

**Sub: Managerial Economics (Code: 18MBA101)**

On completion of this course, learners will be able to:

- CO: Know the nature of managerial economics and how it would enable a decision maker to take optimum decisions.
- CO: Besides knowing basic concepts of managerial economics and how they are applied in different decision situations.
- CO: Know the different demand situations and critical variables determining the demand and how to estimate the demand and finally how elasticity of demand can be applied in taking the pricing decisions.
- CO: Understand different cost concepts and behavior of the production in relation to inputs and its implications on costs.
- CO: Know how production efficiency can be optimized.
- CO: Understand how output and price decisions are taken by a firm in different market structure in order to maximize the profits beside different price tactics adopted by firm.

**Sub: Managerial Economics (Code: 18MBA102)**

At the end of the course the students are able to:

- CO: Understand the impact of changing Political, Economic, Competitive, Environmental, Cultural and Social Systems on marketing strategy development.
- CO: Understand the dynamic of the global business environment from a competitive and economic perspective.
- CO: Knowledge of society, culture and skills.
- CO: Examine the role of consumers as purchasers and users of goods and services using various theories and models of consumer behavior.
- CO: Develop comprehensive strategic and tactical plans for an organization.
- CO: Work independently and collaboratively in inter and multidisciplinary and diverse environments.

**Sub: Organizational Behavior (Code: 18MBA103)**

On completion of this course, learners will be able to:

- CO: To understand the conceptual framework of the discipline of OB and its practical applications in the organizational set up.
- CO: To deeply understand the role of individual, groups and structure in achieving organizational goals effectively and efficiently.
- CO: To critically evaluate and analyze various theories and models that contribute in the overall understanding of the discipline.
- CO: To develop creative and innovative ideas that could positively shape the organizations.
- CO: Understand the characteristics of perceiver and perceived that influence perception.
- CO: To accept and embrace in working with different people from different cultural and diverse background in the workplace.

**Sub: Management Principles (Code: 18MBA104)**

On completion of this course, learners will be able to:

- CO: Identify & apply appropriate management techniques for managing business.
- CO: Have a conceptual knowledge about the planning and decision making.
- CO: Apply the concept of organizing for the effective functioning of a management.
- CO: Evaluate leadership style to anticipate the consequences of each leadership style.
- CO: Demonstrate the techniques for controlling and coordination.
- CO: Understand various managerial skills, roles, functions and levels.

**Sub: Decision Science (Code: 18MBA105)**

On completion of this course, learners will be able to:

- CO: To lay an adequate theoretical foundation to study various applied fields in statistics and decision science.
- CO: To understand role of quantitative techniques in managerial decision making.
- CO: Apply Linear programming techniques to allocate scarce resources in an optimum manner in a problem of scheduling, product mix etc.
- CO: Assign the jobs to the people in which the criterion involved is optimized.
- CO: Apply transportation problem to deal with the transportation of a product from number of sources, with limited supplies to a number of destinations with specified demands.
- CO: Make Decisions under the conditions of risk and uncertainty

**Sub: Business Communication (Code: 18MBA106)**

On completion of this course, learners will be able to:

- CO: Recognize and learn the sub-skills of listening and speaking and be able to deliver effectively in the real time contexts.
- CO: Imbibe the mechanics of writing and construct effective paragraphs which belt in a longer composition.
- CO: Use different forms of written communication techniques to make effective internal and external business correspondence.
- CO: Produce different types of reports with appropriate format, organization and language.
- CO: It will enable them to 'Draft A Resume'.

**Sub: Financial Accounting & Analysis (Code: 18MBA107)**

On completion of this course, learners will be able to:

- CO: Understand the process of recording and classifying the business transactions and events
- CO: Understand the financial statements, viz., Profit and Loss Account, Balance Sheet, and Cash Flow Statement.
- CO: Understand the role of IFRS/Ind AS in accounting discipline.
- CO: Understand and analyze the financial statements from different the perspective of different stakeholders using ratio analysis.
- CO: Understanding of financial problems or bankruptcy prediction and how to analyze management quality means the concept of beyond balance sheet.
- CO: Understand the importance of the Balance score card in today's business environment.

**Sub: Business Law (Code: 18MBA108)**

On completion of this course, learners will be able to:

- CO: Identify and apply appropriate legal basics of Contracts as fundamental instruments for enabling business.
- CO: Understand the legal problems or decided to consumers in transactions for the sale of goods, including fraud, undue transactions.
- CO: Understand how sales are often conducted by agents and middlemen and to examine the legal liability arising in commercial agency.
- CO: Evaluate various provisions of negotiable instrument Act, 1881 regarding retention, assignment, endorsement, acceptance, etc. of negotiable instrument.
- CO: Analyze the rights given to consumers in terms of the Act and how consumers can enforce these rights where they have been infringed.
- CO: Ability to know the formation and some laws of Company, Partnership and Limited Liability Partnership.

**Sub: Business Environment & Ethics (Code: 18MBA109)**

On completion of this course, learners will be able to:

- CO: Familiarize with the nature of business environment and its components.
- CO: The students will be able to demonstrate and develop conceptual framework of business environment and generate interest in international business.
- CO: The role and outline of the business environment and the role of international organization in business ensure that students are groomed into up-to-date, assertive and effective business executives with social responsibilities.
- CO: Understand the definition of ethics and the importance and role of ethical behavior in the business world today.
- CO: Analyze the relationships between Government and business and understand the political, economic, legal and social policies of the country.
- CO: Identify and evaluate the complexities of business environment and their impact on the business.

**Sub: Corporate Finance (Code: 18MBA201)**

On completion of this course, learners will be able to:

- CO: Understand basic concepts of financial management and their application in investment, financing and dividend decisions.
- CO: Compute cost of capital and develop innovative financial strategies.
- CO: Analyze the capital structure decisions through relevant models.
- CO: Discuss the dividend policy of a firm.
- CO: Take both long term and short-term financing decisions.
- CO: Describe the financial environment within which organizations must operate.

**Sub: Indian Financial Systems & Services (Code: 18MBA202)**

At the end of the course, the students shall be able to:

- CO: To impart knowledge regarding the components of Indian Financial System.
- CO: To understand financial markets and its instrument of India.
- CO: To increase understanding of primary markets and secondary markets.
- CO: To acquaint the students with the appropriate concepts, theories of investment management.
- CO: To understand the latest developments in investment management including growing importance of credit rating & prompt investors to divert their savings to the insurance sector.
- CO: To equip students with the knowledge and skills necessary to become employable in the financial service industry.

**Sub: Human Resource Management (Code: 18MBA203)**

At the end of the course, the students shall be able to:

- CO: To develop an understanding about the functions of HRM.
- CO: To distinguish between Recruitment and Selection.
- CO: To relate the various stages in Training cycle.
- CO: To develop an understanding about basics of compensation management and Performance appraisal.
- CO: To discuss about managing employee relations.
- CO: State the significance of employee benefits to both employers and employees.

**Sub: Business Research (Code: 18MBA204)**

On successful completion of Business Research course students will be able to:

- CO: To develop understanding of the basic framework of research process.
- CO: To develop an understanding of various research designs and methods.
- CO: Identify various sources of information for literature review and data collection.
- CO: To demonstrate knowledge of research process by conducting a literature review on their research area of interest.
- CO: To develop a possible research interest area to be taken forward in their business research projects later in the second year of study.
- CO: To conduct an independent publishable research project.

**Sub: Operations Management (Code: 18MBA205)**

On successful completion of Operation Management course students will be able to:

- CO: Understand the difference between production and operations management.
- CO: Appreciate the strategic role of OM in creating and enhancing a firm's competitive advantage.
- CO: Understand key concepts and issues of OM in both manufacturing and service organizations.
- CO: Analyze business processes in services / manufacturing for improvement.
- CO: Identify the operational issues in the value addition processes of a firm.
- CO: Apply analytical skills and problem-solving tools to resolve the operational issues.

**Sub: International Business (Code: 18MBA206)**

On successful completion of International Business course students will be able to:

- CO: Know terminologies involved in International Business and importance of international trade.
- CO: Know International business and should be able to select the best mode of entry given a situation.
- CO: Know of macro factors (PESTEL) on international business environment
- CO: Know elaborate the role of various Government institutions in India which support International trade.
- CO: Know the concepts in recent EXIM policy of India and relate it to the flow of FDI as well as direction of Indian foreign trade.
- CO: Know the concepts of International trade theories.

**Sub: Fundamentals of IT & ERP (Code: 18MBA207)**

On successful completion of this course students will be able to:

- CO: To provide fundamental knowledge on the basic aspects of IT applications in business trade.
- CO: To make basic use of Enterprise software, and its role in integrating business functions.
- CO: To have proficiency in forms of corporate restructuring, mergers & acquisition.
- CO: To design the ERP implementation strategies.
- CO: To create reengineered business processes for successful ERP implementation.
- CO: To understand the need for Computer Security & Security Mechanisms.

**Sub: Corporate Strategy (Code: 18MBA208)**

On successful completion of this course students will be able to:

- CO: To get familiarized with the contemporary business environment.
- CO: To understand the basic concepts of strategic management, generic strategic alternatives and its process.
- CO: To grasp the importance of strategic analysis and apply various methods used for the analysis.
- CO: To correlate Sustainability and Strategic Management.
- CO: To critically evaluate and analyze case studies.
- CO: To create & appropriate value for the multi business firms through diversification, vertical integration, strategic alliances, mergers and acquisitions, & globalization.

**Sub: Entrepreneurship Development (Code: 18MBA209)**

On successful completion of this course students will be able to:

- CO: To introduce various qualities required for entrepreneurship.
- CO: To sensitize the students to understand entrepreneurship as a career and skill required.
- CO: To provide knowledge on entrepreneurial environment and related issues.
- CO: To encourage learners to take entrepreneurship as profession and to participate in business incubation.
- CO: Institutional Finance assistance available to Entrepreneurs for setting up an enterprise and Concept of Venture Capital and Various Evaluation Methods.
- CO: Steps of Project Identification, Selection, Appraisal & Ownership Structures.

**Sub: Personality Development Lab. (Code: 18MBA210)**

On successful completion of this course students will be able to:

- CO: To improve the confidence, grooming, and communication skills.
- CO: To develop self-awareness for the purpose of impression management and expectation management.
- CO: To prepare for On-line Aptitude Tests, Group Discussions, and interviews with various recruiting agencies.
- CO: To develop attitudes conducive for effective cultural communication.
- CO: To set goals and give clarity of vision and mission.
- CO: To attain personality development skills for improved placement opportunities and to work with a team spirit.

**Sub: Consumer Behaviour (Code: 18MBA301A)**

On successful completion of this course students will be able to:

- CO: To gain an understanding of the theories and concepts of Consumers Buying Behaviour.
- CO: To demonstrate the ability to analyze the complexities of buying behavior and use the same to formulate successful strategies.
- CO: To understand the role of consumer behavior in marketing and to develop the skills to apply the consumer's mind set.
- CO: To create an understanding of the group influences and consumer behavior in cultural and contextual environment.
- CO: To identify examples of how marketers use their knowledge of consumer behavior in their marketing strategies.
- CO: To make out Consumer various aspects i.e. the black box model, S-R relationship, R-R relationship, social influence theory, cognitive theory, gestalt theory etc.

**Sub: Sales & Distribution Management (Code: 18MBA302A)**

On successful completion of this course students will be able to:

- CO: To understand the various roles, responsibilities and policies of sales function.
- CO: To design and implement various channel strategies.
- CO: To teach various functions of distribution, service outputs to be delivered my marketing channels
- CO: Understanding to manage, motivate and lead sales force
- CO: To frame socially, legally and ethically acceptable policies and plans for marketing channels.
- CO: To link distribution with other marketing variables.

**Sub: Digital Marketing (Code: 18MBA303A)**

On successful completion of this course students will be able to:

- CO: To understand online consumer behavior and concept of cyber branding.
- CO: To understand the technological importance of SEO
- CO: To create Google Ad Words campaign, Social Media planning to get basic knowledge of Google analytics for measuring effect of digital marketing and getting insight into future trends that will affect future development of digital marketing
- CO: To understand how to create and run digital media based campaigns
- CO: To Articulate innovative insights of digital marketing enabling a competitive edge.
- CO: To become familiar with the elements of the digital marketing plan

**Sub: Service Marketing (Code: 18MBA304A)**

On successful completion of this course students will be able to:

- CO: To understand the meaning of services and the significance of marketing of services.
- CO: To introduce and apply skills for the 7Ps of services marketing
- CO: To analyze the factors contributing to customer satisfaction in a service Organization
- CO: To analyze the role and relevance of Quality in Services
- CO: To visualize future changes in the Services industry.
- CO: To make the difference between service quality approaches & scales related service quality.

**Sub: Retail Management (Code: 18MBA401A)**

On successful completion of this course students will be able to:

- CO: To understand the Organized retail sector and its operations.
- CO: To understand the various strategies involved with the retail sector.
- CO: To learn how to deal with customers and understand their needs to sustain in the market.
- CO: To understanding how to manage retail during crisis.
- CO: To visualize future changes in the retail industry
- CO: To developing E-retailing process, strategy and technology

**Sub: Product & Branding Management (Code: 18MBA402A)**

On successful completion of this course students will be able to:

- CO: Understand and differentiate the basic concepts between a product and a brand
- CO: To examine the brand concepts in real-life setting by articulating the context and the rationale for the application.
- CO: To understand the various strategies involved with the retail sector.
- CO: To learn how to deal with customers and understand their needs to sustain in the market.
- CO: To understanding how to manage retail during crisis.
- CO: To develop a consumer-centric approach to building, measuring & evaluating strategies that build brand equity for new and existing brands & acquisitions.

**Sub: B2B Marketing (Code: 18MBA403A)**

On successful completion of this course students will be able to:

- CO: To understand and identify opportunities in B2B Markets
- CO: To identify the Organizational buying process and Buyer-seller relationship
- CO: To analyze the segmenting of business market
- CO: To learn about the formation of business models
- CO: To familiarize with the business marketing Channels (Direct and Indirect Channels)
- CO: To understand the role of B2B branding, Brand dimension & branding strategy.

**Sub: Security Analysis & Portfolio Management (Code: 18MBA301B)**

On successful completion of this course students will be able to:

- CO: To demonstrate a basic understanding of investments and the nuances of investing.
- CO: To exhibit the acquaintance of the securities market and its constituents.
- CO: To apply knowledge gained to perform analysis of various securities.
- CO: To Analyze and apply models to securities performance and forecasting.
- CO: To explore the relational and exploratory methods and influences on returns and technical analysis.
- CO: To Construct optimal portfolios and evaluate those using models.

**Sub: Financial Derivatives (Code: 18MBA302B)**

On successful completion of this course students will be able to:

- CO: To familiarize the students with the characteristics of financial derivatives and their relationships with the underlying assets.
- CO: To create awareness in detail regarding financial instruments such as options, futures, swaps and other derivative securities.
- CO: To enable the students to understand issues pertaining to pricing and hedging with options on individual stocks and indexes, to examine forwards and futures contracts for equity indexes, commodities, and currencies.
- CO: To introduce the second generation derivative products such as interest rates and the management of credit risks.
- CO: To provide a detailed understanding of the valuation principles and models for derivatives and use them for a wide range of hedging, trading and arbitrage purposes.
- CO: To enable students strategically manage the financial derivatives.

**Sub: Advanced Management Accounting (Code: 18MBA303B)**

On successful completion of this course students will be able to:

- CO: To understand the Relationship between Cost Accounting Financial Accounting and Managerial Accounting.
- CO: To understand the Importance of Management Accounting for Businesses.
- CO: To analyze the Relationship between the Cost-Volume & Profit.
- CO: To understanding of Break-Even Sales Price, Break-Even Sales Volume, The Total Contribution Margin, The Unit Contribution Margin, Margin Of Safety, Safety Ratio, Profit Margin Concepts.
- CO: To Compute the Standard Variation Analysis through Standard Costs.

**Sub: Project Appraisal and Financing (Code: 18MBA304B)**

On successful completion of this course students will be able to:

- CO: To enable a basic understanding of Project financing and Project development cycle.
- CO: To explore the various Norms and procedure to follow up the lending institutions.
- CO: To examine the various financial Projections and methods of financial appraisal
- CO: To grasp the role of Project Managers and formulate an overall view of modern project management.
- CO: To evaluate the various Techniques in Project Control and Performance Analysis.
- CO: To Study the financial viability and the funding patterns.

**Sub: Business Taxation (Code: 18MBA401B)**

On successful completion of this course students will be able to:

- CO: Acquire the knowledge about the basic principles and concepts of income tax.
- CO: Understand the rules and provisions of income tax under five heads of income namely, Income from Salaries, Income from House Property, Profits and Gains of Business or Profession, Capital Gains and Income from other sources.
- CO: Familiarize with the computation of income tax for Assessed.
- CO: Analyze and apply the permissible exemptions and deductions from income under Income tax Act.
- CO: Assess the income of an individual and the tax payable. Gain practical knowledge in computing tax liability of an assessed and the filing of Income tax returns.
- CO: Nature and Concept of Goods and Services tax and its effect on Business, Computation of GST.

**Sub: Behavioural Finance (Code: 18MBA402B)**

On successful completion of this course students will be able to:

- CO: To understand the differences between a behavioral finance perspective and a traditional financial perspective.
- CO: To understand the cognitive biases and errors of judgment that affect financial decisions.
- CO: To evaluate behavioral influences involving individual investment decisions.
- CO: To evaluate behavioral influences involving corporate (executive) financial decisions
- CO: To understand some psychological biases which lead to various anomalies.

**Sub: Mergers & Corporate Restructuring (Code: 18MBA403B)**

On successful completion of this course students will be able to:

- CO: Understanding of different types of mergers and acquisitions and the process involved in executing their deals.
- CO: To understand the ability to understand factors influencing the valuation of a business and different methods used in Business Valuation.
- CO: Basic understanding about regulatory environment of mergers and acquisitions in India.
- CO: To become aware of the Takeover process, Takeover defenses in detail.
- CO: To assess various case studies to analyze valuation strategies, pre and post merger issues and challenges.
- CO: To aware of the Legal and regulatory framework of merger and acquisitions.

**Sub: Manpower Planning (Code: 18MBA301C)**

On successful completion of this course students will be able to:

- CO: To understand the factors affecting HRP and HRP process of an organization.
- CO: To determine the process of demand and supply forecasting while doing human resource planning.
- CO: To devise the manpower plan for an organization.
- CO: To formulate Recruitment and Selection process on the basis of HRP.
- CO: To outline the Recent Trends in Manpower Development & Planning
- CO: To develop an ability to understand the purpose, process and applications of human resource planning in the context of different organizational strategies.

**Sub: Financial Derivatives (Code: 18MBA302B)**

On successful completion of this course students will be able to:

- CO: To create awareness in detail regarding financial instruments such as options, futures, swaps and other derivative securities.
- CO: To enable the students to understand issues pertaining to pricing and hedging with options on individual stocks and indexes, to examine forwards and futures contracts for equity indexes, commodities, and currencies.
- CO: To introduce the second generation derivative products such as interest rates and the management of credit risks.
- CO: To provide a detailed understanding of the valuation principles and models for derivatives and use them for a wide range of hedging, trading and arbitrage purposes.
- CO: To enable students strategically manage the financial derivatives.

**Sub: Employee Relations (Code: 18MBA302C)**

On successful completion of this course students will be able to:

- CO: To describe the nature and importance of employee relation to develop a good and healthy employee-employer relationship in the organization.
- CO: To know the effects of industrial relation system for effective management of trade unions.
- CO: Analyze various compensation plans and design efficient compensation strategy
- CO: Assess the job roles and evaluate the custom package for the various hierarchies
- CO: Examine the corporate factors for devising effective employee benefits scheme
- CO: Design the special package for the expatriates and executive compensation

**Sub: Compensation & Benefit Management (Code: 18MBA303C)**

On successful completion of this course students will be able to:

- CO: To lay basic compensation concepts and the context of compensation practice
- CO: To understand the concepts of payment and employee benefits issues.
- CO: To apply the different ways to determine the pay for performance link.
- CO: To analyze the process of designing for the successful reward system.
- CO: To develop various measures for dealing international compensation.

**Sub: Performance Management System (Code: 18MBA304C)**

On successful completion of this course students will be able to:

- CO: To identify the nature of performance management and outline the core objectives of performance management
- CO: To describe the different performance appraisal techniques that can be used by organizations.
- CO: To grasp the strategies for assessing the performance of an employee.
- CO: To assess employee involvement for effective performance and coach employees for individual development.
- CO: To apply the strategies for Rewards & Performance management.
- CO: To Apply Ethics in Performance Management

**Sub: Team Dynamics (Code: 18MBA401C)**

On successful completion of this course students will be able to:

- CO: To impart the fundamentals of the key elements of the dynamics of Team & Team Building.
- CO: To explore why and how conflicts and decisions occur in work groups.
- CO: To evaluate how to effectively influence and relate to team members.
- CO: To identify effective ways of managing team performance.
- CO: To implement effective relationships.
- CO: To demonstrate collaborative team management skills that facilitate team work.

**Sub: Strategic HRM (Code: 18MBA402C)**

On successful completion of this course students will be able to:

- CO: To establish the linkage between firm strategy and HR practices of the firm through Resource Based view of Competitive Advantage and Sustained Competitive Advantage.
- CO: To Analyze the strategic role of human resource management in a competitive environment and evaluate the relationship between human resource management and organizational performance.
- CO: To understand the need for different HRM practices in alignment with different business strategies through closed system as well as open system models such as behavioral perspective and cybernetic systems.
- CO: To identify the Non-Strategic HR practices which derive from institutional and political forces within the firm as well as outside the firm and the implementation of such practices on performance.
- CO: To appreciate SHRM in the context of changing forms of organization.
- CO: To apply qualitative and quantitative methods of various strategies in Human Resource Management.

**Sub: Industrial Legislations (Code: 18MBA403C)**

On successful completion of this course students will be able to:

- CO: To develop understanding of constitutional provisions and industrial relations legislation relating to Labour.
- CO: To improve understanding and understanding of Labour Market, Wages, Employment and unemployment of labour.
- CO: To Understand Social and Industrial aspects of psychology of work.
- CO: To understand the historical aspects of labour movement in India.
- CO: To develop understanding of Legislations relating to working conditions and social security.
- CO: To understand labour problems and welfare oriented remedial measures.

**Sub: International Marketing (Code: 20MBA301H)**

On successful completion of this course students will be able to:

- CO: To assess various foreign markets and analyze the impact of cultural, social, political and economic factors on marketing strategies.
- CO: To analyze the impact of cultural, social, political and economic factors on marketing strategies.
- CO: To determine when to use different market entry and penetration strategies.
- CO: Examine the different skills and systems required to implement marketing strategies across country borders.
- CO: To incultate global forces transforming the international business today

**Sub: International Finance (Code: 20MBA302H)**

On successful completion of this course students will be able to:

- CO: To through understanding International finance mechanism and foreign exchange determination.
- CO: To apply and evaluates information within the global financial environment of foreign exchange to solve problems and make informed decisions.
- CO: To review the problems of dealing in foreign currency and the advantages and disadvantages of overseas funding.
- CO: To identifies market conventions on exchange rate quotation and correctly translates these quotations into the local market.
- CO: To demonstrate an integrative understanding of the foreign exchange market and the relationships between interest rates, spot and forward rates and expected inflation rates.
- CO: To comprehend the various hedging strategies including forward rate hedging and contingent hedging.

**Sub: Global HR Practices (Code: 20MBA303H)**

On successful completion of this course students will be able to:

- CO: To understand the concepts of globalization in HR Perspective.
- CO: To understand the developments in global HR practices and its challenges.
- CO: To describe the role of HR Manager in an international context.
- CO: To describe Human Resource activities in an International Context.
- CO: To explain the importance of cultural sensitivity in a global assignment.
- CO: To appraise the impact of cultural and contextual factors in shaping human resource practices in MNCs.

**Sub: Export and Import Documentation (Code: 20MBA304H)**

On successful completion of this course students will be able to:

- CO: To prepare the documents as per standards of the authorities across national boundaries.
- CO: To correlate the policies and documents as per the nature of the business.
- CO: To adapt the business as per the contemporary business environment in international market.
- CO: To express the meaning of export and import and its properties and explains how to become an exporter and importer.
- CO: To understand the Government policy for import, import of capital goods, both new and second hand important under (EPCG) scheme.
- CO: To explain export licensing policy, import licensing policy, balance of trade, balance of payments accounting of foreign exchange transactions in the books of exporter and importer.

**Sub: International Logistics Management (Code: 20MBA401H)**

On successful completion of this course students will be able to:

- CO: To understand international logistics and its management strategies.
- CO: To understand the physical distribution channels used to deliver goods in industrial and retail contexts.
- CO: To evaluate and select an appropriate transport mode strategy for an organisation, considering both national and international distribution requirements.
- CO: To understand procedures to create green logistics, and how to overcome the challenges sustainability may bring to your supply chain.
- CO: To evaluate a range of logistics practices applied across different industries and geographical situations.
- CO: To examine the implications of an inventory holding and replenishment policy when considering other logistics functions and business constraints.

**Sub: International Trade Law (Code: 20MBA402H)**

On successful completion of this course students will be able to:

- CO: To understand the major models of international trade and be able to distinguish between them in terms of their assumptions and economic implications.
- CO: To understand the United Nations Convention on Contracts for the International Sale of Goods (CISG).
- CO: To apply partial equilibrium and (where required) general equilibrium models in analyzing the economic effects of (a) trade policy instruments such as tariffs, quotas, export subsidies, (b) retaliatory measures such as anti-dumping duties and countervailing duties and (c) the creation of regional trading arrangements such as trade areas, free trade areas, customs unions and common markets.
- CO: To evaluate the relevance and realism of arguments for free trade, taking into account the costs and benefits of trade policy measures on different sections of CO: To compare and contrast the theoretical and philosophical perspectives in trade policy.
- CO: To familiar with the major recent developments in the world trading system, and analyse key issues raised both by the current round of WTO negotiations and by the spread of regional trading arrangements.
- CO: To know about Alternative Dispute Resolution Methods and Arbitration Resolution of Disputes.

**Sub: Global Sustainability and CSR (Code: 20MBA403H)**

On successful completion of this course students will be able to:

- CO: To understand theoretical and philosophical perspectives in international CSR.
- CO: To understand the key concepts and challenges in sustainable development.
- CO: To understand the social, economic and environmental dimensions of sustainability.
- CO: To understand the impact of various human activities on ecosystems and natural resources.
- CO: To develop argumentation skills within stakeholder debates in global corporate responsibility, such as the shareholder-stakeholder debate, strategic CSR, environmental and social responsibility.
- CO: To Develop applied research skills to a practical problem in global corporate responsibility, specifically, problem framing, literature research, data collection, analysis and interpretation, formulation of managerial recommendations.