4,6	1,2
C306.4	Organizational development Interventions	1,2,3,4,6	1,2
C306.5	Organizational evolution and sustenance	1,2,3,4,6	1,2
C306.6	To discuss the concept and techniques of OD and to enable the skills for the application of OD in organizations.	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C306.1	3	3	2	2	-	2	-	-	2	2
C306.2	3	3	2	2	-	2	-	-	2	2
C306.3	3	3	2	2	-	2	-	-	2	2
C306.4	3	3	2	2	-	2	-	-	2	2
C306.5	3	3	2	2	-	2	-	-	2	2
C306.6	3	3	2	2	-	2	-	-	2	2
C306	3	3	2	2	-	2	-	-	2	2



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Principal

Indra Ganesan College of Engineering

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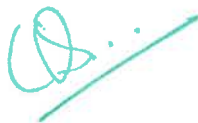
C307- BA4019 REWARD AND COMPENSATION MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C307.1	The basics of Compensation Management and Reward system, Theories and strategies	1,2,3,4,6	1,2
C307.2	Macro and micro economics of labour market and employee compensation	1,2,3,4,6	1,2
C307.3	Managing employee benefits and rewards	1,2,3,4,6	1,2
C307.4	Performance related compensation	1,2,3,4,6	1,2
C307.5	Executive and sales compensation plans, theories and design	1,2,3,4,6	1,2
C307.6	To discuss the skills in designing analyzing and restructuring reward management systems, policies and strategies. →	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C307.1	3	3	2	2	-	2	-	-	2	2
C307.2	3	3	2	2	-	2	-	-	2	2
C307.3	3	3	2	2	-	2	-	-	2	2
C307.4	3	3	2	2	-	2	-	-	2	2
C307.5	3	3	2	2	-	2	-	-	2	2
C307.6	3	3	2	2	-	2	-	-	2	2
C307	3	3	2	2	-	2	-	-	2	2



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Principal

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C308- BA4023 MATERIALS MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C308.1	Describe the basics of materials management	1,2,3,4,6	1,2
C308.2	Explore the requirement analysis for material planning	1,2,3,4,6	1,2
C308.3	Ability to apply inventory management models	1,2,3,4,6	1,2
C308.4	Explain the purchasing practices	1,2,3,4,6	1,2
C308.5	Discuss the storage in warehouse	1,2,3,4,6	1,2
C308.6	Materials management should be considered for profit in operations	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C308.1	3	3	2	2	-	2	-	-	2	2
C308.2	3	3	2	2	-	2	-	-	2	2
C308.3	3	3	2	2	-	2	-	-	2	2
C308.4	3	3	2	2	-	2	-	-	2	2
C308.5	3	3	2	2	-	2	-	-	2	2
C308.6	3	3	2	2	-	2	-	-	2	2
C308	3	3	2	2	-	2	-	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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C309- BA4024 SERVICES OPERATIONS MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C309.1	Appreciation of nature of service operations	1,2,3,4,6	1,2
C309.2	Ability to design services	1,2,3,4,6	1,2
C309.3	Ability to inculcate quality in service design and delivery	1,2,3,4,6	1,2
C309.4	Apply models to design service facility	1,2,3,4,6	1,2
C309.5	Ability to grow and sustain service business	1,2,3,4,6	1,2
C309.6	Ability to manage capacity and demand	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C309.1	3	3	2	2	-	2	-	-	2	2
C309.2	3	3	2	2	-	2	-	-	2	2
C309.3	3	3	2	2	-	2	-	-	2	2
C309.4	3	3	2	2	-	2	-	-	2	2
C309.5	3	3	2	2	-	2	-	-	2	2
C309.6	3	3	2	2	-	2	-	-	2	2
C309	3	3	2	2	-	2	-	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

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C310- BA4026 PROJECT MANAGEMENT

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C310.1	Ability to understand the roles and responsibilities of a project manager	1,2,3,4,6	1,2
C310.2	Ability to plan and budget projects	1,2,3,4,6	1,2
C310.3	Ability to schedule and allocate resources to projects	1,2,3,4,6	1,2
C310.4	Ability to manage project organization	1,2,3,4,6	1,2
C310.5	Ability to control and complete projects	1,2,3,4,6	1,2
C310.6	Discuss fundamental principles and practices of managing projects	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C310.1	3	3	2	2	-	2	-	-	2	2
C310.2	3	3	2	2	-	2	-	-	2	2
C310.3	3	3	2	2	-	2	-	-	2	2
C310.4	3	3	2	2	-	2	-	-	2	2
C310.5	3	3	2	2	-	2	-	-	2	2
C310.6	3	3	2	2	-	2	-	-	2	2
C310	3	3	2	2	-	2	-	-	2	2



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Principal

Indra Ganesan College of Engineering

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C313- BA4311 CREATIVITY AND INNOVATION LABORATORY

After the course, the student should be able to:

CO	Course Outcomes	POs	PSOs
C313.1	Provides insights about approaches to creativity and innovation	1,2,3,4,6	1,2
C313.2	Describe the heuristic models and its applications	1,2,3,4,6	1,2
C313.3	Enhances the knowledge of nature of creativity	1,2,3,4,6	1,2
C313.4	Ability to apply creativity in problem solving	1,2,3,4,6	1,2
C313.5	Knowledge about radical and disruptive models of innovation	1,2,3,4,6	1,2
C313.6	Entrepreneurial Tools for Creativity and Innovation	1,2,3,4,6	1,2

Mapping of COs with POs and PSOs

Course	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2
C313.1	3	3	2	2	-	2	-	-	2	2
C313.2	3	3	2	2	-	2	-	-	2	2
C313.3	3	3	2	2	-	2	-	-	2	2
C313.4	3	3	2	2	-	2	-	-	2	2
C313.5	3	3	2	2	-	2	-	-	2	2
C313.6	3	3	2	2	-	2	-	-	2	2
C313	3	3	2	2	-	2	-	-	2	2



Dr. G. Balakrishnan, M.E., Ph.D.,

Principal

Indra Ganesan College of Engineering

IG Valley, Madurai Main Road

Manikandam, Trichy-620 012.