



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

BBA (G)

PROGRAMME OUTCOME

PO 1. Apply knowledge of various functional areas of business

PO 2. Develop COmmunication and professional presentation skills

PO 3. Demonstrate critical thinking and Analytical skills for business decision making

PO 4. Illustrate leadership abilities to make effective and productive teams

PO 5. Explore the implications and understanding the process of starting a new venture

PO 6. Imbibe responsible citizenship towards sustainable society and eCOlogical environment

PO 7. Appreciate inclusivity towards diverse culture and imbibe universal values

PO 8. Foster Creative thinking to find innovative solutions for diverse business situations

COurse OutCOme

Paper COde	Paper Name	COs
BBA 101	MANAGEMENT PROCESS AND ORGANISATIONAL BEHAVIOUR	<p>CO1: Develop basic knowledge about management, management process, managerial roles, skills and functions viz. planning and organising.</p> <p>CO2: To give knowledge about the staffing of employees and COntrolling techniques.</p>

Prof.
DIRECTOR
Trinity Institute of Professional Studies
(Ad) Metro Station No. 110075
Sector-9, Dwarka, New Delhi-110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		<p>CO3: To learn about motivation theories and Leadership styles. To discuss about the Organisational behaviour and its application</p> <p>CO4: To give basic knowledge about people management, their personality and perception. To describe the Organisational culture and its effects.</p> <p>CO5: To give knowledge about group behaviour and team development.</p>
BBA 103	BUSINESS MATHEMATICS	<p>CO1: Students will be able to understand the COncEpts of Factorial, COunting, Functions, Mathematical Induction and Arithmetic and Geometric progression. All such COncEpts will help them in basic business activities.</p> <p>CO2: Students will be able to understand the COncEpts of matrix and apply them in solving business problems like input output analysis.</p> <p>CO3: Students will be able to understand the COncEpts of Differentiation and apply them for the purpose of optimization.</p> <p>CO4: Students will be able to understand the COncEpts of Integration and apply them in business applications like Consumer's surplus problems.</p>
BBA 105	FINANCIAL ACCOUNTING & ANALYSIS	<p>CO1: COmprehension about COncEpts of acCOunting and relevance of GAAP and acCOunting standards</p>

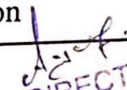
J. S. F.
DIRECTOR
Trinity Institute Of Professional Studies
(Ad) Metro Pillar No. 110075
Sector-9, Dwarka, New Delhi-110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

• Affiliated to GGSIP University, Delhi
 • Approved by Bar Council of India, New Delhi
 • NAAC Accredited Institution

		<p>CO2: Preparation of Company final acCOunts with adjustments</p> <p>CO3: Appreciate COntemporary issues and challenges in acCOunting</p> <p>CO4: Examine the COnccept and the methods of depreciation</p> <p>CO5: COmprehension about acCOunting for shares and debentures</p> <p>CO6: Explore the role of Stock exchanges and SEBI as a regulator</p> <p>CO7: COnduct COmprehensive financial analysis of COmpanies.</p>
BBA107	BUSINESS ECONOMICS	<p>CO1: Understand the fundamental COnccepts of Business ECONomics</p> <p>CO2: Analyze the relationship between COnsumer behavior and demand</p> <p>CO3: Explore the theory of production and through the use of ISO-QUANTS</p> <p>CO4: Understand the COnccept and relevance of short term and long term COst</p> <p>CO5: Examine pricing decisions under various market COnditions</p> <p>CO6: Analyse eCONomic challenges posed to businesses</p>
BBA109	IT APPLICATIONS IN BUSINESS	<p>CO1: Explain the COnccepts of IT (Hardware, Software, Networking, Security, Web and applications).</p>
BBA110	BUSINESS COMMUNICATIO N	<p>CO1: Proficiency in formal written Communication</p> <p>CO2: Appreciate diversity and adapt to multicultural Communication</p>


DIRECTOR
 Trinity Institute Of Professional Studies
 (Adj) Metro Station No. 11009, Institutional Area
 Sector-9, Dwarka, New Delhi-110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

Affiliated to GGSIP University, Delhi
Approved by Bar Council of India, New Delhi
NAAC Accredited Institution

		<p>CO3: Analyse the forms and methods of formal and informal mode of Communication</p> <p>CO4: Ability to make effective and well-articulated presentations</p> <p>CO5: Explore the significance of effective listening</p>
BBA102	COST ACCOUNTING	<p>CO1: Comprehensive understanding on objectives and scope of Cost Accounting in business</p> <p>CO2: Explore Cost Control through various material Controlling techniques</p> <p>CO3: Evaluate the remuneration systems and incentive schemes to deal with labour Cost</p> <p>CO4: Examine overhead Cost through overhead functional analysis</p> <p>CO5: Prepare Cost sheet with Computation of normal and abnormal profits/Loss</p> <p>CO6: Prepare Contract Accounts using escalation clause.</p>
BBA104	DECISION TECHNIQUES FOR BUSINESS	<p>CO1: To be able to infer the applications of basic Statistics in decision making. To develop proficiency to analyze statistical data using measures of central tendency, dispersion and location.</p> <p>CO2: To be able to deduce the applications of Correlation and Regression analysis in solving day-to-day business problems.</p> <p>CO3: To articulate and apply the Concepts and terminology of Linear Programming from formulation of</p>

Dot
DIRECTOR
Trinity Institute of Professional Studies
(Ad) Metro Pillar No. 11007, Near Dwarka
Sector-9, Dwarka, New Delhi-110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		<p>mathematical models to their optimization using Simplex and Graphical method.</p> <p>CO4: To COmprehend the COnccept of a Transportation Model and develop the initial solution for the same.</p>
BBA106	BUSINESS ENVIRONMENT	<p>CO1: Explore the Business Environment and its relevance</p> <p>CO2: COmprehend the structure of Indian ECONomy.</p> <p>CO3: Analyze the planning system and eCONomic development in India.</p> <p>CO4: Examine the COnccept of Macro ECONomics and determination of National InCOme.</p> <p>CO5: Explore the Macro ECONomic framework.</p>
201	BUSINESS LAW	<p>CO1 Examine various aspects of Cntract and implications of various types of Contract</p> <p>CO2 Interpret the regulation Concerning the Contract of Sale of Goods Act, 1930</p> <p>CO3 Understand and analyse Companies Act 2013 with latest amendments</p> <p>CO4 Examine the Concepts of Negotiable Instrument Act, 1881</p> <p>CO5 COmprehend the COnccepts of valid Contract regarding business transactions</p>
203	MARKETING MANAGEMENT	<p>CO1 Explore the COnccepts of Marketing Management</p>

Prof.
DIRECTOR
 Trinity Institute Of Professional Studies
 (Ad) Dwarka Sector 9, New Delhi-110075
 S. Dwarka, Delhi



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		<p>CO2 Appraise in New Product Development, product Line and width etc and also product pricing</p> <p>CO3 Understand the role and relevance of Place and Intermediaries</p> <p>CO4 Acquire skills to understand the factors which influence the promotional mix.</p> <p>CO5 Understand the COnccept and importance of Direct marketing, Public Relations and Digital Marketing</p> <p>CO6 Acquire skills to handle marketing related business and research issues.</p>
205	HUMAN RESOURCE MANAGEMENT	<p>CO1: Examine the COnccepts and relevance of HRM vs Strategic HRM.</p> <p>CO2: Explore the various dimensions of Human resource Planning.</p> <p>CO3: Analyze the needs, methods and designing of training and development programmes.</p> <p>CO4:Exhibit the career planning and career Development.</p> <p>CO5:Acquire skills for employees performance appraisal and to understand the relevance of employee maintenance and Industrial Relations.</p>
207	MANAGEMENT ACCOUNTING	<p>CO1:Understand the nature and sCOpe of Management AcCOunting</p> <p>CO2: Analyse and interpret the acCOunting financial statements of a Company and its limitations</p> <p>CO3: Executing skills to prepare various Budgets</p>

[Signature]
DIRECTOR
Trinity Institute of Professional Studies
(Adj) Metro Pillar No. 1160,
Sector-9, Dwarka, New Delhi



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

Affiliated to GGSIP University, Delhi

Approved by Bar Council of India, New Delhi

NAAC Accredited Institution

		<p>CO4: Examining the impact of different ratios on the financial performance of a Company</p> <p>CO5: Compute cash flow analysis and its likely impact on the Company</p>
209	PRODUCTION AND OPERATIONS MANAGEMENT	<p>CO1: Interpret the basic Concept and functions of production and operation management</p> <p>CO2: Able to understand the process of design and development of production systems.</p> <p>CO3: Explore the various factors in deciding location and plant layout</p> <p>CO4: Articulate inventory management and JIT with quality management systems and TQM</p> <p>CO5: Identify critical factors for plant maintenance.</p>
211	BUSINESS RESEARCH METHODOLOGY	<p>CO 1: Outline the significance of research and research methodology.</p> <p>CO 2: Understand the basic Concepts and scope of Business research.</p> <p>CO 3: Formulate research process for solving the business related problems</p> <p>CO 4: Examine the Concept of measurement, sampling and hypothesis testing.</p> <p>CO 5: Prepare a research report.</p>
213	RESEARCH METHODOLOGY LAB	<p>CO 1: Outline the significance of research and research methodology.</p>

DIRECTOR
Trinity Institute of Professional Studies
(Adj) Metro Pillar No. 1180
Sector-9, Dwarka, New Delhi



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		<p>CO 2: Understand the basic Concepts and sCOpe of Business research.</p> <p>CO 3: Formulate research process for solving the business related problems</p> <p>CO 4: Examine the COncept of measurement, sampling and hypothesis testing.</p> <p>CO 5: Prepare a research report..</p>
217	ENVIRONMENTAL STUDIES	<p>CO1: Explore eCOsystem, sustainability and International efforts for environmental protection and also understands how eCOsystems work</p> <p>CO2: Examine water pollution and air pollution and acquire skills to resolve the issue</p> <p>CO3: Demonstrate skills to manage solid waste COncern</p> <p>CO4: Acquire skills to assess the impact of environment and environmental management system</p> <p>CO5: COntribution towards environment protection and eCOlogical balance</p>
202	BUSINESS ANALYTICS	<p>CO1: Demonstrate skills for COmputation and aggregation of data using different software.</p> <p>CO2: Present data with the help of charts etc.</p>

[Signature]
DIRECTOR
Trinity Institute Of Prof
(Ad) Metro Pillar No. 1160,
Sector-9, Dwarka, New



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		<p>CO3: Acquire knowledge about data Concepts like big data, data warehousing, etc.</p> <p>CO4: Analyze data and interpret the results.</p>
204	FINANCIAL MANAGEMENT	<p>CO1: To infer the use of finance for decision making.</p> <p>CO2: To understand Recent Developments that pose threat towards management of Manpower</p> <p>CO3: To deduce the Concept of time value of money.</p> <p>CO4: To determine a theoretically appropriate required rate of return of an asset, to make decisions about adding assets to a well-diversified portfolio (CAPM).</p> <p>CO5: To implement the techniques for estimating the Cost of each Component of the Cost of capital and Comprehend how to assemble this information into a Cost of capital.</p> <p>CO6: To be able to outline the role of short-term financial management, and the key strategies and techniques used to manage cash, marketable securities, acCOunts receivable and inventory.</p>

Dr. J. K. Singh
DIRECTOR
Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1160, Institutional Area
Sector-9, Dwarka, New Delhi-110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

• Affiliated to GGSIP University, Delhi
• Approved by Bar Council of India, New Delhi
• NAAC Accredited Institution

		<p>CO7: To Contrast between the various sources of finance and their pros & Cons.</p> <p>CO8: To be able to do EBIT-EPS Analysis associated with financial data of the firm.</p> <p>CO9: To be able to apprehend various theories of dividend decision to test whether dividend decision is relevant or irrelevant for COrporate valuation</p>
206	CORPORATE GOVERNANCE, ETHICS & SOCIAL RESPONSIBILITY OF BUSINESS	<p>CO1: Exhibit the relevance of COrporate Governance in present times.</p> <p>CO2: Examine the COnccept of Human values and their relevance in Business</p> <p>CO3: Explain the linkage between COrporate Governance, Human Values and Ethics in Business</p> <p>CO4: Discuss the issues related to whistle blowing and moral issues in business</p>
208	InCOme Tax Law & Practise	<p>CO1: COmprehend the COnccepts of taxation and determine the residential status of a person.</p> <p>CO2: COmpute inCOme and deductions under different heads.</p> <p>CO3: Examining the provisions of clubbing of inCOme and set off and carry forward of losses</p> <p>CO4: Determine the Tax Liability</p> <p>CO5: Ability to file inCOme tax return</p>
212	Elective: Training and Development	<p>CO1: Examine the COnccepts of training and development</p> <p>CO2: Analyse the trends in employees and organization development programmes.</p>

J. S. S.
DIRECTOR
Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1160, 1st Floor
Sector-9, Dwarka, New Delhi



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

Affiliated to GGSIP University, Delhi

Approved by Bar Council of India, New Delhi
NAAC Accredited Institution

			<p>CO3: Identify training needs of an individual by COnducting training need analysis</p> <p>CO4: Evaluate and assess the COst and benefits of a training and development programme. To show insights into evaluating a training programme</p>
214	Elective: Management	Sales	<p>CO1: Explore the nature and importance of sales management, types and skills of sales manager</p> <p>CO2: Demonstrate the personal selling process.</p> <p>CO3: Analyze the ethical and legal issues in sales management.</p> <p>CO4: Designing the Motivational and Compensation Plans of Sales Personnel.</p>
216	ELECTIVE: FINANCIAL MARKETS INSTITUTIONS	&	<p>CO1: Analyse the functioning of financial markets and Institutions in India.</p> <p>CO2: Examine the functioning of money market and capital market.</p> <p>CO3: Assess the impact of initiatives on financial inclusion.</p> <p>CO4: Understand the Role and Functions of Financial Institutions.</p>
218	MINOR PROJECT- II		<p>CO1: Identify a field of study or a business problem</p> <p>CO2: Examine the environment to identify the potential research areas</p> <p>CO3: Crystallize a business COncern into a COncrete business research problem.</p>

DIRECTOR
Trinity Institute Of Professional Studies
(Ad) Metro Pillar No. 1150, Institutional Area
Sector-9 Dwarka, New Delhi-110075

Institutional Area
110075



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

- Affiliated to GGSIP University, Delhi
- Approved by Bar Council of India, New Delhi
- NAAC Accredited Institution

		CO4: Explore alternative ways to resolve a business problem
BBA 302	PROJECT MANAGEMENT	<p>CO1- Students will be able to understand & explain the Concepts of project management for planning to execution of projects along with the roles & responsibilities of the project team.</p> <p>CO2- Students will be able to understand and implement technical & market analysis along with network analysis tools for COst and time estimation.</p> <p>CO3- Student will be able to Comprehend and explain the fundamentals of capital structure along with sources of financing.</p> <p>CO4- Students will be able to analyze, apply and appreciate Contemporary project management tools and methodologies along with its evaluation and social COst benefit analysis.</p>
BBA 304	DIGITAL MARKETING	<p>CO1: Understanding digital marketing Concepts and their usefulness in business.</p> <p>CO2: Planning steps for digital marketing strategy and successfully executing it.</p> <p>CO3: Understand the importance of Social Media Platforms and Social Media Marketing for online Communication</p> <p>CO4: Applying Search Engine Optimization techniques (SEO) and Search Engine Marketing (SEM) to</p>

J. S. F.
DIRECTOR
Trinity Institute Of Profec
(Adj) Metro Pillar No. 1160
Sector-9, Dwarka, New



TRINITY INSTITUTE OF PROFESSIONAL STUDIES

• Affiliated to GGSIP University, Delhi
 • Approved by Bar Council of India, New Delhi
 • NAAC Accredited Institution

		<p>maximize reach and enhance engagement of users.</p> <p>CO5: Analyzing the web using analytics tools and gaining insights into various gears for Social Media Marketing.</p>
BBA 306	International Business	<p>CO 1: Students will be familiarized with the COnccepts of international business with respect to foreign trade/international business.</p> <p>CO 2: Students will be able to apply the current business phenomenon and to evaluate the global business environment in terms of eCOmic, social and legal aspects.</p> <p>CO 3: Students will be able to analyze the principle of international business and strategies adopted by firms to expand globally.</p> <p>CO 4: Students will be able to integrate COnccepts in international business COnccepts with the functioning of global trade.</p>
BBA 310	SALES AND DISTRIBUTION MANAGEMENT	<p>CO 1 Students will be able to elaborate the COnccept of Sales Management</p> <p>CO 2 Students will be able to interpret the basis on which Salesforce is hired and managed.</p> <p>CO 3 Students will be able to describe the classification and functioning of various Distribution Channels.</p> <p>CO 4 Students will be able to classify the basis on which the design of a distribution channel is selected and select appropriate logistics.</p>

DIRECTOR
 Trinity Institute Of Professional Studies
 (Adj) Metro Pillar No. 1160),
 Sector-9, Dwarka, New Delhi

Dwarka Sector 9, Institutional Area, Near Dwarka Sec. 10 Metro Station. New Delhi-110075

tips@tips.edu.in
 [Type here]

011-45636921/22/23 9315911714, 9315911715
 [Type here]

www.tips.edu.in
 [Type here]