



LORDS INSTITUTE OF ENGINEERING & TECHNOLOGY

(UGC Autonomous)

Approved by AICTE | Affiliated to Osmania University | Estd.2003.

Department of MBA

ACADEMIC YEAR - 2022-23

COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Management Organisational Behaviour (P21MB101)

Course Outcomes

After completing this course, the student will be able to:

CO. No.	Description
1	Describe Management and its contribution of management thinkers
2	Explain the relevance of environmental scanning, planning and to take decisions
3	Determine the functions of management Organising and Controlling
4	Analyse leadership & Motivational theories
5	Assess individual and Group behaviour in organisations
6	Develop organizational design & formulate development of organisation



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COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Accounting for Management (P21MB102)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Describe basic concepts and principles of accounting and maintain the books of accounts.
CO2	Explain and prepare the financial statements and understand the accounting standards.
CO3	Solve the different methods of depreciation and techniques of valuation of assets
CO4	Analyze and interpret financial statements through ratio analysis and cash flow statements
CO5	Measures handle Real life situations involving Taxation and equip themselves with techniques for taking Tax-Sensitive Decisions
CO6	Design and prepare financial accounting in organization



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COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Marketing Management (P21MB103)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement	Taxonomy ^s
CO1	1. Know the various Philosophies of Marketing, and apply them in different Business Scenarios.	Apply
CO2	2. Define various Segmentation, Targeting and Positioning strategies to make their Products as Market leaders.	Remember
CO3	3. Explain the design Marketing Mix effectively in order to achieve the Organizational goals and objectives.	Understand
CO4	4. Analyze the challenges that might influence the formulation of effective Marketing Strategies from a Consumer Behaviour perspective.	Analyse
CO5	5. List the Contemporary issues and develop Marketing Strategies to sustain in this Competitive World.	Remember
CO6	6. Evaluate Decision making techniques using various Marketing Mix as framework.	Remember



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COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Managerial Economics (P21MB106)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Describe the basic Concepts and Economic principles in Decision-making.
CO2	Calculate Demand Elasticity from Demand Equations.
CO3	Analyze and Select the Least Cost combination of inputs through Production Function.
CO4	Examine the different Cost concepts and predict breakeven point.
CO5	Compare and Contrast the market structures and Apply Pricing decisions across Industries.
CO6	Apply the microeconomic concepts in business investment and analysis



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COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Managerial Economics (P21MB107)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Describe Computer System, its components and types of computer system and working style of computers
CO2	Explain Application of Information Technology in functional areas
CO3	Describe Computer Network and Types of Network
CO4	Discuss Organizational Systems and Global Information Systems
CO5	Explain Information Security and Laws
CO6	Explain Application of Information Systems in Management



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COURSE OUTCOMES (CO)

I-I SEMESTER

Course Name: Computer Practical's (P21MB1L1)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	1. Explain how computers work and what they can do for managers.
CO2	2. State the Internet and its applications.
CO3	3. Describe how application software is used.
CO4	4. Determine how to utilize spreadsheet program.
CO5	5. Analyze how database software works.
CO6	6. Creating & printing reports and labels.



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COURSE OUTCOMES (CO)

I-II SEMESTER

Course Name: Human Resources Management (P21MB201)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO2011	Explain the basic concepts of HRM in the practical settings of an Organization
CO2012	Explain innovative practices in Recruitment and Selection
CO2013	Analyse Systematic Performance Management Systems
CO2014	Analyse harmonious Industrial Relations and apply latest amended Labour acts
CO2015	Evaluate new trends in the HRM practices
CO2016	Design HRM practices in a particular Organization



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COURSE OUTCOMES (CO)

I-II SEMESTER

Course Name: Financial Management (P21MB202)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Define understand the concept of finance function and judge the Time Value of money in terms Annuity and present values.
CO2	Describe and explain assess the feasibility of Projects using Capital Budgeting Techniques
CO3	Apply the Capital Structure Theories to construct the best Capital mix for better Market Value of the Firm
CO4	Classify the Dividend decisions in the interest of the Stakeholders
CO5	Assess Working Capital requirements and apply the Tools to manage it
CO6	Create and develop capital budgeting techniques



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COURSE OUTCOMES (CO)

I-II SEMESTER

Course Name: International Business (P21MB206)

Course Outcomes

Student will be able to

CO. No.	Description
1	State Effective application capabilities of conceptual understanding of the international business environment
2	Explain the ability to integrate economica, geo-politics, legal and cultural dimensions necessary for multi-national operations
3	Apply Local and global perspective towards international business operations of domestic business
4	Classify effective understanding of overseas markets, international agreements, international trade and investments
5	Estimate analytical skills in identification and resolution of international business management issues
6	Invent effective decision making skills, Employing analytical and critical thinking ability.



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COURSE OUTCOMES (CO)

I-II SEMESTER

Course Name: Business Communication (P21MB211)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Recall the importance of communication in business
CO2	Analyze writing skills and presentation
CO3	Understand Writing business proposals and letters
CO4	Application of business communication in the self development process
CO5	Justify the management of relationship with stakeholders
CO6	Develop interpersonal communication skills that are required for social and business interaction.



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COURSE OUTCOMES (CO)

I-II SEMESTER

Course Name: Managerial Soft Skill Lab (P21MB2L1)

Course Outcomes

After completing this course, the student will be able to:

CO Number	CO Statement
CO1	Describe competence in various Business Communication patterns.
CO2	Explain effective written messages in various Formats to Audience.
CO3	Determine the Ability to effectively deliver Formal presentation before a variety of Audiences.
CO4	Assess competently in Groups and Organizations and demonstrate Appropriate and Professional Ethical behavior.
CO5	Estimate Build Strong Relationships and promote positive Atmosphere at Workplace.
CO6	Design Components, Intrapersonal and Management Excellence