



MGT 251: Entrepreneurship & Startup ecosystems in India

CO1	The students acquire necessary knowledge and skills required for organizing and carrying out entrepreneurial activities.
CO2	To develop the ability of analysing and understanding Indian Startup business situations in which entrepreneurs act.
CO3	To master the knowledge necessary to plan entrepreneurial activities.
CO4	The students will develop the ability of analysing various aspects of entrepreneurship – especially of understanding and taking over the risk, and the specificities as well as the pattern of entrepreneurship.
CO5	To contribute to their development of entrepreneurial and managerial potential.

MGT 311: Innovation & Entrepreneurship

CO1	Demonstrate understanding of key concepts underpinning entrepreneurship and its application in the recognition and exploitation of product/ service/ process opportunities
CO2	Assess the commercial viability of new technologies and innovative business models
CO3	Plan, organize, and execute a project or new venture with the goal of bringing new products and service to the market
CO4	Critique a plan for implementing entrepreneurial activities in a globalized and competitive environment being mindful of the social, ethical and cultural issues.
CO5	Effectively present and communicate opportunities to both a technical- and a business-oriented audience

MGT 441: Capstone Project II

CO1	Ability to understand business requirement and choosing a sample data to initiate a POC.
CO2	Ability to use enterprise-level data sources and work with them by using statistical software.
CO3	Ability to identify problem variables and task constraints in corresponding business settings.
CO4	Ability to understand white papers and research projects to effectively present the business problem, methodology, process, and an innovative solution.
CO5	Ability to state the assumptions, evaluate the pros and cons for the possible alternatives.
CO6	Ability to reach at optimum data driven solution for the particular business scenario.
CO7	Ability to organize and write the content of the project in a coherent and logical way

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MKT 202: Marketing Management I

CO1	Understand the basic Marketing concepts and the core marketing theme of identifying needs of customers and delivering benefits profitably keeping in mind the larger societal implications
CO2	Develop understanding of how promotional campaigns are run
CO3	Understand the value of relationship marketing
CO4	Appreciate sustainable marketing, societal marketing and business ethics in Marketing
CO5	Develop presentation skill, information search and analysis skill, resource management skill and decision-making skill
CO6	Understand how STP work in real marketing situations
CO7	Understand how marketing organizations anticipate, manage and take advantage of the inconsistencies in the customer decision process
CO8	Understand the tactical and strategic aspects of marketing evidenced through 7 P's framework [Product, Promotion, Place, Price, Process, People and Physical evidence]
CO9	Understand the strategic aspect in marketing particularly strategic marketing
CO10	Develop the ability to measure and evaluate the attractiveness of different markets and market segments
CO11	Develop an understanding the various tradeoffs involved in the product development process
CO12	Develop an insight into design and management of distribution channel
CO13	Develop insight into the complexities involved in pricing decisions and how these decisions are taken.

MKT 311: Sales & Distribution Management

CO1	Demonstrate understanding of role and responsibilities of "sales managers"
CO2	Apply models and frameworks for managing and enhancing the productivity and performance of sales and distribution systems
CO3	Analyze various issues and concerns related with designing and implementing effective sales strategy
CO4	Analyze various issues and concerns related with designing and implementing effective distribution strategy
CO5	Critically evaluate the sales and distribution performance and salesperson's performance

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MKT 401: Services Marketing

CO1	Develop a grasp of the marketing issues faced by service firms as well as the similarities and distinctions between them and those faced by manufacturing businesses
CO2	Learn how to utilize the Gaps Model of Service Quality in service businesses
CO3	Develop vital knowledge of the four Ps and three additional Ps of the services marketing mix and how they relate to service quality management
CO4	Recognize the importance of technology in service marketing
CO5	Develop critical thinking, analysis and communication skills from the management point of view through case studies, discussions, written assignments

MKT 411: Consumer Behaviour for Digital Marketers

CO1	Demonstrate ability to explain and apply fundamental consumer behavior concepts to real-world decision-making problems pertaining to marketing strategy
CO2	Analyze various psychological factors, that influences consumer behaviour to build better marketing strategy
CO3	Analyze various socio-cultural factors, that influences consumer behaviour to build better marketing strategy
CO4	Analyze the consumer behavior on different stages of the consumer decision making process and suggest measures to influence those behaviors
CO5	Articulate key ethical and social responsibility concerns pertaining to a marketing strategy derived from the consideration of consumer behaviour

MKT 512: Consumer Behaviour

CO1	Explain and apply the key terms, definitions, and concepts used in the study of consumer behaviour.
CO2	Examine various psychological factors, that influences consumer behaviour
CO3	Examine various socio-cultural factors, that influences consumer behaviour
CO4	Apply understanding of consumer behaviour to influence different stages of the consumer decision making process
CO5	Articulate key ethical and social responsibility concerns pertaining to a marketing strategy derived from the consideration of consumer behaviour

MKT 623: Marketing Analytics

CO1	Understanding theoretical foundations of concepts
CO2	Choosing appropriate quantitative methods and understanding.
CO3	Applying Analytics to solve real world problems
CO4	Ability to identify business use cases for Marketing Analytics
CO5	Ability to apply and use tools to solve Marketing cases – Python, Excel etc.

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NU 111: Community Connect

CO1	To develop sense of social responsibility amongst the students towards community participation, development, sensitization and education.
CO2	To provide academic support / educational empowerment by way of one-to-one coaching / interactions in key subjects and issues relating to Community life.
CO3	To get awareness about Community life and to sensitize community with respect to various issues.
CO4	To develop competence required for sharing of responsibilities.
CO5	To link the service activity to self-reflection, self-discovery and the acquisition and comprehension of values.

NU 401: Advanced R & D Project

CO1	Select the domain/technology to define the next steps of research works
CO2	get to do more recent literature survey
CO3	applying the same technique to different problems, fine tuning/improving the techniques to get the higher precision/accuracy, devising instruments to collect data, data gathering and analysis etc.
CO4	Description of Tolls, hardware, open source software or third party software, system configuration which are required to complete the advanced R andD project
CO5	Result and analysis with demonstration. Show the Outcome of the project, how it is going to be extended as Advanced RandD project.
CO6	Concluded the findings of the work done and compare the results with existing works. The references should be given with all details like title of the research paper,

NU 522: Contemporary Issues

CO1	In depth investigation of a chosen contemporary societal issue or problem of interdisciplinary nature and suggestion of a plausible solution should facilitate research culture.
CO2	As the chosen problem would invariably be interdisciplinary, students should develop an ability to analyze a problem from holistic perspective.
CO3	This should give students an opportunity to widen their knowledge about contemporary issues facing global community and develop a global outlook and awareness.
CO4	The course methodology will require students to discuss in a group, give regular seminars and aim at publishing at least one article. This should help them hone oral and written communication skills. Not the least, students should develop a global outlook and awareness.
CO5	They should discover the interplay of subjectivity and objectivity, which exists in any problem solving.

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PHY 101: Physics

CO1	Explain the concepts of wave/partial dual nature and quantum mechanical behavior of microscopic systems. In addition, students will be skilled in critical thinking and analytical reasoning as applied to scientific problems.
CO2	Demonstrate an understanding of conduction in semiconductor materials and various applications of p-n junction diodes. Additionally, students will develop scientific problem-solving skills, including organization of given information, quantitative solutions, interpreting results.
CO3	Develop an understanding of atomic origin of magnetism, types and various applications.
CO4	Understand the dielectric behavior of materials and basics of ferroelectricity and piezoelectricity. In this way it will assist the students to develop the understanding of mathematical description of these principles that can be used to develop devices, structures, and technologies that are useful for mankind.
CO5	Explain the principle of laser light generation as well as construction and applications of solid state and gas lasers
CO6	Develop a hands-on experience by performing lab experiments based on the concepts of interference, diffraction, ultrasonic diffraction, coupled pendulum, magnetic susceptibility and others

PSY 301: Fundamentals of Psychology

CO1	To develop a knowledge base of human behavior across the broad areas of psychology including cognition (thought, memory, perception), learning, personality and social and environmental influences.
CO2	Critically assess information related to the study of behavior and mental processes, and use the critical assessment in forming conclusions and arguments.
CO3	Students will demonstrate acquisition of both factual knowledge and the ability to conceptualize and apply this knowledge to their own behavior, to ways of interacting with others, and to their roles in society.
CO4	To understand the importance of group dynamics and leadership and the importance of effective communication in an organization.

TA 111: Fundamentals of Computer Programming

CO1	To acquire programming skills in core Python
CO2	To acquire data structure and data file handling and data management skills in Python
CO3	To acquire Object Oriented Skills in Python
CO4	To develop the skill of designing applications using comprehensive libraries in Python
CO5	To develop the ability to write applications in Python for specialized domain areas

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AOC 121: Fine & Digital Arts

CO1	Demonstrate new skill learnt or existing skill upgraded
CO2	Exhibit artistic quality, aesthetic sense and perfection in an output
CO3	Contribute to university-wide activities
CO4	Be sensitive to society and environment
CO5	Showcase originality, creativity and imagination displayed in an Output

AOC 141: Photography

CO1	Photography is evolving at a rapid pace and the students are expected to learn new techniques while they are enrolled in the course. Some are rookies and they are expected to learn the basics of TELLING A STORY, thru the photo.
CO2	Students have to learn how to MAKE a picture rather than just TAKE a picture. This involves learning – Framing. – Position. – Lighting. – Color.
CO3	The Student to learn to become curious and record interesting things happening as a reporter would.
CO4	Students have to bring out the study of nature and of society and of environment as it exists and as it should evolve as per human desires.
CO5	Through Photography, the student is expected to push further into the realm of creativity, innovation and originality. This will have spillover effects in other areas of his life.

AOC 151: Health exercise and Sports

CO1	Demonstrate new skill learnt or existing skill upgraded
CO2	Physical and mental wellbeing
CO3	Contribute to university-wide activities
CO4	Social and community development
CO5	Enhance Leadership quality

AOC 161: Theatre

CO1	Demonstration of a New Skill Learnt/ existing skill upgraded
CO2	Study and understand a script for circumstances, objectives, actions, obstacles, and character relationships given and apply that analysis to performance
CO3	Contribute to university-wide activities
CO4	Organize and manage a full-length stage/street play, adhering to timelines and budget
CO5	Showcase originality, creativity and imagination displayed in a production

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CS 521: Platform and Cloud Security

CO1	Learn different platforms, like windows, Unix, Linux, database and emerging Cloud Computing. Learn about security requirements of platforms and cloud computing. Learn security architecture and security models to design secure systems.
CO2	Understanding of security features built in the platform and cloud computing.
CO3	Apply and evaluate security requirements to know vulnerabilities and threats in platforms and cloud computing environment. And work out security controls and countermeasures
CO4	Analyze the risk of the vulnerabilities and threats to the IT resources in platforms and cloud computing environment.
CO5	Evaluate loss to IT resources / business due to threats and vulnerabilities in the platforms and the cloud environment.
CO6	Create controls and countermeasures for platforms and cloud computing environment to protect the information system assets, secure the data and safe guard business interests.

CS 531: Cryptography

CO1	Learn how cryptographic systems work and why they are secure
CO2	Understand how two parties can securely exchange information when they have a shared key unknown to the attacker
CO3	Evaluate the importance of data confidentiality, data integrity
CO4	Understand the important concept of authenticated encryption
CO5	Grasp the concepts of public-key encryption and digital signatures, which allows two parties to communicate securely, without having a pre-shared secret key
CO6	Get a brief idea about cryptographic protocols for user identification, key exchange, zero knowledge, and secure computation

CS 541: Information Security Risk Assessment and Assurance

CO1	Understand various standards and regulations.
CO2	Understand information security models and information access management in a distributed environment.
CO3	Formulate computer security strategy from security requirements and risk assessment.
CO4	Develop ability to assess security risk for practical IT installations.
CO5	Ability to formulate organization wide information security policy and monitor it's implementation

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ECON 101: Principles of Micro-economics & Macro-economics

CO1	Understand the importance of economics in managerial decision-making process
CO2	Understand the process of optimal decision making of a consumer given its resources
CO3	Learn optimal decision making in production of goods and services
CO4	Learn types of market and their optimal decision-making process
CO5	Get Acquainted with difference between Microeconomics and Macroeconomics
CO6	Develop understanding of the functioning of an economy especially in context of Indian Economy and its data
CO7	Develop understanding of Households as well as firms decision making criteria and its impact over Macroeconomic
CO8	Get proficiency over science of Economics of Growth
CO9	Accomplish understanding of Economic Cycles/Disturbances

ECON 112: Business Economics II

CO1	Get Acquainted with difference between Microeconomics and Macroeconomics
CO2	Develop understanding of the functioning of an economy especially in context of Indian Economy and its data structure.
CO3	Develop understanding of Households as well as firms decision making criteria and its impact over Macroeconomic Performances
CO4	Create deep understanding of economics of a government of a nation -sources and application of funds
CO5	Develop understanding of science of money - supply and demand
CO6	Acquire understanding of structure of Trade Accounts of a country with foreign nations - BoP
CO7	Get awareness about the foreign exchange regimes and its valuation determinants
CO8	Get proficiency over science of Economics of Growth
CO9	Accomplish understanding Economic Cycles/Disturbances

EL 212: Linear Integrated Circuits and Instrumentation

CO1	Understand the basic of Operational Amplifier (OPAMP).
CO2	: Learn the application of OPAMP.
CO3	Understand the design of Linear IC, Oscillator, Active Filter Design.
CO4	: Understand the design of 555 timer application as Astable and Monostable Multivibrator, Rectifier.
CO5	Understand the basic concept of Phase Locked Loop, Communication System.
CO6	Understand the concept of Instrumentation.

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EL 421: Cellular and Mobile Communication

CO1	to study the layers of system model, access methods and networks to service platforms
CO2	to understand the various terminologies, devices, schemes, concepts, algorithms and different methodologies used in Cellular communication
CO3	explains to analyze how various Communication model layers are working in the Mobile Communication Environment
CO4	course will also illustrate the use of various Data Services, Device management and Language support, GPRS, Wireless devices and their Operating system in Cellular Environment
CO5	also help to understand the 3G and 4G Wireless Standards and explains the detailed study of the Mobile Network and Transport layer, Mobile Agents and protocols

ENG 102: English Literature

CO1	Gain better insight into human nature and character through the study of scientific, historical or purely literary texts.
CO2	Interpret and examine a variety of texts and express themselves effectively in a variety of verbal and written forms.
CO3	Identify the salient features of literary/historical/scientific texts from a broad range of Asian, European and American writings.
CO4	Employ knowledge of literary traditions to produce imaginative as well as interpretive explanatory writing.
CO5	Demonstrate critical reading, writing, and thinking skills through analysis, synthesis, and evaluation of important ideas

ENV 301: Environmental Science

CO1	To consider how the natural and built environments shape and are shaped by multiple socio-cultural and political factors.
CO2	To think across and beyond existing disciplinary boundaries, mindful of the diverse forms of knowledge and experience that arise from human interactions with the world around them.
CO3	To live responsibly and appreciate the environmental and cultural histories of the places they inhabit.
CO4	To cultivate compassion, curiosity, collaboration, and hope
CO5	To nurture knowledge, respect, and love for the natural and human communities of central Maine, the place where they spend four formative years of their lives.

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MAT 101: Algebra & Differential Equations

CO1	Classify differential equations by order and linearity. Also, solve first order linear differential equations by different methods.
CO2	Find solutions of higher order linear differential equations with constant coefficients.
CO3	Use Laplace transforms to solve differential equations.
CO4	Understand vector space and inner product space.
CO5	Apply the concepts of matrices in solving system of linear equations and finding Eigen values and Eigen vectors.
CO6	Solve application problems described by first order differential equations and linear second order differential equations. Also, solve non-homogeneous linear differential equations with discontinuous forcing functions using the method of Laplace Transforms. Explain the Gram-Schmidt orthogonalization process.

MAT 202: Business Statistics II

CO1	Explore the techniques of Parametric and Non-Parametric Methods and their applications.
CO2	Understand the techniques of sampling and related concept
CO3	Understand time series analysis and forecasting
CO4	Understand Index number and their applications
CO5	Use statistical software for data analysis

MGT 122: Business Environment

CO1	Explain the basic concepts of business environment
CO2	Understand influence of society on business
CO3	Understand influence of politics on business
CO4	Understand influence of Technology on business
CO5	Understand influence of economy on business
CO6	Understand influence of legal aspects on business
CO7	Analyse the various business environmental concepts and chalk plans for a business
CO8	Learn the impact of globalization on today's businesses

MGT 232: Business Ethics and Values in Management

CO1	Understand the key concepts related to Indian Ethos, Business Ethics and ethical dilemmas
CO2	Understand the significance of ethical orientation of an organization in its overall performance
CO3	Understand the significance of Ethos and Ethics in organisation's overall performance
CO4	Understand the role of human values in managerial effectiveness.
CO5	Understand the key concepts of corporate governance and their applications in Global arena

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MGT 322: Capstone Project I

CO1	Ability to understand business requirement and choosing a sample data to initiate a POC.
CO2	Ability to use enterprise-level data sources and work with them by using statistical software.
CO3	Ability to identify problem variables and task constraints in corresponding business settings.
CO4	Ability to determine and use the appropriate software system to implement solutions.
CO5	Ability to understand white papers and research projects to effectively present the business problem, methodology, process, and an innovative solution.
CO6	Ability to state the assumptions, evaluate the pros and cons for the possible alternatives.
CO7	Ability to reach at optimum data driven solution for the particular business scenario.
CO8	Ability to integrate business analysis and technical solutions by other team members.
CO9	Ability to organize and write the content of the project in a coherent and logical way

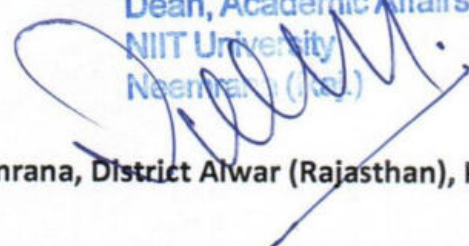
MGT 341: Research Methods

CO1	Identify the process of research, problem selection, and develop research questions
CO2	Understand the concept and meaning of research design.
CO3	Understand the measurement concepts, attitude scales and methods of data collection.
CO4	Understands the different techniques of sampling and data processing.
CO5	Understand the art of interpretation and report writing

MGT 351: Business Laws & Applications

CO1	Understand the legal system in India, Regulatory business environment and how it applies and impacts managerial capabilities in view of business. Also understand the legal process and the legal thought process.
CO2	Gain an overview different laws like contract law, property law and company law, their application and process.
CO3	Gain an overview of investment, insurance related law, IPR related laws, cyber laws GST Laws, negotiable instrument act, consumer protection act their application and process.
CO4	Understand the Regulatory and supervisory framework (rules, regulations and guidelines) related to FEMA, RBI, SEBI, SARFAESI Act and other acts.
CO5	Capacity Building for taking Informed Decision Making in Business transactions based on different laws.

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MGT 361: Business Policy, Planning & Strategy

CO1	Students will be able to describe major theories background work concepts and research output in the field of strategic management
CO2	Students will demonstrate a clear understanding of the concepts tools techniques used by executives in developing and executing strategies and will appreciate its integrative and interdisciplinary nature
CO3	Students will be able to demonstrate effective application of concepts tools techniques to practical situations for diagnosing and solving organisational problems
CO4	Students will be able to demonstrate capability of making their own decisions in dynamic business landscape
CO5	Students will be able to develop their capacity to think and execute strategically

MKT 321: Marketing Research

CO1	Understanding the marketing research processes
CO2	Understanding different research methods
CO3	The students would be able to apply research methods
CO4	Ability to analyse and interpret qualitative and quantitative data
CO5	Conduct and analyse a research project
CO6	Design a questionnaire and collect data from web-based platforms.

MKT 322: Introduction to Digital & Social Media Marketing

CO1	Demonstrate the ability to recognize the ongoing trends in global e-commerce markets and technology given the dynamic and rapidly changing digital landscape
CO2	Demonstrate advanced practical skills in common digital marketing tools such as SEO, PPC etc.
CO3	Demonstrate in-depth knowledge of digital analytics to analyze various issues and concerns related with designing and implementing effective digital marketing strategy for meeting business objectives.
CO4	Demonstrate understanding of the social media landscape, tools and technologies
CO5	Design social media programs that directly support business and marketing goals

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BNK 512: Banking Processes & Products I

CO1	Develop an understanding of the different operations in a bank and the rationale underlying those processes and procedures
CO2	Detailed knowledge of banking product/ services and their operational aspects
CO3	Understanding different types of customers and related banking process.
CO4	Develop analytical skills to deal with the customers and evaluating their requirements.
CO5	Develop attitude for Customer orientation.

BNK 621: Business Policy, Planning & Strategy

CO1	Understand and apply concepts of strategic management process, tools and techniques to business situations for problem solving and performance improvement
CO2	Identify strategies which are appropriate for different scenarios and evaluating alternatives in terms of relevant criteria
CO3	Evaluate and analyze data to identify opportunities and threats in the external environment and strengths and weaknesses within the internal environment for formulating appropriate strategy
CO4	Use analytical tools and models for planning and strategy formulation, and implementation and evaluation thereof
CO5	Recognize and understand the importance of making and implementing socially responsible and ethical decisions.
CO6	Understand the relationship between assumptions, action plans, and financial projections

CLP 512: Managerial Communication

CO1	CO1. Develop expertise in written communication by writing letters, memos, minutes, and reports.
CO2	CO2. Acquire necessary attributes to handle day-to-day Oral Communication such as making persuasive pitches to customers, controlling one to one communication, enriching group activities and processes and giving Effective Presentations.
CO3	CO3. Improve active listening, speaking and pronunciation skills, as well as Note Taking for basic business situations.
CO4	CO4. Acquire Reading skills.
CO5	CO5. Practice Anti Negative Thoughts and develop a Positive Attitude.

CS 523: Essentials of Natural Language Processing

CO1	Understanding theoretical foundations of natural language processing.
CO2	Choosing appropriate algorithms and data structures for solving typical NLP subproblems.
CO3	Composing key NLP steps to develop higher level language processing applications.
CO4	Simple language processing with Natural Language Tool Kit (NLTK) and Python.
CO5	Solving NLP subproblems like Text Normalization, POS Tagging, Text Classification and Information Extraction in Python.

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FIN 501: Management Accounting & Control

CO1	Demonstrate knowledge of accounting terminology, accounting principles and concepts, accounting standards and record basic accounting transactions.
CO2	Understand primary books of accounts, types of books, purpose of preparation of separate books. Prepare basic financial statements and understanding their use.
CO3	Make the comparative statements and ratios to analyze the financial statements of Companies.
CO4	Make and analyze the cash flow statement and know the liquidity of the concerns.
CO5	To develop the understanding of accounting mechanism.
CO6	To analyze annual reports and understand audit report. To know the methods of Communication with different stakeholders.
CO7	Understand the purpose and concepts of Cost and Management accounting in organizations and Break Even Point analysis and its uses.
CO8	Understand the Direct and Indirect tax and how it is applicable on different assessee.

FIN 511: Indian Financial System

CO1	Demonstrate understanding of role and responsibilities of Indian Financial System
CO2	Analyze models and frameworks for managing and financial institutions in India
CO3	Analyze various issues and concerns related with Indian Financial System
CO4	Analyze various issues and concerns related Financial Instruments in India
CO5	Critically evaluate the regulatory framework for financial intermediaries and markets in India

HSS 503: Indian Ethos & Business Ethics

CO1	Understand the key concepts related to Indian Ethos, Business Ethics and ethical dilemmas
CO2	Understand the significance of ethical orientation of an organization in its overall performance
CO3	Understand the significance of Ethos and Ethics in organisation's overall performance
CO4	Understand the role of human values in managerial effectiveness
CO5	Understand the key concepts of corporate governance and their applications in Global arena

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BA 532: Programming for Analytics II

CO1	Get a deeper understanding of systematic and stepwise process of complex problem solving
CO2	Develop an ability to write effective and efficient algorithms and heuristics for problem solving
CO3	Learn the advanced features and applications of Python and R
CO4	Learn to solve complex analytical and business problems using Python and R
CO5	Advanced programming with Python and R
CO6	Problem Solving with Python and R

FIN 542: Investment Analysis & Portfolio Management

CO1	Demonstrate understanding of fundamental concepts, theories, and principles of securities, assets, and portfolios.
CO2	Apply the knowledge, concepts, tools necessary to overcome challenges, and issues in security analysis, and portfolio valuation, and risk management.
CO3	Assess opportunities in various securities and asset classes by analyzing customers need, competitors and the strengths and weaknesses of a company
CO4	Formulate and assess strategic, operational, and tactical investing decisions to maximize a portfolio's chance of success in the markets in which it is invested.
CO5	Plan and investigate customer's investment strategies, and communicate and monitor the objectives to the customers in an appropriate format

MGT 603: Supply Chain Management

CO1	Understand the concept, models and practices of Supply Chain Management.
CO2	Relate underlying principles to Supply Chain Management frameworks and techniques.
CO3	Understand the tactics to manage and synthesize information to make Supply Chain Management decisions for business functions.
CO4	Recognizing supply chain integration to support products in various product life cycle.
CO5	Balancing logistics, manufacturing and inventory policies with demand and customer satisfaction.
CO6	Leveraging organizational capabilities and resources across supply chain business processes.
CO7	Designing lean but agile supply chains that integrate green initiatives.
CO8	Supply Chain Analytics and Implementing e-supply chains management systems and Integration of SCM, ERP and CRM systems

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CS 561: Programming for Analytics I

CO1	Understand systematic and stepwise process of problem solving
CO2	Develop an ability to write algorithms and heuristics for problem solving
CO3	Understand complex problems in terms of complexity (heterogeneity, connectivity, innumerability), dynamics (temporarily, contextual, unprecedented), intransparency and multiple goals (inexpressiveness, opposition)
CO4	Understand problem solving strategies – divide and conquer, hypothesis, lateral thinking, methodological objectivity, proof, reduction, research, root cause analysis, and Trial and error
CO5	Understand barriers to problem identification – continuous bias, mental block, functional fixedness, unnecessary constraints, and irrelevant information
CO6	Learn the basic features of Python
CO7	Learn the various features of R and its usage

MKT 511: Marketing Management

CO1	Understand the basic Marketing concepts and the core marketing theme of identifying needs of customers and delivering benefits profitably keeping in mind the larger societal implications
CO2	Develop understanding of how promotional campaigns are run
CO3	Understand the value of relationship marketing
CO4	Appreciate sustainable marketing, societal marketing and business ethics in Marketing
CO5	Understand how STP work in real marketing situations
CO6	Understand how marketing organizations anticipate, manage and take advantage of the inconsistencies in the customer decision process
CO7	Understand the tactical and strategic aspects of marketing evidenced through 7 P's framework [Product, Promotion, Place, Price, Process, People and Physical evidence]
CO8	Understand the strategic aspect in marketing particularly strategic marketing
CO9	Develop the ability to measure and evaluate the attractiveness of different markets and market segments
CO10	Develop an understanding the various tradeoffs involved in the product development process
CO11	Develop an insight into design and management of distribution channel
CO12	Develop insight into the complexities involved in pricing decisions and how these decisions are taken.

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EL 101: Digital Logic & Circuit

CO1	Understand the need of Digital Systems and applications, various number systems, logic gates, Boolean algebra
CO2	Design and utilize combinational and sequential components such as adders, multiplexers, decoders, counters and registers.
CO3	Explain how gates and components are used in the design of an Arithmetic Logic Unit
CO4	Demonstrate knowledge of the nomenclature in the area of memory devices: ROM, PROM, PLD, FPGAs, etc. and state machine
CO5	Compare various simulators available for design digital circuits and use Logicsim to construct and verify digital circuit operations

EL 111: Fundamentals of Electronics

CO1	Use appropriate network analysis techniques to determine the current in or voltage across one or more branches of a given electrical circuit.
CO2	Analyze an RLC circuit with a step source.
CO3	Analyze an RLC circuit supplied with a sinusoidal source.
CO4	Understand the concept of reactance and impedance.
CO5	Understand the frequency response of RLC circuits.
CO6	Understand and draw phasor diagrams for simple AC circuits.
CO7	Compute the active and reactive power in an AC circuit and power factor
CO8	Understand the basic filter types.
CO9	Understand the construction, characteristics and major applications of junction diodes and bipolar junction transistors.

EL 112: Analog Electronics

CO1	Understand the BJTs DC and AC analysis and small signal model
CO2	understanding of BJTs biasing, stabilization and Ebers Mole model
CO3	Understand the classification and analysis of voltage-series, voltage-shunt, current-series and current-shunt feedback amplifier.
CO4	Gain understanding of Hybrid pi model and frequency response of amplifier circuit
CO5	Analysis of feedback amplifier, their key specifications and applications. Study of Opamp with circuit designing
CO6	Designing of High frequency Amplifier and Power Amplifiers.
CO7	Understand and design Oscillator and Multivibrator

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HRM 321: Team Building and Leadership

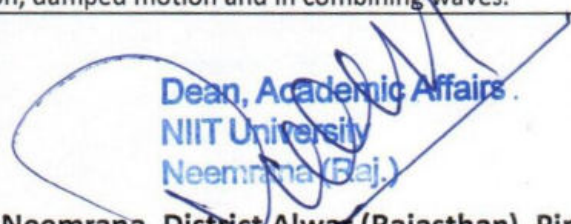
CO1	To apply leadership strategies for motivating people and changing organizations.
CO2	To learn the skills toward political aspects of management.
CO3	To identify the various sources of power in organizations and to thoughtfully consider both the positive and negative consequences of power.)
CO4	To assess personal values, beliefs, and ethical standards to enhance self-awareness in regard to personal leadership behaviours.
CO5	To comprehend the role of Leaders in building effective organizations)
CO6	To learn the importance of different leadership styles to suit different managerial situations.
CO7	To examine the role of the leader's character and how his or her "dark side" undermines leadership credibility.

JAP 101: Beginners Course in Japanese Language- Level 1

CO1	Teach the Katakana Script and Hiragana script and make them practice extensively. Give them practice sheets. Check their work. Give them words and sentences to write. Recognition of characters through Flash cards.
CO2	Make them describe simple pictures of Japanese daily life. Do role play.
CO3	Vocabulary is the backbone of the language. Hence stress on reading various kinds of Texts, and increasing vocabulary. Practice sentence construction with these vocabulary.
CO4	Make them hear audio tapes of Japanese conversation. Example in the market, in the shop, at the post office , etc. Teach them everyday greetings and expressions frequently used.
CO5	Awareness of Japanese Customs and Manners through practical demonstration of Eating with chopsticks, exchanging business cards. Awareness of Japanese foods, festivals, sports, seasons. Make them do research and do presentations.

MAT 011: Remedial Math – I

CO1	Understand the basic concepts of functions and their graphs.
CO2	Understand linear and quadratic functions. Build linear and quadratic models from verbal descriptions and from data.
CO3	Find zeros of a polynomial function. Model and solve variation problems.
CO4	Understand the concepts of exponential and logarithmic functions. Model exponential growth and decay, logistic growth, and financial problems.
CO5	Understand trigonometry and inverse trigonometric functions. Apply the trigonometry in simple harmonic motion, damped motion and in combining waves.


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EC 461: Capstone Project I

CO1	Learn to apply knowledge - Students should know the method of finding the problem and model it according where they can apply their knowledge.
CO2	Concept Design - After knowing the problem, students should know the approach to proceed for the solution. Students should apply appropriate model to get it solved.
CO3	Development and Integration- This is to make them understandable about the various development stages involved step by step and also integrating various software and hardware to create an effective system modelling.
CO4	Testing and Validation Skill. Students should know the method of calibrating various instrument and devices for accurate result so as to achieve a quality testing and validation result out of the system.
CO5	Gather expertise in the domain of the project

ECON 111: Business Economics I

CO1	Understand the importance of economics in managerial decision-making process
CO2	Understand the process of optimal decision making of a consumer given its resources
CO3	Learn optimal decision making in production of goods and services
CO4	Learn types of market and their optimal decision-making process
CO5	Learn types of market and their optimal decision-making process
CO6	Create understanding of input market like labour and capital and its pricing methodologies
CO7	Studying the process of different price control and reason behind market failures like asymmetrical information, moral hazards etc.

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