

## **PROGRAMME: BACHELORS OF COMMERCE**

### **Programme Outcomes**

PO1 – Develops conceptual understanding the fundamentals of financial Accounting, Business economics, Communication skill through various languages, Cost and Works accounting, Banking and finance, Entrepreneurial skills, Marketing, Principles of management, Business laws, Advanced Accounting and taxation aspects, Economics and mathematical skills etc. required to cater the requirement of the emerging Business world.

PO2 - Enables learners to get theoretical and practical exposure in the commerce sector which includes Accounts, Commerce, Marketing, Management, Economics, Environment etc.

PO3 - Imparts the various skills like accounting skills, managerial skills, communication skills and to make overall personality development of the students, through practical approach and exposure and make them competent enough to face the global challenges in the contemporary business scenario.

PO4 - Enhances the capability of decision making at personal and professional levels.

PO5 – Makes students industry ready and develop various managerial and accounting skills for better professional opportunities.

PO6 - Develops among the students the qualities of an entrepreneur and make them equipped to formulate modern business strategies.

PO7 - Strengthens their capacities in varied areas of commerce and industry aiming towards holistic development of learners.

PO8 - Thus, after completing their graduation learners develop a thorough understanding of the fundamentals in Commerce and Finance.

### **Program Specific Outcomes - B. Com**

PSO1 – The students can get the knowledge, skills and attitudes during the end of the B.com degree course.

PSO2 - The vast syllabi cover various fields of commerce and accountancy, which helps students grasp practical and theoretical knowledge.

PSO3 - Learner's venture into Managerial positions, Accounting areas, Banking Sectors, Auditing, Company Secretary ship, Teaching, Professor, Stock Agents, Government Employment etc.

PSO4 - Enables learners to prove themselves in different Professional examinations like CA, CS, CAT, GRE, CMA, MPSC, UPSC etc.

PSO5 - Learners further move towards research in the field of Commerce.

PSO6 - Enables students to demonstrate Progressive learning of various tax issues and tax forms related to individuals and businesspersons and setting up their own business start-ups.

PSO7 – Students will gain thorough systematic and subject skills within various disciplines of finance, auditing and taxation, accounting, management, communication, computer.

PSO8 – Students can also get the practical skills to work as accountant, audit assistant, tax consultant, and computer operator. As well as other financial supporting services.

PSO9 - Students will learn relevant Advanced accounting career skills, applying both quantitative and qualitative knowledge to their future careers in business.

### **Program Specific Outcomes: Business Administration - I**

- Develop an understanding of basic knowledge about various forms of business organizations.
- Acquaint the students about business environment and its implications thereon.
- Develop an understanding about the recent trends in business.

**Program Specific Outcomes: Banking and Finance - I**

- Develop the knowledge about Indian Banking System.
- Create the awareness about the role of banking in economic development.
- Acquaint the knowledge about working of Central Banking in India.
- Develop an understanding about the functioning of private and public sector banking in India.

**Program Specific Outcomes: Cost and Works Accounting - I**

- Develop an understanding about the basic concepts of cost.
- Develop an understanding about the elements of cost.
- Enable students to prepare a cost sheet.
- Facilitate the learners to understand, develop and apply the techniques of inventory control.

**Program Specific Outcomes: Business Statistics**

- Develop an understanding about the concepts, techniques & applications of Statistical Methods.
- Facilitate the skills of solving real life problems using Statistical Methods.
- Develop an understanding about the art of applying statistical techniques to solve some real-life problems.
- Enhance knowledge of Statistical Computations.

**Program Specific Outcomes: Business Entrepreneurship**

- Develop an understanding about the concepts in Business Entrepreneurship and its aspects.
- Enable student awareness about the entrepreneur and entrepreneurship.
- Inculcate the understanding of the new age of entrepreneur and to know in details of entrepreneurship.
- Enhance the creativity and innovation required in the entrepreneurship.
- Develop the types of ethics and society responsibilities are followed in the conventional and corporate sector in the new edge followed by the rules and regulations.
- Familiarize the students with practical survey or through project work will be able to understand the concepts in the subject thoroughly.

- Create entrepreneurial encouragement through the study of successful entrepreneurs.

#### **Program Specific Outcomes: Marketing Management**

- Introduce the concept of Marketing Management.
- Develop an understanding about the basic knowledge of Marketing Management to be a successful modern marketer.
- Inculcate the knowledge of various aspects of marketing management through practical approach.
- Interpret the issues in marketing and their solutions by using relevant theories of marketing management.

#### **Program Specific Outcomes: Business Administration**

- Acquaint the student with knowledge about various Concepts , Objectives of the Human Resource Function , to identify the difference between Human Resource Management and Human Resource Development.
- Update the students on the emerging trends in the area of Human Resource Management
- Develop an understanding among the students the process of Recruitment and Selection, understanding the various means and methods associated with the Recruitment and Selection function.
- Educate the students on the importance of Training and Development and its impact on Career Planning and Development.
- Acquaint the students on the concept of Performance Appraisal and the process for effective Performance appraisal and imbibe the values of Ethical Performance appraisal among the student.

#### **Program Specific Outcomes: Banking and Finance**

- Develop an understanding about the functions and working of RBI.
- Acquire knowledge on the monetary policy and credit control.

- Enhance the learners understanding on the customer relationship management practiced in banking institutions.
- Develop an understanding about the new trends in banking in India and the world.

#### **Program Specific Outcomes: Cost and Works Accounting**

- Apply knowledge & skills in the field of cost and works accounting.
- Acquaint with the procedural aspect and Recent changes in the field of cost and works accounting.
- Develop communication and decision-making skills among students through self-learning.

#### **Program Specific Outcomes: Business Statistics**

- Develop an understanding about the concepts of Game Theory.
- Develop an understanding about the concepts of Statistical Decision Theory.
- Develop an understanding about the concepts of Replacement and Sequencing Problems.
- Develop an understanding about the concepts of Statistical Quality Control.

#### **Program Specific Outcomes: Business Entrepreneurship**

- Acquaint students with knowledge and skills required for organizing and carrying out entrepreneurial activities.
- Develop the ability of analyzing and understanding business situations.
- Acquaint the interdependent, fast-changing and diverse world of entrepreneurship and innovation.
- Familiarize students with various concepts and processes involved in entrepreneurship and business formation and development.
- Provide students with the knowledge, skills and motivation to encourage entrepreneurial approach in a variety of settings.
- Acquaint the application of group dynamics to counselling, personal growth and other psychologically oriented groups.

#### **Course Outcome (COs) - Semester I**

### **Core: Compulsory**

**Course Name: Compulsory English – I**

**Course Code: 111**

- Students established relevant and practically helpful pieces of prose and poetry and they understood the beauty and communicative power of English and its practical application.
- Students acknowledged the variety of topics that dominates the contemporary socio-economic and cultural life.
- Students developed oral and written communication skills and enhanced their employability.
- Acquaint overall linguistic competence and communicative skills.

**Course Name: Financial Accounting – I**

**Course Code: 112**

- Imparted knowledge of basic accounting concepts.
- Appraise awareness about application of the concepts in business world.
- Enhancement of skills regarding Computerised Accounting.
- Augmented knowledge regarding finalization of accounts of various establishments.

**Course Name: Business Economics – I (Micro)**

**Course Code: 113**

- Augmented knowledge of Business Economics.
- Enriched micro economic concepts.
- Developed analysing ability of students regarding charts and graphs.
- Students established clarity in basic theories, concepts of micro economics and their application.

**Course Name: Business Mathematics and Statistics – I**

**Course Code: 114(A)**

- Introduced the basic concepts in Finance and Business Mathematics and Statistics.
- Familiarized the students with applications of Statistics and Mathematics in Business
- Acquaint students with some basic concepts in Statistics.
- Augmented some elementary statistical methods for analysis of data.
- Students enabled to analyse the data by using some elementary statistical methods.

**Core: Elective**

**Course Name: Banking and Finance - I**

**Course Code: 115(B)**

- Familiarized students with the knowledge of fundamentals of Banking.
- Created awareness about various banking concepts.
- Conceptualized banking operations.

**Course Name: Essentials of E-Commerce**

**Course Code: 116(A)**

- Acquaint the learner with knowledge on the basics of E-commerce.
- Developed the knowledge on various types of E-commerce business.
- Developed practical knowledge on effective design of Website and Domain Registration.
- Developed knowledge on various modes of online transaction for crating convenience in day-to-day financial transactions and promoting cashless economy.
- Augmented the learner to the concept of Electronic Data Inter exchange and its significance.

**Course Name: Marketing & Salesmanship - I**

**Course Code: 116(C)**

- Introduced the basic concepts in Marketing.
- Enhanced the insight of the basic knowledge of Market Segmentation and Marketing Mix.
- Imparted knowledge on Product and Price Mix.
- Established link between commerce, business and marketing.
- Developed the understanding of the segmentation of markets and Marketing Mix.
- Enabled students to apply this knowledge in practicality by enhancing their skills in the field of Marketing.

**Course Name: Business Environment and Entrepreneurship - I**

- Examine how different factors and trends in the external environment are likely to impact upon a proposed business venture.
- Conduct a business analysis of the local and national environment.
- Give students an idea about the factors causing pollution in the environment

**Course Name: Foundation Course in Commerce – I**

- Give students in-depth knowledge about the Business Organization.
- Introduce students about various new forms of business organization.
- Give overview of various industrial policies supporting businesses in India

**Course Name: Organizational Skill Development - I**

- Conceptual Clarity on various aspects of modern office.
- Develop analytical and technical skills to contribute towards planning office location and layout.
- Develop understanding in various techniques for scientific management.

**Course Name: Additional English/ Marathi / Hindi**

**Course Code: 117**

CO1 - Improved their language skills by introducing them with new vocabulary and expressions.

CO2 - Developed the students as better human beings by bringing them close to enriching experiences shared through the prose and poetry pieces.

CO3 - Increased their employability by enhancing their communicative power.

CO4 - छात्रों को आधुनिक निन्दी कनिता की प्रिनियों से परिचय किा ।

CO5 - छात्रों को आधुनिक निन्दी किाी की प्रिनियों से परिचय किा ।

CO6 - छात्रों को काव्य के गद्य – पद्यात्मक काव्य – शैली से परिचय किा ।

CO7 - विविध क्षेत्रातील भाषा व्यवहाराचे स्वरूप व गरज प्रत्यक्ष गटचर्चा,पॉवर पॉइंट सादरीकरण माध्यमातून उपयोजन केले.



## **Course Outcome (COs) - Semester II**

### **Core: Compulsory**

**Course Name: Compulsory English – II**

**Course Code: 121**

- Students established relevant and practically helpful pieces of prose and poetry and they understood the beauty and communicative power of English and also its practical application.
- Students acknowledged the variety of topics that dominates the contemporary socio-economic and cultural life.
- Students developed oral and written communication skills and enhanced their employability.
- Acquaint overall linguistic competence and communicative skills.

**Course Name: Financial Accounting – II**

**Course Code: 122**

- Acquainted the knowledge of various software used in accounting.
- Established the knowledge about final accounts of charitable trusts.
- Imparted knowledge about valuation of intangible assets.
- Developed the knowledge about accounting for leases.

**Course Name: Business Economics – II (Micro)**

**Course Code: 123**

- Inculcated the basic concepts of micro economics.
- Developed the knowledge about the tools and theories of economics for solving the problem of decision making by consumers and producers.
- Developed the knowledge about the problem of scarcity and choices.

- Imparted the knowledge of business economics.
- Clarified micro economic concepts.
- Students analysed and interpreted charts and graphs.
- Developed an understanding about the basic theories, concepts of micro economics and their application.

**Course Name: Business Mathematics and Statistics – II**

**Course Code: 124(A)**

- Developed an understanding about the basic concepts in Finance and Business Mathematics and Statistics.
- Familiarized the students with applications of Statistics and Mathematics in Business.
- Acquainted students with some basic concepts in Statistics.
- Developed an understanding about some elementary statistical methods for analysis of data.
- Students are able to analyse the data by using some elementary statistical methods.

### **Core: Elective**

**Course Name: Organization Skill Development - II**

**Course Code: 125(a)**

- Enriched the students' qualities of a good manager and develop the necessary skill sets.
- Developed the technical skills of the students to keep up with the technological advancements and digitalization.
- Developed the communication skills of students and introducing them to the latest tools in communication.
- Acquainted the students with writing, presentation, interpersonal skills for effective formal corporate reporting.
- Educated the students on the recent trends in communication technology and tools of office automation.

**Course Name: Banking and Finance - II**

**Course Code: 125(b)**

- Acquainted the working capability of students in banking sector.
- The students are aware of Banking Business and practices.
- Enlightened the students regarding the new concepts introduced in the banking system.

**Course Name: Essentials of E-Commerce -II**

**Course Code: 126(a)**

- Acquainted learners with electronic data interchange and its standards.
- Developed knowledge about e-commerce process and payment solution.
- Developed practical knowledge about security of e- commerce transactions.
- The students developed the understanding of traditional v/s electronic retailing.

**Course Name: Marketing & Salesmanship – Fundamental of Marketing - II**

**Course Code: 126(c)**

- Acquainted learners with electronic data interchange and its standards.
- Developed the knowledge about e-commerce process and payment solution.
- Developed the practical knowledge about security of e- commerce transactions.
- To help students understand traditional v/s electronic retailing.

**Course Name: Business Environment and Entrepreneurship - II**

- Understand the difference between entrepreneurial and non-entrepreneurial personality, habits of entrepreneurs.
- Provide knowledge and significance of entrepreneurship
- Gain knowledge of various institutions promoting Entrepreneurship.

**Course Name: Foundation Course in Commerce – II**

- Understand concepts related with Entrepreneurship.
- Motivate students to develop Entrepreneurship Skills
- Understand E- Commerce and its future prospects
- Develop conceptual understanding on Digital Retailing

**Course Name: Additional English/ Marathi / Hindi**

**Course Code: 127**

CO1 - Improved their language skills by introducing them with new vocabulary and expressions.

CO2 - Developed the students as better human beings by bringing them close to enriching experiences shared through the prose and poetry pieces.

CO3 - Increased their employability by enhancing their communicative power.

CO4 - छात्रों को आधुनिक निन्दी कनिता की प्रिनियों से परिचय किा ।

CO5 - छात्रों को आधुनिक निन्दी किािी की प्रिनियों से परिचय किा ।

CO6 - छात्रों को काव्य के गद्य – पद्यात्मक काव्य – शैली से परिचय किाि ।

CO7 - विविध क्षेत्रातील भाषा व्यवहाराचे स्वरूप व गरज प्रत्यक्ष गटचर्चा,पॉवर पॉइंट सादरीकरण माध्यमातून उपयोजन केले.

CO8 - व्यवहार क्षेत्रातील मराठी भाषेचे स्थान लेखनाच्या माध्यमातून वाढविले,त्यातील मराठीच्या प्रत्यक्ष वापराचा अभ्यास करता आला.

CO9 - विविध क्षेत्रीय मराठी भाषेच्या कौशल्य ...भाषा वापरातून विकसित झाली.

CO10 - विविध लेखन प्रकारांचा अभ्यास व प्रत्यक्ष लेखनाची कौशल्य लेखनाच्या माध्यमातून विकसित करून घेतली.

CO11 - विविध क्षेत्रातील कर्तृत्ववान व्यक्तींच्या कार्याची व विचारांची ओळख करून दिली.

CO12 - विद्यार्थ्यांमध्ये नैतिक व्यवसायिक व वैचारिक मूल्यांची जोपासना करता आली.

**Course Outcome (COs) - Semester III**

**Core: Compulsory**

**Course Name: Business Communication – I**

**Course Code: 231**

- Developed the concept, process and importance of communication.
- Acquired and developed good communication skills requisite for business correspondence.
- Inculcated awareness regarding new trends in Business Communication.
- Familiarized the students with the knowledge of various media of communication.
- Developed Business Communication skills through the application and exercises.

**Course Name: Corporate Accounting – I**

**Course Code: 232**

- Acquainted the student with knowledge about various Concepts, Objectives and applicability of some important accounting standards associated with corporate accounting.
- Developed understanding among the students on the difference between commencement and incorporation of a company and the accounting treatment for transactions during the two phases.

- Upgraded the students with knowledge for preparation of final accounts of a company as per Schedule III of the Companies Act 2013.
- Empowered the students with skills to interpret the financial statements in simple and summarized manner for effective decision-making process.

**Course Name: Business Economics – I (Macro)**

**Course Code: 233**

- Familiarized the students to the basic theories and concepts of Macro Economics and their application.
- Developed the understanding about the relationship amongst broad aggregates.
- Imparted knowledge of Business Economics.
- Developed an understanding about macroeconomic concepts.
- Acknowledged the various concepts of National Income.

**Course Name: Business Management – I**

**Course Code: 234**

- Developed basic knowledge and understanding about various concepts of Business Management.
- The students developed cognizance of the importance of management principles.
- Developed an understanding about various functions of management.
- Inculcated knowledge about tools and techniques to be used in the performance of the managerial job.

**Course Name: Elements of Company Law – I**

**Course Code: 235**

- Developed general awareness of Elements of Company Law among the students.
- Acquainted the Companies Act 2013 and its provisions.
- Established a comprehensive understanding about the existing law on formation of new company in India.
- Enabled awareness among the students about legal environment relating to the company law.

- Acquainted the students on e-commerce, E governance and e-filing mechanism relating to Companies.
- Enhanced capacity of learners to seek the career opportunity in corporate sector.

**Course Name: A Course in Environmental Awareness**

- Created awareness about environment and its problems.
- Acquired skills to identify environment problems and capacity building to address them.
- Acquired knowledge about environment, its components & their protection.
- Acquired set of values, feeling of concern towards environment & its protection.
- Evaluated the measures taken for environment protection in terms of its sustainability
- Encourage environmentally conscious ,inclusive decision making in various walks of life & business.
- Fosters the awareness about interdependence of ecology, economy, and sociology there by leading to achieve Sustainable Development Goals.
- Provided a guiding light for environmental responsible behaviour & actions which will help them to building environmentally compatible society & world at large.
- Participated and contribute in environment protection.

**Core: Elective**

**Course Name: Business Administration - I**

**Course Code: 236(A)**

- Developed an understanding of basic knowledge about various forms of business organizations.
- Acquainted the students about business environment and its implications thereon.
- Enriched about the recent trends in business.

**Course Name: Banking and Finance - I**

**Course Code: 236(B)**

- Developed the knowledge about Indian Banking System.
- Created the awareness about the role of banking in economic development.

- Acquainted the knowledge about working of Central Banking in India.
- Developed an understanding about the functioning of private and public sector banking in India.

**Course Name: Cost and Works Accounting - I**

**Course Code: 236(E)**

- Developed an understanding about the basic concepts of cost.
- Developed an understanding about the elements of cost.
- Enabled students to prepare a cost sheet.
- Facilitated the learners to understand, develop and apply the techniques of inventory control.

**Course Name: Business Statistics**

**Course Code: 236(F)**

- Developed an understanding about the concepts, techniques & applications of Statistical Methods.
- Facilitated the skills of solving real life problems using Statistical Methods.
- Students understood the art of applying statistical techniques to solve some real-life problems.
- Gained knowledge of Statistical Computations.

**Course Name: Business Entrepreneurship - I**

**Course Code: 236(G)**

- Developed an understanding about the concepts in Business Entrepreneurship and its aspects.
- Enabled student awareness about the entrepreneur and entrepreneurship.
- Inculcated the understanding of the new age of entrepreneur and to know in details of entrepreneurship.
- Enriched the creativity and innovation required in the entrepreneurship.
- Developed the types of ethics and society responsibilities are followed in the conventional and corporate sector in the new edge followed by the rules and regulations.
- Familiarized the students with practical survey or through project work will be able to understand the concepts in the subject thoroughly.
- Created entrepreneurial encouragement through the study of successful entrepreneurs.

**Course Name: Marketing Management - I**

**Course Code: 236(H)**



- Introduced the concept of Marketing Management.
- Developed an understanding about the basic knowledge of Marketing Management to be a successful modern marketer.
- Inculcated the knowledge of various aspects of marketing management through practical approach.
- Interpreted the issues in marketing and their solutions by using relevant theories of marketing management.

### **Course Outcome (COs) - Semester IV**

#### **Core: Compulsory**

**Course Name: Business Communication – II**

**Course Code: 241**

- Developed an understanding about the concept, process and importance of communication.
- Acquired and developed good communication skills requisite for business correspondence.
- Acquainted awareness regarding new trends in business communication.
- Inculcated the knowledge of various media of communication.
- Developed Business Communication skills through the application and exercises.

**Course Name: Corporate Accounting – II**

**Course Code: 242**

- Acquainted the student with knowledge of corporate policies of investment for expansion and growth through purchase of stake in or absorption of smaller units.
- Gained the knowledge among the student about consolidation of financial statement with the process of holding.
- Upgraded the students with knowledge of the process of liquidation of a company.
- Introduced the students with the recent trends in the field of accountancy.

**Course Name: Business Economics – II (Macro)**

**Course Code: 243**

- Familiarized the students to the basic theories and concepts of Macro Economics and their application.
- Developed an understanding about the theories of money.
- Developed the knowledge of the phases of trade cycle and policy measures to elongate the trade cycle.
- Gained knowledge about various concepts related to public finance.
- Acquainted the credit creation of banks and money measures of RBI.

**Course Name: Business Management – II**

**Course Code: 244**

- Enriched the basic knowledge and understanding about various concepts of Business Management.
- The students developed cognizance of the importance of management principles.
- Developed an understanding about various functions of management.
- Developed an understanding about tools and techniques to be used in the performance of the managerial job.

**Course Name: Elements of Company Law – II**

**Course Code: 245**

- Developed general awareness among the students about management of company
- Developed a comprehensive understanding about Key managerial Personnel of company and their role in Company administration.
- Acquainted the students about E Governance and E Filing under the Companies Act, 2013.
- Equipped the students about the various meetings of Companies and their importance.
- Inculcated capability of becoming good human resource of the corporate sector.

**Course Name: A Course in Environmental Awareness**

- Created awareness about environment and its problems.
- Acquired skills to identify environment problems and capacity building to address them.
- Acquired knowledge about environment, its components & their protection.
- Acquired set of values, feeling of concern towards environment & its protection.
- Evaluated the measures taken for environment protection in terms of its sustainability
- Encourage environmentally conscious ,inclusive decision making in various walks of life & business.
- Fosters the awareness about interdependence of ecology, economy, and sociology there by leading to achieve Sustainable Development Goals.
- Provided a guiding light for environmental responsible behaviour & actions which will help them to building environmentally compatible society & world at large.
- Participated and contribute in environment protection.

### **Core: Elective**

**Course Name: Business Administration - II**

**Course Code: 246(A)**

- Developed an understanding about basic knowledge about various forms of business organizations.
- Acquainted the students about business environment and its implications thereon.
- Inculcated awareness about the recent trends in business.

**Course Name: Banking and Finance - II**

**Course Code: 246(B)**

- Gained the knowledge of Cooperative Banking in India.
- Analysed the functioning of Development Banking.
- Created the awareness about Banking Sector Reforms.
- Developed an understanding about the role of various committees on Banking Sector Reforms.

**Course Name: Cost and Works Accounting - II**

**Course Code: 246(E)**

- Created awareness about the documents that are used in stores and how to calculate the issuing price of material.
- Gained knowledge to students on classification and codification.
- Equipped students with knowledge regarding the ascertainment of labour cost.
- Acquainted the concept of payroll.
- Enriched the understanding about the concepts of labour turnover and merit rating.
- Developed an understanding about the recent trends in cost accounting.

**Course Name: Business Statistics**

**Course Code: 246(F)**

- Developed an understanding about the concepts, techniques & applications of Statistical Methods.
- Facilitated the skills of solving real life problems using Statistical Methods.
- Students understood the art of applying statistical techniques to solve some real-life problems.
- Gained knowledge of Statistical Computations.

**Course Name: Business Entrepreneurship - II**

**Course Code: 246(G)**

- Created awareness among the students about the entrepreneurial career as an option.
- Exposed the students to the applicability of technical skills and challenges in the field of self-employment.
- Encouraged the learners by studying the success story and develop problem solving skills.

**Course Name: Marketing Management - II**

**Course Code: 246(H)**

- Created awareness and impart knowledge about the basics of Marketing Management, which is the foundation of Marketing subject.

- Enriched the students in recent trends in marketing management.
- Developed an understanding about the concept of Green Marketing.
- Enabled students to apply this knowledge in practical by enhancing their skills in the field of Marketing.

### **Course Outcome (COs) - Semester V**

#### **Core: Compulsory**

**Course Name: Business Regulatory Framework – V**

**Course Code: 351**

- Developed an understanding of conceptual knowledge about the framework of business Law in India.
- Enriched the students about the legal aspect of business.
- Created awareness among the students about legal environment relating to the Contract Law, Partnership Act, The Sale of Goods Act in India.
- Developed an understanding about the emerging issues relating to e-commerce, e-transaction issues and E Contracts.
- Directed career opportunity in corporate sector relating to business law in India.
- Acquainted students with the basic concepts, terms & provisions of Mercantile and Business Laws.

**Course Name: Advanced Accounting – V**

**Course Code: 352**

- Acquainted the student with knowledge about various concepts, objectives, and applicability of some important accounting standards.
- Developed the knowledge among the students about reorganization of business regarding restructuring the capital.
- Upgraded the students with knowledge for preparation of final accounts of a Banking Companies with the provisions of Banking Regulation Act 1949.
- Empowered the students with skills to prepare the investment account in simple and summarized manner.
- Instilled the knowledge about accounting procedures, methods and techniques.

- Imparted students' knowledge of various Advanced Accounting Concepts.

**Course Name: Auditing & Taxation – I**

**Course Code: 354**

- Acquainted themselves about the Definition, Nature, Objectives and Advantages of Auditing, Types of Audit, Errors and Fraud, Audit Program, Notebook, Working Paper, Internal Control, Check.
- Gained knowledge about concept of Checking, Vouching, Verification and Valuation, Types of Audit Report and Auditing Assurance Standard.
- Developed an understanding about the provision related Qualification, Disqualification, Appointment, Removal, Rights, Duties and Liability of Company Auditor and Provisions regarding Tax Audit as per Income Tax Act 1961 (Section 44 AA to 44AE).
- Enhanced their knowledge on the various new concepts in computerized system and Forensic Audit.

### **Core: Elective**

**Course Name: Indian and Global Economic Development – I**

**Course Code: 353(B1)**

- Developed an understanding about present Economic Scenario of Indian Economy as well as World Economy.
- Developed an understanding about the various aspects of development in Agricultural, Industrial and service sector in India.
- Critically evaluated the role of India in international economy.
- Students evaluated the working of international financial organization and institutions.

**Course Name: International Economics – I**

**Course Code: 353(B2)**

- Developed an understanding about present Economic Scenario of Indian Economy as well as World Economy.
- Inculcated the working of foreign trade market and foreign exchange market.
- Comprehended trade policies and concepts related to trade policies.
- Acquainted the subject knowledge in their future academic and professional ventures.

**Course Name: Business Administration – II**

**Course Code: 355 (A)**

- Acquaint the student with knowledge about various Concepts , Objectives of the Human Resource Function , to identify the difference between Human Resource Management and Human Resource Development.
- Update the students on the emerging trends in the area of Human Resource Management
- Developed an understanding among the students the process of Recruitment and Selection, understanding the various means and methods associated with the Recruitment and Selection function.
- Educated the students on the importance of Training and Development and its impact on Career Planning and Development.
- Acquaint the students on the concept of Performance Appraisal ,d the process for effective Performance appraisal and imbibe the values of Ethical Performance appraisal among the student.

**Course Name: Banking and Finance – II**

**Course Code: 355(B)**

- Developed an understanding about the functions and working of RBI.
- Acquired knowledge on the monetary policy and credit control.
- Enriched their understanding on the customer relationship management practiced in banking institutions.
- Developed an understanding about the new trends in banking in India and the world.

**Course Name: Cost and Works Accounting - II**

**Course Code: 355(E)**

- Applied knowledge & skills in the field of cost and works accounting.
- Acquainted with the procedural aspect and Recent changes in the field of cost and works accounting.
- Developed communication and decision-making skills among students through self-learning.

**Course Name: Marketing Management – III**

**Course Code: 355(H)**

- Developed an understanding about the concept, need & importance of Advertising and the challenges of the modern world of Advertising.
- Created awareness and encourage to study the role of information technology and ethics in Advertising.
- Motivated & encouraged the students for innovative ideas, rational thoughts, competencies& creative thinking.

**Course Name: Business Statistics - II**

**Course Code: 355(F)**

- Developed an understanding about the concepts of Game Theory.
- Developed an understanding about the concepts of Statistical Decision Theory.
- Developed an understanding about the concepts of Replacement and Sequencing Problems.
- Developed an understanding about the concepts of Statistical Quality Control.

**Course Name: Business Entrepreneurship - II**

**Course Code: 355(G)**

- Acquaint students with knowledge and skills required for organizing and carrying out entrepreneurial activities.
- Developed the ability of analyzing and understanding business situations.
- Studied the interdependent, fast-changing and diverse world of entrepreneurship and innovation.
- Familiarized students with various concepts and processes involved in entrepreneurship and business formation and development.



- Provide students with the knowledge, skills and motivation to encourage entrepreneurial approach in a variety of settings.
- Acquaint the application of group dynamics to counselling, personal growth and other psychologically oriented groups.

**Course Outcome (COs) - Semester VI**

**Core: Compulsory**

**Course Name: Business Regulatory Framework – II**

**Course Code: 361**

**Course Name: Auditing & Taxation – II**

**Course Code: 364**

**Core: Elective**

**Course Name: Indian and Global Economic Development – I**

**Course Code: 363(B1)**

**Course Name: International Economics – I**

**Course Code: 363(B2)**

**Course Name: Business Administration – II**

**Course Code: 365 (A)**

**Course Name: Banking and Finance - III**

**Course Code: 365(B)**

- Developed an understanding about the structure of agricultural finance in India.
- Developed an understanding about the various schemes of agricultural finance.
- Enhanced knowledge about the legal aspects of land revenue records.
- Developed an understanding about the loan sanctioning and disbursement procedure of Agricultural projects.

**Course Name: Cost and Works Accounting - III**

**Course Code: 365(E)**

Increased the learner's knowledge & skills in the field of cost and works accounting

Acquainted with the procedural aspect and Recent changes in the field of cost and works accounting.

Developed communication and decision-making skills among students through self-learning.

**Course Name: Business Statistics - III**

**Course Code: 365(F)**

- Gained a thorough understanding of applied principles of statistics.
- Developed statistical concepts clearly and professionally in oral form.
- Demonstrated the ability to perform complex data management and analysis.

**Course Name: Marketing Management – III**

**Course Code: 365(H)**

**Course Name: Business Entrepreneurship - III**

**Course Code: 365(G)**

**M.Com. Programme**

**Department of Commerce**

**Programme Outcomes (POs)**

PO1: Equip and train Post Graduate students to accept the challenges of business world by providing opportunities for study and analysis of advanced commercial and business methods and processes.

PO2: Develop independent logical thinking and facilitate personality development.

PO3: Equip the students for seeking suitable careers in management, Finance, Taxation, Commercial Laws, Accountancy, entrepreneurship, etc.

PO4: Develop Research aptitude among students.

PO5: Impart skills regarding methods of data collection and their interpretations.

PO6: Develop communication and analytical skills among students.

### **Programme Specific Outcomes (PSOs)**

**PSO1:** The course prepares the students to serve the needs of academics, teaching and research. It provides a rigorous base for teaching and learning thus creating a strong personality of students.

**PSO2:** Appropriate teaching pedagogies are practiced and adopted to ensure learning for students in an appropriate and enhanced way.

**PSO3:** The course attempts to inculcate responsibility, honesty, kindness, compassion amongst the students, so that an overall personality of students is developed.

**PSO4:** Its ultimate aim is to create a groomed person filled with right knowledge and attitude to help create a good environment conducive for growth and future prospects.

### **Program Specific Outcomes: Cost Audit**

PSO 1: Provide adequate knowledge to the students on Cost Audit Practices.

PSO 2: Acquaint students to understand the role and responsibilities of Cost Auditor

PSO 3 Familiarise the students how Cost Audit Report is prepared.

### **Program Specific Outcomes: Recent Advances in Cost Auditing and Cost Systems**

PSO1: Aware students with the recent trends in Cost Accounting and Cost Systems.

PSO 2 Aware students with the recent trends in Cost Accounting and Cost Systems.

PSO 3 Familiarise students with GST and Productive Audit.

PSO 4 Acquaint students with recent trends in Cost Accounting.

### **Program Specific Outcomes: Cost and Work Accounting**

PSO 1: Prepare learners to understand the basic techniques in Cost Accounting.

PSO 2 Understand the learner, application of Cost Accounting techniques in cost control and decision making.

PSO 3 Enable the learners to prepare various types of Budgets.

PSO 4 Learn the basic concept of Uniform Costing and Inter-firm comparison

PSO 5 Enhance the knowledge of students about MIS and Supply Chain Management

PSO 6 Learn the basic concepts of Standard Costing and its practical application.

PSO 7 Understand the concept of Farm Costing and its practical use.

PSO 8 Understand the Cost Accounting Record Rules and their legal application.

PSO 9 Provide training as regards concepts, procedures and legal Provisions of cost audit.

### **Program Specific Outcomes: Advanced Accounting**

1. Prepare the students to understand the theoretical foundation of Accounting & Accounting Standards.
2. Enhance the learners ability to solve problems relating to Corporate Accounting.

### **Program Specific Outcomes: Income Tax**

1. Enhance knowledge of the provisions of Income - tax including Rules pertaining there to, relating to the topics.
2. Learn the basic ability to calculate taxable Income of 'Individual', 'Hindu Undivided Family' and 'Company' assesses.

### **Program Specific Outcomes: Information System and E-Commerce Practices**

1. Provide training to the students to accept the challenges of emerging Business World with advanced information Systems and emerging E-Commerce by practices.
2. Prepare and analyse the advanced Commercial and business methods and processes in E-Commerce transactions.
3. Inculcate independent logical thinking and facilitate personality development with the help of new information systems.
4. Familiarize the students for seeking suitable emerging careers in management, entrepreneurship and E-Commerce activities.
5. Aware the students about various methods of Data collection and their interpretations.
6. Develop among students Communication, Study and Analytical and interpretation skills.

**Program Specific Outcomes: Intellectual Property Laws: Patents, Trade Marks & Biodiversity**

1. Equip the students to deal with the challenges of Contemporary Business World with recent knowledge.
2. Develop an independent logical thinking and problem-solving skills.
3. Sensitise the students regarding suitable careers in management and regulation of IPRs.
4. Acquaint the students with the methods of Data collection and their interpretations.
5. Develop among students Analytical and interpretation skills.

**Program Specific Outcomes: Advanced Cost Accounting**

1. Prepare learners to understand the Scope of Cost Accounting in any business activity.
2. Learn the Cost Accounting treatment in relation to Material Cost Accounting, employee cost and overheads.
3. Develop the learners to establish the interface between Cost Accounting Standards and the various elements of Cost.
4. Enable students to learn application of different methods of costing in Manufacturing and Service industries.

**Program Specific Outcomes: Costing Techniques and Responsibility Accounting**

1. Enhance the abilities of learners to develop the concept of Cost and Management Accounting and its significance in the business
2. Enable the learners to understand, develop and apply the techniques of costing in the decision making in the corporate world.
3. Equip the students with knowledge and skill to design and implement cost control through costing Techniques.

#### **Program Specific Outcomes: Production & Operation Management**

1. Understand and develop deep insight of Production & Operation Management.
2. Understand & identify business problems involving operational function, planning and control, design development and qualitymanagement.
3. Demonstrate awareness and importance of application, operation and supply chain management.
4. Develop skills necessary to effectively analyse and synthesize the many inter relationship inherent in complex socio-economicproductive systems.
5. Increase the knowledge and perspective to gain from emerging trends in production and operation management.

#### **Program Specific Outcomes: Financial Management**

1. Acquaint the student with knowledge of various Financial Management terminologies (Investment, Credit Planning, Working Capital Management)
2. Understand the concepts relating to Financing & Financial Statement Analysis
3. Utilize the information gathered to reach an optimum conclusion by a process of reasoning.
4. Enable the students to use their learning to evaluate, make decisions and provide recommendations

#### **Program Specific Outcomes: Legal Framework of Banking**

1. Acquaint the students with legal framework in which the Indian banking is working today.
2. Make the students aware about the latest developments in the field of banking law.

3. Enable the students to understand modern banking practices.
4. Enable the students to establish a link between the legal provisions and the practical aspects of banking.

**Program Specific Outcomes: Central Banking**

1. Acquaint the students with RBI's various functions.
2. Make the students aware about the latest developments in the field of Para banking and NBFCs in India.
3. Enable the students to understand the role of central banking especially in India.
4. Enable the students to acquire sound knowledge of working and techniques of central bank.

**Program Specific Outcomes: Specialized Areas in Accounting**

1. Understand the application of advanced specialized accounting practices in the field of modern business and profession
2. Prepare the knowledge on corporate restructuring which are essentially mean to attain greater market share, acquire additional brand and create newsynergies
3. Develop proficiency in new skills expected for future accountants in this changing business environment
4. Acquaint with the amalgamation and reconstruction procedures of companies

**Program Specific Outcomes: Business Tax Assessment and Planning**

1. Provide understanding of Direct Taxes including rules pertaining there to and their application to different business situations.
2. Understand principles underlying the Goods and Service tax
3. Understand basic concepts of Goods Service Tax and Customs Duty.

**Program Specific Outcomes: E-Security and Cyber Laws**

1. Equip and train Post Graduate students to accept the challenges of Business World by



providing opportunities for study and analysis of advanced Commercial and business methods and processes.

2. Develop independent logical thinking and facilitate personality development.
3. Equip the students to opt for suitable careers in management and entrepreneurship.
4. Acquaint the students with methods of Data collection and their interpretations.
5. Develop among students Communication, Study and Analytical skills.

#### **Program Specific Outcomes: Law Regulating to Copyright and Designs**

1. Equip the students with the Concepts of Copyrights, Geographical indications, Plant Varieties and Designs.
2. Acquaint Students with legal provisions relating to these IPRs.
3. Sensitise the students to opt for suitable careers in management and regulation of these IPRs.
4. Make the students acquainted with the regulatory regime in the field of Copyrights, Geographical indications, Plant Varieties and Designs.
5. Study relevant judicial decisions relating to these IPRs.

#### **Program Specific Outcomes: Application of Cost Accounting**

1. Explain the concept of integral and non-integral cost accounting.
2. Study Product Life Cycle costing and Value Chain Analysis
3. Understand the mechanism of Activity Based Cost Management.
4. Understand the utility of Cost Accounting data during transfer of product/services from one enterprise to the other either at national or at global level.

#### **Program Specific Outcomes: Cost Control and Cost Systems**

1. Equip the students with knowledge and skill to design and implement cost control, cost reduction programme and different cost systems.

### **Program Specific Outcomes: Business Ethics & Professional Values**

1. Enhance the student's general awareness on the ethical dilemmas at work place
2. Understand the differing perceptions of interest in business related solutions
3. Present the concept of Corporate Social Responsibility and explore its relevance to ethical obligations and ethical ideals present in the relationship between employers and employees
4. Investigate whether ethics set any boundaries on competition, marketing, sales and advertising
5. Enable students to validate or correct, personal ideas about various ethical perspectives
6. Enable students to develop their own considered judgment about issues in Business Ethics
7. Foster more careful, disciplined thinking in trying to resolve issues in business ethics
8. Prepare students to play a constructive role in improving the sustainable development with which they may become involved

### **Program Specific Outcomes: Elements of Knowledge Management**

- 1 Develop Analytical and Research oriented skills among the students.
- 2 Understand value application and relevance of Knowledge management in today's corporate world.
- 3 Promote research and innovation ideas based on Knowledge Management.
- 4 Enhance knowledge level and practice of linking theoretical background with applied Social Science.

### **Program Specific Outcomes: Banking Law and Practices**

1. Enable students to acquire sound Knowledge of banking laws and practices in India.
2. Make the students aware about the latest developments in the field of banking law.
3. Enable the students to understand modern banking practices.
4. Enable the students to establish a link between the legal provisions and the practical aspects of banking.

### **Program Specific Outcomes: Monetary Policy**

1. Create awareness regarding the objectives and importance of monetary policy.
2. Make the students aware about the latest developments in the field of monetary policy committee in India.
3. Enable the students to understand the role of RBI in financial inclusion.
4. Acquaint students with the recent policy changes announced by RBI.

**Program Specific Outcomes: Specialized Auditing**

1. Understand the concept, need, importance, utility of Auditing in special field.
2. Develop the skills of students to face the modern world of Auditing.
3. Create awareness among the students to face the modern world of Auditing.

**Program Specific Outcomes: Laws Relating to International Business**

1. Equip the students with the knowledge of Contemporary Business World across the globe.
2. Acquaint the students with basic principles of International Trade, Business and Dispute resolution mechanism.
3. Make students aware about International Business Environment and about transnational corporations.
4. Study the impact of international business environment on foreign market operations and India's response to these developments.
5. Develop independent problem-solving skills and sensitize the students regarding suitable careers in international business.

**Program Specific Outcomes: World Trade Organization – Norms & Practices**

1. Understand purpose and scope of GATT & WTO and to study their legal framework and disputes settlement mechanism with basic insight into substantive law of these institutions.

#### **Program Specific Outcomes: Management Audit**

1. Acquaint the students with the knowledge of the techniques and methods of planning and execution of Management Audit.
2. Familiarise the students with the knowledge of corporate image.
3. Provide knowledge to students on operational audit.

#### **Program Specific Outcomes: Human Resource Management**

1. Understand the basic concepts of Human Resource Management and changing role of HRM in business.
2. Impart adequate knowledge and analytical skills in the field of HRM, HRP and development, Recruitment and Selection Process.
3. Understand the concepts of Training and Development, Performance Appraisal and Merit Rating.
4. Expose the students to the concept, significance and uses of the concepts like Retirement/Retrenchment Strategies and Recent Trends in HRM
5. Understand the concept of Competency mapping
6. Understand the E-HR and recent trends in Human Resource management.

#### **Program Specific Outcomes: Organizational Behaviour**

1. Make the students understand various concepts of organization behavior
2. Provide in depth knowledge about process of formation of group behavior in an organization set up
3. Prepare the learners to understand the motivational process and emotional intelligence.
4. Understand the concept of stress and conflict and effects of work culture

### **Program Specific Outcomes: Foreign Exchange**

1. Provide an understanding of various aspects of foreign exchange market.
2. Acquaint the students with financing of foreign trade.
3. Provide an understanding about exchange rate mechanism and factors affecting exchange rates.
4. Make students aware of recent development in foreign exchange market.

### **Program Specific Outcomes: International Finance**

1. Offer exposure of international banking.
2. Provide understanding of International Financial market.
2. Acquaint the students with International monetary system.
3. Provide an understanding of operations of international Financial Institutions.
4. The spin-off benefits to the participants should be to develop in them a right attitude, inject enthusiasm and hone their interactive ability as they address the issues and challenges of operating in the international market.

### **Program Specific Outcomes: Recent Advances in Accounting, Taxation & Auditing.**

1. Enable the students to be abreast with the latest advances in the field of accounting.
2. Acquaint students with the latest trends of accounting adopted by large and small entities worldwide.
3. Enable students to realize the need for up gradation of technology-based accounting skills.

### **Program Specific Outcomes: Recent Advances in Commercial Laws and Practices**

2. Understand purpose, scope and legal framework of law relating Competition, Securitization, debt recovery and Special economic zones and disputes settlement mechanism provided under relevant substantive laws regulating such bodies or authorities.

### **Program Specific Outcomes: Recent Advances in Business Administration**

1. Familiarize the students with the recent advancements in business administration
2. Develop an understanding about tools and their application in the business.
3. Understand the basic concepts of Change Management and their approaches.
4. To impart adequate knowledge and analytical of cross-cultural Management.
4. Impart the basic concept and strategies of customer centric Management.
5. Expose the students to the concept, Innovation Management

### **Program Specific Outcomes: Recent Advances in Banking and Finance**

1. Enable student understand new developments in banking industry.
2. Keep the students abreast with the innovative practices introduced by RBI in day-to-day banking in India.
3. Enable the students to understand the various modern services offered by banks.
4. Give exposure of financial services offered by various agencies and financial adviser to students.

5. Make aware about recent development in banking.
6. Expose them to technological changes brought in Indian banks.
7. Learn and acquire the knowledge of latest development in Indian money market.
8. Acquire skills about recent development in Indian capital market.

### **Course Outcome (COs): Semester – I**

**Course Name: Management Accounting**

**Course Code: 101**

- Enhance the abilities of learners to develop the concept of management accounting and its significance in the business.
- Enhance the abilities of learners to analyse the financial statements.
- Enable the learners to understand, develop and apply the techniques of management accounting in the financial decision making in the business corporate.
- Develop competence with their usage in managerial decision-making and control.

**Course Name: Strategic Management**

**Course Code - 102**

- Familiarized the students to the emerging changes in the modern business environment
- Develop the analytical, technical and managerial skills of students in the various areas of Business Administration
- Empower to students with necessary skill to become effective future managers and leaders
- Develop technical skills among the students for designing and developing effective Functional strategies for growth and sustainability of business.

**Course Name: Advanced Accounting**

**Course Code: 103**

- Developed the understanding of theoretical foundation of Accounting & Accounting Standards.
- Gain ability to solve problems relating to Corporate Accounting.

**Course Name: Income Tax**

**Course Code: 104**

- Gain knowledge of the provisions of Income - tax including Rules pertaining there to, relating to the following topics.
- Develop ability to calculate taxable Income of 'Individual', 'Hindu Undivided Family' and 'Company' assesses.

**Course Name: Information System and E-Commerce Practices**

**Course Code: 105**

- Equipped and trained the students to accept the challenges of emerging Business World with advanced information Systems and emerging E-Commerce by practices.
- Analysed the advanced Commercial and business methods and processes in E-Commerce transactions.
- Develop independent logical thinking and facilitate personality development with the help of new information systems.
- Equipped the students for seeking suitable emerging careers in management, entrepreneurship and E-Commerce activities.
- Acquainted with the methods of Data collection and their interpretations.
- Develop among students Communication, Study and Analytical and interpretation skills.

**Course Name: Intellectual Property Laws: Patents, Trade Marks & Biodiversity**

**Course Code: 106**

- Equipped the students to deal with the challenges of Contemporary Business World with recent knowledge.
- Develop independent logical thinking and problem-solving skills.
- Sensitised the students regarding suitable careers in management and regulation of IPRs.



- Acquaint the students with the methods of Data collection and their interpretations.
- Develop among students Analytical and interpretation skills.

**Course Name: Advanced Cost Accounting**  
**107**

**Course Code:**

- Prepared the learners to understand the Scope of Cost Accounting in any business activity.
- Acquired knowledge of the Cost Accounting treatment in relation to Material Cost Accounting, employee cost and overheads.
- Develop the learners to establish the interface between Cost Accounting Standards and the various elements of Cost.
- Enable students to learn application of different methods of costing in Manufacturing and Service industries.

**Course Name: Costing Techniques and Responsibility Accounting**

**Course Code: 108**

- Enhance the abilities of learners to develop the concept of Cost and Management Accounting and its significance in the business
- Enable the learners to understand, develop and apply the techniques of costing in the decision making in the corporate world.
- Equipped the students with knowledge and skill to design and implement Cost Control through Costing Techniques.

**Course Name: Production & Operation Management**

**Course Code: 113**

- Developed deep insight of Production & Operation Management.
- Identified business problems involving operational function, planning and control, design development and quality management.

- Demonstrate awareness and importance of application, operation and supply chain management.
- Developed skills necessary to effectively analyse and synthesize the many inter relationship inherent in complex socio-economicproductive systems.
- Gained the knowledge and perspective to gain from emerging trends in production and operation management.

**Course Name: Financial Management**

**Course Code: 114**

- Acquaint the student with knowledge of various Financial Management terminologies (Investment, Credit Planning, Working Capital Management)
- Understood the concepts relating to Financing & Financial Statement Analysis
- Utilized the information gathered to reach an optimum conclusion by a process of reasoning.
- Enable the students to use their learning to evaluate, make decisions and provide recommendations.

**Course Name: Legal Framework of Banking**

**Course Code: 115**

- Acquaint the students with legal framework in which the Indian banking is working today.
- Made the students aware about the latest developments in the field of banking law.
- Enable the students to understand modern banking practices.
- Enable the students to establish a link between the legal provisions and the practical aspects of banking.

**Course Name: Central Banking**

**Course Code: 116**

- Acquaint the students with RBI's various functions.
- Familiarized the students about the latest developments in the field of Para banking and NBFCs in India.
- Enable the students to understand the role of central banking especially in India.
- Enable the students to acquire sound knowledge of working and techniques of central bank.

**Course Outcome (COs): Semester – II**

**Course Name: Financial Analysis & Control**

**Course Code: 201**

- Enable the students to acquire knowledge of financial analysis and control tools.
- Created appropriate application and uses of financial analysis and control.

**Course Name: Industrial Economics**

**Course Code: 202**

**(A)**

- Developed an understanding about concepts of industrial economics
- Familiarized the students know theories of industrial economics
- Imparted students' knowledge about sources of industrial finance and Indian industrial growth

**Course Name: Specialized Areas in Accounting**

**Course Code: 203**

- Developed an understanding about the application of advanced specialized accounting practices in the field of modern business and profession
- Gained the knowledge on corporate restructuring which are essentially mean to attain greater market share, acquire additional brand and create newsynergies
- Developed proficiency in new skills expected for future accountants in this changing business environment.
- Acquaint with the amalgamation and reconstruction procedures of companies

**Course Name: Business Tax Assessment and Planning**

**Course Code: 204**

- Provided understanding of Direct Taxes including rules pertaining there to and their application

to different business situations.

- Familiarized with the principles underlying the Goods and Service tax
- Understood basic concepts of Goods Service Tax and Customs Duty.

**Course Name: E-Security and Cyber Laws**

**Course Code: 205**

- Equipped and trained Post Graduate students to accept the challenges of Business World by providing opportunities for study and analysis of advanced Commercial and business methods and processes.
- Developed independent logical thinking and facilitate personality development.
- Equipped the students to opt for suitable careers in management and entrepreneurship.
- Acquaint the students with methods of Data collection and their interpretations.
- Developed among students Communication, Study and Analytical skills.

**Course Name: Law Regulating to Copyright and Designs**  
**206**

**Course Code:**

- Equipped the students with the Concepts of Copyrights, Geographical indications, Plant Varieties and Designs.
- Acquaint Students with legal provisions relating to these IPRs.
- Sensitised the students to opt for suitable careers in management and regulation of these IPRs.
- Acquainted with the regulatory regime in the field of Copyrights, Geographical indications, Plant Varieties and Designs.
- Studied relevant judicial decisions relating to these IPRs.

**Course Name: Application of Cost Accounting**

**Course Code: 207**

- Explained the concept of integral and non-integral cost accounting.

- Developed an understanding about the Product Life Cycle costing and Value Chain Analysis
- Empowered about the mechanism of Activity Based Cost Management.
- Understood the utility of Cost Accounting data during transfer of product/services from one enterprise to the other either at national or at global level.

**Course Name: Cost Control and Cost Systems**

**Course Code: 208**

- Equipped the students with knowledge and skill to design and implement cost control, cost reduction programme and different cost systems.

**Course Name: Business Ethics & Professional Values**

**Course Code: 213**

- Raised the student's general awareness on the ethical dilemmas at work place
- Understood the differing perceptions of interest in business related solutions
- Presented the concept of Corporate Social Responsibility and explore its relevance to ethical obligations and ethical ideals present in the relationship between employers and employees
- Investigated whether ethics set any boundaries on competition, marketing, sales and advertising
- Enable students to validate or correct, personal ideas about various ethical perspectives
- Enable students to develop their own considered judgment about issues in Business Ethics
- Promoted more careful, disciplined thinking in trying to resolve issues in business ethics
- Prepared students to play a constructive role in improving the sustainable development with which they may become involved.

**Course Name: Elements of Knowledge Management**

**Course Code: 214**

- Developed Analytical and Research oriented skills among the students.
- Familiarized with the value application and relevance of Knowledge management in today's corporate world.

- Promoted research and innovation ideas based on Knowledge Management.
- Enhanced the knowledge level and practice of linking theoretical background with applied Social Science.

**Course Name: Banking Law and Practices**  
**215**

**Course Code:**

- Enable students to acquire sound Knowledge of banking laws and practices in India.
- Created awareness about the latest developments in the field of banking law.
- Enable the students to understand modern banking practices.
- Enable the students to establish a link between the legal provisions and the practical aspects of banking.

**Course Name: Monetary Policy**

**Course Code: 216**

- Created awareness regarding the objectives and importance of monetary policy.
- Created awareness about the latest developments in the field of monetary policy committee in India.
- Enable the students to understand the role of RBI in financial inclusion.
- Acquaint students with the recent policy changes announced by RBI.

### **Course Outcome (COs): Semester – III**

**Course Name: Business Finance**

**Course Code: 301**

- Acquainted the students with corporate finance required for Indian Industries.
- Created awareness about the latest developments in the field of corporate finance.
- Enabled the students to understand the traditional theories of capitalization and dividend distribution practices.
- Provided detailed exposure of working capital management practice of finance to students Skills to be developed.

- Created awareness about role of corporate finance and time value of money.
- Provided exposure to financial planning of firms and steps involved in it.
- Learned and acquired knowledge of long term and short-term sources of finance available in India.
- Acquired skills about how to go for working capital management of firm.

**Course Name: Research Methodology for Business**

**Course Code: 302**

- Acquainted the students with the areas of Business Research Activities
- To enhance capabilities of students to conduct the research in the field of business and social sciences
- Enabled students in developing the most appropriate methodology for their research studies
- Familiarized with the art of using different research methods and techniques

**Course Name: Advanced Auditing**

**Course Code: 303**

- Enabled the students to acquire knowledge of Auditing.
- Created appropriate application and uses of Auditing.

**Course Name: Specialized Auditing**

**Course Code:**

**304**

- Developed an understanding about the concept, need, importance, utility of Auditing in special field.
- Developed the skills of students to face the modern world of Auditing.
- Created awareness among the students to face the modern world of Auditing.

**Course Name: Laws Relating to International Business**

**Course Code: 305**

- Equipped the students with the knowledge of Contemporary Business World across the globe.

- Acquainted the students with basic principles of International Trade, Business and Dispute resolution mechanism.
- Created awareness about International Business Environment and about transnational corporations.
- Impact of international business environment on foreign market operations and India's response to these developments.
- Developed independent problem-solving skills and sensitize the students regarding suitable careers in international business.

**Course Name: World Trade Organization – Norms & Practices**

**Course Code: 306**

- Understood purpose and scope of GATT & WTO and to study their legal framework and disputes settlement mechanism with basic insight into substantive law of these institutions.

**Course Name: Cost Audit**

**Course Code: 307**

- Provided the adequate knowledge to the students on Cost Audit Practices.
- Acquainted students to understand the role and responsibilities of Cost Auditor
- Familiarised the students how Cost Audit Report is prepared.

**Course Name: Management Audit**

**Course Code: 308**

- Acquainted the students with the knowledge of the techniques and methods of planning and execution of Management Audit.
- Familiarised the students with the knowledge of corporate image.
- Provided the knowledge to students on operational audit.

**Course Name: Human Resource Management**

**Course Code: 313**

- Developed an understanding about the basic concepts of Human Resource Management and



changing role of HRM in business.

- Imparted adequate knowledge and analytical skills in the field of HRM, HRP and development, Recruitment and Selection Process.
- Understood the concepts of Training and Development, Performance Appraisal and Merit Rating.
- Exposed the students to the concept, significance and uses of the concepts like Retirement/ Retrenchment Strategies and Recent Trends in HRM
- Developed an understanding about the concept of Competency mapping
- Understood the E-HR and recent trends in Human Resource management.

**Course Name: Organizational Behaviour**

**Course Code: 314**

- Developed an understanding about the students understand various concepts of organization behavior
- Provided in depth knowledge about process of formation of group behavior in an organization set up
- Empowered the motivational process and emotional intelligence.
- Understood the concept of stress and conflict and effects of work culture

**Course Name: Foreign Exchange**

**Course Code: 315**

- Provide an understanding of various aspects of foreign exchange market.
- Acquainted the students with financing of foreign trade.
- Developed an understanding about the exchange rate mechanism and factors affecting exchange rates.
- Created awareness of recent development in foreign exchange market.

**Course Name: International Finance**

**Course Code: 316**

- Offered exposure of international banking.

- Provided understanding of International Financial market.
- Acquainted the students with International monetary system.
- Developed an understanding about the operations of international Financial Institutions.

#### **Course Outcome (COs): Semester – IV**

**Course Name: Capital Market and Financial Services**

**Course Code: 401**

- Acquainted the students with working of capital market.
- Created awareness about the latest developments in the field of capital market in India.
- Enabled the students to understand various transactions in stock exchanges and agencies involved in it.
- Provided exposure of financial services offered by various agencies and financial adviser to students.
- Created awareness about working of capital market in India.
- Exposed them to various instruments of capital market.
- Acquired the knowledge of financial services offered by agencies.
- Acquired skills about recent development in regulatory body SEBI

**Course Name: Industrial Economic Environment**

**Course Code:**

**402**

- Provided knowledge about basic issues in Industrial Economic Environment to students.
- Created awareness about Industrial pattern and growth in India and Industrial policies of India since independence.
- Studied progress and current problems of major industries in India.
-

**Course Name: Recent Advances in Accounting, Taxation & Auditing.**

**Course Code: 403**

- Enable the students to be abreast with the latest advances in the field of accounting.
- Acquainted students with the latest trends of accounting adopted by large and small entities worldwide.
- Enable students to realize the need for up gradation of technology-based accounting skills.

**Course Name: Recent Advances in Commercial Laws and Practices    Course Code: 405**

- Understood purpose, scope and legal framework of law relating Competition, Securitization, debt recovery and Special economic zones and disputes settlement mechanism provided under relevant substantive laws regulating such bodies or authorities.

**Course Name: Recent Advances in Cost Auditing and Cost System    Course Code: 407**

- Created awareness among the students about the recent trends in Cost Accounting and Cost Systems.
- Acquainted students with Standards and applications Of Cost Accounting
- Familiarised students with GST and Productive Audit.
- Acquainted students with recent trends in Cost Accounting.

**Course Name: Recent Advances in Business Administration                      Course Code: 413**

- Familiarized the students with the recent advancements in business administration
- Developed an understanding about tools and their application in the business.
- Understood the basic concepts of Change Management and their approaches. 4.To impart adequate knowledge and analytical of cross-cultural Management.
- Imparted the basic concept and strategies of customer centric Management.
- Exposed the students to the concept, Innovation Management

**Course Name: Recent Advances in Banking and Finance  
415**

**Course Code:**

- Enable students; understand new developments in banking industry.
- Kept the students abreast with the innovative practices introduced by RBI in day-to-day banking in India.
- Enable the students understood the various modern services offered by banks.
- Provided exposure of financial services offered by various agencies and financial adviser to students.
- Created awareness about recent development in banking.
- Exposed them to technological changes brought in Indian banks.
- Learned and acquired the knowledge of latest development in Indian money market.
- Acquired skills about recent development in Indian capital market.

## **Programme: BBA**

### **Program Outcomes (POs):**

1. To develop precise understanding about business environment and organizations.
2. To develop leadership aptitude among the students in order to work independently and in organized groups.
3. To inculcate among the students the qualities of a dynamic manager, capable of taking various decisions and communicating effectively to different groups of people.
4. To understand and gain knowledge of various financial institutions and agencies.

#### **PSO for Financial Management specialization:**

1. The PSO for Finance specialization is to understand practices that are currently followed in businesses.
2. It is designed to prepare students for interpretation and analysis of financial statements effectively.
3. Inculcate among the students the financial capabilities and qualities of a dynamic manager who is capable of taking various financial decisions.

#### **PSO for Marketing Management Specialization:**

1. It is designed to assist students identify the paradigm shifts in retailing business with increasing scope of technology and e-business.
2. Have an in-depth understanding of the Indian retail and sales scenario.
3. Inculcate the marketing and sales capabilities to take basic level decisions in a business scenario.

#### **PSO for Human Resource Management Specialization:**

1. It is designed to assist students to understand HR practices in companies.
2. Allow students to understand legal provisions in the modern business scenario.

**Course Outcome (COs) - Semester I**

**Core: Compulsory**

**Course Name: Principles of Management**

**Course Code: 101**

Developed the basic concept regarding Organisation Business Administration

Inculcated various management principles

Empowered managerial skills among the students

**Course Name: Business Communication Skills**

**Course Code: 102**

- Developed the understanding of the role of communication in personal and business world
- Understood system and communication and their utility
- Acquainted proficiency in how to write business letters and other communications required in business

**Course Name: Business Accounting**

**Course Code: 103**

- Developed the right understanding regarding role and importance of monetary and financial transactions in business
- Cultivated the right approach towards classifications of different transactions and their implications
- Acknowledged proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

**Course Name: Business Economics – Micro**

**Course Code: 104**

- Developed the understanding of role of economics as it influences society and business
- Acquired the Knowledge on how different decisions are taken in relation to price demand and supply
- Developed the understanding regarding Monopoly, perfect competition, revenue Etc

**Course Name: Business Mathematics**

**Course Code: 105**

- Empowered the appropriate understanding as how to use mathematic like computation interest, profit etc
- Cultivated the right understanding regaining numerical aptitude to develop logical approach towards analytical approach data

**Course Name: Business Demography**

**Course Code: 106**

- Developed the understanding regarding concept of demography in modern economic setup
- Studied how population and structure changes affecting quality of life and business
- Developed the clarity of concept regarding social economic process and urbanization and its impact on society

**Course Outcome (COs) - Semester II**

**Core: Compulsory**

**Course Name: Business Organization and System**

**Course Code: 201**

C01-

**Course Name: Principles of Marketing**

**Course Code: 202**

- Developed the understanding regarding marketing environment in the country
- Developed the conceptual understanding as to develop basic marketing concept
- Acquired the Knowledge regarding services, rural marketing and new trends in marketing

**Course Name: Principles of Finance**

**Course Code: 203**

- Cultivated right approach towards money, finance, and their role in business
- Developed the right understanding regarding various sources of finance and their role and utility in business
- Acquired the Knowledge of basic skills as to concept of capital structure and concept of capital structure

**Course Name: Basics of Cost Accounting**

**Course Code: 204**

- Acquired the rational understanding regarding concept of cost expenditure in business.
- Developed the understanding how overheads influence the cost structure of cost
- Developed the skills for computation of total cost for a particular product

**Course Name: Business Statistics**

**Course Code: 205**

- Understood the role and importance of statistics in various business situations
- Developed skills related with basic statistical technique
- Developed right understanding regarding regression, correlation and data interpretation

**Course Name: Fundamentals of Computers**

**Course Code: 206**

- Acquired the Knowledge of concept of information and their role in modern businesses
- Developed the rational approach as to how computers can be used in data process analysis in business
- Developed the understanding regarding cautions to be taken security, safety and security while using net based service

**Course Outcome (COs) - Semester III**

**Core: Compulsory**



**Course Name: Principles of Human Resource Management**

**Course Code: 301**

- Introduced the basic concepts of Human Resource Management.
- Cultivated the right approach towards Human Resource and their role in business.
- Created awareness about the various trends in HRM among the students.

**Course Name: Supply Chain Management**

**Course Code: 302**

- Enabled the students to have a comprehensive understanding of Supply Chain Management.
- Understood the key concepts and issues of Logistics and Inventory Management.
- Acquired the Knowledge on Warehousing and its role in Space Management.

**Course Name: Global Competencies & Personality Development**

**Course Code: 303**

- Built self-confidence, enhanced self-esteem, and improve overall personality of the students.
- Enhanced global and cultural competencies of the students.
- Groomed the students for appropriate behaviour in social and professional circles.

**Course Name: Fundamentals of Rural Development**

**Course Code: 304**

- Acquired the Knowledge of the development issues related to rural society.
- Understood the employment opportunities for rural youth.
- Created interest among the rural youth to participate in rural development programmes and schemes for sustainable development.
- Discouraged seasonal and permanent migration to urban areas.

**Course Outcome (COs) - Semester IV**

**Core: Compulsory**

**Course Name: Entrepreneurship and Small Business Management      Course Code: 401**

- Understood the concept and process of Entrepreneurship.
- Acquired Entrepreneurial spirit and resourcefulness.
- Got acquainted with the concept of Small Business Management.
- Understood the role and contribution of Entrepreneurs and Small Businesses in the growth and development of individual and the nation.

**Course Name: Productions and Operations Management      Course Code: 402**

- Understood the key concepts of Production and Operation Management.
- Understood the various manufacturing methods and role in managing business.
- Created awareness about the various safety measures and ergonomics in industries.

**Course Name: Decision Making and Risk Management      Course Code: 403**

- Learned the key topics in decision-making and risk management so that they can improve decision-making and reduce risk in their management activities and organizations.
- Founded the best alternative in a decision with multiple objectives and uncertainty.
- Described the process of making a decision.
- Analyzed an organization's decision-making system.
- Developed a risk management process.

**Course Name: International Business Management      Course Code: 404**

- Acquainted the students with emerging trends and issues in International Business.
- Acquired understanding on the impact of International Business Environment on foreign market operations.
- Analyzed International trade models.
- Analyzed the International Investment and its risks associated.
- Understood the financial aspects in world economies, their need and functionality

**Course Outcome (COs) - Semester V**

**Core: Compulsory**

**Course Name: Research Methodology**

**Course Code: 501**

- Developed an understanding of the right approach of Research Methodology and its role in Business.
- Developed an understanding of the basic framework of the identification of various sources of information for data collection.
- Developed an understanding of various Designs, Tools and Techniques of Research Study.
- Enabled the students in conducting Research work and write Research Paper and Research Project Report.

**Course Name: Database Administration and Data Mining**

**Course Code: 502**

- Understood the Database Management System
- Understood the Data Mining Concepts
- Understood the current trends in Data Management

**Course Name: Business Ethics**

**Course Code: 503**

- Provided a comprehensive understanding of the concepts of Business Ethics
- Developed theoretical tools to understand current ethical issues and their impacts on business. Analyzed the role of Ethics in business, Government and Society.
- Analyzed the Ethical scenario concerning to Environment and consumer protection.

**Course Name: Management of Corporate Social Responsibility**

**Course Code: 504**

- Understood the concept and process of CSR
- Understood the industrial contribution for CSR Policy

- Understood the context of CSR of present-day Management
- Understood the contribution of CSR for the development of Society

**Course Outcome (COs) - Semester VI**

**Core: Compulsory**

**Course Name: Essentials of E - Commerce**

**Course Code: 601**

- Understood the importance, role, and activities of E-Commerce.
- Understood various E-Money and E-Payment systems used in E-Commerce.
- Understood the concept of E-Marketing and its tools in E-Commerce.
- Understood the concept of Cyber Space and Cyber Security in E-Commerce.

**Course Name: Management Information System**

**Course Code: 602**

- Described the basic concept of Information Technology and Management Information System.
- Described the role of information technology and information systems in business.
- Contrasted and compared how MIS support business processes.
- Introduced the fundamental knowledge of Structured System Analysis and Design

**Course Name: Business Project Management**

**Course Code: 603**

- Developed a significant understanding of Project Management.
- Developed a concept-based approach towards Management of Business Projects.
- Developed the relationship between the significance of Businesses Projects & their Management.

**Course Name: Management of Innovations & Sustainability**

**Course Code: 604**

- Understood the concepts of Innovation and Sustainability in a practical sense.
- For better knowledge of the significance of organisational sustainable development and the economic implications of sustainable development.
- Learned about the most common errors made when handling sustainable growth.
- Understood the concept of Sustainability Innovation. Understand socio-political aspects of sustainable development – social responsibility aspect.

### **Programme: BBA (CA)**

#### **Program Outcomes (POs):**

1. This program produces computer skill oriented human resource to meet the industry requirements.
2. After completion of BBA (CA) students can acquire practical skills in various areas like software testing, programming, web application development and android application development.
3. Student also learns and explores concepts of E-Commerce and Digital Marketing.
4. This program also helps to bring the spirit of entrepreneurship among students.

#### **Program Specific Outcomes (PSOs):**

1. Students acquire knowledge in various computer technologies.

2. Students can enter software industry, Banks, Companies from Finance sector after completion of the program.
3. Students can join master's degree programs like MBA, MCA or can appear for Professional exams like MPSC, UPSC so on.
4. Student develops communication skills in personal and business world.
5. Student acquires knowledge and practical skills to work as programmer, tester and software engineer.

**Course Outcome (COs) - Semester I**

**Core: Compulsory**

**Course Name: Business Communication Skills**

**Course Code: 101**

- To understand is the role of communication in personal and business world
- To understand system and communication and their utility
- To develop proficiency in how to write business letters and other communications in required

**Course Name: Principles of Management**

**Course Code: 102**

- To understand basic concept regarding org. Business Administration
- To examining how various management principles
- To develop managerial skills among the students

**Course Name: C-Programming**

**Course Code: 103**

- To understand basic concepts of programming using C.
- To understand various control structures supported in C.

- To develop programming skills among the students

**Course Name: Database Management System**

**Course Code: 104**

- To understand basic concepts of Database Management.
- To understand various concepts of RDBMS.
- To develop skills for managing Databases using SQL

**Course Name: Statistics**

**Course Code: 105**

- To understand role and importance of statistics in various business situations
- To develop skills related with basic statistical technique
- Develop right understanding regarding regression, correlation and data interpretation

**Course Name: Computer Laboratory Based on 103 &104**

**Course Code: 106**

- To understand the basic principles and working of C language and Oracle RDBMS
- To apply the skills of C language to develop programs for solving problems.
- To apply RDBMS principles to solve different case studies.

**Course Name: Add-On (PPA)**

**Course Code: 107**

- To develop Analytical and Logical thinking.
- To develop Problem solving capabilities

**Course Outcome (COs) - Semester II**

**Core: Compulsory**

**Course Name: Organization Behaviour & Human Resource Management**

**Course Code: 201**

- To understand basic concept of HRM & OB
- To make aware students about traditional & modern methods of procurement & development in organization.
- To know the major trends in HRM & OB

**Course Name: Financial Accounting**

**Course Code: 202**

- To develop right understanding regarding role and importance of monetary and financial transactions in business
- To cultivate right approach towards classifications of different transactions and their implications
- To develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

**Course Name: Business Mathematics**

**Course Code: 203**

- To understand role and importance of Mathematics in various business situations and while developing software.
- To develop skills related with basic mathematical technique

**Course Name: Relational Database**

**Course Code: 204**

- Enables students to understand relational database concepts and transaction management concepts in database system.
- Enables student to write PL/SQL programs that use: procedure, function, package, cursor and trigger



**Course Name: Web Technology HTML-JS-CSS**

**Course Code: 205**

- To know & understand concepts of internet programming.
- To understand how to develop web based applications using JavaScript.

**Course Name: Computer Laboratory Based on 204 & 205**

**Course Code: 206**

- To understand the basic principles and concept of Data Structures.
- To apply C Programming language skills to develop various programs using Data Structure Concepts.
- To understand and apply PL/SQL concepts for problem solving.
- To apply RDBMS principles to solve different case studies practically

**Course Name: Add-On (Advance C)**

**Course Code: 207**

- To understand different methods of organising large amounts of data
- To efficiently implement different data structure
- To efficiently implement solution for different problems
- To get more knowledge on C programming language

**Course Outcome (COs) - Semester III**

**Core: Compulsory**

1. RDBMS (Relational Database Management System)

- Enables students to understand relational database concepts and transaction management concepts in database system.
- Enables student to write PL/SQL programs that use: procedure, function, package, cursor and trigger.

## **2. Data Structure Using C**

- To understand different methods of organising large amounts of data
- To efficiently implement different data structure
- To efficiently implement solution for different problems

To get more knowledge on C programming language

## **3. Introduction to Operating System**

- To know system programming
- To know services provided by operating system
- To know the Scheduling concepts

## **4. Business Mathematics**

- To understand the basic calculations as profit, loss, interest, ratio, percentage
- To know more about matrices
- To learn different LPP and TP

## **5. Software Engineering**

- Objective: This course enables students to understand system concepts and its application in Software development.

## **6. Computer Laboratory**

- To understand the basic principles and concept of Data Structures.
- To apply C Programming language skills to develop various programs using Data Structure Concepts.
- To understand and apply PL/SQL concepts for problem solving.
- To apply RDBMS principles to solve different case studies practically

## **Course Outcome (COs) - Semester IV**

**Core: Compulsory**

### **1. Object Oriented Programming Using C++**

- Acquire an understanding of basic object-oriented concepts and the issues involved in effective class design.
- Enables student to write C++ programs that use: object-oriented concepts such as information hiding, constructors, destructors, inheritance.

### **2. Programming in Visual Basic Course**

- To learn properties and events, methods of controls and how to handle events of different controls.
- To understand the use of active controls and how to design VB application
- To learn connectivity between VB and databases.

### **3. Computer Networking**

- To know about computer network.
- To understand different topologies used in networking
- To learn different types of network.
- To understanding the use of connecting device used in network.

#### **4. Enterprise Resource Planning and Management.**

- To know what is ERP.
- To learn different ERP technologies.

#### **5. Human Resource Management**

- To acquaint the students with the Human Resource Management its different functions in an organization and the Human Resource Processes that are concerned with planning, motivating and developing suitable employees for the benefit of the organization.

#### **6. Computer Laboratory**

- To understand the basic principles and concept of C++ through programs.
- To apply C++ Programming language skills to solve various problems.

To understand and apply VB concepts for developing various small applications

### **Course Outcome (COs) - Semester V**

### **Core: Compulsory**

#### **1. Java Programming**

- To introduce the object oriented programming concepts.
- To introduce the implementation of packages and interfaces
- To introduce the concepts of exception handling and multithreading.
- To introduce the design of Graphical User Interface using applets and swing controls.

#### **2. Web Technologies**

- To know & understand concepts of internet programming.
- To know & understand concepts of Java Script
- To understand how to develop web based applications using PHP.

### **3. Dot Net Programming**

- To know & understand concepts of dot net framework.
- To know & understand concepts of visual programming with object oriented programming and event driven programming.
- To know & understand concepts of application development with database.

### **4. Object Oriented Software Engineering**

- To understand the fundamentals of object modeling
- To understand and differentiate Unified Process from other approaches.
- To design with static UML diagrams.
- To design with the UML dynamic and implementation diagrams.
- To improve the software design with design patterns.

### **5. Software Project:**

- To apply software engineering skills acquired for designing a software project.
- To apply programming skills acquired (C++, VB) to develop small software project.

### **6. Computer Laboratory**

- To understand the basic principles and concept of Java through programs.
- To apply Java Programming language skills to solve various problems.
- To understand and apply VB.Net concepts for developing various small applications.
- To understand the basic principles WebTechnologies, concept of Web Page and Web Site.
- To apply the skills of HTML, CSS and JavaScript to develop web based applications.

## **Course Outcome (COs) - Semester VI**

## **Core: Compulsory**

### **1. Advanced Web Technologies**

- To know & understand concepts of object oriented programming in PHP

- To know & understand concepts of XML and AJAX in PHP
- To know & understand concepts of web services

## 2. Advanced Java

- To know the concept of Java Programming.
- To understand how to use programming in day to day applications.
- To develop programming logic.

## 3. Recent Trend in IT

- To introduce upcoming trends in Information technology.
- To know the concept Data ware house and data mining.
- To know the concept Network Security.
- To study Eco friendly software development.

## 4. Software Testing

- To know the concept of software testing.
- To know the concept of software testing tools.
- To understand how to test bugs in software.

## 5. Software Project

- To apply software engineering skills acquired for designing a software project.
- To apply programming skills acquired (Java,, VB.NET) to develop small software project.

## 6. Computer Laboratory

- To understand the basic principles and concept of Adv. Java through programs.
- To apply Adv. Java Programming language skills to solve various problems.
- To understand the Adv. principles Web Technologies, concept for Web Programming.

To apply the skills of PHP to develop web based applications

**Programme: BBA – IB**

### **Program Outcomes (POs):**

1. To provide aright understanding about the present scenario of and international trade and relationship of domestic trade with international trade.
2. To explain modalities, functions and activities related with various aspects of international trade.
3. To provide knowledge and understanding as to how business decisions are taken while conducting international trade transactions.
4. To give knowledge about institutional and regulatory framework governing international trade
5. To inculcate skills useful to analyse various international business situations.

### **Program Specific Outcomes (PSOs):**

1. Development of managerial effectiveness through understanding and developing competency in basic aspects of Management – thought, approaches, functions, roles, themes.
2. Students should develop ability and proficiency to communicate effectively in the business environment.
3. Ensure students understand and apply basic knowledge of financial accounting.
4. Students to understand the different facets of economics, its importance and application in business.
5. To develop skills for data interpretation and basic business mathematics.
6. To develop skills for understanding demography and its various facets and influences on economy and economic system.

**Course Outcome (COs) - Semester I**

**Core: Compulsory**

**Course Name: Principles of Management**

**Course Code: 101**

- Understood basic concept regarding org. Business Administration
- Examined how various management principles
- Developed managerial skills among the student

**Course Name: Business Communication Skills**

**Course Code: 102**

- Understood what is the role of communication in personal and business world
- Understood system and communication and their utility
- Developed proficiency in how to write business letters and other communications required in business

**Course Name: Business Accounting**

**Course Code: 103**

- Developed right understanding regarding role and importance of monetary and financial transactions in business
- Cultivated right approach towards classifications of different transactions and their implications
- Developed proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

**Course Name: Business Economics – Micro**

**Course Code: 104**

- Understood role of economics as it influences society and business
- Studied how different decisions are taken in relation to price demand and supply
- Developed right understanding regarding Monopoly, perfect competition, revenue Etc

**Course Name: Business Mathematics**

**Course Code: 105**



- Developed appropriate understanding as how to use mathematic like computation interest, profit etc
- Cultivated right understanding regaining numerical aptitude to develop logical approach towards analytical approach data

**Course Name: Business Demography**

**Course Code: 106**

- Provided proper understanding regarding concept of demography in modern economic setup
- Studied how population and structure changes affecting quality of life and business
- Developed clarity of concept regarding social economic process and urbanization and its impact on society

**Course Outcome (COs) - Semester II**

**Core: Compulsory**

**Course Name: Basics of cost accounting**

**Course Code: 201**

- Developed rational understanding regarding concept of cost expenditure in business
- Developed understanding how overheads influence the cost structure of cost
- Developed skills for computation of total cost for a product

**Course Name: Origin and Development of Global Business**

**Course Code: 202**

- Provided an understanding of the concepts of Global business and Trade
- Understood the practical applications of trade theories and its contribution.
- Studied the role of International Institutions in the development of modern trade

**Course Name: Commercial Geography**

**Course Code: 203**

- Acquainted the students of commercial geography with its bases regarding commercial activities in different environments, referring to world resources in general and India in particular.
- Acquainted the students with the knowledge of Industrial resources of the world
- Gained Knowledge about the determination and location of various industries in the world and its commercial prospects.
- Acquainted students with the knowledge of home trade, means of transportation and International markets through the study of commercial geography

**Course Name: Principles of Marketing**

**Course Code: 204**

- Developed write understanding regarding marketing environment in the country
- Developed appropriate conceptual understanding as to develop basic marketing concept
- Developed new understanding regarding services, rural marketing and new trends in marketing

**Course Name: Business Statistics**

**Course Code: 205**

- Understood the role and importance of statistics in various business situations
- Developed the skills related with basic statistical technique
- Developed the right understanding regarding regression, correlation and data interpretation

**Course Name: Fundamentals of computers**

**Course Code: 206**

- Developed the concept of information and their role in modern businesses
- Developed rational approach as to how computers can be used in data process analysis in business
- Developed understanding regarding cautions to be taken security, safety and security while using net-based service

**Course Outcome (COs) - Semester III**

**Core: Compulsory**

**Course Name: Elements of Human Resource Management**

**Course Code: 301**

- Introduced fundamental concepts of Human Resource Management.
- Introduced the processes pertaining to different functions of HRM.
- Introduced the recent trends with respect to global HRM

**Course Name: Global Competencies and Personality Development**

**Course Code: 302**

- Understand the importance of personality leading to self-development.
- Helped the students to build positive personality traits.
- Enhanced one's Employability and life skills.
- Ensured all topics are taught not just for creating personality adaptable in domestic work environment but also globally

**Course Name: International Economics**

**Course Code: 303**

- Provided a comprehensive understanding of the concepts of International Economics.
- Developed theoretical tools to understand current international issues their impact on business.
- Analysed and tested international trade models.
- Analyzed the International Investment and risks associated with it.
- Understood the financial crisis in world economies, their causes and solutions.

**Course Name: Production and Operations Management**

**Course Code: 304**

- Enabled the students to have a comprehensive understanding of the subject.

- Understood the key concepts and issues of Production and Operations Management.
- Understood the Production Management and its role in developing Business Strategy.

**Course Outcome (COs) - Semester IV**

**Core: Compulsory**

**Course Name: Import Export Procedure  
401**

**Course Code:**

- Understood in detail the concepts of Import and Export
- Introduced the procedure to be followed for import and export of goods.
- Introduced various schemes related to foreign trade.

**Course Name: Research Methodology**

**Course Code: 402**

- Developed appropriate understanding of Research
- Understood the process of Research Designing
- Made the students familiar to undertake small research projects.

**Course Name: Business Ethics**

**Course Code: 403**

- Provided a comprehensive understanding of the concepts of Business Ethics
- Developed theoretical tools to understand current ethical issues and their impacts on business.
- Analysed the role of Ethics on business, Government and Society.
- Analysed the Ethical scenario with respect to Environment and consumer protection

**Course Name: Management Information System**

**Course Code: 404**

- Understood the concepts of Information System

- Studied the concepts of system analysis and design
- Understood the issues in MIS

**Course Outcome (COs) - Semester V**

**Core: Compulsory**

**Course Name: International Relations**

**Course Code: 501**

- Accumulated the knowledge and understood foreign affairs & global issues with international business system
- Introduced various regional groupings their contributions to strengthening of international relations.
- Acquired the understanding about the various dispute settlement machineries involved in international relations.
- Understood the length about the socio-cultural and trade relations

**Course Name: International Business Law**  
**502**

**Course Code:**

- Understood the basic concepts related to international business laws
- Introduced various institutions and their contributions to internal economic laws.
- Acquired the understanding of various dispute settlement machineries involved in international trade.
- Acquired the understanding of the length about the role of various Indian government bodies in international trade law

**Course Name: Business Reporting and Analysis**

**Course Code: 503**

- Developed student's abilities to analyse & interpret various Economic
- Factors that affect Business decision-making.

- Acquired the understanding of reporting pattern followed in corporate sector as a part of MIS.

**Course Name: Foreign Exchange Management  
504**

**Course Code:**

- Understood various financial terminologies and transactions involved in FOREX market.
- Understood the operations of foreign market.
- Understood the principles of currency values.

**Course Outcome (COs) - Semester VI**

**Core: Compulsory**

**Course Name: New Venture creation and start ups**

**Course Code: 601**

- Understood the basic concepts related to entrepreneurship
- Introduced the methods tools and techniques for new venture creation and start-ups
- Acquired the understanding about the process of creation of a start-up and business plan preparation.
- Gained the knowledge about the length about the role of various Indian institutes offering assistance to new ventures and start-ups

**Course Name: International Project management**

**Course Code: 602**

- Known and understood the basic concepts regarding project management
- Introduced various tools and techniques for project management.

- Understood in detail about project delivery and control.
- Understood the effect of cultural factors on project management in the global context.

**Course Name: Decision Making and Risk management.**

**Course Code: 603**

- Learned the key topics in decision-making and risk management so that they can improve decision-making and reduce risk in their management activities and organizations.
- Found the best alternative in a decision with multiple objectives and uncertainty.
- Described the process of decision-making.
- Analysed an organization's decision-making system.
- Developed a risk management process.

**Course Name: Management of Agribusiness and Agri Exports**

**Course Code: 604**

- Developed adequate conceptual base in different areas of Agribusiness
- Encouraged entrepreneurial spirit in students; to make them effective in the Agri-enterprise sector.
- Acquired sufficient operating skill in using modern management tools and techniques in different functional areas of Agribusiness

**Programme: B. Voc. (Banking, Finance and Insurance with Actuarial Studies)**

**Programme Outcomes (POs):**

- Understand and apply the knowledge of Banking and Finance.
- Use knowledge and skills associated with problem solving, creative and critical thinking, reflection and decision making to function effectively in the future career.
- Apply the concepts and skills necessary to achieve customer satisfaction.
- Demonstrate leadership and teamwork to achieve common goals.
- Conduct him/herself in a professional and ethical manner, and practice industry-defined work ethics.
- Communicate effectively and confidently in the classroom, community and in profession.
- Lead with the knowledge that the foundation of Banking and Financial services industry is based on the respect for the host culture with the responsibility to maintain the unique



values, traditions, and practices of the places.

- Use knowledge of best practices to further sustainability (economic, environmental, and cultural/social) in the industry.
- Demonstrate ability to perform analytical, marketing and decision-making functions effectively.

### **Programme Specific Outcomes (PSOs):**

- To provide adequate basic understanding about Banking, Financial Services & Insurance (BFSI) and specific skill sets among the candidates.
- To train the candidates in communication skills effectively.
- To prepare candidates with special labs in specific courses and with suitable training from Industry
- To give candidates hands on training with projects to make them Industry ready.
- To develop appropriate Vocational employability skills in the candidates so as to make them competent and get or provide themselves self-employment.

### **Course Outcomes:**

#### **FYB. Voc 2019 Pattern Sem I**

##### **1. Introduction to Banking & Insurance (BVBSFI – 101)**

- Acquainted the students with some theoretical concepts related to Banking.
- Developed an understanding about the practical and contemporary aspects related to Banking.
- Introduced students to the Fundamentals of Insurance.
- Inculcated knowledge about an Overview of Insurance Sector Institutions in India.

##### **2. Title of the Subject: - Financial Systems (BVBSFI – 102)**

- Developed an understanding about the theoretical foundation of studies in banking, capital market and financial services.
- Created awareness of Indian financial system among students.
- Enabled students to understand the developments in the Indian financial System.
- Developed an insight into the functions and role of various constituents of the Indian financial system.

### **3. Vocational Lab in Banking Correspondent (BVBFSI-103)**

- Acquainted learners about the concept of bank and its role in financial eco-system.
- Acquainted learners with various regulatory systems governing banking sector
- Acquainted learners with process and documentation required for accounts opening and operations.
- Acquainted learners with digital and other banking solutions.

### **4. Fundamentals of Accounting (BVBFSI-104)**

- Familiarized and developed an understanding of the basic concepts and principles of accounting and fundamentals of Financial Accounting system

### **5. Financial Mathematics – I (BVBFSI – 105)**

- Developed an understanding about the various cash flows under any financial instruments available in the market
- Enhanced their skills of computing and comparing investment returns under various financial products available in the market.
- Acquainted the annuity cash flows along with present value and accumulated value of cash flows.
- Familiarized with the concept of computation loan instalment amount along with the bifurcation of the instalment into capital and interest parts.
- Developed an understanding about the how to draw the personal financial plan for future goals such as higher education, marriage, house purchase, retirement etc using the techniques learnt in this course.

## **6. Basic Course in 'R' Programming (BVBFSI – 106)**

## **7. Business English – I (BVBFSI - 107)**

- Familiarized with sounds, word stress and intonation patterns in English.
- Enhanced their business speaking skills.
- Polished their written business communication skills.
- Acquainted with the basic business vocabulary and grammar.

## **FYB. Voc 2019 Pattern Sem II**

### **1. Micro Finance and Micro Insurance (BVBSFI – 201)**

- Developed an understanding about the Microfinance Institutions (MFI) in global and Indian context.
- Inculcated understanding of conceptual aspects of Microfinance.
- Gained knowledge about practical aspects of Microfinance Operations.
- Acquainted the concept of micro insurance and various micro-insurance products offered by insurance companies.
- Developed an understanding about the various processes of micro-insurance products along with the distribution and marketing aspects of these products.
- Understood the current micro-insurance regulations in detail.
- Developed an understanding by becoming a micro-insurance agent or working in the micro-insurance department of insurance company thereby providing service to the poor, vulnerable and weaker strata of the society.

## **2. Mutual Funds (BVBSFI – 202)**

- Gained working knowledge of mutual funds.
- Understood how the mutual fund industry has evolved in India.
- Developed an understanding about how individual financial planning is to be carried out and what its building blocks are.

## **3. Vocational Lab in Mutual Fund Agent (BVBSFI – 203)**

- Developed an understanding about how to identify the potential customer for mutual fund products and service and can advise as to choosing right product to meet their financial objectives/goals.
- Understood the whole process of functioning of mutual fund market in India.
- Students capable assist in day-to-day mutual fund operations.
- Developed skills to conduct research on various performance parameters of mutual funds and prepare research reports.

## **4. Advanced Accountancy (BVBSFI – 204)**

- Understood the meaning and significance of the conceptual framework for preparation and presentation of financial statements.
- Developed an understanding about the accounting process of banks and preparation of its financial statements.
- Gained knowledge about the accounting process of insurance companies and preparation of its financial statements.
- Understood Computerized accounting environment.

## **5. Financial Mathematics II (BVBSFI – 205)**

- Student capable to apply discounted cash flow techniques in evaluating various projects.
- Student understood the risk and investment characteristics of various types of asset classes.
- Students able to compute yields earned from various types of assets cash flows.

- Student able to learn and interpret technical formulae such as duration and convexity, which will help to manage the long-term nature of asset and liability profile in the organization.

#### **6. Information Technology in Banking& Insurance (BVBSFI – 206)**

- Be able to understand the concept of E-Commerce and its applications in Banking and Insurance sector.
- Be able to understand the concept of E-Banking along with its advantages and limitations.
- Learn the MS-Office and will be able to apply it the field of Banking and Insurance.
- Be able make customers aware about use of IT in Banking and Insurance.

#### **7. Business English II (BVBSFI – 207)**

- Students able to communicate over telephones in business contexts.
- Acquainted to participate in business meetings confidently.
- Well versed to handle business presentations.
- Gained information about how to use business vocabulary and collocations appropriately.

### **SYB. Voc 2019 Pattern Sem III**

#### **1. Retail Banking Operations (BVBSFI – 301)**

- Capable to identify the concept of retail and wholesale banking
- Inculcated an understanding about the retail banking products and its processes.
- The learners able to understand the various marketing strategies that go behind promoting retail banking products and services.
- The learners able to form an opinion on the various challenges in retail banking sector in India.

#### **2. Personal Finance and Wealth Management (BVBSFI – 302)**

- Imparted an orientation to personal and household finances.
- Applied concepts and principles of financial management to individual/family finances.
- Introduced basic outline of wealth management to students.
- Inculcated healthy practices of recording expenses, making budgets, saving and wise investment of money etc. among students.

### **3. Vocational Lab in Retail Banking Operations and Personal Finance (BVBSFI – 303)**

- Acquainted learners about the concept of bank and its role in financial eco-system.
- Acquainted learners with various retail products in bank
- Acquainted learners with the concept and elements of personal finance
- Acquainted learners with digital and other banking solutions helping retail banking and personal finance.

### **4. Direct Taxes and Direct Tax Laws (BVBSFI - 304)**

- Developed an understanding about the meaning and significance of the basic concepts of Income Tax Law, its components and meaning of important terms used in it.
- Gained knowledge about how the residential status of a person determines the income includible in his total income and consequently impacts his income tax liability
- Enhanced their knowledge about the different heads of income and understand the provisions under these heads of income.
- Examined how income tax is filed and paid.

### **5. Life Insurance Operations (BVBSFI – 305)**

- Developed an understanding about the basics of life insurance.
- Inculcated knowledge about the business scope of life insurance.
- Understood the operational aspects of business of life insurance.

### **6. Business Statistics – I (BVBSFI – 306)**

- Gained knowledge of various types of data, averages and other quantities used to analyse the data.
- Developed an understanding about the concept of probability and its applications to real life problems.
- Acquainted the various random variables apply the theory learned into different real-life scenario.

#### **7. Actuarial Studies-I (BVBSFI – 307)**

- Developed an understanding about the different types of life assurance and annuity contracts and cashflows under these contracts.
- Evaluated means and variance of present value of payments under life assurance and annuity contracts. Students know the construction of life table and its use in evaluating the present value of cashflows under life assurance and annuity contracts.
- Students able to understand the concept of net premium, reserves, mortality profit. Also, student learned the reasons for keeping reserves by life insurance companies.
- Developed an understanding about the risk classification in life insurance and factors affecting variation in mortality & morbidity of population under consideration.
- Acquainted a grounding in the mathematical techniques which can be used to model and evaluate cashflows dependent on death, survival, or other uncertain risks.

### **SYB. Voc 2019 Pattern Sem IV**

#### **1. Micro, Small and Medium Enterprises-Development and Finance (BVBSFI – 401)**

- Developed an understanding about the meaning, nature and importance of Micro, Small and Medium Enterprises (MSMEs).
- Inculcated the regulatory framework of MSMEs in India.

- Gained knowledge about the operational procedural guidelines for establishment of MSMEs in India.
- Acquainted the institutional support and schemes available for promotion of MSMEs in India.

## **2. Financial Literacy for Financial Inclusion (BVBSFI – 402)**

- Concepts related to Financial Literacy, Financial Access and Financial Inclusion are clear.
- Developed an understanding about the phenomenon of Financial Exclusion and its Types.
- Strategies adopted by various financial institutions to promote Financial Literacy and Financial Education.
- Acquainted to Financial Counselling Skills required to promote Financial Literacy and Financial Education.
- Understood the scope of Financial Literacy as a vehicle for promoting Financial Inclusion.

## **3. Financial Inclusion Officer (BVBSFI – 403)**

- Understood financial life cycle.
- Understood financial planning and prepare financial plan.
- Possess knowledge about how to guide and prepare tax planning report.
- Gained knowledge about how to guide and prepare financial planning for better retired life.
- Understood financial goal setting and provide guidance.

## **4. General Insurance (BVBSFI – 404)**

- Developed an understanding about the need & importance of general insurance.



- Created awareness of different general insurance products.
- Acquainted the claims process and key documents associated with the general insurance transactions.

#### **5. Basics of Goods and Service Tax (GST) (BVBSFI - 405)**

- Developed an understanding about the concept and framework of GST and the need for GST in India
- Acquainted with the concept of supply and its impact on the charge of GST.
- Identified the cases for compulsory registration and understand the computation of GST.
- Inculcated knowledge about the Import and Export of Goods and Services and its taxability in GST and comprehend the other procedural aspects of GST.

#### **6. Business Statistics II (BVBSFI – 406)**

- Enabled to understand different types of distribution.
- Enabled to define hypothesis.
- Enabled to test the hypothesis with different levels of significance.

#### **7. Actuarial Studies-II (BVBSFI – 407)**

- Enabled to understand the concept of game theory and its wider application.
- Empowered to evaluate how to estimate claims using run off triangle.
- Enabled to understand Bayesian Statistics and its application.
- Empowered to understand loss distributions and its application.
- Developed an understanding about the concept of reinsurance and corresponding statistical distributions.
- Student able to generate random numbers using various simulation techniques.

### **TY B. Voc 2019 Pattern Sem V**

#### **1. International Trade Finance (BVBSFI – 501)**

- Learner understood the basics of export-import finance
- Gained basics of forex management.
- Developed an understanding about the documentation involved in international trade.

## **2. Machine Learning and R (BVBSFI – 502)**

- Understood the basics of Machine Learning and R Constructs.
- Applied Machine Learning techniques such as regression and classification.
- Implemented the Clustering techniques and improve the model performance.

## **3. Practical Course on Machine Learning and R (BVBSFI – 503)**

- Understood and appreciated why data science is important in today's business world.
- Developed an understanding about how data science can be applied in different scenarios across industry domains.
- Identified various data importing, manipulation techniques in R and perform exploratory data analysis.
- Recognized various machine-learning techniques such as supervised and unsupervised learning etc. across several use cases.

## **4. Vocational Lab on International Trade Finance (BVBSFI – 504)**

- Understood and analysed financial statements.
- Developed an understanding about the concept of Letter of Credit and its types.
- Acquainted documentation in International Trade.
- Imparted knowledge about the concept of Working Capital and its requirements in International Trade.
- Understood the concept of Foreign Exchange.

## **5. Entrepreneurship Development (BVBSFI – 505)**

- Understood the concept of Entrepreneurship.
- Identified and described the terms and concepts associated with Entrepreneurship Development.
- Acquainted the challenges before the businesses and setting up of a business enterprise.
- Developed the spirit of entrepreneurship.

#### **6. Introduction to International Financial Reporting Standards (BVBSFI – 506)**

- Developed an understanding about the concept and framework of Accounting Standards in India
- Understood what is IFRS and how India has converged with it.
- Inculcated the applicability and relevance of Ind AS and IFRS in the Banking sector.
- Acquainted the applicability and relevance of Ind AS and IFRS in the Insurance sector.

#### **7. Business Communication and Public Relations (BVBSFI – 507)**

- Acquainted students with rudiments of communication theory.
- Students understood the essentials of business communication.
- Developed a systematic understanding of the use of digital media of communication in business.
- Enabled students to appreciate the importance of PR in current times.
- Acquainted students to try their hands at different types of communication through practical assignments.

#### **8. Group and Retirement Benefit Schemes (BVBSFI – 508)**

- Developed an understanding about the various retirement schemes available in the market.
- Acquainted to appreciate the difference between the defined benefit schemes and the defined contribution schemes.

- Enabled students to understand regulatory and taxation framework around retirement benefit schemes.
- Learned the concept of group life insurance and pricing of group insurance schemes.

## **T.Y B.Voc 2019 Pattern Sem VI**

### **1. Credit Administration and Monitoring Manager (BVBSFI – 601)**

- Developed an understanding about the principals of risk management.
- Gained knowledge about project assessment and evaluation.
- Acquainted the concept of capital structure in Indian banking system.
- Learned about credit risk assessment and monitoring in Banking system.
- Developed an understanding about concept of NPA and its monitoring.

### **2. Introduction to Excel and Financial Modelling (BVBSFI – 602)**

- Introduced concepts of excel and financial modelling to develop programming skills.
- Developed an understanding about the basic and advanced features of excel in the context of financial modeling applications.
- Enabled the students to construct spreadsheets for financial applications using financial functions.

### **3. Practical course on Excel and Financial Modelling (BVBSFI – 603)**

- Developed an understanding about the concepts of excel and financial modelling to develop programming skills.
- Familiarized with the basic and advanced features of excel in the context of financial modelling applications.
- Hand on experience provided to the students to construct spreadsheets for financial applications using financial functions.

#### **4. Credit Administration and Monitoring Manager (BVBSFI – 604)**

- Developed an understanding about principals of risk management.
- Acquainted about project assessment and evaluation.
- Gained knowledge about capital structure in Indian banking system.
- Learned about credit risk assessment and monitoring.
- Understood the concept of NPA.

#### **5. Principles and Practices of Auditing (BVBSFI – 605)**

- Developed an understanding about the nature, extent and process of audit.
- Understood the concept and components of Audit Risk and review the system of Internal Control
- Gained basic understanding of important items in a bank's financial statements and its audit procedure
- Acquired the basic knowledge of Life and General Insurance audit.

#### **6. Business Ethics and Corporate Governance (BVBSFI – 606)**

- Acquired the basic knowledge of business ethics, corporate governance and their values
- Developed an understanding about the relevance of business ethics and corporate governance in modern context.

#### **7. Business Economics (BVBSFI – 607)**

- Developed an understanding about the basic concepts of Business Economics.
- Acquired the understanding about the market dynamics.
- Understood the importance of International Trade and the financial system.

#### **8. Operations Research (BVBSFI – 608)**

- Developed an understanding about the characteristics of different types of

decision-making environments and the appropriate decision-making approaches and tools.

- Acquainted about how to use complex mathematical models in management science, industrial engineering and transportation science and in real life.
- Used simple models, like: CPM, PERT to improve decision –making, develop critical thinking and objective analysis of decision problems.

### **BBA (Retail Operations)**

#### **Program Outcome, Program Specific Outcome and Course Outcome**

##### **Program Outcomes**

- Students get placed with the industry partner right from the first day of admission as an apprentice.
- Student practically learns and explores the areas in the field of retailing, consumer behaviour, human resource, finance, supply chain logistic, merchandising, leadership and so on.
- This program also helps to bring the spirit of entrepreneurship among students.
- Students acquire practical knowledge in various computer technologies.
- Students can enter in B2B Retail formats at supervisory level.
- Students can join FMCG/FMCD industry.
- Students get three years' experience of On the Job Training.
- Student develops personality and communication skills.

##### **Program Specific Outcomes**

This Apprenticeship Embedded Program focuses on universities and colleges providing undergraduate studies which would also incorporate specific job roles along with broad based general education. This would enable the graduates to make a meaningful participation in accelerating India's economy by gaining appropriate employment, becoming entrepreneurs and creating appropriate knowledge. The program was well received by the students since it provides real time practical learning along with general education. It has also impressed students because students get Three years' experience certificate along with Batchelor degree.

This course is one of its kind in entire university which provide three years apprenticeship to the degree students. Students earn while they learn. The apprentice may be employed under Modern Retail Trade organizations / Fast Moving Consumer Goods (FMCG)/ Fast Moving Consumer Durable (FMCD) companies as a Retail Team Leader. The apprentice can then progress to supervisory roles in these organisations. The apprentice can horizontally progress to supervisory roles in sales under B2B retail formats too after completion of the program. The placement ratio is more than other programs. Students can join master's degree programs like MBA, MA or can appear for professional exams like MPSC, UPSC and some other competitive examinations.

#### Course Outcomes

Subject No	Name of the Subject	Course Outcomes
<b>Sem-I</b>		
Theory Paper I-A	Sales and Marketing	1. To develop write understanding regarding marketing environment. 2. To develop appropriate conceptual understanding as to develop basic marketing concept 3. To develop new understanding regarding services, Consumer Behaviour , recent trends
Theory paper II-A	Introduction to Retail Operations	1. To understand supply chain system. 2. To develop new understanding retail formats.

		3. To develop national and global retail senario.
Theory Paper III-A	In-store Cashiering & Merchandising Operations – 1	1.To Identify sales and marketing practices at retail stores 2. To explain merchandising practices and store layouts 3. To describe goods receiving process.
Theory Paper IV-A	Business Communication (Verbal / Nonverbal) *	1. To identify the need for business communication 2. To explain the features and benefits of the elements of business communication 3. To explain the methods to practice the communication skills at work place 4. To explore writing skills -including Resume Writing.
Theory paper V-A	Fundamentals in Accounting	1. To cultivate right approach towards money , finance , and their role in business 2. To develop right understanding regarding various sources of finance and their role and utility in business 3. To develop basic skills in accounting.
Theory Paper VI-A	In-store Cashiering & Merchandising Operations – 2	1.To identify statutory requirements that need to be followed at POS during the sale. 2. To identify customer service requirements at POS
<b>Sem-II</b>		
Theory Paper I-B	Communication Skills	1. to understand Project Report writing 2. To Develop Reading Skills 3. To Develop Report Reading skills
Theory paper	Introduction to Retail	1. To describe perpetual inventory & annual



II-B	Operations	inventory process 2. To explain principles of Visual Merchandising 3. To identify elements of Visual merchandising
Theory Paper III-B	In-store Cashiering & Merchandising Operations – 1	1. To describe how to process customer transactions at Point of sale – Sale, Promotions, delivery orders, exchanges, returns, markups, markdowns 2. To identify fixtures used in retail stores
Theory Paper IV-B	Professional Skills*	1. To develop email writing skills 2.. To develop resume writing skills 3. To develop Professional Etiquette 4.. to improve Grooming Techniques
Theory paper V-B	Fundamentals in Technology (Computer Skills) *	1. To describe the uses and importance of MS Office, internet & email orientation to POS software(s) in retail
Theory Paper VI-B	In-store Cashiering & Merchandising Operations – 2	1.To describe planograms and their significance 2. To describe the importance of organizing the products for sale – Product display process, product quality conformance, waste management 3.To identify customer loyalty schemes - Types, significance, features and benefits
<b>Sem-III</b>		
Theory Paper I-A	Sales & Customer Relationship Management -1	1.Describe the importance of planning and organizing schedules for self* 2.Explain the significance of goal setting to achieve sales objectives* 3.Describe retail mathematics & its impact on profit & loss
Theory paper II-A	Sales & Customer Relationship Management -2	1.Explain retail sales process * 2.Explain how to demonstrate products &

		<p>specialist products</p> <p>3.Explain how to propose appropriate solutions / alternative products</p>
Theory Paper III-A	Customer Redressal System	<p>1. Explain how to handle customer service concerns</p> <p>2. Identify problem solving techniques and decision making techniques in addressing customer service problems</p>
Theory Paper IV-A	FMCG/FMCD Distribution	<p>1. Identify product categories in FMCG / FMCD *</p> <p>2. Explain supply chain system in FMCG /FMCD (Manufacturer, Transportation system, Storage, Distribution &amp; retailing and post-sale services)</p>
Theory paper V-A	FMCG / FMCD Sales Management	<p>1.Identify product categories in FMCG / FMCD *</p> <p>2.Explain supply chain system in FMCG /FMCD (Manufacturer, Transportation system, Storage, Distribution &amp; retailing and post-sale services)</p>
Theory Paper VI-A	Non – Store Retailing	<p>1.Describe non-store retailing formats</p> <p>2. State the significance of ecommerce</p> <p>3.Explain the prospects in &amp; growth of eRetailing&amp; e-commerce</p> <p>4.Identify sales and marketing practices in eRetailing</p>
<b>Sem-IV</b>		
Theory Paper I-B	Sales & Customer Relationship Management -1	<p>1.Describe retail department management</p> <p>2.Identify customer touch points at the store and their significance</p> <p>3.Explain how to identify customer needs and buying behavior</p>

Theory paper II-B	Sales & Customer Relationship Management -2	1.Describe Upselling & Cross Selling 2.Describe personalized sales & post sales service 3.Explain how to manage sales on credit
Theory Paper III-B	Customer Redressal System	1. Explain B2B retailing 2.Describe the importance of customer engagement and service in B2B retail environment
Theory Paper IV-B	FMCG/FMCD Distribution	1. Outline the importance of influencing people through personal effectiveness * 2. Explain distributor and retailer relationship management
Theory paper V-B	FMCG / FMCD Sales Management	1.Describe objection handling and negotiation with retailers 2.Explain the process of carrying out effective sales calls
Theory Paper VI-B	Non – Store Retailing	1. Explain customer service fulfilment process * 2.State the significance of identifying competition and gathering market information to enhance business performance 3. Explain the significance of product catalogues on the e-com website
<b>Sem-V</b>		
Theory Paper I-A	Team Management -1	1.Concept of Leadership 2.Describe the roles and responsibilities of a team leader 3.Identify the elements of high performance team 4.Explain how to plan and select a team
Theory paper II-A	Team Management -2	1.Describe work planning, prioritizing and scheduling* 2.Explain conflict management*

		3.Describe performance review* 4.Promotion And Appraisal
Theory Paper III-A	Operations of a Team Leader at the Store	1.Describe inventory management and its impact on profit margins* 2.Explain how to manage product display 3.Explain how to manage VM displays 4.Explain sales & customer service process management 5.Identify exceptions in sales & service processes
<b>Sem-VI</b>		
Theory Paper I-B	Team Management -1	1.Describe interviewing skills* 2.Describe goal setting* 3.Identify business ethics and values* 4.Conflict Management and Techniques of it
Theory paper II-B	Team Management -2	1.Describe the importance of training & platform skills* 2. Describe the importance of feedback and coaching* 3.Explain negotiation skills
Theory Paper III-B	Operations of a Team Leader at the Store	1.Explain stock management on the floor 2.Explain vendor and supplier relationship management 3.Explain how to allocate work to team 4.Explain how to monitor team performance

**The course outcome of subject 'Business Regulatory Framework' (BRF):**

**Course outcomes:**

1. Developed an understanding of the concepts related to General principles of Contract, Nature of Contract, performance of contract, essentials of contract, breach of contract and its consequences.

2. Enriched the students about concepts of Partnership, partnership firm, the basic provisions of Partnership Act, 1932.

Acquainted students with the new dimensions of partnership firm that is Limited Liability Partnerships.

3 Developed an understanding about the sale, agreement to sale, concept of goods, Transfer of ownership of goods and remedies in case of breach of contract of sale of goods among the students.

4. Acquainted the students with the various aspects of Mercantile law, and the technological development in the field of business law i.e. E-commerce and issues related to it.

5. Created awareness among the students about regulatory machineries under Business law, with the latest amendments.