



JAYOTI VIDYAPEETH WOMEN'S UNIVERSITY, JAIPUR
ESTABLISHED BY GOVERNMENT OF RAJASTHAN
UGC APPROVED | NAAC ACCREDITED

DEPARTMENT OF MANAGEMENT & COMMERCE
FACULTY OF LAW & MANAGEMENT

Course Outcomes of (BBA)

Course Code	Course Name	Course Outcomes
UF-MG-043	Fundamentals of Accounting	<ol style="list-style-type: none"> 1. Understand and explain the conceptual framework of Accounting. 2. Prepare Accounts for various entities under different situations. 3. Acquire basic concepts of Cost & Management Accounting relevant for managerial decisionmaking 4. Analyze and interpret published financial information. 5. Understand amalgamation, absorption and reconstruction of companies.
UF-MG-090	Principles of Management	<ol style="list-style-type: none"> 1. Develop an understanding of the subject. 2. Understanding the various aspects of managerial functions like planning, organizing, staffing, leading, & controlling.
UF-MG-301	Organization Behavior	<ol style="list-style-type: none"> 1. Understand and analyze the individual needs, feelings, aspirations. 2. Develop skills needed to plan for the implementation of change in an organization.
UF-MG-088	Marketing Management	<ol style="list-style-type: none"> 1. Understand and analyze the individual needs, feelings, aspirations. 2. Develop skills needed to plan for the implementation of change in an organization.
UF-MG-005	Fundamental of Information-technology	<ol style="list-style-type: none"> 1. Understand basic concepts and terminology of information technology. 2. Have a basic understanding of personal computers and their operation.
UF-MG-036	Business Communication	<ol style="list-style-type: none"> 1. Student applies the knowledge by speaking confidently and communicating effectively in different business situations. 2. Student creates correct business reports for both Internal and External business environments.
UF-MG-058	Sales and Customers	<ol style="list-style-type: none"> 1. To be aware of the nuances of customer relationship. 2. To be aware of the nuances of sales management.

	Relationship Management	
UF-MG-302	Rural Retailing	1. To create the awareness of the rural retailing. 2. Apply the knowledge of the subject in various practical situations.
UF-MG-051	Customer Redressal System	1. To create the awareness of the rural retailing. 2. Apply the knowledge of the subject in various practical situations.
UF-MG-053	FMCG/FMCD Distribution and sales management	1. To create the awareness of the FMCG Distribution. 2. Apply the knowledge of the subject in various practical situations.
UF-MG-303	Logistics and Supply Chain Management	1. To be aware of the awareness of the FMCG Distribution. 2. Apply the knowledge of the Supply Chain in various practical situations.
UF-MG-056	Non-store Retailing	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the non-store retailing in various practical situations.
UF-MG-058	Sales and Marketing	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the non-store retailing in various practical situations.
UF-MG-040	Introduction to Retail Operations	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the store retailing in various practical situations.
UF-MG-038	In-store Cashiering and Merchandising Operations	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the merchandising store in various practical situations.
UF-MG-079	Team Management	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the team management in various practical situations.
UF-MG-300	Research methods in Business	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the research in various practical situations.
UF-MG-083	Operations of Team Leader at the Store	1. To be aware of the awareness of the subject knowledge. 2. Apply the knowledge of the research in various practical situations.