

**UR-CBE MODULE LEARNING OUTCOMES  
(ACADEMIC YEAR 2016-17)**

**POSTGRADUATE**

- 1. Programme Title:** Masters of Business Administration (MBA) **School of Business**
- 2. Learning Outcomes and Competencies**

**A. Knowledge and Understanding**

*At the end of the programme students should be able to demonstrate knowledge and understanding of:*

- **A1.** The management process , functions and roles of managers in organisations
- **A2.** Decision making process, leadership styles and coordination art and science
- **A3.** The functional aspects of management including production and operations, finance, human resource, marketing and information
- **A4.** The sectors of management namely, transport, insurance, cooperatives, travel and tourism, banking, etc.
- **A5.** The entrepreneurship competencies and skills to be innovative, creative and proactive.
- **A6.** At least one functional or sectoral aspect of management to the deepest level as a specialist namely, finance, marketing, human resource, banking, project management, insurance, entrepreneurship and travel and tourism

**B. Cognitive/Intellectual skills/Application of Knowledge**

**At the end of the programme students should be able:**

- **B1.** Undertake PhD studies/Research related to management or;
- **B2.** Apply managerial skills in different forms of enterprise viz., proprietorship, partnership, company, government enterprise, private enterprise, non-profit organisations, and service organisations
- **B3.** Diagnose, analyse, evaluate critically, and chose among best alternative solutions to solve the problem of an organization under diagnosis.

### C. Communication/ICT/Numeracy/Analytic Techniques/Practical Skills

**At the end of the programme students should be able to:**

- **C1.** Be proficient in verbal and non-verbal communication in presenting decisions to upward or downward in the organisational hierarchy
- **C2.** Know and apply the methods of business communication to the real life situations
- **C3.** Have the necessary exposure to the ICT skills such as MS project, MS Excel, MS Power Points, Programming and Management Information Systems, and Small Business Suites
- **C4.** Be exposed to various analytical tools like SWOT analysis, Value Chain analysis, Ratio analysis, Project Evaluation Techniques, Investment Appraisal tools, ETOP analysis, Managerial Control techniques like PERT, CPM and many more.
- **C5.** Be exposed to the practical situations of managing organisations through industrial attachment where in the students are asked to deal with the practical situations. Besides the role plays will be configured to create a simulated problem of managerial practice where in students have to involve and find solutions as if they are the real custodians of the organisation.

### D. General transferable skills

**At the end of the programme students should be able:**

- **D1.** Know how to take decisions in different organisational scenario
- **D2.** Deal with the human, financial and physical resources of the organisations and be able to create a congenial environment to enhance the performance and productivity of resources
- **D3.** Face the managerial situations with confidence and vigour
- **D4.** Execute the decisions taken with an aim of realising the targets set for
- **D5.** Monitor and evaluate the actual work process to see whether things moving conforming to the set standards
- **D6.** Initiate the corrective actions if needed with confidence and foresight
- **D7.** Work with colleagues in team spirit
- **D8.** Create, nourish and sustain the teams in the pursuit of the organisational goals
- **D9.** Build the suitable organisational culture and patterns of work
- **D10.** Motivate properly the subordinates as well as bosses
- **D11.** Exert appropriate leadership style according to the situation

- **D12.** Know self and identify what to do to improve own personality