

Course Outcomes

Learning Objectives & Outcomes of First Year B.Com

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
Semester I			
1.	<u>Compulsory Group</u> Compulsory English - I	The aim and objective of this subject is to develop communicative skills of the learners in speaking, listening, reading and writing	Through this subject students shall be able to communicate effectively both in the oral & written format.
2.	Financial Accounting - I	1. To impart knowledge of basic accounting concepts 2. To create awareness about application of these concepts in business world 3. To impart skills regarding Computerised Accounting 4. To impart knowledge regarding finalization of accounts of various establishments.	Through this subject students shall be able to apply the knowledge of fundamental concepts of Finance.
3.	Business Economics (Micro) - I	1. To impart knowledge of business economics 2. To clarify micro economic concepts 3. To analyze and interpret charts and graphs 4. To understand basic theories, concepts of micro economics and their application	Through this subject students shall understand basic concepts in economics and how the economy works.

4.	Business Mathematics and Statistics- I	<ol style="list-style-type: none"> 1. To introduce the basic concepts in Finance and Business Mathematics and Statistics 2. To familiar the students with applications of Statistics and Mathematics in Business 3. To acquaint students with some basic concepts in Statistics. 4. To learn some elementary statistical methods for analysis of data. 5. The main outcome of this course is that the students are able to analyze the data by using some elementary statistical methods 	Through this subject students shall be able to use the statistical, graphical and algebraic and other techniques wherever relevant.
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Or	Computer Concepts and Applications - I	<ol style="list-style-type: none"> 1. To make the students familiar with the Computer environment. 2. To make the students familiar with the basics of Operating Systems and business communication tools. 3. To make the students familiar with basics of Network, Internet and related concepts. 4. To make awareness among students about applications of the Internet in Commerce. 5. To enable make awareness among students about e commerce and M commerce. 	Through this subject students shall be able to apply the knowledge of computer skill, systems and tally for business purposes.
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5	<u>Optional Group</u> a) Banking & Finance - I	<ol style="list-style-type: none"> 1. To provide knowledge of fundamentals of Banking 2. To create awareness about various banking concepts 3. To conceptualize 	Through this subject students shall be able to understand and be aware about the basic banking transactions and
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		banking operations.	operations
	b) Business Environment and Entrepreneurship - I	<ol style="list-style-type: none"> 1. To understand the concept of Business Environment and its aspects 2. To make students aware about the Business Environment issues and problems of Growth 3. To examine personality competencies most common to majority of successful entrepreneurs and to show how these competencies can be developed or acquired 4. To understand the difference between Entrepreneurial and non Entrepreneurial behaviour 5. To provide knowledge of the significance of Entrepreneurship in economy 6. To familiarize the students with the contribution of selected institutes working to promote Entrepreneurship 7. To generate entrepreneurial inspiration through the study of successful Entrepreneurs 	Students shall be able to gain the knowledge about Business Environment and Entrepreneurship Development. They also shall be able to create the awareness about Business Environment issues and problems.

	c) Additional English	<p>a) To expose students to a good blend of old and new literary extracts having various themes those are entertaining, enlightening and informative so that they realize the beauty and communicative power of English</p> <p>b) To make students aware of the cultural values and the major problems in the world today</p> <p>c) To develop literary sensibilities and communicative abilities among the students</p>	<p>Students learn about higher linguistic skills in communication process & learn to critically appreciate literary texts.</p>
	d) Marathi	<ol style="list-style-type: none"> 1. To understand the role of Marathi in day to day practical life. 2. To develop linguistic skills among the students. 3. To motivate students through the leading personalities in various fields. 4. To inculcate moral, professional values among students. 	<p>A) Students learn to work effectively in practical life, through various linguistic skills.</p> <p>B) The study of the leading personalities enables them to set their goals.</p>
	e) Marketing and Salesmanship - I	<ol style="list-style-type: none"> 1. To introduce the basic concepts in Marketing. 2. To give the insight of the basic knowledge of Market Segmentation and Marketing Mix 3. To impart knowledge on Product and Price Mix. 4. To establish link between commerce, business and marketing. 5. To understand the segmentation of markets and Marketing Mix. 6. To enable students to apply this knowledge in practicality by enhancing their skills in the field of Marketing. 	<p>Students shall be able to gain knowledge about the concept of Marketing, importance of salesmanship in today's commercial world and they shall be able to understand the segmentation of markets, market mix, product and price mix</p>

	f) Vocational Course in Tax Procedures and Practices(Paper I - Indian Tax	1) To gain provisional and procedural knowledge about Income Tax Law in force for relevant accounting year 2) To provide an Insight in to	Students are able to understand the practical knowledge required for Tax procedures and systems.
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	System; Paper II	practical aspects and procedural aspects for filling tax returns for various Assesses.	
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Semester II

1.	<u>Compulsory Group</u> Compulsory English - II	a) To offer relevant and practically helpful pieces of prose and poetry to students so that they not only get to know the beauty and communicative power of English but also its practical application b) To expose students to a variety of topics that dominate the contemporary socioeconomic and cultural life c) To develop oral and written communication skills of the students so that their employability enhances d) To develop overall linguistic competence and communicative skills of students	Students will be able to communicate and write in English.
2.	Financial Accounting - II	1. To impart knowledge of various software used in accounting 2. To impart knowledge about final accounts of charitable trusts 3. To impart knowledge about valuation of intangible assets 4. To impart knowledge about accounting for leases	Students will be able to use various software of accounting, know about valuation of intangible assets and accounting for leases.

3.	Business Economics (Micro) - II	1. To understand the basic concepts of micro economics. 2. To understand the tools and theories of economics for solving the problem of decision making by consumers and producers. 3. To understand the problem of scarcity and choices	Through this subject students shall understand basic concepts in economics and how the economy works
4.	Business Mathematics and Statistics- II	1.To introduce the basic concepts in Finance and Business Mathematics and Statistics 2. To familiar the students with applications of Statistics and Mathematics in Business 3. To acquaint students with some basic concepts in Statistics. 4. To learn some elementary statistical methods for analysis of data. 5. The main outcome of this course is that the students are able to analyze the data by using some elementary statistical methods	Through this subject students shall be able to use the statistical, graphical and algebraic and other techniques wherever relevant.
Or	Computer Concepts and Applications - II	1.To make awareness among students about E commerce Facilities, use types of ecommerce. 2.To Introduce different e marketing tools and tactics in internet world. 3.To introduce different electronic payment systems available in day-to-day transactions 4.To know more about MCommerce , how to use it efficiently and effectively.	Students will come to know about e-commerce, e-marketing, M commerce and different electronic tools, websites and mobile applications.

5	<p><u>Optional Group</u> a) Banking & Finance - II</p>	<p>1. To develop the working capability of students in banking sector 2. To Make the Students aware of Banking Business and practices. 3. To enlighten the students regarding the new concepts introduced in the banking system.</p>	<p>Students are aware about new concepts in banking and will be able to work in banks.</p>
	<p>b) Business Environment and Entrepreneurship - II</p>	<p>1.To understand the difference between entrepreneurial and non-entrepreneurial personalities and thereby getting inspiration to make students personality an entrepreneurial personality 2To provide knowledge and significance of entrepreneurship, Realising role of entrepreneurship in economy 3.To gain knowledge of various institutions promoting entrepreneurship, get acquaintance with these institutions 4.To get inspiration from the entrepreneurs</p>	<p>Students will be able to understand the difference between entrepreneurial and non-entrepreneurial personalities and thereby getting inspiration to make students personality an entrepreneurial personality,significance of entrepreneurship, Realising role of entrepreneurship in economy and will know about various institutions promoting entrepreneurship.</p>
	<p>c) Additional English</p>	<p>a) To expose students to a good blend of old and new literary extracts having various themes that are entertaining, enlightening and informative so that they realize the beauty and communicative power of English b) To make students aware of the cultural values and the major problems in the world today c) To develop literary sensibilities and communicative abilities among students</p>	<p>Students will develop literary sensibilities and communicative skills.</p>
	<p>d) Marathi</p>	<p>1. To understand the need and nature of language in different sectors. 2. To explain the place of</p>	<p>Students will be able to understand different writing skills in Marathi.</p>

		<p>Marathi and its implementation.</p> <ol style="list-style-type: none"> 3. To develop the skills to use Marathi in different sectors. 4. To study different writing skills and empower its actual utility. 5. To introduce works and thoughts of well known personalities in different sectors. 	
	e) Marketing and Salesmanship - II	<ol style="list-style-type: none"> 1. To introduce the concept of Salesmanship. 2. To give insight about various techniques required for the salesman. 3. To inculcate the importance of Rural Marketing. 4. To acquaint the students with recent trends in marketing and social media marketing. 	Students shall be able to gain knowledge about the concept of salesmanship and will aware about recent trends in social media marketing
	f) Vocational Course in Tax Procedures and Practices(Paper II - Indian Tax	<ol style="list-style-type: none"> 1.To understand various concepts & definitions under Income Tax Act, 1961 2.To understand procedure for computation of Residential Status 3.To understand Computation of Income under the Head Salary 4.To understand Computation of Income under the Head House Property 	The students will understand the concepts and able to apply them

Learning Objectives & Outcomes of Second Year B.Com

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
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1	<u>Compulsory Group</u> Business Communication	1. To understand the concept, process and importance of communication. 2. To develop awareness regarding new trends in business communication. 3. To provide knowledge of various media of communication. 4. To develop business communication skills through the application and exercises.	1. Students shall be able to develop and apply general and business communication skills including the use of various medias for business communication 2. Students shall be able to develop Communication Skills and overall Personality Development of the students
2	Corporate Accounting	To enable the students to develop awareness about Corporate Accounting in conformity with the provisions of Companies Act and Accounting as per Indian Accounting Standards. 1. To make aware the students about the conceptual aspect of corporate accounting 2. To enable the students to develop skills for Computerized Accounting 3. To enable the students to develop skills about accounting standards	Students shall be able to understand and apply the knowledge of Accounting Standards, Computerized practices and the techniques of corporate accounting for restructuring and liquidating the corporate entities
3	Business Economics (Macro)	The objective of the course is to 1. Familiarize the students the basic concept of Macro Economics and application. 2. To Study the behavior of the economy as a whole. 3. To Study the relationship among broad aggregates. 4. To apply economic reasoning to problems of the economy	Through this subject students shall be able to understand the economic current affairs, monetary and fiscal policies of the Government.
4	Business Management	1. To provide basic knowledge & understanding about business management concept. 2. To provide an understanding about various functions of management.	Students shall be able to comprehend and apply the knowledge of management concepts and functions of management.
5	Elements of	1. To impart students with the knowledge	Students shall be able to

	Company Law	<p>of fundamentals of Company Law. 2. To update the knowledge of provisions of the Companies Act of 2013.</p> <p>3. To apprise the students of new concepts involved in the company law regime.</p> <p>4. To acquaint the students with the duties and responsibilities of Key Managerial Personnel.</p> <p>5. To impart students the provisions and procedures under company law.</p>	comprehend and discuss the fundamental elements , provisions and procedures of company law
6	<u>Optional Group</u> a)Business Administration	<p>1. To provide basic knowledge about various forms of business organizations</p> <p>2. To acquaint the students about the business environment and its implications thereon. 3. To aware them with the recent trends in business</p>	Students shall be able to understand the concept of business environment and distinguish between the various forms of business organizations
	b) Banking & Finance	<p>1. To create awareness among the students of Indian banking system. 2. To enables students to understand the reforms and other developments in the Indian Banking</p> <p>3. To provide students insight into the functions and role of Reserve Bank of India.</p>	Students shall be able to understand the nature and structure of the Indian banking system, as well as reforms initiated in the banking system
	c) Business Laws and Practices	<p>1. To impart the students with the knowledge and understanding important Business Laws.</p> <p>2. To acquaint the students with Laws of Insurance, Life Insurance, Marine Insurance, Fire and other insurance.</p>	Students shall be able to understand the various Business Laws and their importance
	d)Cost & Works Accounting	<p>To Impart the Knowledge Of:</p> <p>1. Basic Cost concepts.</p> <p>2. Elements of cost.</p> <p>3. Ascertainment of Material and Labour Cost.</p>	Students shall be able to comprehend the basic cost concepts and prepare cost sheet

	e) Business Entrepreneurship	<ol style="list-style-type: none"> 1. To create entrepreneurial awareness among the students. 2. To provide the conceptual background of types & patterns of Entrepreneurship 3. To develop Entrepreneurial competencies among students. 	Students shall be able to develop the knowledge, skills and attitude which help them to support & enhance their Entrepreneurial Ability.
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	f) Marketing Management	<ol style="list-style-type: none"> 1. To orient the students recent trends in marketing management 2. To create awareness about marketing of eco friendly products in the society through students 3. To inculcate knowledge of various aspects of marketing management through practical approach 4. To acquaint the students with the use of E-Commerce in competitive environment 5. To help the students understand the influences of marketing management on consumer behavior 	Through this subject students shall be able to get acquainted with the basics of marketing and they also shall be well informed about the consumer behaviour and buying motives.
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Learning Objectives & Outcomes of Third Year B.Com

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1	<u>Compulsory Group</u> Business Regulatory Framework	<ol style="list-style-type: none"> 1. To acquaint students with the basic concepts, terms & provisions of Mercantile and Business Laws. 2. To develop the awareness among the students regarding these laws affecting business, trade and commerce. 	It created awareness about selecting laws concerning business activities and have got basic legal knowledge to Students

2	Advanced Accounting	To impart the knowledge of various accounting concepts To instill the knowledge about accounting procedures, methods and techniques. To acquaint them with a practical approach to account writing by using a software package. T	It has given an insight into the basics of Accounting Concepts
3	Indian and Global Economic	1) To expose students to a new approach to the study of the Indian	Students shall be able to comprehend the problems and situation of the

	Development	Economy. 2) To help the students in analyzing the present status of the Indian Economy. 3) To enable students to understand the process of integration of the Indian Economy with other economics of the world. 4) To acquaint students with the emerging issues in policies of India's foreign trade.	Indian as well as the Global Economy.
4	Auditing and Taxation	The Study of Various Components of this course will enable the students: 1. To acquaint themselves about the concept and principles of Auditing, Audit process, Assurance Standards, Tax Audit, and Audit of computerized Systems. 2. To get knowledge about preparation of Audit report. 3. To understand the basic concepts and to acquire knowledge about Computation of Income, Submission of Income Tax Return, Advance Tax, and Tax deducted at Source, Tax Collection Authorities under the Income Tax Act, 1961.	Students realized financial reporting and corporate governance. Taxation implications must be considered during decision making processes.

5	Optional Group Special — Paper II & Paper III(Continuation of papers opted for S.Y.B.Com - Special Paper I) a) Business Administration	To acquaint the students with basic concepts & functions of HRD and nature of Marketing functions of a business enterprise.	Through this subject students shall be able to get acquainted with basic concepts & various functions of HRD. Also they shall be able to get sound knowledge about scope and nature of marketing functions of business enterprise.
	b) Banking & Finance	To acquaint the students with Financial Markets and its various segments. 2. To give the students and understanding of the operations and developments in financial markets in India. 3. To enable them to gain an insight into the functioning and role of financial institutions in the Indian Economy.	Through this subject students shall be able to get acquainted with the current topics in financial markets including money markets, capital market and foreign exchange market transactions and their operations with reference to India. They also shall be well informed about the various regulatory authorities and their significance in our economy.
	c) Business Laws and Practices	1) To impart the students with the knowledge and understanding of	Students shall be able to understand about business as well as labour

		important business Laws including labour laws. 2) To acquaint the students with certain provisions of Company law and its governance.	related laws and they also shall be able to develop knowledge on various provisions of Company laws
	d) Cost and Works Accounting	1. To provide Knowledge about the concepts and principles application of Overheads 2. To also understand various methods of costing and their applications.	Through this subject students shall be able to gain the knowledge about the basic concept of cost, overheads, costing, their applications and various elements as well as methods of costing.

	e) Business Entrepreneurship	<p>To enable students to understand the basic concepts of entrepreneurship and prepare a business plan to start a small industry.</p> <ol style="list-style-type: none"> 1. To Develop Knowledge and understanding in creating and managing new ventures. 2. To Equip students with necessary tools and techniques to set up their own business venture. 3. To Help students to bring out their own business plan. 4. To make students aware about business crises and sickness. 	<p>Through this subject students shall be able to understand the concept of entrepreneurship and the parameters to assess opportunities and constraints for new business ideas. Also they shall be able to design strategies for successful implementation of ideas and business plan</p>
	g) Marketing & Publicity	<ol style="list-style-type: none"> I. To understand the concept and functioning of marketing planning and sales management II. To know marketing strategies and organization III. To inform various facets of marketing with regulatory aspects IV. To understand marketing in globalised scenario 	<p>Students shall be able to get a sound understanding of the basic principles and functions of Marketing and they also shall be able to gain knowledge about international business as well as different trade policy on export and import</p>

**Learning Objectives & Outcomes of M.Com
(Semester Pattern with Credit System – 2019)**

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
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<p><u>Semester I</u></p> <p>Core Compulsory</p>	<p>1. Management Accounting - 101</p>	<p>1. To enhance the abilities of learners to develop the concept of management accounting and its significance in the business. 2. To enhance the abilities of learners to analyze the financial statements. 3. To enable the learners to understand, develop and apply the techniques of management accounting in the financial decision making in the business corporate 4. To make the students develop competence with their usage in managerial decision making and control.</p>	<p>Students have acquired knowledge on the concept of Financial Accounting and its limitations, emergence of Management Accounting and Cost Accounting, its advantages and distinction between Management Accounting and Cost Accounting. They have understood the concept of Marginal Costing, its applications, different techniques of managerial cost accounting and Fixed and Variable Cost Analysis in the decision making process. Students have understood the concept of budget and budgetary control, types of budgets and preparation of functional budgets in an organization. They have understood the concept of Working Capital Management, determination of working capital, components of working capital and accounts receivable and inventory management.</p>
	<p>2. Strategic Management - 102</p>	<p>1. To introduce the students to the emerging changes in the modern business environment 2. To develop the analytical, technical and managerial skills of students in the various areas of Business Administration 3. To empower to students with necessary skill to become effective future managers and leaders 4. To develop Technical skills among the students for designing and developing effective</p>	<p>Students have understood the concept of Strategic management, process of Strategic Management, the External and Internal Business Environment for effective Strategy formulation. They have understood how to develop Strategic analytical skills, Skills to design an effective Strategic Plan, development of Technical and Analytical abilities for formulation of sound functional Strategy in various areas of business and development of Analytical and Managerial Abilities for critical evaluation</p>

		Functional strategies for growth and sustainability	
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		of business	
Core Elective/ Optional Subjects/ Special Subjects Group A (Advanced Accounting & Taxation)	1. Advanced Accounting & Taxation Special Paper I 103	1. To lay a theoretical foundation of Accounting & Accounting Standards. 2. To gain ability to solve problems relating to Corporate Accounting.	Students have understood the Advanced Concepts Understanding the Consolidation of Financial Statements of Holding Companies & two Subsidiary Companies. They are able to prepare Statement of Affairs of the Companies in Liquidation In the today's competitive Corporate World to understand the needs and methods of valuation of Goodwill & Shares

	2. Advanced Accountin g & Taxation Special Paper II – 104	1. To gain knowledge of the provisions of Income – tax including Rules pertaining there to, relating to the following topics 2. To develop the ability to calculate taxable Income of ‘Individual’, ‘Hindu Undivided Family’ and ‘Company’ assesses.	Students have understood the basic knowledge of the Income Tax Act. 1961. They have understood the concepts of Heads of Income and to compute the income under each head. To understand the concept of deductions and provisions of Sec. 80C to 80U to Compute the taxable income of an Individual, Hindu Undivided Family and Companies.
Group C (Advanced Cost Accounti ng & Cost system)	1. Advanced Cost Accounti ng and Cost Systems Special Paper I – 107	1. To prepare learners to understand the Scope of Cost Accounting in any business activity. 2. To learn the Cost Accounting treatment in relation to Material Cost Accounting, employee cost and overheads. 3. To develop the learners to establish the interface between Cost Accounting Standards and the various elements of Cost. 4. To enable students to learn application of different methods of costing in Manufacturing and Service industries.	Students have understood the classification of costs. They can trace the cost to cost centers and are able to prepare cost sheet in various situations. They have understood the inventory related treatments in Cost Accounting, the concept of Employee Cost and its relevance in the total cost of product or services. They can relate the CAS 7 to Employee Cost Concepts. They have understood the stages in the process of Accounting of Overheads and CAS 3 in relation to Overheads. They have developed the ability to ascertain cost in different industries.
	2. Advanced Cost Accounti ng and Cost Systems	1 To enhance the abilities of learners to develop the concept of Cost and Management Accounting and its significance in the	Students have understood the role of Budget in the process of Cost Control and Decision Making, the skills in computation and analysis of various variances. They have understood the concepts of Uniform Costing

	Special Paper II 108	<p>business.</p> <p>2 To enable the learners to understand, develop and apply the techniques of costing in the decision making in the corporate world.</p> <p>3 To equip the students with knowledge and skill to design and implement Cost Control through Costing Techniques.</p>	and Inter firm Comparison, the relevance of Cost Accounting Data as a part of monitoring various segments of business.
Semester II Core Compulsory	1. Financial Analysis and Control – 201	<p>1. To enable the students to acquire knowledge of financial analysis and control tools</p> <p>2. To Make appropriate application and uses of financial analysis and control</p>	Students have understood basics of financial analysis, knowledge of practically comparing financial results of different years and different companies. They have understood the importance of cash liquidity in an organization. To understand the computation of cash and fund flows under operating, investing and financing categories. They are able to evaluate the financial performance of entities through appropriate use of different ratios.
	2. A. Industrial Economics – 202A	<p>1. To provide the knowledge to the students about the basic issues of industrial economics.</p> <p>2. To make aware the students about the industrial profile of India and the industrial policy of the government of India.</p>	Students acquired practical knowledge of the basic issues of industrial economics and are able to understand the industrial profile of India and the industrial policy of government of India

<p>Core Elective/ Optional Subjects/ Special Group A (Advanced Accounting & Taxation)</p>	<p>1. Specialized Areas in Accounting – 203</p>	<p>1. To understand the application of advanced specialized accounting practices in the field of modern business and profession 2. To gain the knowledge on corporate restructuring which are essentially mean to attain greater market share, acquire additional brand and create new synergies 3. To develop proficiency in new skills</p>	<p>Students are able to describe how contract accounting is used for performance evaluation and decision making. They are able to make distinction between Amalgamations in the nature of purchase and analyze the situation. They are able to solve problems relating Special areas in accounting including accounting for Services Sector required</p>
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		<p>expected for future accountants in this changing business environment 4. To acquaint with the amalgamation and reconstruction procedures of companies</p>	
	<p>2. Business Tax Assessment & Planning – 204</p>	<p>1. To provide understanding of Direct Taxes including rules pertaining thereto and their application to different business situations. 2. To understand principles underlying the Goods and Service tax 3. To understand basic concepts of Goods Service Tax and Customs Duty.</p>	<p>Students have understood the provision for computation of income of various entities and the provisions of returns, assessment and procedure of assessment. They have understood the need and importance of Tax Planning and Management as well as the Basic concept and framework under GST Act & Customs Act.</p>

Group C (Advanced Cost Accounting & Cost system)	1. Application Cost Accounting – 207	1. To explain the concept of integral and non integral cost accounting. 2. To study Product Life Cycle costing and Value Chain Analysis 3. To understand the mechanism of Activity Based Cost Management 4. To understand the utility of Cost Accounting data during transfer of product/services from one enterprise to the other either at national or at global level.	Students understood the integration of the financial and Cost Accounts, they developed understanding of PLC and VCA Concepts, the logic behind ABC technique. They are able to prepare cost formats under ABC & to compare such results with the Traditional Overhead Accounting, They understood the importance of Transfer Pricing & Target Costing in the changing scenario.
	2. Cost Control & Cost System – 208	To equip the students with knowledge and skill to design and implement cost control, cost reduction programme and different cost systems	Students are able to solve problems on Marginal Costing and Understand pricing mechanisms under a global competitive environment. They developed skills to differentiate between Cost Reduction and Cost Control techniques. They understood the process of installation of Costing System and understood the relationship between cost and productivity

Semester III Core Compulsory	1. Business Finance 301	To enable students to acquire sound knowledge of concepts, nature and structure of business finance.	Students have understood Concept of Business Finance, strategic financial planning and corporate securities and sources of long term finance. They have understood the concepts of short term finance and working capital
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	2. Research Methodology for Business – 302	To acquaint the students with the areas of Business Research Activities. 2. To enhance capabilities of students to conduct the research in the field of business and social sciences. 3. To enable students, in developing the most appropriate methodology for their research studies. 4. To make them familiar with the art of using different research methods and techniques.	Students shall be able to analyse an event or process or phenomenon to identify the cause and effects, to develop new scientific tools, concepts and theories to solve and understand scientific and nonscientific problems they also shall be able to find solutions to scientific, nonscientific and social problems and shall be able to overcome or solve the problems occurring in our everyday life.
Core Elective/ Optional Subjects/ Special Subjects Group A (Advanced Accounting & Taxation)	1. Advanced Auditing – 303	To impart knowledge and develop understanding of methods of auditing and their application.	Students understood the various auditing concepts, audit programme, vouching, verification and valuation. Role of Auditing and Assurance Standard and Auditing and Assurance Standard Board in India. They have understood audit of limited companies, concept of Audit Committee and Corporate Governance and Audit under Computerized Information System Environment
	2. Specialized Auditing – 304	To impart knowledge and develop understanding of methods of audit in Specialized areas	Students have understood Audit under various Laws, internal Audit, Audit of Banks and co-operative societies, Audit of specialized units and Government system of Audit
Group C (Advanced Cost Accounting & Cost	1. Cost Audit – 307	To provide adequate knowledge on Cost Audit Practices.	Students have acquired advanced knowledge in respect of Cost Auditor, Cost Audit, Cost Audit – Planning & Execution, Cost Audit Report and are able to solve Numerical Problems on Cost Audit

system)			
	2. Management Audit – 308	To equip the students with the knowledge of the techniques and methods of	Students have understood the Concept of Management Audit, they are able to Differentiate between Financial Audit &

		planning and executing the Management Audit. Level of Knowledge: Advanced	Management Audit and the relationship among different audits. They have understood the Preliminaries of Management Audit. Essentials of Management Audit and Program of Management Audit. Students understood CPM and PERT techniques
Semester IV Core Compulsory	1. Capital Market and Financial Services – 401	To enable students to acquire sound knowledge, concept and structure of capital market	Students are able to understand the concept of Capital Market and Financial Services
	2.A. Industrial Economic Environment – 402A -	1. To study the basic concepts of Industrial Finance. 2. To study the effects of New Economic Policy. 3. To study the impact of Labour reforms on Industries.	Students have acquired practical knowledge of the basic concepts of Industrial Finance, the effects of New Economic Policy, Economic Development & the Labour reforms on Industries

Core Elective/ Optional Subjects/ Special Group A (Advanced Accounting & Taxation)	1. Recent Advances in Accounting, Taxation and Auditing – 403	To up-date the students with latest developments in the Subject 2. To inculcate the habit of referring to various periodicals and publications in the given subject, apart from text books and reference books 3. To develop the ability to read, understand, interpret and Summarize various articles from newspapers, journals etc.	Students are able to understand and interpret various topics suggested and Areas covering recent developments in the subject:
	2. Project Work/ Case Studies – 404	1. To develop the research attitude of the students 2. To enrich the ability of research work among the students	Students are able to apply theoretical knowledge to practical business situations and prepare a project report relevant to their topic or problem, after analyzing the same methodologically making intelligent observations and offering practical suggestions.
Group C (Advanced Cost Accounting	3. Recent Advances in Cost Auditing	To provide knowledge on recent advances in cost accounting and cost systems.	Students have acquired the knowledge in respect of drafts and Amendments of the provisions of CASS, Basic Excise Audit, VAT Audit & Productive Audit, ERP and

& Cost system)	and Cost System – 407		Six sigma.
	4. Project Work/Case Studies – 408	2. To develop the research attitude of the students 3. To enrich the ability of research work among the students	Students are able to apply theoretical knowledge to practical business situations and prepare a project report relevant to their topic or problem, after analyzing the same methodologically making intelligent observations and offering practical suggestions.

Course Outcomes for BBA

Learning Objectives & Outcomes of First Year BBA

First Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Business Organization and Systems Course code 101	<p>1. To make the students aware about various activities of business, business practices and recent trends in the business world. 2. To study the challenges before the businesses and setting up of a business enterprise.</p> <p>3. To develop the spirit of entrepreneurship among the students.</p>	<p>Understand how a business functions , Understanding the idea of business as an economic entity, to understand modern commerce performs new business initiatives.</p> <p>Knowledge of selection and appropriateness of a form of business organization , Learning functioning of different types of Sole proprietorship, How a partnership firm is formed, partnership deed, admission and retirement of a partner, Documentation process of LLP and private limited company and process of registration, Documentation process of joint stock company and process of registration.</p>

2.	Business Communication Skills Course Code: 102	<ol style="list-style-type: none"> 1. To improve various skills such as linguistic, non-linguistic and Paralinguistic skills. 2. To develop an integrative approach where reading, writing, oral and speaking components are used together to enhance the students' ability to communicate and write effectively. 3. To create awareness among students about Methods and Media of communication. 	<p>Ability to understand and comprehend the meaning of different forms of communication, Ability to write meaningful and concise and effective messages, Ability to write precise business letters and understanding about business correspondence, Ability to use different formats of social communication and technology based</p>
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			communication effectively.
3.	Business Accounting Course Code – 103	<ol style="list-style-type: none"> 1. To enable the students to acquire sound knowledge of basic concepts of accounting 2. To impart basic accounting knowledge 3. To impart the knowledge about recording of transactions and preparation of final accounts 4. To acquaint the students about accounting software packages 	<p>Computation ability in business ability to distinguished between various accounting concepts and practices, Ability to write different accounting transactions and prepare basic financial tractions, Ability to write necessary set of entries in books of accounts and in cash book and compare them with bank statements to understand their implications and effect, Ability to use software like tally for writing of accounts.</p>

4.	Business Economics (Micro) Course Code - 104	<ol style="list-style-type: none"> 1. To expose students to basic micro economic concepts. 2. To apply economic analysis in the formulation of business policies. 3. To use economic reasoning to solve business. 	Ability to think in prudent manner, Ability to examine implications of changes in demand and supply on economics and ability to select right alternatives in a given situation, Ability to comprehend the concept of cost and calculation of revenue and cost and Production, Ability to understand market forces governing economic situations.
5.	Business Mathematics Course code 105	<ol style="list-style-type: none"> 1. To understand applications of matrices in business. 2. To understand the concept and application of Permutations & Combinations in business. 3. To use L.P.P. and its applications in business. 4. To understand the concept of Transportation problems & its applications in business world. 5. To understand the concept of shares & share market. 	To develop Mathematical competence for various interest related transactions and other activities, Ability to examine concept of discount in different business situations, Ability to apply the various concepts in business situations, Ability to develop the skills for data interpretation and inferences.
6.	Business Demography and	1) To develop knowledge base for demographic and environmental	To Develop Rational understanding of

	<p>Environmental Studies Course Code: 106</p>	<p>factors affecting business. 2) To make the students aware of environmental problems related to business and Commerce. 3) To inculcate values of Environmental ethics amongst the students.</p>	<p>demography, analysis and effects on society, To develop understanding regarding growth process and social economic changes, Ability to examine implications of changes in population, Ability to understand how Urbanization affects the resource allocation and resource planning.</p>
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Second Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Principles of Management Course Code – 201	<p>a) To provide conceptual knowledge to the students regarding nature, complexity and various functions of management b) To give historical perspective of management c) Students will also gain some basic knowledge on recent trends and international aspects of management</p>	<p>Develop ability of managerial thinking and cultivate business acumen, Ability to understand approaches to philosophy of management thinking, Ability to organize various programmes and events, To learn about new systems and trends in modern management.</p>

2.	Principles of Marketing Course Code: 202	<p>a. To introduce and familiarize the student's basic concepts of marketing, its general nature, scope and importance. b. To impart appropriate knowledge and understanding of its primary functions and applications and its gradual evolution and development. c. To develop basic and essential skills related to marketing. d. To provide a learning platform for preparing students for marketing employability opportunities essential for industries.</p>	<p>Knowledge about functioning of modern Indian Markets Understanding the marketing process and planning in international prospects. To improve understanding regarding marketing environment and segmentation in Indian context. Developing a right and complete understanding of different types of market in the developing economy and how marketing services improve quality of life.</p>
3.	PRINCIPLES OF FINANCE	1. To provide understanding of nature, importance, structure of	To develop Competence to apply various concept in finance for

	Course Code – 203	<p>finance related areas. 2. To impart knowledge regarding sources of finance for a business.</p>	<p>decision making to To develop rational understanding regarding role and utility of different sources of finance To understand importance of rational and sound financial structure, to understand role of capital as a determinant business success and To have right understanding how modern business is changing and what are the new trends in business finance.</p>
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4.	Basics of Cost Accounting Course Code: 204	<p>1. To Impart the Knowledge of Basic cost concepts, element of cost & preparation of Cost Sheet.</p> <p>2. To provide basic knowledge of important Methods of costing.</p>	<p>Ability to understand importance of costing and role of Costing To understand how to prepare a cost statement and analyze implication of elements of cost on total cost Ability to examine different aspects of cost as they influence total cost structure and sales price. Ability to prepare comprehensive cost sheet and Ability to ascertain ability to distinguish different types of overheads as it influences the total cost in a given situation.</p>
5.	Business Statistics Course code 205	<p>1. To understand the basics of statistics - concept of population and sample & to use frequency distribution to make decisions.</p> <p>2. To understand and to calculate various types of averages and variation.</p> <p>3. To understand Correlation and use of regression analysis to estimate the relationship between two variables and its applications.</p> <p>4. To understand the concept - Time Series and its applications in business.</p> <p>5. To understand the concept - Index numbers and applications in business.</p> <p>6. To inculcate the research culture</p>	<p>Students will be able to understand the concept of population and sample & to use frequency distribution to make decision, to calculate various types of averages and variation and Correlation and use of regression analysis to estimate the relationship between two variables and its applications.</p>

		among students.	
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6.	Business Informatics Course Code – 206	1. To know the basics of Computer 2. To understand the basics of networking 3. To know the basics of internet 4. To know the basics of databases	Proficiency in applying computers in business activities like data processing, Tabulation ,data analysis And presentation of data, Proficiency in set up of Different structure computer network in business environment.
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Learning Objectives & Outcomes of Second Year

BBA Third Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Personality Development (Course Code – 301)	1. To make the students aware about the dimensions and importance of effective personality. 2. To understand personality traits and formation and vital contribution in the world of business. 3. To make the students aware about the various dynamics of personality development.	Students will learn how to groom their personality according to the nature of business, students will learn about the dynamics of personality development.
2.	Business Ethics (Course Code – 302)	1. To impart knowledge of Business Ethics to the students. 2. To promote Ethical Practices in the Business. 3. To develop Ethical and Value Based thought process among the future Manager's entrepreneurs.	Students will be able to know business and to promote Ethical Practices and Value based thought processes among the Managers.

3.	Human Resource Management and Organizational Behavior (Course Code - 303)	<ol style="list-style-type: none"> 1. To introduce to the students the functional department of human resource management and acquaint them with planning, its different functions in an organization. 2. To introduce the human resource processes that are concerned with planning, motivating and developing suitable 	Students will get introduced with functional department of Human resource, management and with planning in an organization, human resource process that are related with
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		employees for the benefit of the organization.	planning, motivating and developing employees for the benefit of the organization.
4.	Management Accounting (Course Code - 304)	<ol style="list-style-type: none"> 1. To impart basic knowledge of Management Accounting. 2. To know the implications of various financial ratios in decision making. 3. To study the significance of working capital in business. 4. To understand the concept of budgetary control and its application in business. 5. To develop the calculating ability of various techniques of Management Accounting. 	Students will be able to learn about management accounting and the implications of the financial ratios, significance of the working capital, budgetary control and the techniques to calculate Management Accounting.

5.	Business Economics (Macro) (Course Code - 305)	<ol style="list-style-type: none"> 1. To study the behavior of working of the economy as a whole. 2. To develop an analytical framework to understand the inter-linkages among the crucial macroeconomic variables. 3. To apply economic reasoning to problems of business and public policy. 	Students will be able to know the working the whole economy, analytical framework to know the inter linkages among microeconomics variables, and to apply economics to the problems of business and public policy.
6.	IT in Management (Course Code - 306)	<ol style="list-style-type: none"> 1. To understand the role of IT in Management. 2. To understand the basics of operating systems. 3. To know the current happenings. 	To know the use of IT in Management and basics of operating system and to know the current happenings.

Fourth Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Production & Operations Management (Course Code - 401)	<ol style="list-style-type: none"> 1. To provide goods and services at the right time, at the right place at the right manufacturing cost of the right quality. 2. To understand manufacturing 	Students will be able to learn how to provide the services at the right time, place, at right manufacturing cost of right quantity, and to understand

		<p>technology and its role in developing business strategy.</p> <p>3. To identify the role of operation function.</p> <p>4. To understand the external and internal effects of five operation performance objectives</p>	<p>manufacturing technology in developing business, identify role of operation function, and external and internal five operation performance.</p>
2.	<p>Industrial Relations and Labour Law (Course Code - 402)</p>	<p>1. To impart the students with the knowledge about complexities between labor and Management relationships. 2. To make the students aware about mechanisms of Industrial Dispute and friendly interventions to deal with employee-employer problems. 3. To impart the students with the knowledge of laws & how law affects the industry & labour.</p>	<p>Students will get knowledge about complex actions between labour and Management relationship, about mechanisms of Industrial Disputes to deal with employee-employer and laws and how they affect the industry and labour.</p>

3.	Business Taxation (Course Code - 403)	<ol style="list-style-type: none"> 1. To understand the basic concepts and definitions under the Income Tax Act, 1961. 2. To update the students with the latest development in the subject of taxation. 3. To Acquire knowledge about Computation of Income under different heads of Income of Income Tax Act, 1961. 4. To acquire knowledge about the submission of Income Tax Return, Advance Tax, Tax deducted at Source, Tax Collection Authorities. 5. To prepare students Competent enough to take up to employment in Tax planner. 6. To develop ability to calculate taxable income of firms, co operative societies and charitable trust. 	<p>To learn concepts under Income Tax Act, 1961 and to update with latest development in taxation, acquire knowledge about the computation of income tax under various heads, submission of income tax return, Advance tax, TDS, Tax collection Authorities, Competent enough to take employment in tax planner and to calculate taxable income of the firm, Co operative societies and charitable trusts.</p>
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4.	International Business (Course Code - 404)	<ol style="list-style-type: none"> 1. To acquaint the students with emerging issues in international business. 2. To study the impact of international business environment on foreign market operations. 3. To understand the importance of foreign trade for Indian economy. 	<p>Student will be able to know emerging issues in international business, impact of international business environment on foreign market operations, importance of foreign trade on Indian Market.</p>
5.	Management Information System (Course Code - 405)	<ol style="list-style-type: none"> 1. To understand the concepts of Information System 2. To study the concepts of system analysis and design 3. To understand the issues in MIS 	<p>Understand the concept of Information System, System analysis and design, issues in MIS.</p>

6.	Business Exposure (Course Code - 406)	<p>1. To develop the understanding of the student with a realistic and practical perception of the industry its layout, procedures, processes, organization structure</p> <p>2. The objective of the Industrial Visit is to help students gain firsthand information regarding the functioning of the Industry which presents the students with opportunities to plan, organize and engage in active learning experiences both inside and outside the classroom</p>	<p>Students will be able to learn realistic and practical perception of the industry and its layout, procedures, processes and organizational structure, Industrial visit will help the students to gain fresh data about the functioning of the Industry with opportunities to plan, organize and engage in active learning.</p>
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Learning Objectives & Outcomes of Third Year

BBA Fifth Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Supply Chain and Logistics Management Course Code -: 501	<p>1. To introduce the fundamental concepts in Materials and Logistics Management.</p> <p>2. To familiarize with the issues in core functions in materials and logistics management</p>	<p>Students will learn fundamental concepts in materials and logistics management and issues in core functions in material and logistics management.</p>
2.	Entrepreneurship	1. To create entrepreneurial	Students will learn about

	Development Course Code -: 502	awareness among the students. 2. To help students to bring out their own business plan. 3. To develop knowledge and understanding in creating and managing new venture.	need of entrepreneurial skills and it will help them to bring out their own business plan, understanding in creating and managing new ventures.
3.	Business Law Course Code -: 503	1. To understand basic legal terms and concepts used in law pertaining to business 2. To comprehend applicability of legal principles to situations in Business world by referring to few decided leading cases.	Student will understand the legal terms of law related to business, applicability of legal principles in business world leading to few referring to a few cases.
4.	Research Methodology Course Code -: 504	1. To provide the students with basic understanding of research process and tools for the same. 2. To provide an understanding of the tools and techniques necessary for research and report writing	Students will understand basic of research process and tools, understanding tools and techniques required for research and report writing.
5.	Analysis of Financial Statements Course Code -: 505 – A	1. This course is designed to prepare students for interpretation and analysis of financial statements effectively. 2. To make the student well acquainted with current financial practices 3. This course is designed primarily for students who expect to be intensive users of financial statements as part of their professional responsibilities.	Students will get prepared for interpretations and analysis of financial statements, current financial practices, who expect intensive users of financial statements as a professional.

	Sales Management Course Code -: 505 – B	<p>1. To provide the students with basic understanding of the processes and skills necessary to be successful in personal selling and insights about recent trends in sales management.</p> <p>2. To provide an understanding of the tools and techniques necessary to effectively manage the sales function -</p>	<p>To understand the basic processes and skills necessary to be successful in personal selling about recent trend sales management, tools and techniques to effectively manage the sale function, advanced skills in the areas of interpersonal communications, motivational techniques.</p>
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		<p>organization - sales individual. 3. To provide students with advanced skills in the areas of interpersonal communications, Motivational techniques</p>	
	Human Resource Management Principles and Functions Course Code -: 505 – C	To introduce the concept, principles and practices of H.R.M. to the students	Student will learn concept of principles and practices of human resource management.
	Management of Services Course Code -: 505 – D	<p>1. To inculcate in depth knowledge of services as an essential economic activity.</p> <p>2. To get overall understanding about special features of services, various concepts and issues related with management of services.</p>	<p>Student will be able to learn the services as an important economic activity, understanding special features of services, concepts and issues in management of services.</p>
	Agricultural and Rural Development Course Code -: 505 – E	<p>1. To study the importance of rural economy of India</p> <p>2. To understand the role of agribusiness management in development of economy</p>	<p>Students will study importance of rural economy of India, role of Agribusiness management in development of economy.</p>

6.	Long Term Finance Course Code -: 506 – A	1. To make the study of long-term financing 2. To make the student well acquainted regarding current financial structure	Will learn to make long term financing , well acquainted regarding current financial structure
	Retail Management Course Code -: 506 – B	1. To provide insights into all functional areas of retailing. 2. To give a perspective of the Indian retail scenario. 3. To identify the paradigm shifts in retailing business with increasing scope of technology and e-business.	Students will insights into all areas of retailing, Indian retail scenario, identify paradigm shifts in retailing business with scope of technology and e- business
	Human Resource Practices Course Code -: 506 – C	To familiarize the students with it & practices	Student will be familiarized the human resource practices.
	International Agricultural Systems Course Code -:	1. To study the farming system and recent issues in the agriculture sector. 2. To understand the export potential of Agri. Business	Students will learn about the farming system and recent issues in agriculture sector, Export potential of Agri.

	506 – E		Business.
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Sixth Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Business Planning and Project Management Course Code -: 601	To acquaint the students with the planning process in business and familiarize them with the function and techniques of project management	Students will learn planning process in business and familiarize them with functions and techniques of project management.

2.	Event Management Course Code -: 602	To acquaint the students with concepts, issues and various aspects of event management.	Students will learn concepts, issues and various aspects of event management.
3.	Management Control System Course Code -: 603	To introduce to the students the function of management control, its nature, functional areas, and techniques.	Students will learn the function of management control, its nature, functional areas, and techniques.
4.	E- Commerce Course Code -: 604	1. To know the concept of electronic commerce 2. To know the concept of Cyber Law & Cyber Jurisprudence 3. To know Internet marketing techniques	Students will be able to know the concept of electronic commerce, cyber law and cyber Jurisprudence and Internet marketing.
5.	Financial Services Course Code -: 605 A	1) To study in detail various financial services in India 2) To make the students well acquainted regarding financial markets	Students will learn various financial services in India, get acquainted regarding financial markets
	Advertising and Sales Promotion Course Code -: 605 B	1. To develop knowledge and understanding of importance and functions of advertising. 2. To understand Key features of Sales Promotion	Students will learn understand importance and functions of advertising, Key – features of sales promotion.
	Labour Laws Course Code -: 605 C	To acquaint the students with important legal provisions governing the industrial employees	Students will learn legal provisions governing the industrial employees
	Special Services of Marketing in India Course Code -: 605 D	1. To create a right understanding about the nature of services in India. 2. To develop a right approach towards marketing of services	Will know about nature of services in India, marketing of services India, upcoming areas of services in India.

		in India. 3. To make students aware about upcoming areas of services in India.	
	Recent Trends in Agribusiness Course Code -: 605 E	1. To study the agro based industries in Indian economy 2. To understand services associated with Agriculture Business.	Student will be able to study agro based industries in Indian economy, services associated with agriculture business

Course Outcomes for BBA (IB)

Learning Objectives & Outcomes of First Year BBA (IB)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Indian Business Environment Course Code: 101	1) To develop a knowledge base of environmental factors affecting business. 2) To make students aware of environmental problems related to business and commerce. 3) To inculcate values of Environmental ethics amongst the students.	Understanding of the various facets of National and International trade and its significance and Origin, functioning, concept and practices of International Institutes in the promotion of smooth trade among various Countries.

2.	Communication Skills And Personality Development Course Code: 102	1) To understand the concept, process and importance of communication. 2) To gain knowledge of media of communication. 3) To develop skills of effective communication - both written and oral. 4) To help students to acquaint with application of communication skills in the world of business. 5) To understand the concept of personality and personality development and its significance. 6) To understand and develop various traits required for	Ability to understand and comprehend the meaning of different forms of communication, Ability to write meaningful and concise and effective messages, Ability to write precise business letters and understanding about business correspondence and Ability to use different formats of social communication and technology based communication effectively.
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		personality development.	
3.	MICRO ECONOMIC ANALYSIS Course Code - 103	1.To expose basic microeconomic concepts to students of international business. 2. To provide a method/ approach to help draw correct conclusions/ solve economic problems. 3. To understand, explain and quantify the mechanism by which the total amount of resources possessed by society is allocated among alternative uses.	Ability to think in prudent manner, Ability to examine implications of changes in demand and supply on economics and ability to select right alternatives in a given situation, Ability to comprehend the concept of cost and calculation of revenue and cost and Production and Ability to understand market forces governing economic situations.

4.	Business Accounting Course Code - 104	Recording of transactions, preparation of final accounts and introduction to the company final account.	Computation ability in business ability to distinguished between various accounting concepts and practices, Ability to write different accounting transactions and prepare basic financial tractions.
5.	Principles and Practice of Management Course Code No. 105	1. To provide a basis of understanding to the students with reference to working of business organization through the process of management. 2. On completion of the syllabi, the student will understand the basic principles of management -will acquaint himself with management process, functions and principles. Students will also get the idea about new developments in management.	Develop ability of managerial thinking and cultivate business acumen, Ability to understand approaches to philosophy of management thinking, Ability to organize various programmes and events and To learn about new systems and trends in modern management.
6.	Business Mathematics Course Code : 106	1. To understand the concepts of ratio , proportion and percentage. 2. To understand the concept and application of profit and loss in business. 3. To use the concept of EMI.	To develop Mathematical competence for various interest related transactions and other activities, Ability to examine concept of discount in

		4. To understand the concept of stock exchange and to calculate Dividend. 5. To understand applications of matrices in business. 6. To understand useful functions in business and economics.	different business situations, Ability to apply the various concepts in business situations and Ability to develop the skills for data interpretation and inferences.
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Semester II

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Cost Accounting Course Code – 201	1) To Impart the Knowledge of Basic cost concepts, element of cost & Preparation of Cost Sheet. 2) To provide basic knowledge of important Methods & Techniques of costing. Level of Knowledge : Basic understanding of the subject.	Ability to understand importance of costing and role of Costing, Ability to Examine different aspects of cost as they influence total cost structure and sales price.
2.	Elements of Human Resource Management Course Code – 202	Recent trends and problems in motivation, retention, attrition, Downsizing & outsourced manpower.	Ability to relate the concepts with the common HR problems. Application of the concepts through role play and case studies Inculcate knowledge about people management.
3.	MACRO ECONOMIC ANALYSIS Course Code – 203	1. To study the behaviour of the economy as a whole. 2. To study relationships among broad aggregates. 3. To apply economic reasoning to macroeconomic policy.	Ability to relate to the current economic environment Exhibit knowledge of the economic concepts through discussions and presentations Critical examination of the macro economic factors contributing to the national and the world economy.

4.	Principles of Marketing Course Code – 204	To study & critically analyze the basic concepts in marketing & to cater the needs of marketing industries. To study the various methods of marketing and its approach to business To understand the concept of	Knowledge about functioning of modern Indian Markets Understanding the marketing process and planning in international prospects, Developing right and complete understanding
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		Market Research To study the concept of advertising and promotion	different types of market in developing economy and how marketing services improve quality of life.
5.	Business Statistics Course Code – 205	1.To understand the concept of population and sample. 2.To use frequency distribution to make decisions. 3.To understand and to calculate various types of averages and variation. 4.To use regression analysis to estimate the relationship between two variables . 5.To solve LPP to maximize the profit and to minimize the cost.	Ability to interpret data using statistical tools Exhibit concept clarity while solving problems To exhibit understanding while solving profit maximizing and cost minimizing problems
6.	Information Technology In Business Operations Course Code No. 206	1) To Know the Fundamentals of Computers 2) To Understand how to use Computer applications in Business. 3) To understand how computers enable decision making in business	Ability to exhibit knowledge of basic computer hardware and software used. Ability to use spreadsheets and other tools. To learn the basic concepts of business informatics. To enhance the knowledge of the students related to use of internet tools and its application to business.

Learning Objectives & Outcomes of Second Year BBA (IB)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	International Business Environment (301)	1. To make the students aware about globalization and environmental consequences. 2. To create awareness about dimensions of an eco-friendly environment. 3. To expose the students to the global warming issues and its mitigation.	1. To gain knowledge about global warming and environmental ethics. 2. To exhibit the knowledge gained by solving caselets. 3. Ability to relate the global issues to the concepts taught.
2.	Production &	1. To impart knowledge regarding	1. Ability to relate the various

	Operations Management (302)	the process of production. 2. Understanding the concepts of plant layout and production methods 3. Understanding the concept of product design and new product development 4. Acquire knowledge of production planning and control To understand the concepts of work study and ergonomics	production methods to the different types of products. 2. To exhibit the knowledge of management of factors of production for business competence 3. To relate the concepts to production planning, control and productivity. 4. To relate the concepts to quality management issues.
3.	International Economics (303)	1. To provide a comprehensive understanding of the concepts of international economics. 2. To develop theoretical tools to understand current international issues and their impacts on business	1. To exhibit knowledge of international trade by relating to trade theories. 2. To relate to various international trade aspects like free trade and tariffs. 3. To acquaint themselves with the policies of WTO and IMF and other regional groups

4.	International Marketing (304)	<p>1. To familiarize the student to understand the international environment and policies</p> <p>2. To enable the students to acquire necessary skills to deal in international market</p>	<p>1.To relate to the challenges and opportunities of International Marketing</p> <p>2.To acquaint themselves with the import and export procedures involved</p> <p>3. To exhibit marketing strategies through various caselets.</p>
5.	French. Course Code -: 305.	<p>1. Students should get acquainted with the basic sentence patterns of French language so that they can communicate in French if required.</p> <p>2. The students should be able to read, write, understand and speak French with limited vocabulary.</p>	To exhibit basic knowledge of sentence construction, translation and grammar.
6.	German. Course Code -: 305.	<p>1. Students should get acquainted with the basic sentence patterns of German language so that they can communicate in German if required.</p> <p>2. The students should be able to</p>	To exhibit basic knowledge of sentence construction, translation and grammar.

		read, write, understand and speak German with limited vocabulary.	
7.	Management Accounting (306)	<p>To impart basic knowledge of Management Accounting.</p> <p>To understand the analysis and interpretation of financial statements</p> <p>To understand the basic concepts of costing and budgeting.</p>	<p>Students should be able to interpret the financial statements</p> <p>They should be able to prepare fund flow and cash flow statements</p> <p>They should exhibit knowledge of budgeting and its types.</p>

Semester II

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	FOREIGN EXCHANGE OPERATIONS (401)	<p>1. To provide a comprehensive understanding of the concepts of foreign exchange rates.</p> <p>2. To provide practical procedural aspects of banks and other institutions connected with foreign exchange.</p> <p>3. To understand the concepts of trade deficit, BEP and BOP.</p>	<p>To exhibit the knowledge of exchange rate and the impact of the fluctuations</p> <p>To relate the concepts to the current FOREX practices</p> <p>To attain the knowledge of decision making with respect to business decisions pertaining to the exchange rates</p>
2.	International Business in Services Sector (402)	<p>1. The main objective of the course is to highlight the distinctive features, operations of the services in the context of international business.</p> <p>2. To give and understanding as to analyze the opportunities involved in trade in services at the international level.</p>	<p>1. To be able to relate to the international services challenges and opportunities</p> <p>2. To exhibit knowledge of service operations through case studies and presentations</p>
3.	INTERNATIONAL AGRICULTURAL BUSINESS (403)	<p>1. To make the students aware of the national and international agricultural scenario.</p> <p>2. To develop an awareness among students about exim policy and agri marketing.</p>	<p>1. To show the understanding of the concepts learnt with respect to the international agricultural scenario</p> <p>2. To exhibit awareness of agri policies of various countries.</p>
4.	Business Taxation (404)	<p>1. To understand the basic concepts and definitions under</p>	<p>1. To be able to solve basic taxation based problems</p>

		the Income Tax Act,1961 & basic clarifications regarding Indirect Taxation	related to Income tax 2.To be able to interpret and analyze taxation under various heads.
5.	French. Course Code -: (405)	Checking in a hotel Ask information about the Hotel Housing in France Reserving a table at a hotel Ordering at a restaurant Likes and dislikes Order travelers cheques Exchange rate etc.	To be able to draft simple letters related to simple business transactions To enhance fluency in the language by practicing simple Q&A To exhibit knowledge of Franco phony
6.	German. Course Code -: (405)	1. Students should get acquainted with the basic sentence patterns of German language so that they could communicate in German if required. 2. The students should be able at the end of course to read, write, understand and speak German with limited vocabulary.	To exhibit basic communication skills in the language To be able to interpret and translate sentences To be able to write comprehension
7.	Business Exposure (406)	1. To introduce to the students to the general nature and structure of international business. 2. To enhance the awareness of the students towards study and use of Trade and Industry etc.	To write reports on field trips in a structured manner To be able to explain the observations during the visit To be able to study business processes of various institutions at the end

Learning Objectives & Outcomes of Third Year BBA

(IB) Fifth Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
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1.	Business Ethics Course Code -: 501	<p>1. To impart knowledge of Business Ethics to the Students.</p> <p>2. To impart knowledge of various Business Ethics practices.</p>	<p>Student will be able to demonstrate decision making in ethical issues related to international business. To get accustomed to corporate ethics</p> <p>To display understanding of CSR</p>
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			concepts.
2.	Business Law. Course Code -: 502	<p>1. To gain Understanding of basic legal terms and concepts used in law pertaining to management of Business.</p> <p>2. To comprehend applicability of legal principles to situations in business by referring to few decided leading cases.</p> <p>3. To bestow confidence in students to deal with situations involving legal issues in commercial Transactions.</p>	<p>Students will be able to demonstrate understanding of the Indian Contract Act and Sale of Goods Act To demonstrate knowledge of Company's Act</p> <p>To be able to understand the IPR issues and concepts.</p>
3.	International Relations. Course Code -: 503	<p>1. To know and understand foreign affairs & global issues with international business system.</p> <p>2. To help students understand the background for conducting international trade in the constantly changing the global market.</p>	<p>Students will be able to understand the international business issues within the PESTEL framework To display understanding of the regional groups and their current practices.</p>

4.	International Banking & Finance. Course Code -: 504	To acquaint students with Global Banking Practices & various methods for financing International trade. Understanding the role of banks in Financing Imports and Exports To study basic concepts of International Finance	Students will be able to demonstrate basic clarity on the banking concepts and relate to the international banking transactions during Exports and Imports.
5.	Business Reporting & Analysis. Course Code -: 505	To develop among students abilities to analyze & interpret various Economic Factors that affect Business decision making. Similarly to understand reporting pattern followed in corporate sector as a part of MIS	Students will be able to demonstrate understanding of business reporting types and interpretation
6.	E- Commerce Technology Course Code -: 506.	To enable students to understand basic concepts of Ecommerce and its applications To enable the students to understand the process of building their website To focus on concepts of EDI, E	To relate to current Ecommerce transactions and cases Display the basic website building by students

		Governance and EPS	To display knowledge of electronic transactions in business
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Sixth Semester

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
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1.	Import Export Procedure. Course Code -: 601	Essentials for Export Custom Clearance Procedure for Imported Cargo Export Procedure Benefits of Export Duty Drawback & Remittance Scheme	To demonstrate knowledge of INCOTerms and Foreign trade policy To be able to interpret the Import and export procedures and the documentation
2.	International Business Law. Course Code -: 602	International Law International Institutions, their functions & Role in International Economic Law International Trade International Dispute Settlement Machinery Indian Law affecting International Trade	To demonstrate clarity of concepts pertaining to legal aspects of international trade To demonstrate concept clarity of international dispute settlement machinery To enable students to understand the role and functions of Indian government bodies for promotion of international trade
3.	Study of Global Economics. Course Code -: 603	Introduction Study of International Monetary Fund [IMF] And World Bank with reference to financial markets and poverty aid Global Human Resource Management Challenges confronting the global economy with reference to India in the Global Setting Case studies in Economic and Business Environment in the	To demonstrate understanding of IMF and WB with respect to financial markets and poverty aid To relate to the current issues of HR and financial turmoil To be able to solve caselets in economic and business environment

		Global Economy	
4.	International Project Management Course Code -: 604	Introduction to International Project Management Strategy planning & Project Management Time, Cost and Quality Planning Project Delivery & Control Cultural Factors Influencing International Projects & Learning	To be able to demonstrate understanding of project management concepts To be able to construct WBS and project proposals To be able to draw Gantt charts and Arrow on Arrow diagrams To demonstrate understanding of project control methods
5.	Supply Chain & Logistics Management Course Code -: 605	Basic Concept about distribution system Channel Section Selections of channel partner & Strategies of channel of distribution. Logistics for customer satisfaction. Physical Distribution Management	To be able to demonstrate understanding of distribution management concepts like channel design and management for various product categories To show understanding of the elements of logistics and distribution control for efficiency

6.	Research Methodology (50 Marks) & Project (50 Marks) Course Code -: 606	Introduction to Research Methodology Data Collection Process Analysis & Report Writing	To be able to demonstrate the understanding of research concepts through research report To be able to exhibit research design, data collection method, analysis and interpretation in the report
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Course Outcomes for BBA(CA)

Learning Objectives & Outcomes of FY BBA (CA)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1	Business Communication Skills	1.To understand what is the role of communication in personal and business world 2.To understand system and communication and their utility 3.To develop proficiency in how to write business letters and other communications in required business	Through this subject students shall be able to communicate effectively and understand importance of business communication
2.	Principles of Management	1.To understand basic concept regarding org. Business Administration 2.To examining how various management principles 3.To develop managerial skills among the students	Through this subject students shall be able to know principle of management basic concepts of business administration is very essential in business environment.

3.	C-Programming	This is the first programming language subject students will learn. This subject will teach them programming logic, use of programming instructions, syntax and program structure. This subject will also create a foundation for students to learn other complex programming languages like C++, Java etc.	Through this subject students learn basic knowledge of C programming . operators, functions, loops , if conditions are very important in programming.
4.	Database Management System	The concepts related to database, database models, SQL and database operations are covered in this subject. This creates a strong foundation for application database design. Also the students are made aware of the connection between DBMS and the subjects like Relational Operations, Software Engineering – ERD , DFD.	Through this subject students shall be able to understand concepts of Database , how to create , develop and store data in database management system.
5.	Business Statistics	1.To understand role and importance of statistics in various business situations 2.To develop skills related with basic statistical technique 3. Develop right understanding regarding regression, correlation and	Through this subject students shall be able to understand business statistics and functionality of business statistics.

		data interpretation	
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Term II

1.	Organizational Behavior & Human Resource Management	1.To understand basic concept of HRM & OB 2. To make aware students about traditional & modern methods of procurement & development in organization. 3. To know the major trends in HRM & OB	Through this subject students shall be able to understand Organizational Behavior & Human Resource Management – working and functionality
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2.	Financial Accounting	<ol style="list-style-type: none"> 1.To develop right understanding regarding role and importance of monetary and financial transactions in business 2. To cultivate right approach towards classifications of different transactions and their implications 3. To develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L 	<p>Financial accounting is the subject which will guide you to the accounting of different statements .</p> <p>Through this subject students shall be able to understand how to create journal entries , ledger entries till balance sheet of a firm</p>
3.	Relational database Management system	<ol style="list-style-type: none"> 1. Enable Students to understand relational database concepts and transaction management concepts in database systems. 2. Enable students to write PL/SQL programs that use: procedure, function, package, cursor and trigger. 	<p>Relational Database management is next learning step of DBMS . Students shall be able to learn programmable SQL with trigger, cursor, procedure etc.</p>
4.	Business Mathematics	<ol style="list-style-type: none"> 1.To understand role and importance of Mathematics in various business situations and while developing software 2.To develop skills related with basic mathematical technique 	<p>Through this subject students shall be able to use the statistical, graphical and algebraic and other techniques wherever relevant.</p>
5.	Web Technology HTML-JS-CSS	<ol style="list-style-type: none"> 1. To know & understand concepts of internet programming. 2. To understand how to develop web based applications using JavaScript. 	<p>Through this subject students shall be able to use the web</p>

Learning Objectives & Outcomes of SY BBA (CA)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
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1.	RDBMS (Relational Database Management System)	<p>1. Enables students to understand relational database concepts and transaction management concepts in database systems.</p> <p>2. Enables student to write PL/SQL programs that use: procedure, function, package, cursor and trigger</p>	<p>Relational Database management is next learning step of DBMS . Students shall be able to learn programmable SQL with trigger, cursor, procedure etc.</p>
2.	Data Structure Using C	<p>1. To understand different methods of organizing large amounts of data</p> <p>2. To efficiently implement different data structure</p> <p>3. To efficiently implement solution for different problems</p> <p>4. To get more knowledge on C programming language</p>	<p>Through this subject students shall be able to write programmes of Data structure using C programming language like tree, sorting etc.</p>
3.	Introduction to Operating System	<p>1. To know system programming</p> <p>2. To know services provided by operating system</p> <p>3. To know the Scheduling concepts</p>	<p>Through this subject students shall be able learn the basics of Operating systems. Which includes uses, working, functionality, memory management of operating system</p>
4	Business Mathematics	<p>1. To understand role and importance of Mathematics in various business situations and while developing software</p> <p>2. To develop skills related with basic mathematical technique</p>	<p>Through this subject students shall be able to do mathematical calculations and statistical analysis of data.</p>
5.	Software Engineering	<p>This course enables students to understand system concepts and its application in Software development.</p>	<p>Through this subject students shall be able to draw DFD , ERD , Decision table , decision tree etc.</p>
6.	Object Oriented Programming Using C++	<p>1. Acquire an understanding of basic object-oriented concepts and the issues involved in effective class design.</p> <p>2. Enables student to write C++ programs that use: object-oriented concepts such as information hiding, constructors, destructors,</p>	<p>Through this subject students shall be able understand the basics of object oriented programming , classes , functions , file handling etc.</p>

		inheritance.	
7.	Programming in Visual Basic	<ol style="list-style-type: none"> 1.To learn properties and events, methods of controls and how to handle events of different controls. 2.To understand the use of active controls and how to design VB application 	<p>Through this subject students shall be able to do visual basic programming which is a front end design tool.</p> <p>Which includes – text box,</p>

		3. To learn connectivity between VB and databases.	menu bar , toolbar etc.
8.	Computer Networking	<ol style="list-style-type: none"> 1. To know about computer networks. 2. To understand different topologies used in networking 3. To learn different types of networks. 4. To understanding the use of connecting device used in the network. 	<p>Through this subject students shall be able get the knowledge of networking concepts like , LAN WAN MAN OSI model , TCP IP model.</p>
9.	Enterprise Resource Planning and Management.	<ol style="list-style-type: none"> 1. To know what ERP is. 2. To learn different ERP technologies. 	<p>Through this subject students shall be able to understand working process of EPR which is used in companies.</p>
10	Human Resource Management	<p>To acquaint the students with the Human Resource Management its different functions in an organization and the Human Resource Processes that are concerned with planning, motivating and developing suitable employees for the benefit of the organization</p>	<p>Through this subject students shall be able understand benefits, functions, utility of Human Resource Management in organization</p>

Learning Objectives & Outcomes of TY BBA (CA)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	Java Programming	<ol style="list-style-type: none"> 1. To learn the basic concept of Java Programming. 2. To understand how to use programming in day to day applications. 	Through this subject students shall be able to understand Java programming concepts like objects, classes, functions and related important topics
2.	Web Technologies	<ol style="list-style-type: none"> 1. To know & understand concepts of internet programming. 2. To understand how to develop web based applications using PHP. 	Through this subject students shall be able to do web development. They learn web technology, HTML, CSS etc.
3.	Dot Net Programming	<ol style="list-style-type: none"> 1. This will introduce visual programming and event driven programming practically. 2. This will enhance applications development skills of the student. 	Through this subject students shall be able to do programming in Dot Net technology. Which is a front end tool for any software.

4.	Object Oriented Software Engineering	<ol style="list-style-type: none"> 1. To Understand the concept of system design using UML. 2. To understand system development through object oriented techniques 	Through this subject students shall be able to learn Object Oriented Software Engineering
5.	Advanced Web Technologies	<ol style="list-style-type: none"> 1. To know & understand concepts of internet programming. 2. To understand the concepts of XML and AJAX. 	Through this subject students shall be able to understand Advanced web technology which will help students to create websites for commercial use.

6.	Advanced Java	<ol style="list-style-type: none"> 1. To know the concept of Java Programming. 2. To understand how to use programming in day to day applications. 3. To develop programming logic. 	Through this subject students shall be able to understand advance Java programming concepts like objects, classes , functions and related important topics
7.	Recent Trends in IT	<ol style="list-style-type: none"> 1. To introduce upcoming trends in Information technology. 2. To study Eco friendly software development. 	Through this subject students shall be able to understand recent trends in IT which are used in IT companies
8.	Software Testing	<ol style="list-style-type: none"> 1. To know the concept of software testing. 2. To understand how to test bugs in software. 3. To develop programming logic. 	Through this subject students shall be able to understand software testing tools and techniques which are used in IT companies

Course Outcomes for BBA(CA)

Learning Objectives & Outcomes of FY BBA (CA)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1	Business Communication Skills	<ol style="list-style-type: none"> 1.To understand what is the role of communication in personal and business world 2.To understand system and communication and their utility 3.To develop proficiency in how to write business letters and other 	Through this subject students shall be able to communicate effectively and understand importance of business communication

		communications in required business	
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2.	Principles of Management	<p>1.To understand basic concept regarding org. Business Administration</p> <p>2.To examining how various management principles</p> <p>3.To develop managerial skills among the students</p>	Through this subject students shall be able to know principle of management basic concepts of business administration is very essential in business environment.
3.	C-Programming	This is the first programming language the student will learn. This subject will teach them programming logic, use of programming instructions, syntax and program structure. This subject will also create foundation for student to learn other complex programming languages like C++, Java etc.	Through this subject students learn basic knowledge of C programming . operators, functions, loops , if conditions are very important in programming.
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5.	Business Statistics	<p>1.To understand role and importance of statistics in various business situations</p> <p>2.To develop skills related with basic statistical technique</p> <p>3. Develop right understanding regarding regression, correlation and data interpretation</p>	Through this subject students shall be able to understand business statistics and functionality of business statistics.

Term II

1.	Organizational Behavior & Human Resource Management	<ol style="list-style-type: none"> 1.To understand basic concept of HRM & OB 2. To make aware students about traditional & modern methods of procurement & development in organization. 3. To know the major trends in HRM & OB 	Through this subject students shall be able to understand Organization Behavior & Human Resource Management – working and functionality
2.	Financial Accounting	<ol style="list-style-type: none"> 1.To develop right understanding regarding role and importance of 	Financial accounting is the subject which will guide you

		<ol style="list-style-type: none"> monetary and financial transactions in business 2. To cultivate right approach towards classifications of different transactions and their implications 3. To develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L 	do the accounting of different statements . Through this subject students shall be able to understand how to create journal entries , ledger entries till balance sheet of a firm
3.	Relational database Management system	<ol style="list-style-type: none"> 1. Enable Students to understand relational database concepts and transaction management concepts in database systems. 2. Enable students to write PL/SQL programs that use: procedure, function, package, cursor and trigger. 	Relational Database Management is the next learning step of DBMS . Students shall be able to learn programmable SQL with trigger, cursor, procedure etc.
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5.	Web Technology HTML-JS-CSS	<ol style="list-style-type: none"> 1. To know & understand concepts of internet programming. 2. To understand how to develop web based applications using JavaScript. 	Through this subject students shall be able to use the web

Learning Objectives & Outcomes of SY BBA (CA)

Sr. No.	Subjects	Learning Objectives	Learning Outcomes
1.	RDBMS (Relational Database Management System)	<ol style="list-style-type: none"> 1. Enables students to understand relational database concepts and transaction management concepts in database systems. 2. Enables student to write PL/SQL programs that use: procedure, function, package, cursor and trigger 	Relational Database Management is the next learning step of DBMS . Students shall be able to learn programmable SQL with trigger, cursor, procedure etc.
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7.	Programming in Visual Basic	1.To learn properties and events, methods of controls and how to handle events of different controls. 2.To understand the use of active controls and how to design VB application 3. To learn connectivity between VB and databases.	Through this subject students shall be able to do visual basic programming which is a front end design tool. Which includes – text box, menu bar , toolbar etc.
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			of EPR which is used in companies.
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Learning Objectives & Outcomes of TY BBA (CA)

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5.	Advanced Web Technologies	<ol style="list-style-type: none"> 1. To know & understand concepts of internet programming. 2. To understand the concepts of XML and AJAX. 	Through this subject students shall be able to understand Advanced web technology which will help students to create websites for
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			commercial use.
6.	Advanced Java	<ol style="list-style-type: none"> 1. To know the concept of Java Programming. 2. To understand how to use programming in day to day applications. 3. To develop programming logic. 	Through this subject students shall be able to understand advance Java programming concepts like objects, classes , functions and related important topics
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