



## **Program Outcomes (PO) of BBA (H) with effect From Academic Year 2023-24**

**PO 1 Fundamental and Domain Knowledge:** Learn to express, demonstrate, interpret and apply the knowledge of theories and principles of management in the business administration.

**PO 2. Innovative Thinking & Problem Solving** – To provide a creative framework for potential growth and solutions, to deal with problems by applications of different problem-solving theories.

**PO 3. Critical Thinking** – To promote independent thinking, scrutinizing the assumptions and business problems using appropriate data for the effective solutions.

**PO 4. Effective Communication** - To enlighten the students with appropriate communication skills & soft skills, understand different styles and types of communication.

**PO 5. Leadership and Team Work** – To understand its impact on the functioning of the organization, learning leadership styles and its implications in the business environment and understanding significance of team work and team building.

**PO 6. Global Orientation and Cross-Cultural Appreciation** - To understand challenges prevailing within the organization, nation and globally. To acknowledge cross-cultural aspects of management.

**PO 7. Entrepreneurship** - To understand Entrepreneurial opportunities prevailing and upcoming in the modern business context. To crack the scalability of the present business avenues and nurture start-ups.

**PO 8. Environment and Sustainability** – To learn ways to protect ecosystems, develop sustainable businesses by using relevant techniques in context of Climate change, water crisis/management, green washing, pollution control, etc.

**PO 9. Social Responsiveness and Ethics** - To understand the ability to recognise ethical validations and unethical practices in organization which in turn affects the societal benefits.

**PO 10. Life Long Learning** – To understand the need of self-initiated learning that focuses on personal development, to improve the quality of life and achieve personal goals as well as objectives of organization.



**School of Management, Commerce & Liberal Arts  
BBA (Honors') Programme**

**BBA Semester I**

**Course Title: Principles of Management**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Major/ Core	BBA230101	4	60	20%	30%	-	50%	-

**Course Outcomes (COs)**

1. Understanding the concept and nature of Management and recognize various perspectives on Management.
2. Identify the steps involved in the process of management.
3. Design plans and take business decisions by using the apt tools and techniques.
4. Create organization charts, establish authority responsibility relationship, create departments and perform other functions of organization.
5. Identify the need for Staffing, Motivation & Leadership for adopt the best methods & Theories, styles.

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	High	High	Medium	High	Low	Medium	High
CO2	High	High	High	High	High	Medium	High	Medium	Medium	High
CO3	Medium	High	High	Medium	Medium	Medium	High	Low	Medium	Medium
CO4	High	Medium	Medium	High	High	Medium	High	Low	Medium	High
CO5	High	Medium	High	High	High	Medium	High	Medium	Medium	High

  
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School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester I**

**Course Title: Financial Accounting**

Category of Course	Course Code	Credit	Contact Hours	Internal				External	
				Theory	Continuous Assessment	Practical	Theory	Practical	
Major/Core	BBA230102	4	60	Theory	Continuous Assessment	Practical	Theory	Practical	
				20%	30%	-	50%	-	

**Course Outcomes (COs)**

1. Acquiring the knowledge of different accounting concepts, methods and statements.
2. Ability to prepare financial statements in accordance with appropriate standards.
3. Creating critical thinking skills for analysis of financial data of an organization.
4. Ability to interpret different financial statements.
5. To make aware about accounting of Non-profit making organization

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	Low	Medium	High	Low	-	-	High
CO2	High	Low	High	Low	Low	High	Low	-	-	High
CO3	High	Medium	High	Low	Low	High	Low	-	-	High
CO4	High	Medium	High	Low	Low	High	Low	-	-	High
CO5	High	Medium	Medium	Low	Low	High	Low	-	-	High



School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester I**

**Course Title: Marketing Management**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Minor	BBA230103	4	60	20%	30%	-	50%	-

**Course Outcomes (COs)**

1. Understanding of the basic terms used in marketing and the differences between them.
2. Ability to apply the concepts, principles of marketing to improve marketplace performance
3. Understanding of Product Management Concepts
4. Ability to identify what drives customer value and importance of buying behaviour
5. Critically analyse an organization's Distribution system and branding strategies.

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Low	High	Medium	Medium	Medium	Low	Medium	High
CO2	High	High	Medium	High	Medium	Medium	High	Low	Medium	High
CO3	High	High	High	High	Medium	Medium	High	Low	Medium	High
CO4	High	High	High	Medium	Medium	High	Medium	Medium	Medium	High
CO5	Medium	Medium	High	Low	Low	Low	Medium	-	-	-



School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester I**

**Course Title: Office Automation**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
MDC	BBA230104	4	60	10%	30%	10%	25%	25%

**Course Outcomes (COs)**

1. The understanding of the basic nature & scope of computer usage
2. The identification of various peripheral devices, internet environment, word processing, spread sheets and presentation in computer related terminology.
3. The knowledge about different computer concepts such as internet environment.
4. Ability to use digital resources at workplace for effective organization.
5. To equip students with practical knowledge of MS office

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	Medium	Low	Low	-	-	Low	Low	-	-	Medium
CO2	Medium	Low	Low	-	-	Low	Low	-	-	Medium
CO3	Medium	Low	Low	-	-	Low	Low	-	-	Medium
CO4	Medium	Low	Low	Medium	Low	Low	Low	-	-	Medium
CO5	High	Low	Low	Medium	-	Low	Low	-	-	Medium

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### School of Management, Commerce & Liberal Arts

#### BBA (Honors) Programme

#### BBA Semester I

#### Course Title: Communication Skills

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
AEC	AEC230101	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

1. Inculcation of different skills will be added in a student's career.
2. Students' employability skills will be enhanced.
3. Ability to speak in English will be improved through practice.

#### CO-PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	Medium	Medium	Medium	High	High	Medium	Medium	Low	Medium	High
CO2	Medium	Medium	High	High	High	Medium	Medium	Low	Medium	High
CO3	Low	Low	Medium	High	Medium	Low	Low	Low	Low	High



## School of Management, Commerce & Liberal Arts

### BBA (Honours) Programme

#### BBA Semester I

#### Course Title: Foundation of Entrepreneurship

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
				20%	30%	%	50%	
SEC	SEC230101	2	30					

#### Course Outcomes (COs)

1. To know various theories of entrepreneurship and trends.
2. To identify various issues and challenges in starting a new venture.
3. To understand innovation and its implications
4. To create entrepreneurial mindset through understanding entrepreneurial personality

#### CO-PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	High	Medium	Medium	Medium	High	High	High
CO2	Medium	Medium	High	High	Low	Low	High	High	High	Medium
CO3	High	High	Medium	Medium	Medium	Medium	Medium	High	Medium	Medium
CO4	High	High	Medium	High	High	Medium	High	Medium	Medium	High

  
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**School of Management, Commerce & Liberal Arts**

**BBA (Honours) Programme**

**BBA Semester I**

**Course Title: Indian Economy & Business Model**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
IKS	IKS230101	2	30	20%	30%	%	50%	

**Course Outcomes (COs)**

1. Enlightening the students about the ancient fundamentals about Indian economics which will frame out a basic land of understanding the modern trends.
2. Understanding the Indian economic models during ancient India.
3. Enhancing the knowledge of Indian business models (pre – post independence) in comparison of world business models

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Low	Low	High	Medium	-	Low	Low	High	High
CO2	Medium	Medium	High	High	Medium	Medium	Medium	Low	High	High
CO3	Low	High	High	High	Medium	High	High	Low	Medium	Medium

A handwritten signature in black ink, appearing to read "Dr. Dinesh Patel".

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School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester II**

**Course Title: Organisational Behaviour**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Major/ Core	BBA230201	4	60	20%	30%	%	50%	

**Course Outcomes (COs)**

1. To familiarize with the concept of individual, group and organisation behaviour at work.
2. To understand individual behavior in organizations due to diversity, attitudes, job satisfaction, emotions, personality, perception, motivation that influence the decision making and work.
3. To familiarize with concept of leadership and theories of motivation.
4. To explain how power and culture affect working relationships within organizations.
5. To ability to adapt the organizational change.
6. To understand the concept of stress and methods of managing the stress to improve the organizational performance.

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	High	Medium	Medium	Low	-	High	High
CO2	High	Medium	Medium	High	Medium	Medium	Low	-	Medium	High
CO3	High	Medium	Low	Medium	High	Medium	Medium	-	Medium	Medium
CO4	Medium	Medium	High	High	Medium	High	Medium	-	High	Medium
CO5	Medium	-	Medium	Medium						
CO6	High	Medium	Medium	Medium	Medium	Medium	Low	-	Medium	Medium

*@aureabhi*



### School of Management, Commerce & Liberal Arts

#### BBA (Honours) Programme

#### BBA Semester II

#### Course Title: Fundamentals of Economics

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Major/ Core	BBA230202	4	60	20%	30%	%	50%	

#### Course Outcomes (COs)

1. The understanding of the basic nature & scope of economics.
2. The identification of various economic variables in general business atmosphere.
3. The knowledge about different micro economic concepts such as demand & supply.
4. Ability to forecast future demand for business.
5. Understanding various macro-economic indicators.

#### COPD Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	-	High	Medium	High	-	High	Medium
CO2	High	Medium	Medium	-	High	Medium	High	-	High	Medium
CO3	High	High	High	-	High	Medium	High	-	High	High
CO4	High	High	High	-	High	Medium	High	-	High	High
CO5	High	High	High	-	High	Medium	High	-	High	High



## School of Management, Commerce & Liberal Arts

### BBA (Honours) Programme

#### BBA Semester II

#### Course Title: Financial Management

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Minor	BBA230203	4	60	Theory 20%	Continuous Assessment 30%	Practical %	Theory 50%	Practical

#### Course Outcomes (COs)

1. The understanding of how the Indian financial system works.
2. The knowledge of different avenues of raising and investing funds to establish and run the business.
3. The ability to apply time value of money in taking financial investment decision
4. Enhancing the ability to understand operating cycle
5. Enabling students to know how to manage working capital finance

#### CO-PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Low	Medium	—	Low	Low	High	—	—	Medium
CO2	High	Medium	Medium	—	Low	Low	High	—	—	Medium
CO3	High	High	High	Low	Medium	Low	High	—	—	High
CO4	High	High	High	Low	Low	Low	High	—	—	Medium
CO5	High	High	High	Low	Low	Low	High	—	—	High

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School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester II**

**Course Title: Foundation in Statistical Method**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
MDC	BBA230204	4	60	20%	30%	%	50%	

**Course Outcomes (COs):**

1. The understanding of the basic Mathematical Concepts.
2. The identification of structured Business Problems in a mathematical form.
3. Application of the mathematical concepts learnt to business courses.
4. Ability to test the hypothesis relating to economics, business and finance.
5. Analyzing business data using time series technique.

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	Medium	High	Medium	Low	Medium	Low	Medium	Low	Medium	Low
CO2	Low	Medium	Medium	Medium	Medium	Medium	High	Low	Low	Medium
CO3	High	High	High	Medium	Medium	Medium	High	Low	Medium	Medium
CO4	Low	High	High	Medium	Medium	High	Medium	Low	Medium	Medium
CO5	High	Medium	Medium	High	Medium	Medium	High	Medium	Low	Medium

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School of Management, Commerce & Liberal Arts

**BBA (Honours) Programme**

**BBA Semester II**

**Course Title: Logical and Critical Thinking**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
AEC	AEC230202	2	30	20%	30%	%	50%	

**Course Outcomes (COs)**

1. Ability to understand the basic concept of Logical and Critical Thinking and are able to solve problems
2. Increasing the analytical ability.
3. Helping students in employability in service-based company, government sector, PSU and in pursuing for higher studies also.

**CO-PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	High	Medium	Medium	Medium	Low	Medium	High
CO2	High	High	High	High	High	Medium	Medium	Low	Medium	High
CO3	High	High	High	High	High	Medium	Medium	Low	Medium	High



### School of Management, Commerce & Liberal Arts

#### BBA (Honours) Programme

#### BBA Semester II

#### Course Title: Identifying Entrepreneurial Opportunities

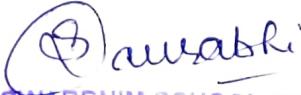
Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
SEC	SEC230202	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

1. Exploration of opportunities from the market
2. Check technical, market, financial and other types of Feasibility of a business idea.
3. Develop business model to describe the rationale of how an organization creates, delivers, and captures value

#### CO-PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	Medium	Medium	Low	High	High	Medium	Medium	High
CO2	Low	Medium	High	Low	Low	Medium	High	Low	Low	Medium
CO3	Medium	High	Medium	Medium	Medium	Medium	Medium	Low	High	High
CO4	High	High	High	Low	Low	High	High	High	Medium	High

  
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### School of Management, Commerce & Liberal Arts

#### BBA (Honours) Programme

#### BBA Semester II

#### Course Title: Environmental Studies

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
VAC	VAC230201	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

1. Enabling students to understand and realize the multi-disciplinary nature of the environment, its components, and inter-relationship between man and environment.
2. Understanding the relevance and importance of natural resources in the sustenance of life on earth and living standard. the importance of ecosystem, biodiversity, and nature.
3. Correlating the human population growth and its trend to the environmental degradation and developing the awareness about his/her role towards environmental protection. Identifying different types of environmental pollution and control measures.

#### CO-PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	High	High	High	Medium	High	Medium	Medium
CO2	High	High	High	Medium	High	High	Medium	High	Medium	Medium
CO3	High	High	Medium	High	High	High	Medium	High	Medium	Medium



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**BBA (H)**  
**SEM 3**



School of Management, Commerce & Liberal Arts

**BBA (Honors) Programme BBA**

**Semester III**

**Course Title: Business Environment**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230301	4	60	20%	30%	%	50%	

**Course Outcomes (COs):**

1. Understanding the concepts of Business environment & Macro/Micro environment
2. Ability to correlate current economic scenario and environmental impact on business
3. Ability to understand the importance of socio cultural factors affecting business operations
4. Identification of possible threats and opportunities from ever changing technological environment
5. Making students acquaintance with the knowledge of taking business globally

**CO PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Low	Low	High	High	High	Low	Medium	High
CO2	High	High	Medium	Low	High	High	High	Medium	Medium	High
CO3	High	Medium	High	Low	High	High	High	Medium	Medium	High
CO4	Medium	Medium	High	Low	High	High	High	Low	Medium	High
CO5	High	Medium	High	High	High	High	High	Low	Medium	High



**School of Management, Commerce & Liberal Arts  
BBA (Honors) Programme BBA**

**Semester III**

**Course Title: Corporate Social Responsibility**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230303	4	60	20%	30%	%	50%	

**Course Outcomes (COs)**

1. Create awareness of the CSR theoretical framework, its ethical foundation and importance to improve the general welfare.
2. Understand the meaning, definition, and nature and appreciate its role in adding human and social values.
3. Identify the key components of corporate social responsibility through case study and real life examples.
4. Provide students with comprehensive knowledge of stakeholders' expectations and sustainability challenges companies face.
5. This will help in inculcating entrepreneurial spirit with give back to the society for enhancing quality of life.
6. Demonstrate students that CSR is viable, when integrated into a global business strategy.

### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Low	Medium	Low	Low	Low	High	Low	High	Low
CO2	High	High	Medium	Low	Low	Low	High	Low	High	Low
CO3	High	High	Medium	-	Low	Low	High	Low	High	Low
CO4	High	High	Medium	Low	High	-	High	Low	High	Low
CO5	High	Medium	Low	Low	Low	Low	High	Low	High	Low
CO6	Low	Medium	Low	Low	Low	High	High	Low	Medium	Low

  
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### School of Management, Commerce & Liberal Arts

#### BBA (Honors) Programme

#### BBA Semester III

##### Course Title: Financial Literacy

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
AEC	BBA230303	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

1. Increasing familiarities with financial literacy and its different aspects.
2. Leading them towards financial wellbeing by teaching to manage their money.
3. Making them literate about the personal tax structure of India
4. Enable them to understand the process of tax e filing

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	-	Medium	-	Medium	-	-	High
CO2	High	Medium	Medium	-	Medium	-	Medium	-	-	High
CO3	High	Medium	Medium	-	Medium	-	Medium	-	-	High
CO4	High	High	Medium	-	Medium	-	Medium	-	-	High

 Dr. Auroshik

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### School of Management, Commerce & Liberal Arts

#### BBA (Honours) Programme

#### BBA Semester III

**Course Title: Marketing Strategies for Start Ups**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
SEC	SEC230303	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

- Exploration of Marketing basics in real world
- Understanding customer ways of reacting to marketing and various types of customers.
- Understanding Brand and its importance as well as various techniques of Integrated marketing
- Exploration of the new buzz social marketing basics

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Medium	Medium	Medium	Low	Medium	Low	Medium	Low
CO2	Medium	Medium	Medium	Medium	Medium	Medium	High	Low	Low	Medium
CO3	High	High	High	Medium	Medium	Medium	High	Low	Medium	Medium
CO4	Low	High	High	Medium	Medium	High	Medium	Low	Medium	Medium



## School of Management, Commerce & Liberal Arts

### BBA (Honors) Programme

#### BBA Semester III

#### Course Title: Understanding India

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
IKS	IKS230302	2	30	20%	30%	%	50%	

#### Course Outcomes (COs)

1. To understand the meaning and important of Indian Knowledge System
2. To identify the Actual foundational concepts for science and technology.
3. To understand the values of Humanities and Social Science.

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	Medium	High	Medium	High	High	High	Low	Medium	Medium	High
CO2	Medium	Medium	Medium	High	High	High	High	High	High	High
CO3	High	High	Medium	High	Medium	High	High	High	High	High

  
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**School of Management, Commerce & Liberal Arts**  
**BBA (Honors) Programme**  
**BBA Semester III**

**Course Title: Information System**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230302	4	60	10%	30%	10%	25%	25%

### **Course Outcomes (COs)**

1. Learners should be able to understand the concept and application of Information Systems
2. Learners should be able to create reports and represent data graphically using excel and access.
3. Learners should be able to understand and evaluate the Enterprise software based on the user requirements and the functionality it serves.

### **CO PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Low	Low	-	Low	Low	-	Low	High
CO2	High	Medium	Low	Low	-	Low	Low	-	Low	High
CO3	High	Low	Low	Low	-	Medium	Low	-	Low	High

A handwritten signature in blue ink, which appears to read "Dr. Dinesh Patel". The signature is fluid and cursive, with a circular flourish at the beginning.

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**School of Management, Commerce & Liberal Arts  
BBA (Honors) Programme BBA**

**Semester III**

**Course Title: Introduction to Psychology**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
				20%	30%		50%	
MDC	BBA230304	4	60					

**Course Outcomes (COs)**

1. To understand the meaning and important of Psychology in Everyday life
2. To identify the psychosomatic behavior and mental healing.
3. To understand different theories and methods in Psychology
4. To identify barriers to rectify different testing and assessments of Psychology
5. To understand the maximum user friendly techniques for ultimate professional use of the Psychology

**CO PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Medium	Low	Medium	High	High	High	Medium	Medium	High
CO2	High	High	High	Medium	High	High	High	Medium	Medium	High
CO3	High	High	High	Medium	High	High	High	Low	Medium	High
CO4	Medium	High	High	Medium	High	High	High	Medium	Medium	High
CO5	High	High	High	High	High	High	High	Medium	Low	High

*(Signature)*

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**BBA**

**SEM 4**



School of Management, Commerce & Liberal Arts

**BBA (Honors) Programme**

**BBA Semester IV**

**Course Title: Production and Operations Management**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230401	4	60	20%	30%		50%	

### Course Outcomes (COs)

1. To understand how production systems are used in managing operations
2. To understand the managerial responsibility for Operations
3. To gain an understanding and appreciation of the principles and applications relevant to the Planning, design, and operations of manufacturing/service firms.
4. To develop skills necessary to effectively analyze and synthesize the many inter-relationships inherent in complex socio-economic productive systems.
5. To apply quantitative methods to assist in decision making on operations management and strategy.

### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	Medium	High	Medium	-	Medium	-	-
CO2	High	Medium	High	Medium	-	-	Medium	-	Medium	-
CO3	Medium	High	High	-	-	Medium	-	-	-	Medium
CO4	Low	High	Medium	-	High	-	-	Medium	-	-
CO5	Low	High	-	-	-	-	-	-	-	-



School of Management, Commerce & Liberal Arts

**BBA (Honors) Programme BBA**

**Semester IV**

**Course Title: Project Management**

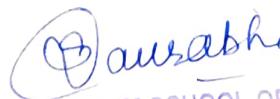
Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230403	4	60	20%	30%		50%	

**Course Outcomes (COs):**

1. Understand the contemporary and cutting edge Project Management.
2. Analyze stakeholder expectations and engagement to ensure a successful project outcome.
3. Manage projects effectively including the management of scope, time, costs, and quality, ensuring satisfying the needs of the project.
4. Apply project management practices in a variety of organizational and international settings.
5. Apply processes required to manage the procurement of a project, including acquiring goods and services from outside the organization.

**CO PO Mapping**

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	Medium	High	Medium	Low	Medium	Low	Medium
CO2	High	Medium	High	Medium	Low	Low	Medium	Low	Medium	Medium
CO3	Medium	High	High	—	Low	Medium	Low	—	—	Medium
CO4	Low	High	Medium	—	High	Low	Low	Medium	—	Low
CO5	Medium	High	Low	—	Medium	Low	Medium	Low	Medium	Medium

  
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## School of Management, Commerce & Liberal Arts

### BBA Programme

#### BBA Semester IV Course Title: Soft Skills

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
AEC	AEC230404	2	30	20%	30%		50%	

### Course Outcomes (COs)

1. Learners should understand the nuance of communication at workplace
2. The learners will be able to create various forms of business letters
3. The learners will be able to create various forms of business reports

### CO PO MAPPING

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	Medium	Medium	Medium	High	High	Medium	Low	Low	Medium	High
CO2	Medium	Low	Medium	High	Medium	Low	Low	Low	Medium	High
CO3	High	Medium	High	High	Medium	Medium	Medium	Low	Medium	High



**School of Management, Commerce & Liberal Arts**  
**BBA (Honors) Programme**  
**BBA Semester IV**  
**Course Title: Business Law**

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
CORE	BBA230402	4	60	20%	30%		50%	

#### Course Outcomes (COs):

1. Gaining knowledge of the branches of law which relate to business transactions
2. Making students aware about the legal implications for unpaid seller
3. Enhancing awareness regarding various negotiable instruments used in business
4. Making students acquainted with legal formalities for registering business as limited Company.
5. In the modern business world where consumer is king, Increasing knowledge for consumer's rights

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	Low	Medium	Low	Low	High	Medium	Medium	High	High
CO2	High	High	Medium	-	Low	Low	Medium	Medium	High	High
CO3	High	High	Medium	Low	Low	Low	Medium	Medium	High	High
CO4	High	High	Medium	-	High	Low	Medium	Medium	High	High
CO5	High	Medium	Medium	Low	Low	Low	Medium	Medium	High	High

  
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### School of Management, Commerce & Liberal Arts

#### BBA (Honors) Programme BBA Semester IV Course

##### Title: Human Resource Management

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
Minor	BBA230404	4	60	20%	30%		50%	

#### Course Outcomes (COs)

1. To demonstrate knowledge about fundamental principles, generalizations, and/or theories and concepts in human resources management and Human Resource Planning.
2. To apply course material to improve thinking, problem solving, and decision making along with recruitment and selected and Induction in the advanced human resources management arena.
3. To assess potential and to prepare an employee through appropriate feedback and guidance for higher responsibilities which connects with monetary rewards and to act as a tool for Human Resource Development.
4. To secure industrial peace and harmony by providing machinery and procedure for the investigation and settlement of Industrial Disputes.
5. To create a productive, engaged workforce and to eliminate the perception that organized labor and management have a perpetually adversarial relationship.

#### CO-PO MAPPING

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	Medium	High	Medium	Low	-	High	High
CO2	High	High	High	High	Medium	Low	Low	-	High	High
CO3	High	High	High	High	Medium	Medium	Low	-	Medium	High
CO4	High	High	High	High	High	Medium	Low	-	Medium	High
CO5	High	High	High	High	High	Medium	Low	-	Medium	High

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### School of Management, Commerce & Liberal Arts

#### BBA (Honors) Programme

#### BBA Semester IV

#### Course Title: Finance and Funding for Start Up

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
SEC	SEC230404	2	30	20%	30%		50%	

#### Course Outcomes (COs)

1. Finance and its importance in the real world
2. Various ways of development of finance for the company
3. Understanding the importance of accounting and its impact
4. Importance of ratio and how its effects the balance sheet of the company

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	Medium	Low	Low	Low	Medium	Low	Medium	Low
CO2	Medium	Medium	Medium	Low	Low	Low	High	Low	Low	Medium
CO3	High	High	High	Low	Medium	Low	High	Low	Medium	Medium
CO4	High	High	High	Low	Low	Low	Medium	Low	Medium	Medium

(B) Bawabhi

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## School of Management, Commerce & Liberal Arts

### BBA (Honors) Programme

#### BBA Semester IV

#### Course Title: Emerging Technologies

Category of Course	Course Code	Credit	Contact Hours	Internal			External	
				Theory	Continuous Assessment	Practical	Theory	Practical
VAC	VAC230402	2	30	10%	20%	20	25%	25%

#### Course Outcomes (COs)

1. Learners should be able to understand the concept and application..
2. Learners should be able to apply the tools, functions in Power BI and Tableau at the beginner's level
3. Learners should be able to create a dashboard.

#### CO PO Mapping

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	High	High	High	Medium	-	High	Low	-	-	High
CO2	Medium	Medium	Medium	Medium	Low	High	Medium	-	-	High
CO3	High	High	High	High	Low	High	Low	-	-	High

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PROGRAM NAME: BBA											
ACADEMIC YEAR/BATCH 2023-24											
CO-PO MAPPING OF BBA 1ST TO 2ND YEAR											
Course Name :	Principles of Management (BBA230101) Semester-1										
<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>	<b>PO10</b>	<b>Overall CO</b>
CO1	3	2	2	3	3	2	3	1	2	3	2.40
CO2	3	3	3	3	3	2	3	2	2	3	2.70
CO3	2	3	3	2	2	2	3	1	2	2	2.20
CO4	3	2	2	3	3	2	3	1	2	3	2.40
CO5	3	2	3	3	3	2	3	2	2	3	2.60
Average	2.8	2.4	2.6	2.8	2.8	2	3	1.4	2	2.8	2.46
Course Name :	Financial Accounting (BBA230102) Semester-1										
<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>	<b>PO10</b>	<b>Overall CO</b>
CO1	3	2	2	1	2	3	1			3	2.13
CO2	3	1	3	1	1	3	1			3	2.00
CO3	3	2	3	1	1	3	1			3	2.13
CO4	3	2	3	1	1	3	1			3	2.13
CO5	3	2	2	1	1	3	1			3	2.00
Average	3	1.8	2.6	1	1.2	3	1			3	2.08
Course Name :	Marketing Management (BBA230103) Semester-1										
<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>	<b>PO10</b>	<b>Overall CO</b>
CO1	3	2	1	3	2	2	2	1	2	3	2.10
CO2	3	3	2	3	2	2	3	1	2	3	2.40
CO3	3	3	3	3	2	2	3	1	2	3	2.50
CO4	3	3	3	2	2	3	2	2	2	3	2.50
CO5	2	2	3	1	1	1	2				1.71
Average	2.8	2.6	2.4	2.4	1.8	2	2.4	1.25	2	3	2.27
Course Name :	Indian Economy & Business Model (IKS230101) Semester-1										
<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>	<b>PO10</b>	<b>Overall CO</b>
CO1	3	1	1	3	2		1	1	3	3	2.00
CO2	2	2	3	3	2	2	2	1	3	3	2.25
CO3	1	3	3	3	2	3	3	1	2	2	2.00
Average	2	2	2.333	3	2	2.5	2	1	2.667	2.667	2.22
Course Name :	Communication Skills (AEC230101) Semester-1										
<b>CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PO8</b>	<b>PO9</b>	<b>PO10</b>	<b>Overall CO</b>
CO1	2	2	2	3	3	2	2	1	2	3	2.20
CO2	2	2	3	3	3	2	2	1	2	3	2.30
CO3	1	1	2	3	2	1	1	1	1	3	1.60
Average	1.667	1.667	2.333	3	2.667	1.667	1.667	1	1.667	3	2.03

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Course Name :		Office Automation (BBA230104) Semester-1									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	2	1	1			1	1				2
CO2	2	1	1			1	1				2
CO3	2	1	1			1	1				2
CO4	2	1	1	2	1	1	1				2
CO5	3	1	1	2		1	1				2
Average	2.2	1	1	2	1	1	1			2	1.40
Course Name :		Foundation Of Entrepreneuership (SEC230101) Semester-1									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	3	2	2	2	3	3	3	2.70
CO2	2	2	3	3	1	1	3	3	3	2	2.30
CO3	3	3	2	2	2	2	2	3	2	2	2.30
CO4	3	3	2	3	3	2	3	2	2	3	2.60
Average	2.75	2.75	2.5	2.75	2	1.75	2.5	2.75	2.5	2.5	2.48
Course Name :		Organisational Behaviour (BBA230201) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	2	3	2	2	1		3	3	2.33
CO2	3	2	2	3	2	2	1		2	3	2.22
CO3	3	2	1	2	3	2	2		2	2	2.11
CO4	2	2	3	3	2	3	2		3	2	2.44
CO5	2	2	2	2	2	2	2		2	2	2.00
CO6	3	2	2	2	2	2	1		2	2	2.00
Average	2.667	2	2	2.5	2.167	2.167	1.5		2.333	2.333	2.19
Course Name :		Fundamentals of Economics (BBA230202) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	2		3	2	3		3	2	2.50
CO2	3	2	2		3	2	3		3	2	2.50
CO3	3	3	3		3	2	3		3	3	3.00
CO4	3	3	3		3	2	3		3	3	3.00
CO5	3	3	3		3	2	3		3	3	3.00
Average	3	2.6	2.6		3	2	3		3	2.6	2.73
Course Name :		Financial Management (BBA230203) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	1	2		1	1	3			2	2.00
CO2	3	2	2		1	1	3			2	2.00
CO3	3	3	3	1	2	1	3			3	3.00
CO4	3	3	3	1	1	1	3			2	2.00
CO5	3	3	3	1	1	1	3			3	3.00
Average	3	2.4	2.6	1	1.2	1	3			2.4	2.08

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Course Name :		Foundation in Statistical Method (BBA230204) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	2	3	2	1	2	1	2	1	2	1	1.70
CO2	1	2	2	2	2	2	3	1	1	2	1.80
CO3	3	3	3	2	2	2	3	1	2	2	2.30
CO4	1	3	3	2	2	3	2	1	2	2	2.10
CO5	3	2	2	3	2	2	3	2	1	2	2.20
Average	2	2.6	2.4	2	2	2	2.6	1.2	1.6	1.8	2.02
Course Name :		Logical and Critical Thinking (AEC230202) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	3	2	2	2	1	2	3	2.40
CO2	3	3	3	3	3	2	2	1	2	3	2.50
CO3	3	3	3	3	3	2	2	1	2	3	2.50
Average	3	3	3	3	2.667	2	2	1	2	3	2.47
Course Name :		Identifying Entrepreneurial Opportunities (SEC230202) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	2	2	1	3	3	2	2	3	2.40
CO2	1	2	3	1	1	2	3	1	1	2	1.70
CO3	2	3	2	2	2	2	2	1	3	3	2.20
CO4	3	3	3	1	1	3	3	3	2	3	2.50
Average	2.25	2.75	2.5	1.5	1.25	2.5	2.75	1.75	2	2.75	2.20
Course Name :		Environmental Studie (VAC230201) Semester-2									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	3	3	3	2	3	2	2	2.70
CO2	3	3	3	2	3	3	2	3	2	2	2.60
CO3	3	3	2	3	3	3	2	3	2	2	2.60
Average	3	3	2.667	2.667	3	3	2	3	2	2	2.63
Course Name :		Business Environment (BBA230301) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	1	1	3	3	3	1	2	3	2.20
CO2	3	3	2	1	3	3	3	2	2	3	2.50
CO3	3	2	3	1	3	3	3	2	2	3	2.50
CO4	2	2	3	1	3	3	3	2	2	3	2.30
CO5	3	2	3	3	3	3	3	1	2	3	2.60
Average	2.8	2.2	2.4	1.4	3	3	3	1.4	2	3	2.42

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Course Name :		Corporate Social Responsibility (BBA230303) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	1	2	1	1	1	3	1	3	1	1.70
CO2	3	3	2	1	1	1	3	1	3	1	1.90
CO3	3	3	2		1	1	3	1	3	1	2.00
CO4	3	3	2	1	3		3	1	3	1	2.22
CO5	3	2	1	1	1	1	3	1	3	1	1.70
CO6	1	2	1	1	1	3	3	1	2	1	1.60
Average	2.667	2.333	1.667	1	1.333	1.4	3	1	2.833	1	1.82
Course Name :		Financial Literacy (AEC230303) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	2		2		2			3	3.00
CO2	3	2	2		2		2			3	3.00
CO3	3	2	2		2		2			3	3.00
CO4	3	3	2		2		2			3	3.00
Average	3	2.25	2		2		2			3	2.38
Course Name :		Marketing Strategies for Start Ups (SEC230303) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	2	2	2	1	2	1	2	1	1.80
CO2	2	2	2	2	2	2	3	1	1	2	1.90
CO3	3	3	2	2	2	2	3	1	2	2	2.30
CO4	1	3	3	2	2	3	2	1	2	2	2.10
Average	2.25	2.5	2.5	2	2	2	2.5	1	1.75	1.75	2.03
Course Name :		Understanding India (IKS230303) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	2	3	2	3	3	3	1	2	2	3	2.40
CO2	2	2	2	3	3	3	3	3	3	3	2.70
CO3	3	3	2	3	2	3	3	3	3	3	2.80
Average	2.333	2.667	2	3	2.667	3	2.333	2.667	2.667	3	2.63
Course Name :		Information System (BBA230302) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	1	1		1	1		1	3	2.00
CO2	3	2	1	1		1	1		1	3	2.00
CO3	3	1	1	1		2	1		1	3	2.00
Average	3	1.667	1	1		1.333	1		1	3	1.63
Course Name :		Introduction to Psychology (BBA230304) Semester-3									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	2	1	2	3	3	3	2	2	3	2.40
CO2	3	3	3	2	3	3	3	2	2	3	2.70
CO3	3	3	3	2	3	3	3	1	2	3	2.60
CO4	2	3	3	2	3	3	3	2	2	3	2.60
CO5	3	3	3	3	3	3	3	2	1	3	2.60
Average	2.8	2.8	2.6	2.2	3	3	3	1.8	1.8	3	2.70



Course Name :		Production and Operations Management (BBA230401) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	2	3	2		2			2.57
CO2	3	2	3	2			2		2		2.33
CO3	2	3	3			2				2	2.40
CO4	1	3	2		3			2			2.20
CO5	1	3									2.00
Average	2	2.8	2.75	2	3	2	2	2	2	2	2.26
Course Name :		Project Management (BBA230403) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	2	3	2	1	2	1	2	2.20
CO2	3	2	3	2	1	1	2	1	2	2	1.90
CO3	2	3	3		1	2	1			2	2.00
CO4	1	3	2		3	1	1	2		1	1.75
CO5	2	3	1		2	1	2	1	2	2	1.78
Average	2.2	2.8	2.4	2	2	1.4	1.4	1.5	1.667	1.8	1.92
Course Name :		Soft Skills (AEC230404) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	2	2	2	3	3	2	1	1	2	3	2.10
CO2	2	1	2	3	2	1	1	1	2	3	1.80
CO3	3	2	3	3	2	2	2	1	2	3	2.30
Average	2.333	1.667	2.333	3	2.333	1.667	1.333	1	2	3	2.07
Course Name :		Business Law (BBA230402) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	1	2	1	1	3	2	2	3	3	2.10
CO2	3	3	2		1	1	2	2	3	3	2.22
CO3	3	3	2	1	1	1	2	2	3	3	2.10
CO4	3	3	2		3	1	2	2	3	3	2.44
CO5	3	2	2	1	1	1	2	2	3	3	2.00
Average	3	2.4	2	1	1.4	1.4	2	2	3	3	2.12
Course Name :		Human Resource Management (BBA230404) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	2	3	2	1		3	3	2.56
CO2	3	3	3	3	2	1	1		3	3	2.44
CO3	3	3	3	3	2	2	1		2	3	2.44
CO4	3	3	3	3	3	2	1		2	3	2.56
CO5	3	3	3	3	3	2	1		2	3	2.56
Average	3	3	3	2.8	2.6	1.8	1		2.4	3	2.51

SWARNIM SCHOOL OF MANAGEMENT  
COMMERCE AND LIBERAL ARTS



Course Name :		Finance and Funding for Start Up (SEC230404) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	2	1	1	1	2	1	2	1	1.70
CO2	2	2	2	1	1	1	3	1	1	2	1.60
CO3	3	3	3	1	2	1	3	1	2	2	2.10
CO4	3	3	3	1	1	1	2	1	2	2	1.90
Average	2.75	2.75	2.5	1	1.25	1	2.5	1	1.75	1.75	1.83

Course Name :		Emerging Technologies (VAC230402) Semester-4									
CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	Overall CO
CO1	3	3	3	2		3	1			3	3.00
CO2	2	2	2	2	1	3	2			3	3.00
CO3	3	3	3	3	1	3	1			3	3.00
Average	2.667	2.667	2.667	2.333	1	3	1.333			3	2.33

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SWARRNIM SCHOOL OF MANAGEMENT  
COMMERCE AND LIBERAL ARTS



SWARRNIM STARTUP AND INNOVATION UNIVERSITY												
SWARRNIM SCHOOL OF MANAGEMENT, COMMERCE AND LIBERAL ARTS												
YEAR:- 1ST AND 2ND YEAR BATCH 2023-24												
CO-PO MATRIX ALL COURSE												
BBA (HONORS)												
SUBJECT	SUBJECT CODE	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	OVERALL CO AVG
Principles of Management	BBA230101	2.8	2.4	2.6	2.8	2.8	2.0	3.0	1.4	2.0	2.8	2.5
Financial Accounting	BBA230102	3.0	1.8	2.6	1.0	1.2	3.0	1.0			3.0	2.1
Marketing Management	BBA230103	2.8	2.6	2.4	2.4	1.8	2.0	2.4	1.3	2.0	3.0	2.3
Indian Economy & Business Model	IKS230101	2.0	2.0	2.3	3.0	2.0	2.5	2.0	1.0	2.7	2.7	2.2
Communication Skills	AEC230101	1.7	1.7	2.3	3.0	2.7	1.7	1.7	1.0	1.7	3.0	2.0
Office Automation	BBA230104	2.2	1.0	1.0	2.0	1.0	1.0	1.0			2.0	1.4
Foundation Of Entrepreneurship	SEC230101	2.8	2.8	2.5	2.8	2.0	1.8	2.5	2.8	2.5	2.5	2.5
Organisational Behaviour	BBA230201	2.7	2.0	2.0	2.5	2.2	2.2	1.5		2.3	2.3	2.2
Fundamentals of Economics	BBA230202	3.0	2.6	2.6		3.0	2.0	3.0		3.0	2.6	2.7
Financial Management	BBA230203	3.0	2.4	2.6	1.0	1.2	1.0	3.0			2.4	2.1
Foundation in Statistical Method	BBA230204	2.0	2.6	2.4	2.0	2.0	2.0	2.6	1.2	1.6	1.8	2.0
Logical and Critical Thinking	AEC230202	3.0	3.0	3.0	3.0	2.7	2.0	2.0	1.0	2.0	3.0	2.5
Identifying Entrepreneurial Opportuniti	SEC230202	2.3	2.8	2.5	1.5	1.3	2.5	2.8	1.8	2.0	2.8	2.2
Environmental Studie	VAC230201	3.0	3.0	2.7	2.7	3.0	3.0	2.0	3.0	2.0	2.0	2.6
Business Environment	BBA230301	2.8	2.2	2.4	1.4	3.0	3.0	3.0	1.4	2.0	3.0	2.4
Information System	BBA230302	3.0	1.7	1.0	1.0		1.3	1.0		1.0	3.0	1.6
Corporate Social Responsibility	BBA230303	2.7	2.3	1.7	1.0	1.3	1.4	3.0	1.0	2.8	1.0	1.8
Introduction to Psychology	BBA230304	2.8	2.8	2.6	2.2	3.0	3.0	3.0	1.8	1.8	3.0	2.6
Financial Literacy	AEC230303	2.3	2.5	2.5	2.0	2.0	2.0	2.5	1.0	1.8	1.8	2.0
Marketing Strategies For Start Ups	SEC230303	2.4	2.4	2.4	2.0	2.0	1.8	2.4	1.0	1.8	1.6	2.0
Understanding India	IKS230302	2.3	2.7	2.0	3.0	2.7	3.0	2.3	2.7	2.7	3.0	2.6
Production and Operations Management	BBA230401	2.0	2.8	2.8	2.0	3.0	2.0	2.0	2.0	2.0	2.0	2.3
Project Management	BBA230403	2.2	2.8	2.4	2.0	2.0	1.4	1.4	1.5	1.7	1.8	1.9
Soft Skills	AEC230404	2.3	1.7	2.3	3.0	2.3	1.7	1.3	1.0	2.0	3.0	2.1
Business Law	BBA230402	3.0	2.4	2.0	1.0	1.4	1.4	2.0	2.0	3.0	3.0	2.1
Human Resource Management	BBA230404	3.0	3.0	3.0	2.8	2.6	1.8	1.0		2.4	3.0	2.5
Finance and Funding For Start Up	SEC230404	2.8	2.8	2.8	2.5	1.0	1.3	1.0	2.5	1.0	1.8	1.9
Emerging Technologies	VAC230402	2.7	2.7	2.7	2.3	1.0	3.0	1.3			3.0	2.3
AVERAGE		2.6	2.4	2.4	2.1	2.1	2.0	2.1	1.6	2.1	2.5	2.2

SWARRNIM SCHOOL OF MANAGEMENT  
COMMERCE AND LIBERAL ARTS



**SWARRNIM STARTUP AND INNOVATION UNIVERSITY**  
**SWARRNIM SCHOOL OF MANAGEMENT, COMMERCE AND LIBERAL ARTS**  
**YEAR:- 1ST AND 2ND YEAR BATCH 2023-24**  
**TARGET MARKS AND LEVEL FOR ACADEMIC YEAR 2023-24**

**BBA (HONORS)**

target level			Percentage		Target
			INT	EXT	
1			<=50		
2			>51 to 60<		
3			>=61		

**1ST YEAR BBA (HONORS)**

Course Name	Course Code	Percentage		Level		Target
		INT	EXT	INT	EXT	
Principles of Management	BBA230101	50	50	0.5	0.5	1
Financial Accounting	BBA230102	50	50	0.5	0.5	1
Marketing Management	BBA230103	50	50	0.5	0.5	1
Indian Economy & Business Model	IKS230101	50	50	0.5	0.5	1
Communication Skills	AEC230101	50	50	0.5	0.5	1
Office Automation	BBA230104	50	50	0.5	0.5	1
Foundation Of Entrepreneurship	SEC230101	50	50	0.5	0.5	1
Organisational Behaviour	BBA230201	50	50	0.5	0.5	1
Fundamentals of Economics	BBA230202	50	50	0.5	0.5	1
Financial Management	BBA230203	50	50	0.5	0.5	1
Foundation in Statistical Method	BBA230204	50	50	0.5	0.5	1
Logical and Critical Thinking	AEC230202	50	50	0.5	0.5	1
Identifying Entrepreneurial Opportunities	SEC230202	50	50	0.5	0.5	1
Environmental Studies	VAC230201	50	50	0.5	0.5	1

**2ND YEAR BBA (HONORS)**

Course Name	Course Code	Percentage		Level		Target
		INT	EXT	INT	EXT	
Business Environment	BBA230301	50	50	0.5	0.5	1
Information System	BBA230302	50	50	0.5	0.5	1
Corporate Social Responsibility	BBA230303	50	50	0.5	0.5	1
Introduction to Psychology	BBA230304	50	50	0.5	0.5	1
Financial Literacy	AEC230303	50	50	0.5	0.5	1
Marketing Strategies For Start Ups	SEC230303	50	50	0.5	0.5	1
Understanding India	IKS230302	50	50	0.5	0.5	1
Production and Operations Management	BBA230401	50	50	0.5	0.5	1
Project Management	BBA230403	50	50	0.5	0.5	1
Soft Skills	AEC230404	50	50	0.5	0.5	1
Business Law	BBA230402	50	50	0.5	0.5	1
Human Resource Management	BBA230404	50	50	0.5	0.5	1
Finance and Funding for Start Up	SEC230404	50	50	0.5	0.5	1
Emerging Technologies	VAC230402	50	50	0.5	0.5	1

**SWARRNIM SCHOOL OF MANAGEMENT**  
COMMERCE AND LIBERAL ARTS



**SWARNIM**  
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WHERE IDEAS COME ALIVE

SWARRNIM STARTUP AND INNOVATION UNIVERSITY SWARRNIM SCHOOL OF MANAGEMENT, COMMERCE AND LIBERAL ARTS YEAR:- 1ST AND 2ND YEAR BATCH 2023-24								
Course	Course Code	Semester	No. of Students appeared	target level		Percentage		
				1	2	<=50	>51 to 60<	>=61
				3				
<b>1ST SEMESTER OF ACADEMIC YEAR 2023-24</b>								
Principles of Management	BBA230101	1	INT EXT	28 28	14 12	50.00 42.86	1 1	0.5 0.5
Financial Accounting	BBA230102	1	INT EXT	28 28	21 21	75.00 75.00	3 3	1.5 1.5
Marketing Management	BBA230103	1	INT EXT	28 28	19 16	67.86 57.14	3 2	1.5 1
Indian Economy & Business Model	IKS230101	1	INT EXT	28 28	18 6	64.29 21.43	2 1	0.5 0.5
Communication Skills	AEC230101	1	INT EXT	28 28	19 24	67.86 85.71	3 3	1.5 1.5
Office Automation	BBA230104	1	INT EXT	28 28	24 27	85.71 96.43	3 3	1.5 1.5
Foundation Of Entrepreneurship	SEC230101	1	INT EXT	28 28	24 25	85.71 89.29	3 3	1.5 1.5
<b>2ND SEMESTER OF ACADEMIC YEAR 2023-24</b>								
Organisational Behaviour	BBA230201	2	INT EXT	26 26	16 1	61.54 3.85	3 1	1.5 0.5
Fundamentals of Economics	BBA230202	2	INT EXT	26 26	22 20	84.62 76.92	3 3	1.5 1.5
Financial Management	BBA230203	2	INT EXT	26 26	17 6	65.38 23.08	3 1	1.5 0.5
Foundation in Statistical Method	BBA230204	2	INT EXT	26 26	26 24	100.00 92.31	3 3	1.5 1.5
Logical and Critical Thinking	AEC230202	2	INT EXT	26 26	26 25	100.00 96.15	3 3	1.5 1.5
Identifying Entrepreneurial Opportunities	SEC230202	2	INT EXT	26 26	26 25	100.00 96.15	3 3	1.5 1.5
Environmental Studies	VAC230201	2	INT EXT	26 26	26 24	100.00 92.31	3 3	1.5 1.5
<b>3RD SEMESTER OF ACADEMIC YEAR 2023-24</b>								
Business Environment	BBA230301	3	INT EXT	25 25	17 24	68.00 96.00	3 3	1.5 1.5
Management Information System	BBA230302	3	INT EXT	25 25	23 22	92.00 88.00	3 3	1.5 1.5
Corporate Social Responsibility	BBA230303	3	INT EXT	25 25	17 12	68.00 48.00	3 1	1.5 0.5
Introduction to Psychology	BBA230304	3	INT EXT	25 25	21 17	84.00 68.00	3 3	1.5 1.5
Financial Literacy	AEC230303	3	INT EXT	25 25	25 23	100.00 92.00	3 3	1.5 1.5
Marketing Strategies For Start Ups	SEC230303	3	INT EXT	25 25	25 24	100.00 96.00	3 3	1.5 1.5
Understanding India	IKS230302	3	INT EXT	25 25	23 21	92.00 84.00	3 3	1.5 1.5
<b>4TH SEMESTER OF ACADEMIC YEAR 2023-24</b>								
Production and Operations Management	BBA230401	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Project Management	BBA230403	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Soft Skills	AEC230404	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Business Law	BBA230402	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Human Resource Management	BBA230404	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Finance and Funding for Start Up	SEC230404	4	INT EXT	25 25		0.00 0.00	0 0	0 0
Emerging Technologies	VAC230402	4	INT EXT	25 25		0.00 0.00	0 0	0 0

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**SWARRNIM SCHOOL OF MANAGEMENT  
COMMERCE AND LIBERAL ARTS**



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UNIVERSITY  
WHERE IDEAS COME ALIVE

SWARRNIM STARTUP AND INNOVATION UNIVERSITY										
SWARRNIM SCHOOL OF MANAGEMENT, COMMERCE AND LIBERAL ARTS										
YEAR:- 1ST AND 2ND YEAR BATCH 2023-24										
BBA (HONORS)										
FINAL DIRECT ATTAINMENT LEVEL PO'S FOR ALL COURSE										
SUBJECT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
BBA230101	0.31	0.27	0.29	0.31	0.31	0.22	0.33	0.16	0.22	0.31
BBA230102	1.00	0.60	0.87	0.33	0.40	1.00	0.33	0.00	0.00	1.00
BBA230103	0.93	0.87	0.80	0.80	0.60	0.67	0.80	0.42	0.67	1.00
IKS230101	0.44	0.44	0.52	0.67	0.44	0.56	0.44	0.22	0.59	0.59
AEC230101	0.56	0.56	0.78	1.00	0.89	0.56	0.56	0.33	0.56	1.00
BBA230104	0.73	0.33	0.33	0.67	0.33	0.33	0.33	0.00	0.00	0.67
SEC230101	0.92	0.92	0.83	0.92	0.67	0.58	0.83	0.92	0.83	0.83
BBA230201	0.59	0.44	0.44	0.56	0.48	0.48	0.33	0.00	0.52	0.52
BBA230202	1.00	0.80	0.87	0.33	0.40	0.33	1.00	0.00	0.00	0.80
BBA230203	0.67	0.53	0.58	0.22	0.27	0.22	0.67	0.00	0.00	0.53
BBA230204	0.67	0.87	0.80	0.67	0.67	0.67	0.87	0.40	0.53	0.60
AEC230202	1.00	1.00	1.00	1.00	0.89	0.67	0.67	0.33	0.67	1.00
SEC230202	0.75	0.92	0.83	0.50	0.42	0.83	0.92	0.58	0.67	0.92
VAC230201	1.00	1.00	0.89	0.89	1.00	1.00	0.67	1.00	0.67	0.67
BBA230301	0.93	0.73	0.80	0.47	1.00	1.00	1.00	0.47	0.67	1.00
BBA230302	1.00	0.56	0.33	0.33	0.00	0.44	0.33	0.00	0.33	1.00
BBA230303	0.59	0.52	0.37	0.22	0.30	0.31	0.67	0.22	0.63	0.22
BBA230304	0.93	0.93	0.87	0.73	1.00	1.00	1.00	0.60	0.60	1.00
AEC230303	0.75	0.83	0.83	0.67	0.67	0.67	0.83	0.33	0.58	0.58
SEC230303	0.80	0.80	0.80	0.67	0.67	0.60	0.80	0.33	0.60	0.53
IKS230302	0.78	0.89	0.67	1.00	0.89	1.00	0.78	0.89	0.89	1.00
BBA230401							-			
BBA230403										
AEC230404										
BBA230402										
BBA230404										
SEC230404										
VAC230402										
TOTAL PO ATTAINMENT	16.36	14.81	14.50	12.95	12.28	13.14	14.16	7.21	10.22	15.78
COUNT	21	21	21	21	20	21	21	15	17	21
AVERAGE ATTAINMENT	0.78	0.71	0.69	0.62	0.61	0.63	0.67	0.48	0.60	0.75



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SWARRNIM STARTUP AND INNOVATION UNIVERSITY										
SWARRNIM SCHOOL OF MANAGEMENT, COMMERCE AND LIBERAL ARTS										
YEAR:- 1ST AND 2ND YEAR BATCH 2023-24										
BBA (HONORS)										
TARGET LEVEL FOR POS THROUGH II COURSES										
SUBJECT	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
BBA230101	0.93	0.80	0.87	0.93	0.93	0.67	1.00	0.47	0.67	0.93
BBA230102	1.00	0.60	0.87	0.33	0.40	1.00	0.33	0.00	0.00	1.00
BBA230103	0.93	0.87	0.80	0.80	0.60	0.67	0.80	0.42	0.67	1.00
IKS230101	0.67	0.67	0.78	1.00	0.67	0.83	0.67	0.33	0.89	0.89
AEC230101	0.56	0.56	0.78	1.00	0.89	0.56	0.56	0.33	0.56	1.00
BBA230104	0.73	0.33	0.33	0.67	0.33	0.33	0.33	0.00	0.00	0.67
SEC230101	0.92	0.92	0.83	0.92	0.67	0.58	0.83	0.92	0.83	0.83
BBA230201	0.89	0.67	0.67	0.83	0.72	0.72	0.50	0.00	0.78	0.78
BBA230202	1.00	0.87	0.87	0.00	1.00	0.67	1.00	0.00	1.00	0.87
BBA230203	1.00	0.80	0.87	0.33	0.40	0.33	1.00	0.00	0.00	0.80
BBA230204	0.67	0.87	0.80	0.67	0.67	0.67	0.87	0.40	0.53	0.60
AEC230202	1.00	1.00	1.00	1.00	0.89	0.67	0.67	0.33	0.67	1.00
SEC230202	0.75	0.92	0.83	0.50	0.42	0.83	0.92	0.58	0.67	0.92
VAC230201	1.00	1.00	0.89	0.89	1.00	1.00	0.67	1.00	0.67	0.67
BBA230301	0.93	0.73	0.80	0.47	1.00	1.00	1.00	0.47	0.67	1.00
BBA230302	1.00	0.56	0.33	0.33	0.00	0.44	0.33	0.00	0.33	1.00
BBA230303	0.89	0.78	0.56	0.33	0.44	0.47	1.00	0.33	0.94	0.33
BBA230304	0.93	0.93	0.87	0.73	1.00	1.00	1.00	0.60	0.60	1.00
AEC230303	0.75	0.83	0.83	0.67	0.67	0.67	0.83	0.33	0.58	0.58
SEC230303	0.80	0.80	0.80	0.67	0.67	0.60	0.80	0.33	0.60	0.53
IKS230302	0.78	0.89	0.67	1.00	0.89	1.00	0.78	0.89	0.89	1.00
BBA230401	0.67	0.93	0.92	0.67	1.00	0.67	0.67	0.67	0.67	0.67
BBA230403	0.73	0.93	0.80	0.67	0.67	0.47	0.47	0.50	0.56	0.60
AEC230404	0.78	0.56	0.78	1.00	0.78	0.56	0.44	0.33	0.67	1.00
BBA230402	1.00	0.80	0.67	0.33	0.47	0.47	0.67	0.67	1.00	1.00
BBA230404	1.00	1.00	1.00	0.93	0.87	0.60	0.33	0.00	0.80	1.00
SEC230404	0.93	0.92	0.92	0.83	0.33	0.42	0.33	0.83	0.33	0.58
VAC230402	0.89	0.89	0.89	0.78	0.33	1.00	0.44	0.00	0.00	1.00
SUM OF PO	24.13	22.41	22.00	19.28	18.69	18.88	19.24	10.74	16.56	23.25
COUNT OF PO	28	28	28	27	27	28	28	20	24	28
DIRECT TARGET (AVG)	0.86	0.8	0.79	0.71	0.69	0.67	0.69	0.54	0.69	0.83
ATTAINMENT OF PO DIRECT (Average value found)	0.78	0.71	0.69	0.62	0.61	0.63	0.67	0.48	0.60	0.75
80% OF DIRECT ATT	0.62	0.56	0.55	0.49	0.49	0.50	0.54	0.38	0.48	0.60
20% OF INDIRECT ATTAINMENT										
TOTAL	0.62	0.56	0.55	0.49	0.49	0.50	0.54	0.38	0.48	0.60

*(Signature)*  
**SWARRNIM SCHOOL OF MANAGEMENT  
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