

Thakur Educational Trust's (Regd.) THAKUR RAMNARAYAN COLLEGE OF ARTS & COMMERCE ISO 21001:2018 Certified

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# Outcomes Based Education (OBE) Document

# Programme: B.A.M.M.C.

## **Programme Educational Objectives**

**PEO 1:** To impart the basic knowledge of multimedia and mass communication and related areas of studies and develop the learner into competent and efficient media & entertainment Industry- ready professionals.

**PEO 2:** To understand industries and their relationship to culture and society, and the understanding of how communication works as well as development of critical thinking, professional writing skills and effective oral communication.

**PEO 3:** To impart Information Communication Technologies (ICTs) skills, including digital and media literacy and competencies and prepare students for a wide variety of careers in business and industry like advertising, public relations and journalism, or advanced study.

#### **Program Outcomes**

On successful completion, graduates of B.A.M.MC degree programs will be able to:

**PO1: Critical Thinking:** Take informed actions after identifying the assumptions that frame our thinking and actions, checking out the degree to which these assumptions are accurate and valid, and looking at our ideas and decisions (intellectual, organizational, and personal) from different perspectives.

**PO2: Effective Communication:** Speak, read, write and listen clearly in person to make meaning of the world by connecting people, ideas, books, media and technology.

**PO3: Social Interaction:** Elicit views of others, mediate disagreements and help reach conclusions in group settings.

**PO4: Effective Citizenship:** Demonstrate empathetic social concern and equity centred national development, and the ability to act with an informed awareness of issues and participate in civic life through volunteering.

**PO5: Ethics:** Recognize different value systems including our own, Explain the moral dimensions of our decisions, and accept responsibility for them.

**PO6: Environment and Sustainability:** Explain the issues of environmental contexts and sustainable development.

**PO7: Self-directed and Life-long Learning**: Acquire the ability to engage in independent and lifelong learning in the broadest context of socio- technological changes.

**PO8: Self-directed and Life-long Learning:** Transform the learners into highly informed multi-tasking media professionals including animation and graphic designers.

**PO9: Enhancing Core Competency:** Enhance the core competencies required to meet the skills of journalism and advertising.

**PO10: Opportunity to Leading Careers:** Provide expertise to the learners giving them an opportunity to lead a career of reporters and anchors.

**PO11: Obtaining leading Marketing Positions:** Groom the learners for working as marketing managers and public relation officers.

**PO12: Instill Entrepreneurship:** Unable the learners to establish their own start-ups on various digital platforms.

#### **Program Specific Outcomes**

#### On successful completion of B.A.M.M.C. graduates will be able to:

**PSO 1:** Demonstrate various skills set with respect to disciplines of Arts, Media (Advertising & Journalism), TV and OTT platform.

**PSO 2:** Exhibit skills of effective communication and research aptitude in Advertising and Journalism.

**PSO 3:** Use analytical and research tools of media marketing and utilize information technology tools pertaining to media and ad production.

**PSO 4:** Make use of practical skills in the field of brand building, ad design, copy writing and agency management.

## B.A.M.M.C. (Semester I)

#### FOUNDATION COURSE – I (BAMMFC-102) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	Ε	С			
C01	<b>Describe</b> the multi-cultural diversity of Indian society through its demographic composition, linguistic diversity and regional variations.	>								
CO2	<b>Explain</b> the concept of disparity due to Social Stratification, explore the violence against women and appreciate the inequalities faced by disabled people.		1							
CO3	<b>Comprehend</b> inequalities manifested due to the caste system and understand inter-group conflicts arising out of communalism, regionalism, linguism.		1							
CO4	<b>Describe</b> the philosophy of the Indian Constitution, understand the structure of it and its fundamental duties to the Indian Citizen.	1								
C05	<b>Choose</b> the party system in Indian Politics and judge the role and significance of women in politics.			1						

## Effective Communication Skills – I (BAMMEC-101)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	Ε	С			
CO1	<b>Interpret</b> the concept, process, modes and methods of communication, Evaluate their effectiveness and create solutions to communication barriers.		1							
CO2	<b>Identify</b> and differentiate between the types of reading, Discover media vocabulary and Understand the basics of functional English Grammar.	1								
CO3	<b>Differentiate</b> between types of thinking and its errors, Deliver presentations.			1						
CO4	<b>Interpret</b> the concept of translation, its challenges and differentiate between interpretation and translation.		1							

## HISTORY OF MEDIA (BAMMHM-106)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxono Learning Levels					
		R	U	A	Ν	E	С
C01	Assess the role of media in indian independence movement and cultural history.			1			
CO2	Enumerate the major developments in media history.	1					
CO3	<b>Comprehend</b> the genesis of documentaries and describe the role of documentaries.		~				
CO4	<b>Develop</b> the ability to think and analyze about the media.			1			

## FUNDAMENTAL OF MASS COMMUNICATION (BAMMFMC-104)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	Ε	С			
CO1	<b>Describe</b> the basic concept for a robust foundation in psychological concepts.	~								
CO2	<b>Relate</b> basic concepts of psychology in daily understanding and activities.		~							
CO3	Acquire critical thinking and develop research insight.		1							
CO4	<b>Comprehend</b> and instill important life skills such as resilience, hardiness, acceptance, etc.		1							
C05	<b>Interpret</b> the market of new media and its various methods of functioning.		1							

### VISUAL COMMUNICATION (BAMMVC-103) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	E	С			
CO1	<b>Summarize</b> the history and development of visuals.	1								
CO2	<b>Classify</b> different types of Sensual and Perceptual theories of visual communication.		~							
CO3	<b>Relate</b> psychological implications of visual elements.		>							
CO4	<b>Demonstrate</b> importance of visual communication channels and their use in media.			1						
CO5	<b>Point out</b> use of visual communication in the age of social media and advertising.			1						

### CURRENT AFFAIRS (BAMMCA-105) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	A	Ν	E	С			
CO1	<b>Identify</b> current developments in various fields of India and World.	>								
CO2	<b>Discuss</b> current burning issues covered in all types of media.		~							
CO3	<b>Summarize</b> politics, economics, environment and technology and its relevance to the news.	1								
CO4	<b>Examine</b> current news and its political and social dimensions.				~					
CO5	<b>Explain</b> technological advancements and its use in media fields.		1							

# B.A.M.M.C. (Semester II)

## Effective Communication Skills – II(BAMMEC-201)

## **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	A	A N F		С			
CO1	<b>Execute</b> Report writing and organisational writing.			1						
CO2	<b>Interpret</b> the concept and rules of editing.				1					
CO3	<b>Distinguish</b> between concepts of plagiarism and paraphrasing in editing.			1						
CO4	Examine and understand non-verbal data.				1					

## FOUNDATION COURSE – II (BAMMFC-202) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R U A N I				E	C			
CO1	Associate with impact of globalized industry with regard to changes in employment and increasing migration and explain the real scenario which has resulted in rise of corporate farming and increased farmer suicides		~							
CO2	Acquaint with the concept, origin and evolution of human rights and also the fundamental rights stated in the Constitution.		~							
СО3	Link with environment, ecology and their interconnectedness. Relate environmental degradation, its impact and the need for sustainable development.				~					
CO4	<b>Interpret</b> the various factors contributing to stress and conflicts in individuals and the society.		~							
CO5	<b>Prepare</b> with different methods of responding to conflicts and coping with stress in contemporary society.			1						

# CONTENT WRITING (BAMMCW-203)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonon Learning Levels					
		R	U	Α	Ν	E	С
CO1	<b>Identify</b> tools that would help them communicate effectively.		~				
CO2	<b>Infer</b> crisp writing as part of Mass Communication.			~			
CO3	<b>Develop</b> clarity of thought and understand the essence of the situation.			~			
CO4	Write effectively for various Mass Media Platforms .			1			

# **INTRODUCTION TO ADVERTISING(BAMMID-204)**

### **Course Outcomes**

СО	Course Outcomes		Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	E	C				
CO1	<b>Grasp</b> the basic understanding of advertising, growth, importance and types.	~									
CO2	<b>Compare</b> effective advertising campaigns, tools, models etc.		~								
CO3	<b>Comprehend</b> the role of advertising, various departments, careers and creativity.		1								
CO4	<b>Identify</b> various advertising trends, and future.			1							
CO5	<b>Create</b> an advertisement using the existing market trends.			1							

## INTRODUCTION TO JOURNALISM(BAMMIJ-205) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxono					omy
		R	U	A	N	E	С
CO1	Memorize report Writing (English, Hindi or Marathi) General report and News report writing, Basics and Format, Headline, Sub-headline, various types of the report.	\$					
CO2	<b>Explain</b> principles of editing Punctuation, Substitution of words, Restructuring of sentences, Re-organizing sentence sequence in a paragraph.		\$				
CO3	<b>Summarize</b> content , the points and sub- points and the logical connection between the points.			1			
CO4	<b>Describe</b> graphs, maps, charts, write content based on the data provided.			1			

## MEDIA, GENDER AND CULTURE (BAMMMGC-206)

## **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels									
		R	U	A	N	E	С				
CO1	<b>Execute</b> Report writing and Organisational writing.			1							
CO2	<b>Interpret</b> the concept and rules of editing.				1						
CO3	<b>Distinguish</b> between concepts of plagiarism and paraphrasing in editing.			1							
CO4	<b>Examine</b> and understand non-verbal data.				~						

# B.A.M.M.C. (Semester III)

## COMPUTERS & MULTIMEDIA - I (BAMMC CMM-306)

## **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	A	Ν	Е	С			
CO1	<b>Identify</b> the minimum requirement of the software while stepping out in the media industry.	1								
CO2	<b>Select</b> appropriate software to make for video and audio editing.	1								
СОЗ	<b>Discover</b> the use of different softwares which are required for audio visual projects.		1							
CO4	<b>Choose</b> better software and technical decisions for graphic designers and video editors.				1					

#### **CORPORATE COMMUNICATION & PUBLIC RELATIONS**

## (BAMMC CCPR-302)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	Ε	С			
CO1	<b>Describe</b> the concepts of Corporate Communication and Public Relations.		~							
CO2	<b>Connect</b> various aspects of corporate communication and its correspondence.				~					
CO3	<b>Explain</b> various aspects and theories of Public Relations.		1							
CO4	<b>Demonstrate</b> various Mass Media laws and use of technology and correspondence in day-to-today activities of an organization.			1						

## ELECTRONIC MEDIA I (BAMMC EM-301) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonon Learning Levels								
		R	U	Α	Ν	Е	С			
CO1	<b>Describe</b> the history of radio and television.	>								
CO2	<b>Discover</b> different types of sound, visuals and its importance.		~							
CO3	<b>Classify</b> fiction and non-fiction as well as radio and television formats.		~							
CO4	<b>Interpret</b> roles and contribution of electronic media in the development of the society.	>								
CO5	<b>Demonstrate</b> film production process.			1						

# FILM COMMUNICATION - I (BAMMC FCO-305) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	Ε	C			
CO1	<b>Inculcate</b> liking and understanding of good cinema.		~							
CO2	<b>Summarize</b> the power of visuals and sound and the ability to make use of them in effective communication.		1							
CO3	<b>Explain</b> the role of cinema in India and across the globe.		1							
CO4	<b>Identify</b> the needs and importance of storytelling in cinema.		1							
C05	<b>Demonstrate</b> the learned knowledge by the means of film making and practical use.			1						

# **INTRODUCTION TO PHOTOGRAPHY (BAMMC IP-304)**

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	Ε	С			
CO1	<b>Describe</b> the system of the camera and its history.	>								
CO2	<b>Explain</b> Aperture, shutter and iso with use of it.		~							
CO3	<b>Discuss</b> Focal length, viewfinder and its uses.			~						
CO4	<b>Demonstrate</b> proper use of different types of lenses and lights.			1						
CO5	<b>Point out</b> triangle compensation and parameters for improved photography.	1								

# MEDIA STUDIES (BAMMC MS-303)

### **Course Outcomes**

CO	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U A		N	E	С			
CO1	<b>Identify</b> the contribution of history in various media theories used today.		~							
CO2	<b>Express</b> propaganda in depth with a focus on its impact on the viewers.		~							
CO3	<b>Discuss</b> the studies conducted by various theorists.		~							
CO4	<b>Interpret</b> the nature of an audience by focusing on culture and bias.			~						
CO5	<b>Recognize</b> Netflix as the Global Village as identified by Marshall Mcluhan.		1							

# **B.A.M.M.C.** (Semester IV)

#### ELECTRONIC MEDIA II (BAMMC EM-4011) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	A	Ν	E	С			
CO1	<b>Quote</b> Short History of Radio and TV in India and abroad and convergence trends.	1								
CO2	<b>Identify</b> sound, visuals, electronic news gathering.	1								
CO3	<b>Find</b> Formats such as fiction and nonfiction.	~								
CO4	<b>Comment</b> on Radio-role and importance as well as contribution of All India Radio.		1							
CO4	<b>Execute</b> Production process for creating videos and such contents.			1						

# WRITING AND EDITING FOR MEDIA(BAMMC WEM-402)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U		Ν	E	С			
CO1	<b>Memorize</b> the different writing styles that fit various media platforms.	1								
CO2	Acquire information gathering skills and techniques.		~							
CO3	<b>Interpret</b> similarities and differences in writing for all forms of media including internet and digital.		1							
CO4	<b>Execute</b> with efficiency the use media tools like hashtags etc effectively			1						

# MEDIA LAWS AND ETHICS(BAMMC MLE-403) Course Outcomes

СО	Course Outcomes	Re			m's T 1g Lev		omy
		R	U	Α	Ν	Е	С
CO1	<b>Interprete</b> the Evolution of Constitution and Media.		1				
CO2	<b>Define</b> the concepts & dynamics of the Regulatory Bodies.	1					
CO3	State the concept of Media Laws.	1					
CO4	<b>Determine</b> the Value of Media Laws.			1			
CO5	Analyze the concept Media Ethics and Social Responsibility.			~			

## MASS MEDIA RESEARCH(BAMMC MMR-404)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels									
		R	U	Α	Ν	E	C				
C01	<b>Find</b> relevance, scope of Mass Media research and Role of research in the media.	1									
CO2	<b>Compare</b> Concept and types and uses of Research Designs: such as Exploratory and Descriptive and Causal.		1								
CO3	<b>Outline</b> Primary Data and Collection methods.		~								
CO4	<b>Express</b> Quantitative and Qualitative approach and Steps in content analysis.		1								
C05	<b>Locate</b> Readership and Circulation surveys like TRP, Audience Research and Exit Polls.	1									
CO6	Highlight Semiotics of the Mass Media.	1									

# FILM COMMUNICATION II(BAMMC FCO-405)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	R U A N			Е	С			
CO1	<b>Review</b> regional & international cinema with a deeper understanding of its structure.	1								
CO2	<b>Examine</b> the process of filmmaking through various stages of production.			~						
CO3	<b>Determine</b> the importance of renowned filmmakers and their contribution to Indian Cinema.					1				
CO4	<b>Compare</b> various Film Festivals around the world and their significance.		1							
C05	<b>Express</b> emotions through cinema and get inspiration for one's own projects.		1							

# COMPUTERS & MULTIMEDIA - II (BAMMC CMM-406)

### **Course Outcomes**

СО	O Course Outcomes		Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	E	С				
CO1	<b>Use</b> Photoshop essential skills for students working or wanting work in graphic design.			1							
CO2	<b>Demonstrate</b> software program for every professional in the realm of graphic designing and vector based artwork.						1				
CO3	<b>Operate</b> Indesign is a desktop publishing and layout application for creating books, magazines, flyers, newspapers etc basically contains text and images.						*				
CO4	<b>Execute</b> design for video editing, for content creators and filmmakers to organize and edit video files.						\$				
CO5	<b>Implement</b> web concepts, coding language, resolution practices, as well as basic code and design process to build a website.						1				

# **B.A.M.M.C.** (Semester V)

## ADVERTISING & MARKETING RESEARCH (BAMMC DRGA-502)

## **Course Outcomes**

CO	Course Outcomes	Re	Revised Bloom's Taxonomy Learning Levels								
		R	R U A	Ν	Е	С					
C01	<b>Define</b> what are fundamentals of research and steps of the research.	~									
CO2	<b>Explain</b> sampling for research, types of sampling and its importance to data collection.		1								
CO3	<b>Demonstrate</b> report writing and differentiate between report formats.			~							
CO4	Generalize advertising and marketing research and its process.		1								

### AGENCY MANAGEMENT (BAMMC EAAM 1503) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	Ε	С			
C01	<b>Define</b> Agency roles, functions and types of agencies	>								
CO2	<b>Compare</b> different types of advertising campaigns.			~						
CO3	<b>Explain</b> Entrepreneurship, sources of capital for startup companies.		~							
CO4	<b>Demonstrate</b> business plan for setting up an agency.			1						
CO5	<b>Point out</b> agency compensation and sales promotion management.			1						

# BRAND BUILDING (BAMMC EABB 1502)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	Ν	Ε	С			
CO1	<b>Define</b> Brand building, brand identity, Brand personality and positioning of the brand.	~								
CO2	<b>Discuss</b> Brand leveraging strategies, equity models and their importance.	1								
CO3	<b>Compare</b> brand building through imperative, Global brands and corporate image.			1						
CO4	<b>Interpret</b> CSR activities used by different brands in the market and their brand life cycle.		1							

# CONSUMER BEHAVIOUR (BAMMC EACB 1507)

### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	A	Ν	Ε	C			
CO1	<b>Interpret</b> the marketing factors that influence consumer behavior and the process of communication with them.		1							
CO2	Use psychological theories in order to do effective marketing and attract more customers.			1						
CO3	Articulate different theories associated with perception and learning.			~						
CO4	<b>Recognize</b> the role of socio-economic and cultural factors that influence consumer behaviour.	1								
CO5	<b>Realize</b> the importance of models and the process of consumer decision-making.					~				

# **COPYWRITING (BAMMC DRGA-501)**

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R	U	Α	N	E	C			
CO1	<b>Develop</b> a creative thinking attitude to further help students to create unique copies.			1						
CO2	<b>Identify</b> how to write copies for various platforms.			~						
CO3	<b>Summarize</b> the success of various advertising agencies and the reasons behind it.		1							
CO4	<b>Experiment</b> with different age groups and what kind of copies should be created for them.			1						
CO5	<b>Identify</b> the challenges faced by various members of the society to further improve copywriting.			~						

### **DIRECT MARKETING & E-COMMERCE (BAMMC EADM 1506) Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonon Learning Levels								
		R	U	Α	Ν	E	C			
C01	<b>Define</b> basic differences between Advertising and IMC.	1								
CO2	<b>Identify</b> the accurate budget requirements for a Direct Marketing Campaign.			1						
CO3	<b>Outline</b> the meaning and understanding of E-commerce businesses.		1							
CO4	<b>Identify</b> the various payment methods used by E-commerce websites during the growth of Social Media.			1						

#### After completing this course, students will be able to:

# **B.A.M.M.C.** (Semester VI)

## DIGITAL MEDIA (BAMMC DRGA 601)

## **Course Outcomes**

СО	Course Outcomes	Re		Bloo arnir		'axono vels	omy
		R	U	Α	Ν	E	C
CO1	<b>Express</b> the concept of digital media and marketing. its potential, outcome, principles, benefits.					1	
CO2	Generalize the concept, method and tactics to rank highly on search engine result page.			1			
CO3	Summarize all key concepts which apply for search engine marketing. to build skills for contextual advertising, organic search rankings and promote website visibility using paid search.		\$				
CO4	<b>Outline</b> the brief concept of each social media channel like Instagram, facebook, linkedIn, twitter and how to promote ads and gather engagement on it.					1	
CO5	<b>Find</b> how email campaigns are working. which one to tweak and or which one to get rid altogether. teaching the skill to track and drive outcomes.	\$					
CO6	<b>Gather</b> the process of collecting website data and then processing, reporting and analyzing it to create an online strategy for improving the website experience on different platforms.			\$			
CO7	<b>Experiment</b> with the ability to optimize and target the right audience in real time. how to place a product and category on affiliate marketing and achieving desired results and understanding top platforms for it like Amazon, flipkart etc.					\$	
CO8	<b>Classify</b> the difference between An article & blogs, product page & Landing page. tips and principles for writing appealing content that attract a lot of readers.			\$			
CO9	<b>Measure</b> depth about Internet laws and related legal informatics.					1	

#### ADVERTISING DESIGN(BAMMC DRGA 602) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonor Learning Levels								
		R	U	Α	Ν	Е	С			
CO1	<b>Describe</b> the process of planning & production of the advertisement.	1								
CO2	<b>Determine</b> the importance of visual language as an effective way of communication.		1							
CO3	<b>Judge</b> process of marketing & advertising.	~								
CO4	<b>Discuss</b> case study where various brands made best ads and worst ads and plan your advertising campaign.		1							
C05	Make advertising for different advertising mediums.						~			

## ADVERTISING IN CONTEMPORARY SOCIETY(BAMMC EAAC 2601)

#### **Course Outcomes**

со	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
	R U		U	Α	Ν	E	С			
CO1	<b>Define</b> the environment in Contemporary Society with regards to various policies of states.		1							
CO2	<b>Analyse</b> Liberalisation and its impact on the economy.			~						
CO3	<b>Describe</b> contemporary advertising in relation to society.			1						
CO4	<b>Execute</b> an advertising campaign on directives of various countries and their policies.		1							

## MEDIA PLANNING AND BUYING (BAMMC EAMP 2603)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonom Learning Levels								
		R U		Α	Ν	E	С			
C01	<b>Specify</b> knowledge of major media characteristics.	~								
CO2	<b>Recognize</b> procedures, requirements, and techniques of media planning and buying.	1								
CO3	<b>Report</b> various media mixes and its implementation.		~							
CO4	<b>Discuss</b> budget allocation for Media plan and fundamentals.	1								

## ADVERTISING AND SALES PROMOTION(BAMMC EAAS 2604)

#### **Course Outcomes**

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	E	С			
CO1	<b>Identify</b> Nature and importance of sales promotion, Role of Promotion in the Marketing Mix.	1								
CO2	<b>Review</b> Methods of consumer oriented sales promotion and Methods of Trade oriented sales promotion.	1								
CO3	<b>Examine</b> Three Consumers oriented sales promotion program. (One each of FMCG, Consumer durable and service).			\$						
CO4	<b>Determine</b> Methods of sales promotion and Short term and long term effects of sales promotions.					1				

#### ENTERTAINMENT AND MEDIA MANAGEMENT (BAMMC EAEM 2607) Course Outcomes

СО	Course Outcomes	Revised Bloom's Taxonomy Learning Levels								
		R	U	Α	Ν	E	С			
CO1	<b>Specify</b> Nature and importance of the entertainment industry.	~								
CO2	<b>Determine</b> the key tools to plan an advertising campaign.					~				
CO3	<b>Review</b> methods of entertainment marketing planning.	~								
CO4	<b>Examine</b> the outcome of various advertising methods.			1						