

**DEPARTMENT OF BUSINESS ADMINISTRATION (SHIPPING & LOGISTICS)**

**COURSE OUTCOMES FROM SEMESTER I TO SEMESTER IV UNDER NEP 2020**

**B.B.A. (S & L) SEMESTER I**

**Management Process & Organizational Behaviour Major**

**Course Code: MGA- 100**

The students will be able to:

CO-1: Understand the functions and responsibilities of managers and their role in decision making

CO-2: Get an insight into Organization Structure and Design and its impact on Individual and Interpersonal behaviour

CO-3: Analysing Individual Behaviour, and its implications for organizational behaviour.

CO-4: Analysing Group behaviour, and its implications for organizational behaviour.

**Human Resource Management Minor**

**Course Code: MGA- 111**

The students will be able to:

CO-1: Define the concept of HR and its integration with business performance.

CO-1: Derive a deep insight into Human Resource planning and its linkage to an effective recruitment process.

CO-1: Understand of Training needs assessment and the training process.

CO-1: Get an in depth understanding of a good Performance Management System.

CO-1: Evaluate various components of employee compensation and benefits and their role in attracting and retaining competent people.

CO-1: Assess Industrial Disputes and methods of settlement of the same.

**Advanced Writing Skills in English- MC**

**Course Code: ENG-132**

The students will be able to:

CO-1: Interact at a personal and professional level using English as the medium of communication.

CO-2: Write short narratives and summaries with appropriate use of paragraphing and punctuation.

CO-3: Use language effectively in interpersonal and official communication.

CO-4: Identify and rectify errors in usage and syntax.

**Communication English: Spoken & Written AEC****Course Code: ENG-151**

The students will be able to:

CO-1: Elicit and show respect for the views of others as well as be culturally sensitive.

CO2: Display emotional stability and self-confidence.

CO-3: Apply critical thinking skills through decision- making and problem solving.

CO-4: Demonstrate effective written communication for an intended purpose and audience that follows genre/disciplinary conventions that reflect creation, organization, precision, and revision.

**Theatre Art SEC****Course Code: MGA- 142**

The students will be able to:

CO.1 Appreciate the theatre as a form of art

CO.1 Enhance their skills to conceptualize, analyse, organize, and concentrate

CO.1 Develop personality for public speaking & stage presence

CO.1 Experience the various facets of performance.

**Environmental Studies I VAC****Course Code: VAC- 100**

The students will be able to:

CO.1 Distinguish between renewable and non-renewable resources

CO.2 Understand different ways to manage resources sustainability

CO.3 Appreciate the value of biodiversity and its management.

**Introduction to the Folktales of India VAC****Course Code: VAC 108**

The students will be able to:

CO-1: Identify and analyze the key features and characteristics of folktales.

CO-2: Critically evaluate the role of folktales in shaping cultural identities, beliefs, and values.

CO-3: Demonstrate an appreciation for the diversity and richness of global folktales and develop a deeper understanding of different cultures and traditions.

CO-4: Apply their knowledge and skills to create their own folktales, based on the characteristics and themes of traditional tales, and share them with others.

## **B.B.A. (S & L) SEMESTER II**

### **Marketing Management Major**

**Course Code: MGA- 101**

The students will be able to:

CO-1: Take decisions based on the Marketing Mix.

CO-2: Divide the market into segments, check attractiveness and accordingly take decisions.

CO-3: Rationalize decisions based on segmentation, targeting and positioning analysis.

CO-4: Take decisions related to the product based on the life cycle stage and decide which channel will be appropriate for distribution.

CO-5: Identify the factors affecting promotion mix and come up with alternatives and take advertising related decisions.

### **Financial Statement Analysis Minor**

**Course Code: MGA- 112**

The students will be able to:

CO-1: Interpret financial statements from annual report of a company.

CO-2: Analyse financial statements to assess financial strength of a company using tools like comparative statement, common size statement, trend analysis and Cash Flow Statement.

CO-3: Compute and analyse different financial ratios and their interpretation and application in decision making.

CO-4: Compare firms based on financial ratios and other parameters for effective inter – firm analysis.

### **Travel Narratives of India -MC**

**Course Code: ENG-133**

The students will be able to:

CO-1: Enumerate the various perspectives and genres of travel writing

CO-2: Evaluate how travel writers, objectively observe the cultural aspects of a land that may be overlooked by locals

CO-3: Appreciate how different travellers look at a place differently with different lenses

CO-4: Recognise how factors like gender and culture influence travel writing.

### **Critical Thinking – SEC**

**Course Code: MGA 147**

The students will be able to:

CO-1: Understand how effective critical thinking is.

CO-2: Practice the same professionally and in everyday life.

CO-3: Process and analysing information more logically to take practical decisions.

CO-4: Hone their problem-solving ability along with awakening of a curious mind.

### **Digital Content Creation in English AEC**

**Course Code: ENG 152**

The students will be able to:

CO-1: Create and deliver individual presentations using a variety of digital software.

CO-2: Compose and present a digital story.

CO-3: Identify and distinguish between different genres of writing.

CO-4: Write a book/ film review.

CO-5: Interpret graphic data to arrive at an informed conclusion.

### **Green Energy systems VAC**

**Course Code: VAC 112**

The students will be able to:

CO-1: Explain the importance of solar energy collection & storage.

CO-2: Apply the principles of wind energy & biomass energy

CO-3: Analyse knowledge on geothermal & ocean energy.

CO-4: Learn about energy efficient systems.

CO 5: Discuss the concepts of green manufacturing systems.

### **English VAC - Life Skills**

**Course Code: 117**

The students will be able to:

CO-1: Students will be introduced to important life skills: emotional, social, critical thinking, and creative thinking.

CO-2: Understand the connection between emotional, social and thinking skills.

CO-3: Understand the use of these skills and be able to use them in their own personal lives as well as in the helping profession.

CO-4: Develop their critical and creative thinking skills.

## **B.B.A. (S & L) SEMESTER III**

### **Introduction to Shipping Industry and Geography of Sea Transport Major**

**Course Code: MGS-200**

The students will be able to:

CO-1: Identify various aspects related to the shipping industry.

CO-2: Understand the functions of different agencies, bodies in the industry.

CO-3: Comprehend the nuances of the sea transport network in the world.

CO-4: Analyse the impact of various geographical features on modes of transportation.

### **Service Operations Management Major**

**Course Code: MGS-201**

The students will be able to:

CO-1: Understand the service operations management.

CO-2: Manage supplier relations and service processes.

CO-3: Optimize inventory levels.

CO-4: Manage warehouse operations.

### **Logistics Management Minor**

**Course Code: MGS-211**

The students will be able to:

CO-1: Make managerial decisions using set theory.

CO-2: Make managerial decisions using basic calculus.

CO-3: Make managerial decisions using linear algebra.

CO-4: Use probability for arriving at decisions.

### **Relationship Psychology MC**

**Course Code: PSY-231**

The students will be able to:

CO-1: Demonstrate a thorough grasp of fundamental relationship concepts, including the significance and lasting impact of early relationships.

CO-2: Understand the key theoretical perspectives.

CO-3: Apply prominent relationship theories (social exchange, attachment, social penetration) to interpret determinants of friendship, attraction, marriage stages, and professional dynamics.

CO-4: Develop practical skills in effective communication and collaboration and

CO-5: Apply emotional intelligence to navigate challenges and understand relationship breakdowns in diverse contexts.

### **Sampreshan Kaushal AEC**

**Course Code: HIN-251**

The students will be able to:

CO-1: छात्र संप्रेषण कौशल और नेतृत्व की क्षमता का विकास होगा।

CO-2: छात्र रोजगार के अच्छे अवसर प्राप्त कर सकेंगे।

CO-3: छात्र भाषा में प्रभावशाली ढंग से विचारों का आदान-प्रदान कर सकेंगे।

CO-4: छात्रों में सामूहिक संघ की भावना बढेगी।

### **Interview Facing Skills & Mock Interviews SEC**

**Course Code: MGA-241**

The students will be able to:

CO-1: Conduct a self-assessment.

CO-2: Analyse the job market and job search efficiently.

CO-3: Developing effective resumes and cover letters.

CO-4: Participate in selection processes of organizations and interviews confidently.

#### **B.B.A. (S & L) SEMESTER IV**

##### **Business Research Methods Major**

**Course Code: MGA-202**

The students will be able to:

CO-4: Understand the relevance and role of Research in business and formulate the Research problem.

CO-5: Develop the framework/design and a well -designed questionnaire with appropriate use of measurement scaling

CO-6: Develop an appropriate Sampling design.

CO-7: Analyse and interpret the results for decision making.

##### **Chartering Major**

**Course Code: MGS-202**

The students will be able to:

CO-1: Understand the chartering concepts.

CO-2: Identify functions and responsibilities of a chartering manager.

CO-3: Perform lay time calculations.

CO-4: Estimate Voyage.

##### **Export Import Procedures and Banking & Shipping Documentation Major**

**Course Code: MGS-203**

The students will be able to:

CO-1: Understand the export-import procedures.

CO-2: Get familiarized with methods of exporting.

CO-3: Identify various shipping documents.

CO-4: Understand foreign trade policy.

##### **Supply Chain Management Major**

**Course Code: MGS-204**

The students will be able to:

CO-1: Understand the core concepts to manage the supply chain process.

CO-2: Understand the value of information in supply chain management.

CO-3: Manage procurement and distribution strategies.

CO-4. Identify issues and emerging trends in supply chain.

### **Sambhashan Kala AEC**

**Course Code: HIN 252**

The students will be able to:

CO-1: छात्र संभाषण के स्वरूप से अवगत होंगे।

CO-2: छात्र संभाषण कला के विभिन्न रूपों से परिचित होंगे।

CO-3: छात्र संभाषण कला की उपयोगिता को समझेंगे।

CO-4: छात्र संभाषण कला संवर्धन करेंगे।

### **Internship**

**Course Code: MGA-262**

## **COURSE OUTCOMES UNDER CBCS**

### **TERM 9**

#### **E – Logistics OBC**

**Course Code: BSO 005**

The students will be able to:

CO-1: Utilise concepts of E-Logistics

CO-2: Utilize various tracking systems

CO-3: Familiarise with Electronic Procurement

CO-4: Overcome challenges associated with E-Logistics

#### **Retail Stores Management OBC**

**Course Code: BSO 007**

The students will be able to:

CO-1: Handle retail operations and profitability

CO-2: Manage retail space effectively

CO-3: Manage and market retail stores in the current and emerging scenario

#### **Air Cargo Management OBC**

**Course Code: BSO 011**

The students will be able to:

CO-1: Handle Air cargo traffic and management.

CO-2: Gain expertise in cargo characteristics, its forecasting and safety precautions.

#### **Shipping Finance Management OBC**

**Course Code: BSO 013**

The students will develop the ability to:

CO-1: Manage overall ship financing processes of new and second-hand ships

CO-2: Identify the various sources of financing.

CO3: Identify the international element in ship financing.

CO-4: Identify the risks associated with ship financing.

CO-5: Carry out the documentation process of ship financing

**Global Logistics Management OBC**

**Course Code: BSO 014**

The students will develop the ability to:

CO-1: identify the factors influencing global market forces and factors influencing technological forces

CO-2: Identify the issues in international supply chain management

CO-3: Identify and manage the regional and cultural differences in logistics

CO-4: Identify the requirements of global strategy and its implementation

CO-5: Identify the role of human resources in creating a global logistics strategy.

**Services Marketing OBC**

**Course Code: BSOM 005**

The students will be able to:

CO-1: Develop competency of examining dimensions of service quality, roles of employees in service delivery & improving service quality.

**Introduction to Advanced Photographic Techniques PBOC**

**Course Code: BBON 007**

The students will be able to:

CO-1: Develop the ability to undertake advanced photography assignments including trick photography to create photographic effects & illusions.

**Psychology PBOC**

**Course Code: BBON 031**

The students will be able to:

CO-1: Understand the basic principles of psychology – every individual is different (individual differences)

CO-2: Understand oneself & others in terms of the psychological processes

**TERM 10**

**Packaging Management OBC**

**Course Code: BSO003**

The students will be able to:

CO-1: Recognise Types of packaging

CO-2: Carry out Testing of packaging

CO-3: Identify codes, bar codes, EDI etc.

CO-4: Prepare Packaging for transportation.

**Retail Supply Chain Management OBC****Course Code: BSO006**

The students will be able to:

CO-1: Utilise various concepts of retail management

CO-2: Formulate various strategies required for retail management

CO-3: Select locations for retail supply chain

CO-4: Manage merchandise

**Marine Insurance OBC****Course Code: BSO010**

The students will be able to:

CO-1: Capable of handling Marine Insurance in shipping industry, its application with respect to hull & cargo.

CO-2: Identify risks and indemnities in Marine Insurance

**Customs Procedures and Practices OBC****Course Code: BSO012**

The students will gain expertise in

CO-1: Customs procedures, applicable rules and regulations

CO-2: Classification of goods and transshipment of goods

CO-3: Consequences of not adhering to customs procedures

CO-4: Customs refunds, export promotion schemes and customs brokers

**Team Building SSC****Course Code: BBCS009**

The students will be:

CO-1: An effective team player & manage intervention that can strengthen team performance.

**Physical Health & Games I PBOC****Course Code: BBON 012**

The students will be able to:

CO-1: Understand the importance of being physically fit. Develop the ability to maintain the physical fitness & live a healthy lifestyle.

**Theatre Art PBOC****Course Code: BBON027**

The students will have competence in:

CO-1: Identifying the nuances in different performance styles.

CO-2: Creating a viable script.

CO-3: Using voice modulation for impact.

CO-4: Using body language for communication

CO-5 Directing, performing & evaluating a script.

## **TERM 11**

### **Mock interview by Executives CSSC**

**Course Code: BBSC 008**

The students will be able to:

CO-1: Obtain feedback from the industry/ employers on the extent of competence development they had, their strengths, weaknesses etc judged from the point of their employability in the industry.

### **Warehouse Management OBC**

**Course Code: BSO001**

The students will develop the ability related to:

CO-1: Logistics support required for warehousing facility

CO-2: Managing warehouse operations.

CO-3: Use IT for warehouse Management

### **Occupational Health and Safety Management OBC**

**Course Code: EMO107**

The students will be able to:

CO-1: Identify hazards, risks and their assessment

CO-2: Take precautionary measures for personnel safety

### **Cultural Heritage of Goa-2 PBOC**

**Course Code: BBON026**

The students will be able to:

CO-1: Appreciate the rich Goan culture with an intention to document & record the same. They will have an ability to seek & also create cross references of the Goan tangible & intangible resources.

### **Internship Report 3 CBC**

**Course Code: BBIR 003**

The students will be able to:

CO-1: Understand how an industry works & contribute to the industry through a project/ assignment/ regular work in organizations by arriving at actionable suggestions.

### **Internship Seminar 3 CBC**

**Course Code: BBIS 003**

The students will be able to:

CO-1: Learn from each other on how industry works in order to enhance learning from real life case studies.



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