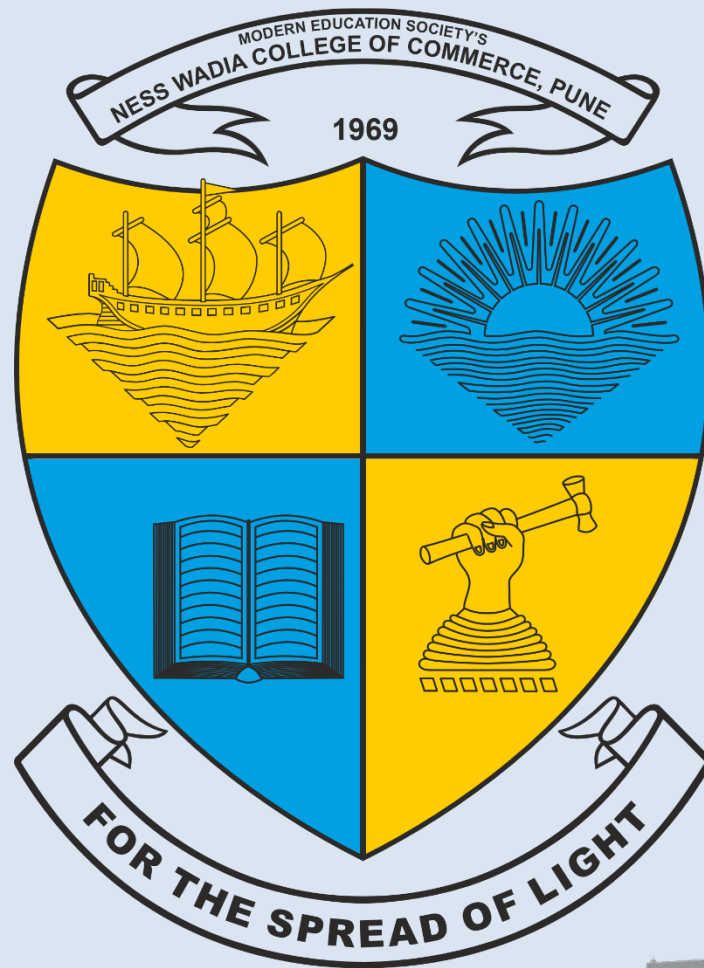


Modern Education Society's
NESS WADIA COLLEGE OF COMMERCE

19, Late Prin. V. K. Joag Path, Pune 411001 Maharashtra State (India)

Website: <https://nwcc.mespune.org>



Bachelor of Business Administration (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.
4. PSO for Marketing Management Specialization:
5. It is designed to assist students identify the paradigm shifts in retailing business with increasing scope of technology and e-business.
6. Have an in-depth understanding of the Indian retail and sales scenario.
7. 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

Principles of Management (Course Code: 101)

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

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

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
- Accknowledged proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L

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

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

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

Semester II

Core: Compulsory

Business Organization and System

(Course Code: 201)

- To understand role and functions of modern business
- To develop right understanding regarding business environment
- To study how a business institution functions in a given economic set up

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

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

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

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

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

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.

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.

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.

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

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.

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.

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.

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

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.

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

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.

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

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.

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

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.

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.

Reference:

[http://collegecirculars.unipune.ac.in/sites/documents/Syllabus%202019/F%20Y%20BBA%20\(CBCS%202019%20Patt.\)%20Sem%20I%20-%20II%2022.062020.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus%202019/F%20Y%20BBA%20(CBCS%202019%20Patt.)%20Sem%20I%20-%20II%2022.062020.pdf)

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

Principles of Management (Course Code: 101)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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.

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

Import Export Procedure (Course Code: 401)

- 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.

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.

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

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

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

International Business Law

(Course Code: 502)

- 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

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.

Foreign Exchange Management

(Course Code: 504)

- 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

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

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.

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.

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

Reference:

- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA%20\(IB\)%20\(CBCS%202019%20Patt\)%20Sem%20III-IV%20Syllabus_22.062020.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA%20(IB)%20(CBCS%202019%20Patt)%20Sem%20III-IV%20Syllabus_22.062020.pdf) (FY BBA-IB SEM I&II)
- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA%20\(IB\)%20\(CBCS%202019%20Patt\)%20Sem%20III-IV%20Syllabus_22.062020.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA%20(IB)%20(CBCS%202019%20Patt)%20Sem%20III-IV%20Syllabus_22.062020.pdf) (SY BBA-IB SEM III&IV)
- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2021/8\)%20TYBBA%20\(IB\)%20Semester%20V%20AND%20VI%2010-6-21_08.07.2021.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2021/8)%20TYBBA%20(IB)%20Semester%20V%20AND%20VI%2010-6-21_08.07.2021.pdf) (TY BBA-IB SEM-V&VI)

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

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

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

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

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

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

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.

Add-On (PPA) (Course Code: 107)

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

Course Outcome (COs) - Semester II

Core: Compulsory

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

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

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

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

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.

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

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

Digital Marketing

(Course Code: 301)

- The aim of this syllabus is to give knowledge about using digital marketing in and as business.
- To make SWOT analysis, SEO optimization and use of various digital marketing tools.

Data Structure

(Course Code: 302)

- To understand the concepts of ADTs
- To learn linear data structures – lists, stacks, and queues To understand sorting, searching and hashing algorithms
- To apply Tree and Graph structures

Software Engineering

(Course Code: 303)

- To understand System concepts.
- To understand Software Engineering concepts.
- To understand the applications of Software Engineering concepts and Design in Software development

Angular - JS

(Course Code: 304 (Optional))

- By the end of this course, the students should be able to Understand Client Side MVC and SPA • Explore AngularJS Component
- Develop an AngularJS Single Page Application
- Create and bind controllers with Javascript
- Apply filter in AngularJS application

PHP

(Course Code: 304 (Optional))

- Understand how server-side programming works on the web.
- Using PHP built-in functions and creating custom functions
- Understanding POST and GET in form submission.
- How to receive and process form submission data.
- Read and process data in a MySQL database.

Big Data

(Course Code: 305 (Optional))

- To enable learners to develop expert knowledge and analytical skills in current and developing areas of analysis statistics, and machine learning
- To enable the learner to identify, develop and apply detailed analytical, creative, problem solving skills.
- Provide the learner with a comprehensive platform for career development, innovation and further study.

Block Chain (Course Code: 305 (Optional))

- Understand how block chain systems (mainly Bitcoin and Ethereum) work,
- To securely interact with them,
- Design, build, and deploy smart contracts and distributed applications,
- Integrate ideas from block chain technology into their own projects.

Course Outcome (COs) - Semester IV

Core: Compulsory

Networking

(Course Code: 401)

- To gain knowledge about Computer Networks concepts.
- To know about working of networking models, addresses, transmission medias and connectivity devices.
- To acquire information about network security and cryptography.

Object Oriented Concepts Through CPP

(Course Code: 402)

- Acquire an understanding of basic object-oriented concepts and the issues involved in effective class design.
- Enable students to write programs using C++ features like operator overloading, constructor and destructor, inheritance, polymorphism and exception handling.

Operating System (Course Code: 403)

- To know the services provided by Operating System
- To know the scheduling concept
- To understand design issues related to memory management and various related algorithms.
- To understand design issues related to File management and various related algorithms

Advance PHP

(Course Code: 404 (Optional))

- To know & understand concepts of internet programming.

- Understand how server-side programming works on the web.
- Understanding How to use PHP Framework (Joomla / Drupte)

Node - JS

(Course Code: 404 (Optional))

- Understand the JavaScript and technical concepts behind Node JS
- Structure a Node application in modules
- Understand and use the Event Emitter
- Understand Buffers, Streams, and Pipes
- Build a Web Server in Node and understand how it really works
- Connect to a SQL or Mongo database in Node

Course Outcome (COs) - Semester V

Core: Compulsory

Cyber Security

(Course Code: 501)

- To understand the fundamentals of cyber security.
- To understand various categories of Cybercrime, Cyber-attacks on mobile, tools and techniques used in Cybercrime and case studies.
- To have an overview of the Cyber laws and concepts of Cyber forensics.

Object Oriented Software Engineering

(Course Code: 502)

- To understand the fundamentals of object modelling
- 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.
- To test the software against its requirements specification.

Core Java

(Course Code: 503)

- To introduce the object oriented programming concepts.
- To understand object oriented programming concepts, and apply them in solving problems.
- To introduce the principles of inheritance and polymorphism; and demonstrate how they relate to the design of abstract classes

- 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.

MongoDB (Course Code: 504)

- Understand importance of NoSQL Databases.
- Learn various MongoDB commands and MongoDB design goals.
- Design basic and general-purpose database using MongoDB.

Python (Course Code: 504)

- To learn and understand Python programming basics and paradigm.
- To learn and understand python looping, control statements and string manipulations.
- Students should be made familiar with the concepts of GUI controls and designing GUI applications.
- To learn and know the concepts of file handling, exception handling.

(DSE) Project (Course Code: 505)

Computer Laboratory Based on 503 and 504 (Course Code: 506)

Internet of Things (IoT) (Course Code: 507)

- To understand Technical aspects of Internet of things.
- To describe smart objects and IoT Architecture.
- To study and compare different Application protocols of IoT.
- To understand IoT platform using Arduino Uno.

Course Outcome (COs) - Semester VI

Core: Compulsory

Recent Trend in IT (Course Code: 601)

- 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.

Software Testing**(Course Code: 602)**

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

Advanced Java**(Course Code: 603)**

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

Android Programming**(Course Code: 604)**

- To understand the Android Operating System and develop applications using Google's Android open source platform.
- To understand the issues relating to Wireless applications.
- Student will be able to write simple GUI applications, use built-in widgets and components, work with the database to store data locally, and much more.
- Demonstrate their understanding of the fundamentals of Android operating systems Demonstrate their skills of using Android software development tools

Do Net Framework**(Course Code: 604)**

- To learn Microsoft framework architecture.
- Understand development of windows application.
- To learn data access mechanism.
- Create and consume libraries.
- Create a web application.
- To develop the website and application.

(DSE) Project**(Course Code: 605)****Computer Laboratory Based on 603 and 604** **(Course Code: 606)****Soft Skill****(Course Code: 607)**

- It helps participants to communicate effectively and to carry themselves confidently.

- They also learn how to identify and overcome the barriers in interpersonal relationships.
- To improve oral and written communication, teamwork, leadership, problem-solving and decision making skills, to gain best results.
- This course is useful for landing a great job, building a career and also finding employment as soft skills trainers.

Reference:

- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus%202019/F%20Y%20BBA%20\(CA\)%20\(CBCS%202019%20Patt\)%20Sem%20I-II_22.062020.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus%202019/F%20Y%20BBA%20(CA)%20(CBCS%202019%20Patt)%20Sem%20I-II_22.062020.pdf) (SEM I and II)
- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA\(CA\)\(CBCS%202019%20Patt\)%20Sem%20III%20-%20IV%20Syllabus_22.062020.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2020/S%20Y%20BBA(CA)(CBCS%202019%20Patt)%20Sem%20III%20-%20IV%20Syllabus_22.062020.pdf) (SEM III and IV)
- [http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2021/7\)%20TYBBA\(CA\)_%20Syllabus%20of%20Sem%20V%20AND%20VI_08.07.2021.pdf](http://collegecirculars.unipune.ac.in/sites/documents/Syllabus2021/7)%20TYBBA(CA)_%20Syllabus%20of%20Sem%20V%20AND%20VI_08.07.2021.pdf) (Sem. V and VI)

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 Bachelor 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
Semester-I		
Theory Paper I- A	Sales and Marketing	<ol style="list-style-type: none"> 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	<ol style="list-style-type: none"> 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	<ol style="list-style-type: none"> 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) *	<ol style="list-style-type: none"> 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	<ol style="list-style-type: none"> 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
Semester-II		
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 II-B	Introduction to Retail Operations	1. To describe perpetual inventory & annual 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
Semester-III		
Theory Paper I-A	Sales & Customer Relationship Management -1	1.Describe the importance of planning and organizing schedules for self*

		<p>2.Explain the significance of goal setting to achieve sales objectives*</p> <p>3.Describe retail mathematics & its impact on profit & loss</p>
Theory paper II-A	Sales & Customer Relationship Management -2	<p>1.Explain retail sales process *</p> <p>2.Explain how to demonstrate products & 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 & 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 & 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 & growth of eRetailing& e-commerce</p> <p>4. Identify sales and marketing practices in eRetailing</p>
Semester-IV		
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>

		3.Explain how to identify customer needs and buying behavior
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
Semester-V		
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
Semester-VI		
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.