

**Program Outcomes, Program Specific Outcomes and
Course Outcomes**

Program	Program Outcomes
Program Outcomes	<p>After successfully Completing B.Com. programme, students will able to-</p> <ol style="list-style-type: none"> 1. In depth knowledge, understanding and skills in commerce. 2. Build a strong foundation of knowledge in different areas of Commerce. 3. Develop the skill of applying concepts and techniques used in Commerce for real life problems. 4. Inculcate reading, writing, speaking skills and Businesscorrespondence. 5. Creates awareness among society about Law and Legislations related to commerce and business. 6. Use effectively recent Trends in Business, Organizations and Industries. 7. Communicate effectively about Economic Environment of Country as well as World. 8. Use effectively practical skills in real life related to banking and corporate world. 9. Provides a platform for overall development and develop knowledge level and awareness about Recent Trends of World 10. Use new technologies effectively to communicate ideas in the area of commerce. 11. Critically evaluate new research findings, ideas, methodologies and theoretical frame work in specialized study. 12. Work collaboratively and productively in groups.

Program	Program Specific Outcome
Program Specific Outcomes	<ol style="list-style-type: none"><li data-bbox="614 338 1385 472">1. Students will be able to apply basic skills learnt in commerce necessary for analysis of various problems in accounting, marketing, business economics, management and finance.<li data-bbox="614 495 1366 595">2. Students will demonstrate progressive affective domain development of values, the role of accounting in society and business.<li data-bbox="614 618 1299 719">3. Students will able to demonstrate quantitative and qualitative knowledge in key areas of organization behavior.<li data-bbox="614 741 1361 837">4. Students will able to evaluate national and international issue and discussion on economic, commercial and business related topics

Course Outcomes

F. Y.B.Com		
Semester I		
Subject Code	Subject Name	Outcome
111	Compulsory English – I	After completing this course, students will be able - 1.
112	Financial Accounting – I	After completing this course, students will be able - 1. Get basic knowledge of basic accounting concepts. 2. Understand process of dissolution of partnership firm. 3. Understand the process of conversion of single entry into double entry system. 4. Get knowledge about GST.
113	Business Economics – I	After completing this course, students will be able - 1. Be aware of concepts in micro economics and difference between micro and macro economics. 2. Get knowledge of cardinal and ordinal approach and concept of consumer surplus. 3. Get knowledge of law of supply and the determinants of law of supply 4. Understand the relation between revenue concepts
114	Business Mathematics and Statistics	
115 (A)	Organisation Skill and Development	After completing this course, students will be able - 1. Understand the concept of modern office, office organisation, communication and time management 2. Get knowledge records, classification of files, Different types of forms and digitization of records 3. Understand the meaning of Office Environment, Office Location and its Layout 4. Understand meaning and the role of Scientific Office Management
115 (B)	Banking and Finance	After completing this course, students will be able – 1. To understand knowledge of evolution of banking & structure of Indian Banking 2. To understand the primary and secondary functions of a bank 3. To know the process of opening and operating procedure of bank accounts. 4. To understand various methods of remittance.

<p>116 (B)</p>	<p>Marketing and Salesmanship – I</p>	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the meaning and concept of Market and Marketing 2. To get knowledge of Classification of Markets 3. Get proper insight of Product and Price Mix 4. Develop the skills of promoting a product alongwith gaining knowledge about the distribution channels
<p>116 (D)</p>	<p>Consumer Protection and Business Ethics – I</p>	<p>After completing this course, students will be able to -</p> <ol style="list-style-type: none"> 1. Define Consumerism and Consumer Movement and its nature and scope 2. Get idea about emerging issues about consumer protection and acquaint knowledge and skills for career opportunity. 3. Identify the legal provisions of Consumer Protection Act 1986 and study of Mechanism for redressal agency 4. To understand the concept of E- Commerce, its scope and limitations
<p>117</p>	<p>Additional English</p>	

F. Y. B.Com

Semester II

Subject Code	Subject Name	Outcome
121	Compulsory English	
122	Financial Accounting – II	After completing this course, students will be able - <ol style="list-style-type: none">1. To classify the types, uses and installation of Accounting Software.2. To maintain Accounting Records of Charitable Trusts, Clubs, Hospitals and Libraries etc, and to prepare the Income and Expenditure Account, Balance Sheet, etc.3. To the concept of intangible assets and the methods of their valuation.4. To Understand the process and methods of leasing.
123	Business Economics (Micro) – II	After completing this course, students will be able - <ol style="list-style-type: none">1. To understand the concept and types of cost and to get knowledge about types of revenue2. To gain the knowledge about Pure and Perfect Competition as well as equilibrium of firm and3. To understand industry in short and long run and to understand the market structures under imperfect competition.4. To gain knowledge about the Ricardian Theory of Rent, Theory of Marginal Productivity and Concept of Quasi Rent. And to to understand meaning and types of Wages.
124	Business Mathematics and Statistics – II	
125(A)	Organisational Skills Development – II	After completing this course, students will be able - <ol style="list-style-type: none">1. Get the necessary skills of good Manager.2. Develop knowledge of communication skills and latest tools in communication

		<ol style="list-style-type: none"> 3. Acquire knowledge about the writing, presentation, interpersonal skills for effective formal corporate reporting. 4. Develop knowledge about the recent trends in communication technology and tools of office automation
125(B)	Fundamentals of Banking	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To learn about Lending Principles and Balance Sheet of a Bank 2. To learn about Negotiable instruments 3. To learn about Endorsement. 4. To acquire knowledge about current trends in Banking Technology
126 (C)	Marketing and Salesmanship – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. Acquire knowledge about Characteristics and Qualities of Salesmanship. 2. Gain practical knowledge of Stages in Process of Selling and can enhance their skills in the field of marketing. 3. Insights about Rural Marketing and its uniqueness. 4. Get knowledge about Various Recent trends in Marketing.
126 (D)	Business Ethics – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. Equip the skills to resolve the business problems with ethical norms. 2. Know about the global trends in different CSR activities. 3. Acquaint the knowledge of corporate governance and global business ethics. 4. Identify and apply the knowledge of sustainable development for educating people.
127	Additional English	

S. Y. B.Com

Semester III

Subject Code	Subject Name	Outcome
231	Business Communication – I	After completing this course, students will be able - <ol style="list-style-type: none">1. To Study Meaning, Characteristics, Importance, Principles and Process of Communication and Barriers of Communication details2. To understand importance of Business letters and its essential qualities3. To acquire the fundamental knowledge about soft skills and understand elements of soft skills4. To understand Resume writing and Job application letter
232	Corporate Accounting – I	After completing this course, students will be able - <ol style="list-style-type: none">1. To develop Conceptual understanding about various accounting standards and its applicability in corporate accounting2. To develop Conceptual understanding about pre and Post – Incorporation Period and develop analytical skills about its accounting3. To understand Practical Application of financial statements along with various adjustment and understand revised format of company final accounts4. To understand the concept, need and methods of valuation of shares
233	Business Economics – I	After completing this course, students will be able - <ol style="list-style-type: none">1. To understand the concepts of macro economics2. To understand the basic concepts in National Income3. To understand the concept of employment and theory of output4. To impart the knowledge of Consumption function, Saving and Investment
234	Business management – I	After completing this course, students will be able -

		<ol style="list-style-type: none"> 1. To acquire knowledge about the importance of management and various management principles and thoughts 2. To develop knowledge of planning decision making. 3. To get acquainted with process of organizing & staffing. 4. To develop knowledge of Direction & communication skills.
235	Elements of Company Law – I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the meaning of Company and Types of Companies. 2. To acquire the Knowledge of various stages in the Formation and Incorporation of a Company. 3. To understand the role and importance of various documents like Memorandum 4. To have Comprehensive insight about the capital of Company and various aspects of shares.
236 (A)	Business Administration - I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the basics of business administration concepts, Meaning Commerce, functions of Administration. 2. To understand the various forms of business organizations 3. To understand the concept of Business Environment, its various aspects and its impact on business 4. To study the various stages in business promotion and important factors to be emphasized for Business Development
236 (B)	Banking and Finance – I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the structure of Indian Banking System and analyze its role in Economics Development 2. To understand about the Central Banking in India 3. To understand of role and performance of Private Banking in India and analyze the challenges before Private Banks in India 4. To understand about Public Sector Banking in India and analyze the challenges before Public Sector Banks in India
236(C)	Business Law and Practice – I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get the basic knowledge of the MAPM Act 1963. Awareness about Marketing of Agricultural Produce 2. To gain insights of General Insurance 3. To provide legal recognition to all transactions conducted through electronic data exchange, electronic communication or other means of e-commerce.

		<ol style="list-style-type: none"> 4. To Understand the process and methods of Registration, understand the regulation of conditions of work and employment in shops, and various establishments
236 (E)	Cost and Works Accounting –I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the concept of Cost, Costing and Cost Accounting, trace the cost to cost centre and cost units 2. To Understand different elements of cost and learn to prepare a cost sheet 3. To understand the purchase procedure and its documentation 4. To understand the different methods of inventory control and to calculate EOQ , stock levels and inventory ratio
236 (H)	Marketing Management – I	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get the basic knowledge of Marketing Management. 2. To understand how marketing strategy plays a vital role in making today’s customers want to buy the products and services. 3. To plan and make the best possible utilization of all the human and physical resources so that predetermined marketing objectives of the firm can be achieved. 4. To explain value of Market Research and its impact in decision making.

S. Y. B.Com

Semester IV

Subject Code	Subject Name	Outcome
241	Business Communication – II	After completing this course, students will be able - <ol style="list-style-type: none">1. To understand the Report Writing and Internal Correspondence, Office Correspondence, and Trade correspondence2. To understand the Recent Trends in Business Communication3. To acquire the fundamental knowledge about types of Business Letters and create ability among the students for Drafting of Business Letters4. To understand the Writing Formal Mails and Blog writing.
242	Corporate Accounting – II	After completing this course, students will be able - <ol style="list-style-type: none">1. To develop Conceptual Understanding of Holding Company Accounts and its practical application2. To Understand on the concept of Absorption of companies and its Practical application skills in the process of accounting for Absorption3. To gain practical knowledge of Liquidation process of Companies4. To acquire knowledge about forensic accounting and its implication
243	Business Economics(Macro) – II	After completing this course, students will be able - <ol style="list-style-type: none">1. To gain knowledge about Demand, Supply and Value of Money2. To understand the concept Inflation

		<ol style="list-style-type: none"> 3. To understand the concept and phases of trade cycle. 4. To understand Public Finance.
244	Business Management – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the importance of Motivation & Motivation theories and develop skills regarding retaining motivation 2. To learn the meaning of Leadership, Qualities of leader & Understanding followers and their views on various organizational matters 3. To understand the meaning of Co-ordination & steps in the process of control. 4. To acquire knowledge about the recent trends in Business Management i.e. Business Ethics, Corporate Governance, CSR.
245	Elements of Company Law – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To acquire the Knowledge of Management of Company and Types of Directors. 2. To have Comprehensive understanding about the Key Managerial Persons and CSR 3. To understand about different types of Company meetings and their different procedure 4. To be able to appreciate the emerging E Governance and E- filing under the Companies Act, 2013. Learn the winding up of company.
246 (A)	Business Administration – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To develop a better understanding of the legal compliances in business 2. To understand the term productivity and its importance in business administration 3. To develop an understanding of the various forms of liasoning required in business administration 4. To get acquainted with the growth strategies of business
246 (B)	Banking and Finance – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the Co-operative Banking structure in India 2. To understand the functions and analyze the role of development Banking in India. 3. To understand various concepts of Banking 4. To understand the Goals and measures of Banking Reforms in India and analyze the role of various committees on Banking Sector reforms
246 (C)	Business Law and Practice - II	<p>After completing this course, students will be able -</p>

		<ol style="list-style-type: none"> 1. To Understand the order and laws for development of cooperative societies in the state of Maharashtra. 2. To help the students to gain insights of Life Insurance 3. To create more awareness about prevented practices that adversely affect competition, and to maintain competition in markets and protect the interests of consumers. 4. To Understand the concepts of dispute, Disputes that relate to the terms and conditions of employment or no employment or employment of a person.
246 (E)	Cost and Works Accounting – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand different pricing methods used for issuing the material and gain knowledge about the documents used in store departments. 2. To Understand the difference between salary and wages, know the methods of time keeping and time booking, calculation wages and incentives and understand meaning and components of payroll. 3. To understand the labour turnover, job analysis and evaluation 4. To understand the concept of direct cost and recent trends in cost and management accounting
246 (H)	Marketing Management – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the core principles required to create competitive advantage in the marketplace by implementing innovative green marketing strategies. 2. To understand Professionals working in E-Marketing to design and implement Internet marketing plans. 3. To understand how and why to use digital marketing for multiple goals within a larger organization 4. To expand student’s knowledge of significant strategic marketing techniques this will give them great advantage to develop their career in marketing.

T. Y. B.Com

Semester V

Subject Code	Subject Name	Outcome
351	Business Regulatory Framework – I	After completing this course, students will be able - <ol style="list-style-type: none">1. To understand the concept of Contract and its contents, nature and performance and breach of Contracts.2. To understand the nature of partnership, Rights and duties of Partner, handling the registration and dissolution of the partnership and get basic knowledge about LLP3. To get Compressive understanding about the sale of Goods Act and get knowledge about ownership and delivery of goods.4. To get Comprehensive insight about the emerging trend of Arbitration and conciliation and its regulatory mechanism
352	Advanced Accounting- I	After completing this course, students will be able - <ol style="list-style-type: none">1. To develop conceptual understanding about various Accounting Standards and its applicability and basic introduction to IFRS – Fair Value Accounting.2. To get conceptual understanding about accounting for capital restructuring in the form of internal reconstruction.

		<ol style="list-style-type: none"> 3. To understand the various legal provisions regarding banking companies and the procedure regarding preparation of final accounts of banking companies. 4. To understand the meaning of different costs incurred in investment business and get the knowledge and skill regarding Investment Accounting.
353	Indian and Global Economic Development	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To become aware of concept of Development and also compare Indian Economy with other developed and competitive economies 2. To get the knowledge about varied aspects of agricultural sector in India. 3. To get idea about importance and status of Industrial Development in Indian Economy and the latest policies for Industrial development in India. 4. To get the knowledge about importance and status of Service Sector and Infrastructure Development in Indian Economy
354	Auditing	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the concept of Auditing, Various type of Audit, to find out Errors frauds and help to improve internal control system in business organization 2. To know the procedure of vouching, Verification, and Valuation use for audit and to know the terms used in Audit Report, Certificate and Auditing Assurance Standard. 3. To understand work as Company Auditor as per Companies Act 2013 and provisions of audit under Income Tax Act 1961 used for Conduct Tax Audit. 4. To get knowledge of Computerized Systems and Forensic Audit used for new techniques applicable for new business trends
355(A)	Business Administration – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To develop Conceptual understanding and Conceptual Clarity Learning of the Latest development in Human Resource 2. To contribute to the development, implementation, and evaluation of employee recruitment, selection, and retention plans and processes. 3. To understand the basics of career development and succession planning 4. To understand the basics of performance appraisal

355 (B)	Banking and Finance – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the Indian Financial System and understand the meaning, structure and role of Financial System in India. 2. To understand the meaning, functions, credit instruments, deficiencies and recent development in Money Market in India. 3. To understand the meaning, definition functions, credit instruments, deficiencies and recent development in Capital Market in India 4. To understand the meaning, definition functions, participants and recent development in Foreign Exchange Market.
355 (C)	Business Laws and Practices – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understanding of evolution & historical legal framework of Labour Laws in India. 2. To get the basic knowledge about various provisions under factories Act 1948. 3. To gain insights of the Employees State Insurance Act, 1948. 4. To learn various provisions & applications of the Employees Provident funds & Miscellaneous Provisions Act, 1952.
355 (E)	Cost and Works Accounting – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the concept of Overhead and classification of overheads and able to relate the cost Accounting Standard with respective overheads. 2. To understand the stages in the process of accounting overheads and to calculate total departmental overheads after implementing primary and secondary Distribution. 3. To get conceptual understanding of under and over absorption and understand accounting treatment for under and over absorption. 4. To identify overheads as per various activities.
355(H)	Marketing Management – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. Get a comprehensive understanding of the key factors in demand and sales forecast. 2. To familiarize with application of the concept & need of marketing in Non-profit organization. 3. To understand marketing organization and its changing role. 4. To understand the concept and importance of Building Brand Strategy, as well as its relationship in reviewing to competitive advantage.

356 (A)	Business Administration – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get knowledge of corporate finance and basic knowledge Indian Financial System 2. To understand meaning, nature characteristics, scope steps and importance of financial planning 3. To get knowledge about capitalization, its concepts and capital structure and factors affecting capital structure 4. To understand the different sources of capital and the concept of risk and return
356 (B)	Banking and Finance – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the Banking Regulation Act 1949 with Objectives and selective Provisions. 2. To understand the Provisions of Negotiable Instruments Act, 1881 3. To understand the Objectives, Importance, Selective Definitions and Provisions Insolvency and Bankruptcy 4. To understand the details Banking Ombudsman Scheme, 2006
356 (C)	Business Laws and Practices – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To have the understanding of the basic aspects of Customs Law and various procedures involved in importation and exportation of goods 2. To get acquainted with Constitutional Background of GST Laws ,definitions & concepts under CGST Act, 2017 3. To understand Applicability & Registration under GST, learn the online Registration procedures under Goods & Service Tax Laws and understand the Administration of GST 4. To get knowledge of Accounting & Books to be maintained under GST, understand applicability of Audit under GST and the various Offences & Penal Provisions under GST Laws
356 (E)	Cost and Works Accounting – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understanding of important concepts in Marginal Costing and develop the ability to make short-term decisions with the help of Marginal Costing. 2. To understand the basics of Budget and Budgetary Control and get an idea of how to prepare different types of Budgets 3. To understand essential concepts of Uniform Costing and Inter-Firm Comparison.

		4. To familiarize with MIS and SCM and understand the basic concept of SCM
356 (H)	Marketing Management - III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get conceptual clarity of the meaning of advertising and get the knowledge about Advertising Media 2. To get knowledge about the appeals and approaches in Advertisement and to acquaint themselves with direct and indirect appeals 3. To understand the Effects of Advertising on Production Cost, Distribution Costs and Consumer Prices and develop the knowledge of Economic and Social and Regulatory Aspects of Advertising. 4. To get Conceptual clarity of meaning of brand and impart knowledge about Brand identity, Brand Extension and Brand loyalty.

T. Y. B.Com

Semester VI

Subject Code	Subject Name	Outcome
361	Business Regulatory Framework	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand meaning, concept and importance of negotiable instrument. 2. To get comprehensive understanding about the EContracts, E-Commerce and their legal aspects 3. To understand consumer rights, unfair trade, ways and means to seek justice under Consumer Protection Act 2019. 4. To understand Meaning, Importance of Intellectual Property Rights and understand Definition, Concept of various types of IPRs like Patents, Copyright, Trademark, Designs etc.
362	Advanced Accounting – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To develop the skill regarding preparation & presentation of final accounts of Credit Co-op. Societies & Consumer Co-op. Societies. 2. To develop conceptual understanding about accounting for different branches.

		<ol style="list-style-type: none"> 3. To develop conceptual understanding about forensic accounting, corporate social responsibility, derivative contracts and artificial intelligence in accounting. 4. To develop analytical skills & decision making skills of students through analysis of financial statements.
363	Indian and Global Economic Development	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand about concept of Human Resources Development and HDI 2. To get the knowledge about Foreign Capital and issues related to Foreign capital in India. 3. To become aware about the situation of Foreign Trade and Balance of Payments. 4. To get the knowledge about International Financial Institutions and Regional Economic Cooperation
364	Auditing and Taxation – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the concept of Income and tax on Income, Income tax provision and tax payable for the development of the country 2. To know the procedure of computation of income under different heads of income and tax payable on the income. 3. To understand the calculation of total income and tax payable by individual person. 4. To know the e-filing due dates, recent changes in income tax provisions.
365 (A)	Business Administration – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To develop the understanding of marketing type of market & evolution of marketing concept amongst the students to update students with the knowledge of varied dimensions of branding & price management 2. To inculcate the knowledge amongst the students on various aspects of promotion, distribution & recent trends in the field of marketing. 3. To get knowledge on the various elements of marketing mix & market segmentation. 4. To get conceptual understanding amongst the on the topic of core product basic product, expected product & product life cycle.
365 (B)	Banking and Finance – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. Understand basic concept of stock market, types of stock, IPO, FPO.

		<ol style="list-style-type: none"> 2. To understand the basic concept and types of stock trading. 3. To understanding the functions and working of Non -Banking Financial Institutions in India . 4. To understand the role of SEBI in financial Market and Understanding the role of IRDA in Insurance Sector
365 (C)	Business Laws and Practices – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the historical development of Company law 2. To gain insights of prevention of oppression & mismanagement. 3. To get awareness about Inspection and Investigations and study & understand the Compromise and Arrangement in detail. 4. To understand the rules of Corporate Governance in detail.
365 (E)	Cost and Works Accounting – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the various methods of costing and develop the ability to prepare a job cost sheet 2. To understand the concept of contract costing and understand the process of calculation of profit on incomplete contracts 3. To prepare process accounts and understand the basic concept of CAS 19: Joint cost 4. To understand the concept of service costing and prepare a cost sheet for transportation services, hospital and hotel organization
365 (H)	Marketing Management – II	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand meaning of agricultural marketing, identify its problems and find solutions for the same 2. To familiarize the students with the different marketing regulations in India. 3. To understand the factors that has led to the growth of global marketing. 4. To get an insight on cyber security marketing in today’s digital world.
366 (A)	Business administration – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get acquainted with knowledge of Production Management and Production Functions. 2. To get equipped with knowledge for efficient Inventory Management and the recent development in the area Inventory Management.

		<ol style="list-style-type: none"> 3. To get introduced to the concept of Quality Management and get motivated to adopt quality management even in the regular lifestyle. 4. To get updated with the knowledge of Logistics Management.
366 (B)	Banking and Finance – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the concept and types of cyber-crimes in banking 2. To understand the concept of paying and aspects of paying and collecting banker. 3. To understand the relationship between banker and customers 4. To understand the legal aspects of bank advances
366 (C)	Business Laws and Practices – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the legal provisions relating to declaration and payment of dividend and Learn about the conditions which need to be fulfilled before declaring dividend out of accumulated reserves 2. To get acquainted with preparation and maintenance of books of account etc. to be kept by company and understand the various concepts related to National Financial Reporting Authority (NFRA). 3. To understand the procedure for appointment of auditors, their removal, resignation, eligibility, qualifications, disqualifications and remuneration and Know the powers and duties of auditors 4. To get to know the provisions relating to the appointment of directors, number of directors, resident director, appointment of woman director and others and understand about the Director Identification Number (DIN), its allotment and other matters relating to DIN
366 (E)	Cost and Works Accounting – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To understand the basic concepts of Standard Costing and learn to calculate variances 2. To understand the Principles of product Pricing and Pricing Policy and learn to calculate the Selling price under different pricing methods 3. To understand the application of Cost Accounting Standards and to understand Cost Management practices in the Agricultural and IT sectors 4. To understand the compliance about the preparation of Cost Accounting records U/S 148 of

		Companies Act 2013 and to get understanding of Cost Audit and Role of a Cost Auditor
366 (H)	Marketing Management – III	<p>After completing this course, students will be able -</p> <ol style="list-style-type: none"> 1. To get knowledge about the concept Service Marketing. 2. To understand the art and craft of creating advertisements for various media. 3. To get introduced various Social Media Marketing. 4. To get Conceptual Clarity of Marketing Control and get knowledge about Marketing Audit.

**Program Outcomes, Program Specific Outcomes and
Course Outcomes**

Program	Program Outcomes
Program Outcomes	<p>After successfully completing M.com course, student will be able to –</p> <ol style="list-style-type: none"> 1. Aware the internal and external effects in developing business strategy. 2. Express an understanding of the tools and techniques necessary for research in Business. 3. Trained the students' well-acquainted regarding current financial structure. 4. Versatile the nature of HRM and the study of linkage between labour and management. 5. Inculcated students to acquire sound knowledge, concept and structure of capital market and financial services. 6. Develop competence with their usage in managerial decision making and control. 7. Identify the role of production and operation functions in business. 8. Illustrate the implications of various financial ratios in decision making. 9. Correlate the manufacturing technology and its role in developing business. 10. Criticize the business ethics and professional values in running business. 11. Gain ability to solve problems relating to Company Accounts, Valuations and special types of situations. 12. Equip with the advanced knowledge of techniques and

Program	Program Specific Outcomes
Program Specific Outcomes	<ol style="list-style-type: none"> 1. Students will be able to apply basic skills learnt in commerce necessary for analysis of various problems in management accounting, strategic management and Production & Operation Management. 2. Students will demonstrate progressive affective domain development of values, the role of advanced accounting in society and business. 3. Students will able to demonstrate quantitative and qualitative knowledge in key areas of Industrial Economics and Human resource management. 4. Students will able to evaluate national and international issue and discussion on income tax, business tax and corporate related topics.

Course Outcomes

M.Com Part I		
Semester I		
Subject Code	Subject Name	Outcome
101	Management Accounting	<p>After successfully completing this course, student will be able to</p> <ol style="list-style-type: none">1. Explain the concepts of Management Accounting in organizational business environment.2. Demonstrate various tools of financial statements of organizational financial performance3. Illustrate methods of financial statement analysis of an organization.4. Assess different types of ratios of organizational financial performance.5. Estimate the cash flow of liquidity capacity of firm.6. Assess minimum working capital required for running organization.7. Describe concept and types of responsibility centre accounting for management controlling.8. Calculate sources and applications of funds of organization
102	Strategic Management	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none">1. Describe different approaches of strategic decision making in corporate environment.2. Describe various strategies of business and factors affecting on it.

		<ol style="list-style-type: none"> 3. Analyze techniques of organizational strengths, weakness, opportunities and threats (SWOT). 4. Analyze effectiveness and its utilization in corporate strategic planning. 5. Illustrate the different alternatives of corporate strategies. 6. Develop allocation of resources for defining corporate strategy of business. 7. Describe the different functional strategies for organizational effectiveness. 8. Evaluating the Strategic Performance with actual performance.
103	Advanced Accounting (SP – I)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe conceptual framework of accounting in business. 2. Describe Professional development of accounting in India. 3. Estimate the consolidated financial statements of holding and subsidiary types of companies. 4. Prepare statement of affairs for liquidation of company. 5. Explain the different methods of valuation of shares of company. 6. Differentiate different methods of valuation of goodwill of organization. 7. Interpret the concept of national and international branch account. 8. Prepare final statement of liquidation of company.
104	Income Tax (Sp – II)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe Income Tax structure in India. 2. Compute the Income from salary of individual person from different background. 3. Demonstrate the problems on Income from House Property. 4. Illustrate income from various types of business and profession.

		<ol style="list-style-type: none"> 5. Demonstrate the problems on Income from Capital gain. 6. Describe income from different sources of an individual. 7. Solve problems on total taxable income. 8. Examine assessment of firms and their partners related to calculation of tax.
113	Productions and Operations Management(Sp –I)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe recent trends in production and service system. 2. Describe different plant layout of production and operation management 3. Discuss process of product design of production function. 4. Illustrate techniques and tools of product development. 5. Identify production planning in production management. 6. Describe different concept of product control. 7. Illustrate role of Total Quality Management in production and operation management. 8. Summarize concepts of Quality circle, TQM, & GMP as a Quality management.
114	Financial Management (Sp – II)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Identify financial system in India & recent changes. 2. Illustrate role of RBI & SEBI in Indian financial system. 3. Discuss capital budgeting techniques for financial decision making. 4. Illustrate capital budgeting methods of investment decisions. 5. Interpret financial statement & its utility of business firm. 6. Describe limitations of financial statements in financial analysis. 7. Explain concept of working capital management. 8. Identify concept of inventory management & receivable management.

M.Com Part I

Semester II

Subject Code	Subject Name	Outcome
201	Financial Analysis and Control	After successfully completing this course, student will be able to – <ol style="list-style-type: none">1. Describe concepts of capital budgeting.2. Compute different tools and techniques to identify capital budgeting.3. Explain Tabulated measurement of cost of capital.4. Interpret expression view of marginal costing.5. Evaluate practical problems on marginal costing which correlates to BEP and P/V analysis.6. Illustrate short run managerial decision analysis.7. Distinguish concept of budget and budgetary control.8. Comparative study of different variance analysis.
202	Industrial Economics	After successfully completing this course, student will be able to – <ol style="list-style-type: none">1. Explain concepts of industrial economics.

		<ol style="list-style-type: none"> 2. Describe relationship between industrial and economic development. 3. Classify factors influencing industrial location. 4. Explain major factors affecting industrial efficiency. 5. Compare private and public industrial profile and their problems. 6. Describe structure of Indian industries. 7. Explain role of Micro, Small and Medium Enterprises. 8. Summarize concept of industrial imbalance.
203	Specialized areas in Accounting (SP- III)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Explain contract accounting for government constructions of business. 2. Interpret preparation of contract accounts. 3. Describe accounting for corporate restructuring. 4. Illustrate Special Features of Accounting for Educational. 5. Demonstrate service sector accounting in different areas of business. 6. Illustrate issues arrives with financial statements of companies. 7. Explain corporate financial reporting in different streams. 8. Evaluate accounting for corporate taxation.
204	Business Tax Assessment and Planning (SP – IV)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. State the concepts of tax assessment according to profitable, non- profitable and co-operative business. 2. Explain the tax problems on assessment of profitable, non- profitable and co- operative business. 3. Describe Income Tax authorities and its structure in India. 4. Solve problems on Tax Deducted at Source. 5. Explain concept of tax planning and management. 6. Describe the theory and problems on wealth tax. 7. Describe concept of GST.

		8. Describes registration of GST of tax payer.
213	Business Ethics and Professional Values (SP – III)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Identify concept of business ethics, profession and values. 2. Define factors affecting on social ethics. 3. Describe Indian Ethical Practices in marketing, advertising and Employment. 4. Illustrate unethical practices in Gender discrimination and accounting disclosures. 5. Describe concept of corporate governance in business. 6. Summarize concept of Corporate Social Responsibility in business ethics. 7. Illustrate Indian approaches to business ethics. 8. Examine new values in Indian industries after economic reform 1991.
214	Knowledge Management (SP – IV)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Demonstrate concepts of knowledge management. 2. Describe evolution of knowledge management. 3. Summarize drives of organizational learning. 4. Illustrate organizational learning frame work. 5. Illustrate knowledge management tools. 6. Describe cultural change management. 7. Examine organizational culture for organization development. 8. Criticize measuring organizational cultural and climate Norms.

M.Com Part – II

Semester III

Subject Code	Subject Name	Outcome
301	Business Finance	After successfully completing this course, student will be able to - <ol style="list-style-type: none">1. Define concepts of business finance in Indian Financial System.2. Identify categories of business finance.3. Illustrate role of strategic financial planning in business finance.4. Distinguish comparison between over Capitalization & under capitalization.5. Discuss companies Act 2013.6. Classify sources of long term finance.7. Define concept of short term finance.8. Illustrate role of working capital in the business organization.

<p>302</p>	<p>Research Methodology for Business</p>	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Define concepts of Research in business. 2. Interpret different steps in business research process. 3. Rewrite formulation of research problem in writing of research report. 4. Illustrate various sample and sampling methods in business research. 5. Distinguish primary and secondary methods of data collection for research. 6. Describe various techniques of data processing in research. 7. Explain writing skill for research project report in business. 8. Describe various ways of citation & bibliography for writing of report in business.
<p>303</p>	<p>Advanced Auditing (SP – V)</p>	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe concepts of auditing in a business. 2. Differentiate valuation and verification of assets and liabilities of company. 3. Explain the overview of accounting Standard setting process. 4. Describe concept of internal control system in an organization. 5. Express audit of private limited companies. 6. Describe concept of corporate governance of business. 7. Discriminate role of audit committee in an organization. 8. Estimate Computerized Information System environment of business.
<p>304</p>	<p>Specialized Areas in Auditing (SP – VI)</p>	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe concepts of audit under tax laws. 2. Describe classification of Audit as internal audit. 3. Explain audit of different banks. 4. Illustrate audit report of banks. 5. Describe internal control of auditing.

		<ol style="list-style-type: none"> 6. Describe audit report of cooperative societies. 7. Describe government system of audit. 8. Explain role of Controller and Auditor General of India.
313	Human Resource Management (SP –V)	<p>After successfully completing this course, student will be able to -</p> <ol style="list-style-type: none"> 1. Describe concept, approaches, and functions of HRM in Indian business context. 2. Identify concept of HR environment in organization. 3. Illustrate different methods of recruitment of organization. 4. Interpret training process in business organization. 5. Classify methods of performance appraisal. 6. Explain concept of merit rating in Human Resource Management. 7. Classify different kinds of retirement. 8. Differentiate new trends in customer service management.
314	Organizational Behavior (SP – VI)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Define concepts of organizational behaviour. 2. Illustrate role of information technology in an organization. 3. Identify concept of Horizontal network and virtual design of organization. 4. Describe Attributes of personality & dimensions of attitude. 5. Classify theories of motivation. 6. Define concept of emotional intelligence in the workplace. 7. Differentiate various types concept of stress, conflict and groups. 8. Classify different types of teams & team building.

M.Com Part – II

Semester IV

Subject Code	Subject Name	Outcome
401	Capital market and Financial Services	After successfully completing this course, student will be able to –

		<ol style="list-style-type: none"> 1. Elaborate and define capital market instruments. 2. Differentiate forward, future and option contracts. 3. Explain stock market in detail. 4. Illustrate functions of primary and secondary market in financial market. 5. Classify different types of mutual funds. 6. Describe concept of portfolio management and credit rating. 7. Illustrate role of SEBI in financial intermediaries. 8. Demonstrate recent trends in Securities and Exchange Board of India.
402	Industrial Economic Environment	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Define concept of industrial finance. 2. Explain new industrial policy 1991. 3. Demonstrate effects of new industrial policy on industry. 4. Illustrate industrial development & environmental problems. 5. Explain different issues in information technology. 6. Describe present position of IT industries in India. 7. Interpret concept of industrial relations. 8. Assess causes of industrial disputes.
403	Recent Advances in Accounting, Taxation and Auditing (SP – VII)	<p>After successfully completing this course, student will be able to -</p> <ol style="list-style-type: none"> 1. Describe International Financial Reporting Standards. 2. Enumerate corporate governance. 3. Describe forensic accounting. 4. Illustrate Employee Stock Options accounting. 5. Explain Accounting for Intellectual Property Rights. 6. Describe environmental accounting. 7. Record provisions for direct tax. 8. Describe non-financial reporting requirements.

404	Project Work (Advanced Accounting and Taxation)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe concepts of Research in business. 2. Prepare synopsis for project report. 3. Construct formulation of research problem. 4. Modify sample and sampling methods. 5. Classify primary and secondary methods of data collection. 6. Describe analysis and interpretation of data. 7. Rewrite report in different areas. 8. Summarize modes of citation & bibliography
413	Recent Advances in Business Administration (SP – VII)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Define concepts of change management. 2. Describe dimensions and approaches of change management. 3. Demonstrate concept of Total quality management. 4. Define six sigma techniques in quality management. 5. Describe Global management system and its significance. 6. Illustrate role of merger and acquisition in corporate organization. 7. Interpret techniques of turnaround management strategies. 8. Analyse key steps in innovation management.
414	Project Work (Business Administration)	<p>After successfully completing this course, student will be able to –</p> <ol style="list-style-type: none"> 1. Describe concepts of Research in business. 2. Prepare synopsis for project report. 3. Construct formulation of research problem. 4. Modify sample and sampling methods. 5. Classify primary and secondary methods of data collection. 6. Describe analysis and interpretation of data. 7. Rewrite report in different areas. 8. Summarize modes of citation & bibliography.