

BLDE Association's
A.S. Patil Colleges of Commerce (Autonomous), Vijayapur

**PROGRAMME OUTCOMES, PROGRAMME SPECIFIC OUTCOMES AND COURSE
OUTCOMES**

2.6.1 Programme outcomes, Programme specific outcomes and course outcomes

Programme Outcomes

Programme Outcomes (PO): UG

- PO1:** Understand the wide-ranging business concepts, principles and the working environment.
- PO2:** To identify and define problems and opportunities, understand the problems faced by the business sector in the Current scenario.
- PO3:** To communicate effectively business issues, management policies, plans, and decisions through oral and written presentations.
- PO4:** To understand the role of technology to gain the competitive advantage in the business.
- PO5:** To be able to demonstrate ethical and socially responsible behavior.
- PO6:** Developing entrepreneurship expertise.
- PO7:** Have strong foundation for their higher studies.

Programme Outcomes (PO): PG

- PO1: Apply knowledge of management theories and practices to solve business problems.
- PO2: Analytical and critical thinking abilities for data-based decision making.
- PO3: Demonstrate leadership skills.
- PO4: Be able to carry out Research using literature and identify and analyze management research problems.
- PO5: Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
- PO6: To understand and be conscious of the impact of managerial decisions on the triple bottom-line Profits, People and Planet.

- PO7: Be adept at analyzing and applying theoretical constructs to various diverse business scenarios.
- PO8: Determine the entrepreneurial skills.
- PO9: Choose the best possible investment decisions for an enterprise.
- PO10: Engage in independent and life-long learning.
- PO11: To enable the students for conducting business, accounting and auditing practices, role of regulatory bodies in corporate and financial sectors nature of various financial instruments.
- PO12: To provide in-depth understanding of all core areas specifically Advanced Accounting, Management, Security analysis and portfolio management, Research Methodology, GST and Tax planning.
- PO13: This program could provide well trained professionals for the Industries and company and also provide over all Administration abilities of the Company.

Programme Specific Outcomes (PSO)

Programme Specific Outcomes (PSO): B.Com Programme

- PSO1: Students also acquire skills to work as tax consultant, audit assistant and other financial supporting services.
- PSO2: Students have choices to pursue professional courses such as CA, M.COM, MBA, CMA, ICWA, CS, etc
- PSO3: Students are able to play roles of businessmen, entrepreneur, managers, consultant, which will help learners to possess knowledge and other soft skills and to react aptly when confronted with critical decision making.

Programme Specific Outcomes (PSO): BBA Programme

- PSO1:** Understand about the corporate world
- PSO2:** Acquire conceptual clarity about various functions of the organization
- PSO3:** Demonstrate the ability to create business plans.
- PSO4:** Capable to understand ecosystem of to start a business unit in the country.
- PSO5:** Able to develop strategies for the benefit of the business.
- PSO6:** Inculcate ethical practices and imbibe values for better corporate governance.

PSO7: Ability to work in groups.

Programme Specific Outcomes (PSO): BCA Programme

PSO1: To pursue further studies to get specialization in Computer Science and Applications, Economics, Mathematics, business administration

PSO2: To pursue the career in corporate sector can opt for MBA.

PSO3: To Work in the IT sector as programmer, system engineer, software tester, junior Programmer, web developer, system administrator, software developer etc.

PSO4: To work in public sector undertakings and Government organizations.

PSO5: For teaching in Schools and Colleges.

Programme Specific Outcomes (PSO): MBA Programme

PSO1. To prepare graduates who will design business solutions for problems across the various functional domain of Management.

PSO2. To prepare graduate who will contribute to the growth and development of the society through their research acumen and entrepreneurial skills.

PSO3. To prepare job ready graduates who are equipped with the requisite interpersonal skills and aptitude

PSO4: Nurturing industry ready professionals with business and management acumen, who shall hold high degree of human values and social consciousness in their professional and personal lives.

PSO5: Empowers students to demonstrate the ability to innovate, the ability to execute the most daunting of challenges in the most trying of circumstances.

PSO6: Helped to create synergies amongst the most diverse set of variables and the ability to continuously learn, improvise, adapt, energize, excel and grow.

PSO7: Encourage student on their professional development plans by reflecting on their learning and Summer Internship experiences.

PSO8: Providing a Strong analytical foundation in key functional areas and the other, enabling a high degree of academic flexibility, thereby allowing students to customize their MBA experience.

Programme Specific Outcomes (PSO): M.Com Programme

PSO1: For teaching in the Colleges after qualifying necessary tests.

PSO2: For working as data analyst.

PSO3: To attain Eligibility for Joining Research.

PSO4: To attain Eligibility for applying examinations like SET, NET etc.

PSO5: To attain Eligibility for joining professional courses in Teaching.

PSO6: For Joining professional courses like CA/ICWA/MSW etc.

PSO7: To attain eligibility for applying KPSC, UPSC and other recruitment board examinations for which post-graduation is the basic qualification.

Course Outcomes (CO)

Course Outcome (CO): B.Com Programme

BASIC SUBJECTS

BCOM 1.1: Basic English

CO1 To know the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional competency.

BCOM 1.2 A/B/C MIL: Kannada OR Hindi OR Add. English

CO1 To acquaint the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional competency.

Mandatory Subject:

BCOM 1.3 Indian Constitutions & Value Education

CO1 To make aware of constitutional values and moral ethics.

CO2 To understand fundamental rights and duties

CO3 To encourage and practicing the directive principles of the nation

Core Subjects:

BCOM 1.4 Financial Accounting-I

CO1 To encourage analysis problems in marketing

CO2 To know the financial environment and accounting system in corporate world

BCOM 1.5 Secretarial Practice

CO1 To enhance confidence and competence in relation to company laws and monitoring

CO2 To improve professional skills.

CO3 To make awareness on smooth functioning of administration.

BCOM 1.6 Marketing Management

CO1 To acquaint students on marketing development and job opportunities

CO2 To encourage students how to manage the marketing analysis and environment

BCOM 1.7 Business Economics-I

CO1 To enhance the techniques and tools for business and industry

CO2 To give an awareness for the analysis of various problems in economics and how to solve them

BCOM 1.8 Special Accounts Paper-I

CO1 To make the students acquire the conceptual knowledge of accounting

CO2 To understand basic skills of accounting system

BCOM 1.9 Special Commerce paper – I

CO1 To give awareness on basic principles of commerce

CO2 To understand concepts of different business firms

BCOM 2.1: Basic English

CO1 To know the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional competency

BCOM 2.2 A /B/C MIL: Kannada / Hindi / Addl. English

CO1 To acquaint the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional tendency

BCOM 2.3 Business Communication

CO1 To equip the students with the concepts of business communication and to develop basic business communication skills.

CO2 To encourage students for improving writing and communicating

BCOM 2.4 Financial Accounting-II

CO1 To encourage analysis of problems in accounting environment

CO2 To know the financial environment and accounting system in corporate world

BCOM 2.5 Environmental Studies

CO1 To encourage environmental awareness

CO2 To know the environmental problems and remedies to solve them

BCOM 2.6 Business Economics-II

CO1 To equip the students and strengthen micro economic business

CO2 To motivate the economic behavior in market analysis

BCOM 2.7 Computer Applications in Business-I

CO1 To develop skill among students in applications of internet in commerce education

CO2 To teach various application of various packages to business, commerce and management

BCOM 2.8 Special accounts paper II

CO1 To acquire the skills and knowledge of recording financial transactions.

CO2 To prepare the students for report writing with modern tools.

BCOM 2.9 Special commerce paper II

CO1 To acquaint the skills and knowledge of commerce.

CO2 To know the later development in commerce.

BCOM 3.1 Corporate Accounting –I

CO1 To know the financial statements in corporate companies

CO2 To prepare the students for smooth administration of corporate companies

BCOM 3.2 A/B Business Statistics – I / Commercial Arithmetic –I

CO1 To enhance the practical knowledge and data analysis in various fields.

CO2 To motivate the students how to handle commercial problems in the present scenario

BCOM 3.3 Monetary Economics

CO1 To enhance the knowledge about Indian economy and banking sector

CO2 To understand the price index, inflation, balance of payments in various sectors

BCOM3.4 Accounting Theory

CO1 To encourage the students about the knowledge of accounting theory and accounting practices.

CO2 To understand the development and changing expects in accounting theory

BCOM3.5 Modern Banking

CO1 To acquaint the functions and active role of banking system

CO2 To understand the negotiable instrument act in banking system

BCOM3.6 Principles of Management

CO1 To inculcate the functions of management

CO2 To understand the various theories of management in different fields

BCOM 3.7 Computer Applications in Business –II

CO1 To acquaint data base system

CO2 To enhance the various computer application systems in relation to business

BCOM 3.8 MIL- Kannada / English / Hindi

CO1 To acquaint the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional tendency

BCOM 4.1 Corporate Accounting –II

CO1 To know the financial statements in corporate companies

CO2 To prepare the students for smooth administration of corporate companies

BCOM 4.2A/B Business Statistics – II / Commercial Arithmetic –II

CO1 To enhance the practical knowledge and data analysis in various fields.

CO2 To motivate the students how to handle commercial problems in the present scenario

BCOM 4.3 International Trade and Business

CO1 To help students about the business cycles in the modern economy.

CO2 To inculcate the awareness international trade policies and business

BCOM 4.4 Human Resource Management

CO1 To understand the human resource management in various companies

CO2 To encourage practical approach of HRM

BCOM 4.5 Fundamentals of Financial Management

CO1 To adopt the basic principles of financial management

CO2 To encourage the framework of financial management in the present world

BCOM 4.6 Indian Financial System

CO1 To understand the working system of financial markets

CO2 To encourage the students about the knowledge of stock market in India

BCOM 4.7 Computer Applications in Business –III

CO1 To acquaint data base system

CO2 To enhance the various computer application systems in relation to business

BCOM 4.8 MIL- Kannada / English / Hindi

CO1 To acquaint the LSRW SKILLS

CO2 To enhance competency and communication skills

CO3 To inculcate emotional tendency

BCOM5.1: GOODS & SERVICES TAX (GST) – I

CO1 To know the various duties and taxes of GST

CO2 To enhance the knowledge of various goods and service tax

BCOM 5.2: PRINCIPLES OF MANAGERIAL ACCOUNTING

CO1 To acquaint the techniques and methods of managerial accounting

CO2 To encourage the students on various capabilities and strengths in managerial accounting

BCOM 5.3: COST ACCOUNTING – I

CO1 To know the element of cost.

CO2 To prepare the students for the preparation of cost sheet in manufacturing sector

BCOM 5.4: INCOME TAX – I

CO1 To develop the skill of assessing tax liability of individual and various sectors.

CO2 To encourage the students to know the various slab systems of income tax

BCOM 5.5: COMPUTER APPLICATIONS IN BUSINESS – IV

CO1 To acquaint data base system

CO2 To enhance the various computer application systems in relation to business

GROUP – A: ADVANCED ACCOUNTING AND FINANCE

BCOM5.6 (A): ADVANCED ACCOUNTING – I

CO1 To encourage the analysis of problems in accounting and management

CO2 To know the financial environment and accounting system in corporate world

GROUP – A: ADVANCED ACCOUNTING AND FINANCE

BCOM5.7 (A): CORPORATE FINANCE – I

CO1 To understand decision making capacity in corporate companies

CO2 To handle the administration of financial sectors

GROUP – B: BANKING AND INSURANCE

BCOM5.6 (B): BANKING-I

CO1 To prepare the students about the knowledge of banking.

CO2 To understand the skill and methods of banking system.

BCOM5.7 (B): INSURANCE-I

CO1 To prepare the students about the knowledge of insurance policies

CO2 To understand the skill and methods of insurance system.

GROUP – C: MARKETING

BCOM 5.6(C): RETAIL MANAGEMENT

CO1 To know the consumer behavior in retail marketing

CO2 To enhance the knowledge of strategic planning and customer service in retail management

BCOM5.7(C): CONSUMER BEHAVIOUR AND MARKETING RESEARCH

CO1 To give awareness on consumer behavior in digital marketing

CO2 To know about various goods and marketing in the modern world

GROUP – D: ECONOMICS

CO1 To know the different patterns of economic development

CO2 To inculcate the determinants of consumers and marketing people in various markets

BCOM5.6 (D): PUBLIC ECONOMICS

GROUP – D: ECONOMICS

CO1 To analyze the union budget and educate the community in relation to various aspects of economic development.

CO2 To enhance the recent trends in national and global economic development.

BCOM5.7 (D): INDIAN ECONOMY

CO1 To acquaint demographic problems and RBI policies.

CO2 To inculcate the various economic growth in national and global trends

BCOM VI SEMESTER

BCOM 6.1: PRINCIPLES AND PRACTICE OF AUDITING

CO1 To ensure the skills of principles and practice of auditing in various companies.

CO2 To recognize the recent trends in the auditing profession.

BCOM 6.2: BUSINESS LAWS

CO1 To encourage students on various strategies and techniques of business law

CO2 To acquaint the students about various laws and trends in business law

BCOM 6.3: COST ACCOUNTING – II

CO1 To acquaint the students about the recent trends and practical knowledge of cost accounting

CO2 To understand the direct and indirect cost of various elements in manufacturing companies.

BCOM 6.4: INCOME TAX – II

CO1 To develop the skill of assessing total tax liability of individual and various sectors.

CO2 To encourage the students to know the various slab systems of income tax and deductions in total income.

BCOM6.5: COMPUTER APPLICATIONS IN BUSINESS – V

CO1 To acquaint data base system

CO2 To enhance the various computer application systems in relation to business firms and banking system.

GROUP – A: ADVANCED ACCOUNTING AND FINANCE

BCOM 6.6(A): ADVANCED ACCOUNTING – II

CO1 To acquaint the problems in accounting and management

CO2 To ensure the financial environment and accounting system in corporate world

BCOM6.7(A): CORPORATE FINANCE – II

CO1 To understand decision making capacity in corporate companies

CO2 To handle the administration of financial sectors

GROUP – B: BANKING AND INSURANCE

BCOM 6.6(B): BANKING-II

CO1 To prepare the students about the knowledge of banking.

CO2 To understand the skill and methods of banking system.

BCOM 6.7 (B): INSURANCE –II

CO1 To make awareness about the knowledge of marine ,fire , miscellaneous and life insurance policies

CO2 To understand the decision making capacity in the insurance system.

GROUP – C: MARKETING

BCOM 6.6(C): SERVICE MARKETING

CO1 To give knowledge about professional solutions and consumer service in marketing

CO2 To inculcate special knowledge and skill regarding marketing analysis.

BCOM 6.7 (C): RURAL MARKETING

CO1 To make awareness of marketing for farmers and other skilled persons in rural areas

CO2 To increase the responsibilities and knowledge of marketing in the small scale industries.

GROUP – D: ECONOMICS

BCOM 6.6 (D) : INDUSTRIAL ECONOMICS

CO1 To understand the industrial policy of India and its role in national development

CO2 To develop the business organization and industries at national and global level.

GROUP – D: ECONOMICS

BCOM 6.7 (D): INTERNATIONAL BUSINESS

CO1 To give the solution for economic problems at international level and for sustainable development.

CO2 To understand the various trends and acquiring the advanced technology in multinational companies.

Course Outcome (CO): BBA Programme

BBA I Semester

Business Communication

CO1 Relate to the various concepts and processes of managerial communication.

CO2 Identify the gap between current level of communication skills and the expected industry standards.

CO3 Develop essential communication skills required for managing a business.

Managerial Economics

CO1 Demonstrate a real-world business problem by using systematic theoretical framework.

CO2 Understand the roles of managers in firms

CO3 Upgrade the knowledge about the current micro-economic conditions.

CO4 Understand better about business problem relating to prices, revenues, costs, profits, and competitive strategies.

Financial Accounting-I

CO1 Understand the uses and users of accounting information.

CO2 To explain and apply accounting concepts, principles and conventions

CO3 To record basic accounting transactions and prepare annual financial statements

CO4 Analyze, interpret and communicate the information contained in basic financial statements.

Quantitative Techniques

CO1 Identify the source of a quantifiable problem, recognize the issues involved and produce an appropriate action plan

CO2 Distinguish between different statistical techniques and applications

CO3 Employ appropriate statistical tools to solve problems.

Principles of Management

CO1 The students will learn the traditionally proven management concepts

CO2 Their relevance in solving managerial problems.

CO3 Understand fundamental concepts and principles of management

Modern Indian Language

CO1 Students will get the basics & get the improvement in their grammar in order to reading & writing skills.

CO2 To speak and write clearly in English to the purpose, using appropriate grammar, vocabulary and idiom.

BBA II Semester

Principles of Marketing

CO1 Develop confidence in understanding the market conditions and be able to use different tools of Marketing. (7Ps of Marketing Mix)

CO2 Devise proper Marketing Strategies to face the competition.

CO3 Understand concepts of Marketing and Marketing Environment

Organizational Behaviour

CO1 Analyze the organizational behaviour concepts, and correlate organizational behavior concepts with individual and group behaviour.

CO2 Evaluate personality types, perception and learning process on human behavior

CO3 Recognize the application of motivational theories in practical terms.

Financial Accounting – II

CO1 To understand the uses and users of accounting information.

CO2 To explain and apply accounting concepts, principles and conventions

CO3 To record basic accounting transactions and prepare annual financial statements.

CO4 Analyse, interpret and communicate the information contained in basic financial statements

Environmental Studies

CO1 Apply Knowledge of ecological concepts and acquired skills to analyze environmental issues.

CO2 Acquire the necessary information to enable them to understand environmental problems, particularly local ones

CO3 Understand and communicate the environmental impact of individual actions.

Indian Business Environment

CO1 Analyse the Indian economy with a systematic theoretical framework.

CO2 Understand the importance of Individual role for the development in an economy.

Modern Indian Language

CO1 Students understand familiar words and elementary sentences, phrase simple questions and describe self and others during telephonic conversations.

CO2 Students can speak about everyday situations in a professional way.

CO3 Students will be benefitted by learning personality.

Semester III BBA

Quantitative Techniques-II

CO1 Train the students in the areas of applying tools of operation research in business decisions and production

CO2 Identifying the issues involved in production management and operations management

CO3 Analyzing between different statistical techniques and applications with respect to productions and operations management

Marketing Management II

CO1 Students will demonstrate strong conceptual knowledge in the functional area of marketing management.

CO2 Students will demonstrate effective understanding of 4PS of marketing management and its application.

CO3 Students will have ability to take Product, Price, Place and Promotional decisions and plan, develop, execute and control marketing strategies

Fundamentals of Computers

CO1 Apply a range of computer software's in day to day routine activities using the latest technology.

CO2 Able to work on Office packages like Word Processing, Spreadsheets and Presentations

CO3 Be able to work on Internet and comfortably use email communications.

Entrepreneurship Development

CO1 Understand the basic concepts of Entrepreneurship Development

CO2 Identify business opportunities in order to analyze the business environment

CO3 Evaluate the effectiveness of different entrepreneurial strategies

CO4 Create business plan reports that effectively communicate about the business

Fundamentals of Financial Management

CO1 To help students to understand the conceptual framework of financial management in the context of Business Enterprises.

CO2 Identify the potential conflicts that arise within the firm between various stakeholder groups; particularly between management and stockholders.

CO3 Apply the components of interest rates to determine the costs of financing for the firm.

CO4 Apply techniques for estimating the cost of each component of the cost of capital and understand how to assemble this information into a cost of capital. **CO5** Explain the concept of leverage and the benefits and costs associated with debt financing.

Indian Constitution

CO1 To familiarize the students with the Indian Constitution & its values

CO2 To acquaint the students with basic principle of Indian Constitution with various Fundamental rights and remedies.

CO3 To understand philosophy of fundamental rights and duties.

Semester IV BBA

Management Information System

CO1 Students shall be able to acquaint the knowledge and role of Management information systems and decision making process in any organization

CO2 Students shall be able to gather sufficient information and generate knowledge to take decisions on day to day basis for routine tasks in a business setup.

CO3 Students shall be able to understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision-making

Marketing Research

CO1 To Teach Students Fundamentals of Marketing Research and to Introduce the Students to Applied Research Techniques

CO2 Gather sufficient information and generate knowledge to take decisions on day to day basis for routine tasks in a business setup.

CO3 To teach students methods of collecting primary data and secondary data

CO4 To make students learn Analysis, interpretation and communicating the analyzed report.

Costing Fundamentals

CO1 To Develop A Preliminary Understanding of The Fundamental Aspects of Concepts & Practical Aspects of Cost Accounting For Business Administration.

CO2 To familiarize students with the basic concepts of cost and various methods and techniques of costing

CO3 Distinguish the features of cost and financial accounting and costing terms

Human Resource Management

CO1 To acquaint students with need and importance of HRM. .

CO2 To familiarize the students with the relevance of modern HR requirements and challenges in the dynamic business environment.

CO3 To help the students focus on and analyse the issues and strategies required to select and develop manpower resources.

Consumer Behavior

CO1 Describe the basic models of consumer behaviour,

CO2 Identify the different consumer behaviour and their impact on purchasing decisions,

CO3 Choosing the optimal approach in resolving consumer problems.

CO4 Identify the most appropriate ways to influence consumer behaviour.

Project Management

CO1 Understand the various basic concepts of Project Management

CO2 Analyze and evaluate appropriate business strategies, practices, and theories that inform and guide organizations to ensure sustainability.

CO3 Create business reports that effectively communicate business strategies, practices, and goals using emerging technology and management theories.

CO4 Devise a capital budgeting strategy based on the principles capital budgeting, capital structure, cost of capital, corporate financing, and asset valuation.

Semester – V BBA

Import Export Management

CO1 Identify various opportunities in international trade.

CO2 Export procedures and assessment of export.

CO3 Understanding foreign exchange market and various job opportunities in it.

Business Law

CO1 Understand the sources of Contract law in India with and implication to business.

CO2 Understand basic mercantile laws that can be applied in industry and business.

CO3 Understanding related starting, running and winding up of Company and also LLP's.

CO4 Understanding of Legal Requirements Concerning Business.

E-Commerce

CO1 To be able to start their own e-commerce store

CO2 Identify the right mix of business and technology in delivering business

CO3 Apply the strategies to market their presence on online platforms.

Direct Taxes

CO1 Students will understand the basic concept of taxation in business.

CO2 Students will gain the knowledge of computation of income for taxation Purposes.

CO3 Understand the procedure of computation of total income for the purpose of levy of Income tax.

Working Capital Management

CO1 Understand the various basic concepts of working capital management

CO2 Analyzing the financial performance of a company

CO3. Evaluate working capital effectiveness of a company based on its operating and cash conversion cycles and compare the company's effectiveness

CO4 Application of working capital management techniques

Corporate Finance

CO1 Apply best practice tools and methods in corporate finance and investment management to different settings

CO2 Evaluate critically corporate financial management practices with the aim of proposing and implementing improvements.

CO3 Understand the role of finance in an organisation.

CO4 Analyse the relationship between strategic decision making and corporate financing decisions.

Retail Management

CO1 The student is expected to have the basics of marketing management before he takes up this course, in this course the student learns all the techniques for effective and efficient management of sales force including recruitment training and compensation of sales force. In the second half of the course he also learns all about channel management.

CO2 To enable students to acquire knowledge of the different principles and frame-works that form the foundation of the retail industry.

CO3 To interpret and analyse strategic planning of fashion retailers. 1. Able to understand retail format, its emergence.

CO4 Able to understand buying systems, buying merchandise, pricing and communication mix.

Sales Management

CO1 Able to determine the qualities of field sales force.

CO2 Able to design system to recruit, select, hire and assimilate effective sales people.

CO3 Able to design sales force compensation.

CO4 Able to design budget, quarter, territory.

HR Specialization:

Human Resource Development

CO1 Recognize & illustrate a general overview & principles of the HRD field.

CO2 Develop the training programs incorporating the stages of needs analysis, selection of resources.

CO3 Identify the implications & consequences of HRD efforts in organizations.

Performance Management Systems

CO1 The students will understand various interventions and drivers of Performance Management System

CO2 Students would be able to design the PMS by themselves

CO3 Identify the implications & consequences of HRD efforts in organizations.

Semester – VI

Production Management

CO1 Identify the roles and responsibilities of production managers in different organisational contexts

CO2 Describe the boundaries of a production management and recognize its interfaces with other functional areas within the organization.

Micro Small Medium Enterprise Management

CO1 Know the parameters to assess opportunities and constraints for new business ideas.

CO2 Understand the systematic process to select and screen a business idea.

CO3 Design strategies for successful implementation of ideas

CO4 Able to write a business plan.

Financial Market and Service

CO1 Make an informed judgment about whether or to what extent a financial market satisfies the conditions of an efficient market

CO2 Identify the main factors that could detract from that efficiency.

CO3 Design strategies for successful implementation, Design strategies for successful implementation of ideas of live investment in stock market

CO4 To understand the market investment plans and investment in market.

Security Analysis and Portfolio Management

CO1 Describe the basic working of financial markets.

CO2 Students will understand the characteristics of different financial assets.

CO3 Use various tools of fundamental and technical analysis.

Goods & Services Tax

CO1 Understand the basic concepts of Goods and Service Tax

CO2 Gain an insight on the recording and analyzing and evaluating the transactions for compliance under GST

CO3 Getting familiar with the technology and the flow of return filing under GST

CO4 Knowing and applicability of the same under GST and Understand the impact of new regulation.

Service Marketing

CO1 Identify and analyse the various components of the services marketing mix (7Ps).

CO2 Recognise the role of employees (and often customers) in service delivery, customer satisfaction and service quality.

CO3 Use various tools of fundamental and technical analysis.

Advertising Management

CO1 Apply marketing communications functions such as advertising, direct marketing, the Internet, interactive media, and sales promotion.

CO2 Recognise the role of employees (and often customers) in service delivery, customer satisfaction and service quality.

CO3 Develop effective marketing communication strategies and programs. 3. Understand the implications of current trends in advertising and promotion.

CO4 Develop an advertising campaign plan that reflects an integrated marketing communications (IMC) perspective.

Leadership Styles

CO1 Have increased awareness of his/her personal leadership style.

CO2 Have increased knowledge to understand and evaluate leadership problems and possibilities.

CO3 Have strengthened his/her leadership skills, e.g. interpersonal skills, team development, conflict management, communication and change skills.

Organization Development

CO1 Develop the knowledge, skills, attitudes, and values necessary for success in management and leadership positions in a variety of agencies, governmental, educational, and non-profit settings.

CO2 Exhibit leadership with the ability to be a change agent within an organization and the Public Safety community.

CO3 Demonstrate personal and professional ethical responsibility in all managerial and organizational decision making.

Course Outcome (CO): BCA Programme

BCA I SEM

BCA 101(A) Mathematics – I (New)

CO1: Develops formal reasoning.

CO2: Creates habit of raising questions.

CO3: Knowledge regarding the use of Mathematics.

CO4: Helpful in formulating questions.

CO5: Ability to communicate knowledge capabilities and skills related to the computer engineer.

BCA 101(B) Accounting & Financial Management I

CO1: Define bookkeeping and accounting

CO2: Explain the general purposes and functions of accounting

CO3: Explain the differences between management and financial accounting

CO4: Describe the main elements of financial accounting information – assets, liabilities, revenue and expenses

CO5: Identify the main financial statements and their purposes.

BCA 102: Functional Kannada

CO1: Exposure to Kannada Literary forms

CO2: Sharpening of written and oral communication skills

CO3: Capability in creating subject specific articles in Kannada in a digital space

BCA 102 Hindi

CO1: Develop competency in Literary Forms. (Hindi Poetry & Fiction)

CO2: Develop Reading, Writing & Communication Skills in Hindi.

CO3: Get information about the Literary Theories.

CO4: Develop Approach of Hindi Linguistics & Grammar

BCA 103: Computer Concepts & Office Automation

CO1: Familiarization with the terms like Operating System, peripheral devices, networking, multimedia internet etc.

CO2: Ability to use internet for searching information on Web, sending e-mails and many other tasks.

CO3: Skill to work with MS-Word, Excel and Powerpoint.

CO4: Initiation into the process of writing business letters or job applications, tabulating data.

BCA 104 Programming in C

CO1:In-depth understanding of various concepts of C language

CO2:Ability to read, understand and trace the execution of programs.

CO3:Skill to debug a program.

CO4:Skill to write program code in C to solve real world problems.

BCA 105:Indian Constitution

CO1: Able to understand historical background of the constitutional making and its importance for building a democratic India, the structure of Indian government, the structure of state government, the local Administration,

CO2: Able to apply the knowledge on directive principle of state policy, the knowledge in strengthening of the constitutional institutions like CAG, Election Commission and UPSC for sustaining democracy.

CO3: Able to analyze the History, features of Indian constitution, the role Governor and Chief Minister, role of state election commission, the decentralization of power between central, state and local self-government.Able to evaluate Preamble, Fundamental Rights and Duties, Zilla Panchayat, block level organization

CO4: various commissions of viz SC/ST/OBC and women.

BCA II SEM

BCA201 (A) Mathematics – II (New)

CO1: Develops formal reasoning.

CO2: Creates habit of raising questions.

CO3: Knowledge regarding the use of Mathematics.

CO4: Helpful in formulating questions.

CO5: Ability to communicate knowledge capabilities and skills related to the computer engineer.

BCA201(B) Accounting & Financial Management-II

CO1: Familiarize the students with the theoretical and practical aspects of Hire Purchase Accounting

CO2 : Equip the students to gain knowledge on the Branch Accounting and departmental accounting

CO3: Familiarize the students about the application and importance of Accounting Standards

BCA202 Functional English

CO1: Reading Skills: Ability to read English with ability to read English with understanding and decipher paragraph patterns, writer techniques and conclusions.

CO2: Writing Skills: Skill to develop the ability to write English correctly and master the mechanics of writing the use of correct punctuation marks and capital letter.

CO3: Listening Skills: Ability to understand English when it is spoken in various contexts.

CO4: Speaking Skills:-Develop the ability to speak intelligibly using appropriate word stress, sentence stress and elementary intonation patterns.

BCA203 Statistical & Numerical Methods

CO1: Skill to choose and apply appropriate numerical methods to obtain approximate solutions to difficult mathematical problems.

CO2: Ability to apply various statistical techniques such as Measures of Central Tendency and Dispersion.

CO3: Understanding of relationship between variables using the method of Correlation.

CO4: Skill to execute programs of various Numerical Methods and Statistical Techniques.

BCA204 Data Structure using C

CO1: Understand the need for Data Structures when building Applications.

CO2: Appreciate the need for optimized algorithm.

CO3: Able to walk through insert and delete for different data techniques.

CO4: Improve programming skills.

BCA 205 Human Rights & Environmental Studies

CO1: Familiarise multidisciplinary nature of environmental studies, Natural Resources, eco-systems, pollution, issues, and human rights

CO2: Acquaint students with biodiversity of India and its conservation

CO3: Understand serious environmental and social issues.

CO4: Enable students to be aware of human rights related with environment.

BCA 301 Computer Organization & Architecture

CO1: Ability to understand the functionality, organization and implementation of computer system.

CO2: Skill to recognize the instruction codes and formats.

CO3: Knowledge of the internal working of main memory, cache memory, associative memory and various modes of data transfer.

CO4: Familiarization with the working of parallel processing and vector processing

BCA 302 Oops Using C++

CO1: Familiarization with a widely used programming concept- Object Oriented Programming

CO2: Develop logical thinking.

CO3: Skill to write codes in C++ by applying concept of OOP such as Objects, Classes, Constructors, Inheritance etc to solve mathematical or real world problems.

CO4: Ability to isolate and fix common error in C++ programs.

BCA 303 Discrete Mathematical Structures

CO1: Understand, analyze and create mathematical arguments.

CO2: Understand sets, perform operations and algebra on sets, describe sequences and summations.

CO3: Understand basic concepts of number theory and familiarize public and private key cryptosystems.

CO4: Determine properties of relations, identify equivalence and partial order relations, sketch relation

BCA 304 Database Management system

CO1: Familiarization with Database Management System.

CO2: Comprehensive knowledge of database models.

CO3: Ability to code database transactions using SQL

CO4: Computational Problem Solving Using Python

BCA 305 Operating System (New)

CO1: Ability to apply CPU scheduling algorithms to manage tasks.

CO2: Initiation into the process of applying memory management methods and allocation policies

CO3: Knowledge of methods of prevention and recovery from a system deadlock

BCA306 MIL English

CO1: Read, understand, and interpret a variety of written texts.

CO2: Undertake guided and extended writing using appropriate vocabulary.

CO3: Understanding and correcting grammar usage

CO4: Listen and speak with confidence in both formal and informal contexts with reasonable fluency and acceptable pronunciation.

CO5: Become employable with requisite professional skills, ethics and values.

BCA401 Design and Analysis of Algorithm

CO1 : Ability to analyze the performance of algorithms.

CO2: Ability to choose appropriate algorithm design techniques for solving problems

CO3 : Ability to understand how the choice of data structures and the algorithm design methods

CO4: impact the performance of programs. To clear up troubles the usage of set of rules design methods including the

CO5: grasping approach, divide and overcome, dynamic programming, backtracking and department and certain. To understand the variations among tractable and intractable problems.

CO6: To introduce p and np classes

BCA402 Object oriented System Analysis and Design

CO1 : student will be able to demonstrate the importance of modelling in the software development life cycle.

CO2: Become familiar with the Unified modelling Language.

CO3 : Understand the object-oriented approach to analysing and designing systems and software solutions. Employ the Unified modelling Language notations to create effective and efficient system designs.

CO4 : Understand the difference between writing programs for the software and doing analysis and design.

CO5 : Problem formulation and decomposition (analysis) and solution building (design) will be covered.

BCA403 VB.Net

CO1 : Understand .NET Framework and CLR.

CO2 : Describe the basic structure of a Visual Basic.NET project.

CO3 : Create applications using Microsoft Window Forms

CO4 : Create applications that use ADO. NET

CO5 : Create Reports Using Crystal Report

BCA404 Computer Networks

CO1: Knowledge of uses and services of Computer Network,

CO2: Ability to identify types and topologies of network.

CO3: Understanding of analog and digital transmission of data.

CO4: Familiarization with the techniques of Network Security

BCA 405 Programming with JAVA

CO 1: Skill to write Java application programs using OOP principles and proper program structuring

CO 2: Ability to create packages and interfaces.

CO 3: Ability to implement error handling techniques using exception handling

BCA 406 MIL English

CO1: Read, understand, and interpret a variety of written texts.

CO2: Undertake guided and extended writing using appropriate vocabulary.

CO3: Understanding and correcting grammar usage

CO4: Listen and speak with confidence in both formal and informal contexts with reasonable fluency and acceptable pronunciation.

CO5: Become employable with requisite professional skills, ethics and values.

BCA 501 Operations Research

CO1 : Formulate a real-world problem as a mathematical programming model

CO2 : Understand the theoretical workings of the simplex method for linear programming and perform iterations of it by hand

CO3 : Understand the relationship between a linear program and its dual, including strong duality and complementary slackness

CO4 : Solve specialized linear programming problems like the transportation and assignment problems

BCA402 : MICROPROCESS

BCA 502 Introduction to Android Applications

CO1 : Analyze the Architecture and features of Android with another Mobile Operating System.

CO2 : Evaluate the standard of Kotlin language for developing Android Applications

CO3 : Apply knowledge for creating user Interface and develop activity for Android App.

CO4 :. Evaluate the user interface architecture of Android for developing Android Apps

CO5:. Understand the implementation of SQLite database operations with Android

BCA 503 Programming the Web

CO1: Ability to develop web pages using Cascading Style Sheets

CO2: Skill to create XML documents and Schemas.

CO3: Knowledge of client-side JavaScript and server side scripting (PHP, ASP NET)

CO4: languages to build dynamic web pages

CO5: Familiarization with Web Application Terminologies, Internet Tools E- **CO6**: Commerce and other web services.

CO7: Ability to develop database applications with MySQL.

BCA 504 Introduction to Linux

CO1 : Have hands on exposure over different fundamental commands to infer some result from any of the components of OS

CO2 : Design and develop shell scripting problems by successfully designing, coding and executing shell scripts

CO3 : develop scripts using the various scripting languages to achieve administrative tasks or configuration management

BCA 505 Software Engineering

CO1: Familiarization with the concept of software engineering and its relevance.

CO2: Understanding of various methods or models for developing a software product.

CO3: Ability to analyze existing system to gather requirements for proposed system.

CO4: Skill to design and code a software.

Course Outcome (CO): MBA Programme

MBA I Semester

PRINCIPLES OF MANAGEMENT:

CO1: Understand the concepts related to Business.

CO2: Demonstrate the roles, skills and functions of management.

CO3: Analyze effective application of PPM knowledge to diagnose and solve organizational problems and develop optimal managerial decisions.

CO4: Understand the complexities associated with management of human resources in the Organizations and integrate the learning in handling these complexities.

ECONOMICS FOR MANAGERS:

CO1: Analyze real-world business problems with a systematic theoretical framework.

CO2: Understand the roles of managers in firms.

CO3: Design competition strategies, including costing, pricing, product differentiation, and market environment according to the natures of products and the structures of the markets.

BUSINESS STATISTICS:

CO1: Students will identify the source of a quantifiable problem, recognise the issues involved and produce an appropriate action plan.

CO2: Students will distinguish between different statistical techniques and applications.

CO3: Students will employ appropriate statistical tools to solve problems.

ACCOUNTING FOR MANAGERS:

CO1: Recognize and understand ethical issues related to the accounting profession.

CO2: Employ critical thinking skills to analyse financial data as well as the effects of differing financial accounting methods on the financial statements.

CO3: It will facilitate the participant's in enhancing their analytical power to make rational decision related to business.

CO4: It will enable the students to deal more effectively with strategic options for their business.

MARKETING MANAGEMENT:

CO1: Understand common strategies for use with each of the various marketing mix tools: product, pricing, promotion, and distribution

CO2: Understand the importance in business practice of being marketing oriented

CO3: Apply, illustrate, and discuss different marketing strategies.

BUSINESS LAW:

CO1: Students will demonstrate an understanding of how to conceptualize, identify and quantify business risk.

CO2: Students will be able to identify the fundamental legal principles behind contractual agreements

CO3: Students will demonstrate an understanding of the nature and importance of major laws, regulations and cases that constitute the current Indian legal framework.

MBA II SEMESTER:

QUANTITATIVE TECHNIQUES:

CO1: Knowledge and understanding - Be able to understand the characteristics of different types of decision-making environments and the appropriate decision making approaches and tools to be used in each type.

CO2: Cognitive skills (thinking and analysis) - Be able to build and solve Transportation Models and Assignment Models.

CO3: Communication skills (personal and academic). - Be able to design new simple models, like: CPM to improve decision –making and develop critical thinking and objective analysis of decision problem.

FINANCIAL MANAGEMENT:

CO1: Understand the role of financial management in business organizations.

CO2: Analyze the finances of individual companies in terms of their performance and capital requirements.

CO3: Have a greater appreciation and understanding of the importance of financial decision making.

CO4: Apply principles of capital budgeting.

HUMAN RESOURCE MANAGEMENT

CO1: This course will explain the importance of human resources and their effective management in organizations.

CO2: Enable the learner to administer the human resource activities such as recruitment, selection, compensation, appraisal, career planning, training etc.

CO3: Ability to handle employee issues and evaluate the new trends in HRM

ORGANIZATIONAL BEHAVIOUR:

CO1: The students will develop an understanding of key organizational behaviour concepts and how they can be applied to the world of work.

CO2: Integrate relevant theories, evidence from research and business data to analyse the impact of organisational behaviour issues on organizational change & strategic business decisions for organizational effectiveness.

CO3: Communicate effectively in oral and written forms about organizational behavior theories and their application using appropriate concepts, logic and rhetorical conventions.

MANAGEMENT INFORMATION SYSTEMS (MIS) :

CO1: Understand and apply core knowledge in Management Information Systems (MIS).

CO2: Identify and analyse requirements for information systems.

CO3: Understand and apply design principles in Information Systems.

CO4: Understand and apply system development & project management principles.

CO5: Effectively evaluate technology alternatives to solve problems in an MIS context.

CO6: Effectively communicate to both business and IT professionals.

BUSINESS RESEARCH METHODS:

CO1: Apply a range of quantitative and / or qualitative research techniques to business and management problems / issues

CO2: Understand and apply research approaches, techniques and strategies in the appropriate manner for managerial decision making

CO3: Demonstrate knowledge and understanding of data analysis and interpretation in relation to the research process

CO4: Conceptualize the research process

CO5: Develop necessary critical thinking skills in order to evaluate different research approaches utilized in the service industries

MBA III SEMESTER:

STRATEGIC MANAGEMENT:

CO1: Enable students to think strategically about company and foresee the business scenario.

CO2: Provide students with stronger understanding in strategy formulation & implementation.

CO3: Equip budding managers to implement and execute company strategies with reference to Industry 4.0

PROJECT AND OPERATIONS MANAGEMENT:

CO1: Students will know various aspects in carrying out the new projects and operations.

CO2: Develop a suitable budget for a new project.

CO3: Various business and job opportunities in project and operations management.

A – MARKETING SPECIALIZATION

SERVICES MARKETING:

CO1: Identify the special management issues and unique challenges involved in marketing and managing services.

CO2: Aids students to understand the expectations of customers and know how to translate

this knowledge into genuine value for customers.

CO3: Interpret service behavior and service consumption in the light of service-dominant marketing logic and articulate the outcome to service marketing management.

CO4: Understand current research trends in services marketing and management.

SALES, DISTRIBUTION AND LOGISTICS MANAGEMENT:

CO1: Able to understand the role of selling in all industries.

CO2: Able to understand how a career in sales could be very lucrative and describe how the intensity of their effort will usually coincide with their results and success.

CO3: Able to understand the responsibility of sales force.

CO4: Able to utilize sales skills.

INDUSTRIAL MARKETING:

CO1: The *Industrial Marketing* is the science that complements and further develops the knowledge of students in the subject of marketing.

CO2: Apply relevant *marketing* theory, inquiry and analysis skills to contemporary case Studies and communicate *outcomes* .

CO3: Learn and business Marketing skills to apply in industrial (B2B) markets

CONSUMER BEHAVIOUR:

CO1: Learn key concepts and theories of consumer behaviour.

CO2: Learn psychological theories relevant for understanding consumer behaviour.

CO3: Learn how different aspects of the environment influences consumer behaviour.

CO4: Learn what marketing strategy is and how it influences consumer behaviour.

B – FINANCE SPECIALIZATION

SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT:

CO1: Describe the general structure of various financial markets.

CO2: Students will understand the characteristics of different financial assets and will be capable of buying and selling these assets in financial markets.

CO3: Use various tools of fundamental and technical analysis for stock selection.

CO4: Build a diversified portfolio and assess portfolio performance.

INTERNATIONAL FINANCIAL MANAGEMENT:

CO1: Understand and explain basic concepts of international financial management and solve problems on foreign exchange determination.

CO2: Know foreign exchange exposure measurement and management and analyse and Evaluate risk and return in international foreign exchange.

CO3: Understand the functioning of world financial markets.

CO4: Design the Swap arrangements and determine the costs and benefits of different Swaps.

FINANCIAL MARKETS & INSTITUTIONS:

CO1: Make an informed judgement about whether or to what extent a financial market satisfies the conditions of an efficient market

CO2: Identify the main factors that could detract from that efficiency.

CO3: To know about the eligibility criteria for seeking membership at BSE & NSE.

WORKING CAPITAL MANAGEMENT:

CO1: Understand the various basic concepts of working capital management.

CO2: Analyzing the financial performance of a company.

CO3: Evaluate working capital effectiveness of a company based on its operating and cash conversion cycles and compare the company's effectiveness.

CO4: Application of working capital management techniques

C – H.R. SPECIALIZATION

ORGANIZATIONAL DEVELOPMENT & INSTITUTION BUILDING:

CO1: Learn to understand the need for developing the organisations.

CO2: To understand the concepts and models in organization development.

CO3: To be able to judge and understand the need for diversity.

CO4: Learn and understand different interventions required for development.

HUMAN RESOURCE DEVELOPMENT:

CO1: After completion of this course students will be able to describe the role of HRD in Building competencies of employees through HRD interventions.

CO2: They will be able to analyse the role of HRD climate and culture to maintain Performance of employees and retain talent in dynamic organisations.

CO3: The students should be able to apply the principles and techniques as professionals for developing human resources in an organization

LEGAL ENVIRONMENT AND INDUSTRIAL RELATIONS:

CO1: Understand the sources of Industrial law in India with and implication to business.

CO2: Understand some basic laws that can be used to solve employee & employer problems in Industry.

CO3: Appreciate the ethical dimensions of the role of Managers, Lawyers, and the functioning of law and legal systems applicable to Industry set up in Indian context.

GROUP DYNAMICS & LEADERSHIP:

CO1: Analyse the features and developmental stages of groups and team process.

CO2: Critically evaluate and discuss the tools needed for effective communication in a variety of group scenarios.

CO3: Gain knowledge and understanding of leadership foundational theories and models.

CO4: Cultivate a sense of self-awareness through identifying a leadership vision, mission, style and values

D – INFORMATION SCIENCE SPECIALIZATION

ENTERPRISE RESOURCE PLANNING:

CO1: Understand the concepts and importance of ERP system.

CO2: Understand ERP market and vendors.

CO3: They should be able to understand the concept ERP implementation

E-COMMERCE & WEB DESIGNING:

CO1: The fundamental principles of e-Business and e-Commerce and the role of Management,

CO2: The underlying used technologies with emphasis on Internet Technologies, and

CO3: The application of tools and services to the development of small scale e-Commerce applications.

COMPUTER NETWORKS AND INTERNET MANAGEMENT:

CO1: Understanding on the concepts and models in computer networks

CO2: Different modes of technology based communication.

CO3: Security aspects of network communications.

E – PRODUCTION AND OPERATION MANAGEMENT SPECIALIZATION

INTEGRATED MATERIALS MANAGEMENT:

CO1: Students will know how large industries store and maintain all the materials.

CO2: The students understand the meaning of materials management and are able to manage and plan material flows and related information flows as part of the company's logistics process.

CO3: Students understand the connection between company's internal materials management and the network in supply chain

BUSINESS PROCESS REENGINEERING:

CO1: Students will know how to analyze business processes from 360° – The tactical, operational and strategic perspectives

CO2: Understand what Business Process Reengineering

CO3: Analyze & select processes for reengineering

CO4: Apply reengineering technique

CO5: Design & implement the new process

CO6: Use tools & techniques for continuous improvement

MANAGEMENT OF TECHNOLOGY:

CO1: Describe and assess tools, techniques, and strategies of the management of technology and innovation.

CO2: Examine the management of technology from the perspective of research and development, new product development, production, operations, finance, commercialization and strategy.

CO3: Analyze the high levels of complexity and risk associated with the management of technology and develop company strategies.

ADVANCED PRODUCTION PLANNING AND CONTROL:

CO1: Describe (identify/write) the various components that make up the manufacturing planning and control system and the interaction among them.

CO2: Develop the models that are applicable for supply chain inventory management, including those for quantity discounts, safety stocks, and order quantity and reorder point interactions.

CO3: Develop the algorithms that are appropriate for solving single-machine, two-machine, parallel-machines and flow shop scheduling problems.

CO4: Show how (i) the material requirement plans, manufacturing resource plans, and capacity requirement plans can be developed, and (ii) lot sizing decisions can be made for a manufacturing system.

CO5: Describe the issues concerning Just-in-Time (JIT) manufacturing and its benefits.

MBA IV SEMESTER:

ENTREPRENEURSHIP DEVELOPMENT & BUSINESS ETHICS:

CO1: Students will gain knowledge & skills needed to start and run a business.

CO2: Understand various institutions supporting in the development of entrepreneurs.

CO3: Understand ethical issues in workplace & how to make ethical decisions in business.

INTERNATIONAL BUSINESS MANAGEMENT:

CO1: Learn about international Business environment, and trading system.

CO2: Develop an international marketing plan, and strategies to enter global market.

CO3: Learn how international factors affect domestic concerns

CO4: Learn about regional economic integration and importance.

A – MARKETING SPECIALIZATION

INTERNATIONAL MARKETING:

CO1: Be able to apply relevant business skills and as well understand the International scenario.

CO2: Be able to show a market-oriented, global, entrepreneurial and sustainable mind-set.

CO3: To develop and apply various international marketing strategies to the businesses.

RETAIL MANAGEMENT:

CO1: Demonstrate the ability to identify & understand basic theories, principles, practices & terminology related to each functional area of business in retail.

CO2: Demonstrate the ability to perform the functions appropriate to each function area of business in retail.

CO3: Understand the ways the retailers use marketing tools & techniques to interact with their customers.

CO4: Demonstrate competency in communicating effectively using oral, written & non-verbal techniques, to include the use of technology in gathering & presentation of information.

ADVERTISING AND BRAND MANAGEMENT:

CO1: Able to (explain) understand the role of IMC in overall marketing programme.

CO2: Able to design and close best media out of available media for communication to target customer.

CO3: Able to measure the effectiveness of advertisement.

CUSTOMER RELATION MANAGEMENT:

CO1: To create insight and new learning in the area of customer relationship management.

CO2: To discuss the conceptual foundations of relationship marketing and its implications for further knowledge development in the field of business.

CO3: To be able to implement CRM practices in real-life business scenarios

B – FINANCE SPECIALIZATION

MANAGEMENT ACCOUNTING & CONTROL SYSTEMS

- CO1: Understand and apply key instruments of management accounting, such as job order costing, activity-based costing or budgeting in managerial decision-making.
- CO2: Analyze and critically discuss how the performance of a corporation or business unit may be measured and managed.
- CO3: Demonstrate the need for a balance between financial and non-financial information in decision making, control and performance evaluation applications of management Accounting.
- CO4: Evaluate the costs and benefits of different conventional and contemporary costing Systems.

DERIVATIVES MANAGEMENT:

- CO1: Students will understand the characteristics of different financial derivatives.
- CO2: Students will know how to use different derivative instruments to manage their investment risks.
- CO3: On completion of this course students should understand and be able to apply the processes and applications outlined in the course description.

MERGERS AND ACQUISITIONS:

- CO1: To analyze mergers and acquisitions of various types,
- CO2: To compose consolidated balance of the merged company
- CO3: To be prepared to take ethical decisions in strategic investments
- CO4: To demonstrate innovative financial decisions in mergers and acquisition to structure the deal
- CO5: To structure the deals; to know the main sources for LBO deals funding

FINANCIAL REPORTING AND ANALYSIS:

CO1: Student will develop the knowledge and skills necessary to understand the professional responsibilities.

CO2: Student will develop understanding and will be able to compare financial statements.

CO3: Student will learn to make use of financial reports for investment decision making.

C – H.R. SPECIALIZATION

STRATEGIC HUMAN RESOURCE MANAGEMENT:

CO1: Understand the relationship between HRM strategy and organizational performance.

CO2: Understand how HRM strategy is developed in response to internal & external environmental factors.

CO3: Evaluate the impact of SHRM, concepts & values upon the organizations success.

CO4: Understand a range of HR management activities (Ex: recruitment, selection and assessment, performance management, compensation, separation).

HUMAN FACE IN CORPORATE RESTRUCTURING:

CO1: Provided students with the fundamental knowledge of the need for organizational change and the basis for change.

CO2: Enabled students with the understanding the process of organizational change.

CO3: Highlights the impact of organizational change on the human resource.

COMPETENCY MAPPING:

CO1: Identify and develop competency.

CO2: Map competencies according to organization, roles, functions and responsibilities.

CO3: Design and validated generic and customized competency model.

KNOWLEDGE MANAGEMENT:

CO1: To be able to develop skills of identifying, documenting, retrieving and disseminating Knowledge.

CO2: To understand the concepts of knowledge management.

CO3: To bring in clarity of understanding the interrelationships of knowledge management.

D – INFORMATION SCIENCE SPECIALIZATION

SOFTWARE ENGINEERING AND MANAGEMENT:

CO1: The application of a systematic, disciplined, quantifiable approach to the development, operation, and maintenance of software.

CO2: The tools and methods for software requirements, software design, software construction, software testing, and software maintenance tasks

CO3: To develop and apply the managerial skills in practice.

INFORMATION SECURITY AND CYBER LAWS:

CO1: Sensitize about the various information security threats, recognize the ethical issues and privacy issues involved in information security.

CO2: Identify and choose appropriate security management tools to handle information security threats.

CO3: To understand and apply the legalities involved in cyber space.

COMPUTER MODELLING AND DECISION SUPPORT SYSTEMS:

CO1: To understand and have a thorough knowledge of different models and DSS.

CO2: To be able to understand the various insights of management and business scenarios.

CO3: To be able to make decisions using DSS in large organisations.

E – PRODUCTION AND OPERATIONS MANAGEMENT SPECIALIZATION

TOTAL QUALITY MANAGEMENT:

CO1: Know the principles of total quality management and peculiarities of their implementation;

CO2: Be able to use quality management methods analyzing and solving problems of organization

CO3: Select and apply appropriate techniques in identifying customer needs, as well as the quality impact that will be used as inputs in TQM methodologies;

CO4: Measure the cost of poor quality and process effectiveness and efficiency to track performance quality and to identify areas for improvement;

CO5: Understand proven methodologies to enhance management processes, such as benchmarking and business process reengineering.

SERVICE OPERATIONS MANAGEMENT:

CO1: Acquire familiarity and a working knowledge of the principles and practice of operations management as applied to the service industries.

CO2: Understand terminology, applications, and tools which are essential for managing operations in service industries.

CO3: Utilize quantitative and qualitative methods and software applications in managing service operations.

MAINTENANCE PLANNING AND CONTROL:

CO1: Learn proactive and preventative maintenance to maximize the operational efficiency of equipment.

CO2: Strong emphasis on empowering operators to help maintain their equipment.

CO3: Effective in improving productivity (increasing up time, reducing cycle times, and eliminating defects

PRODUCTIVITY MANAGEMENT TECHNIQUES:

CO1: Learn to examine and evaluate the productivity management strategies, tools and techniques

CO2: Learn measures of productivity in manufacturing & services and R & D etc.

CO3: Learn productivity improvement techniques

CO4: Learn relationship between an organization's culture, its leadership.

Course Outcome (CO): M.Com Programme

M.COM I SEMESTER

SUBJECT: MARKETING MANAGEMENT

SUBJECT CODE: MCOM1001

CO1 Formulate a marketing plan including marketing objectives, marketing mix, strategies, budgetary considerations and evaluation criteria.

CO2 Develop pricing strategies that take into account perceived value, competitive pressures and corporate objectives. Develop strategies for the efficient distribution of products.

SUBJECT: FINANCIAL MANAGEMENT

SUBJECT CODE: MCOM1004

CO1 Explain alternative sources of finance and investment opportunities and their suitability in particular circumstances

CO2 Assess the factors affecting investment decisions and opportunities presented to an organization

CO3 Select and apply techniques in managing working capital

SUBJECT: HUMAN RESOURCE DEVELOPMENT

SUBJECT CODE: MCOM1012

CO1 By end of this subject students will able to understand the HRD implementation and evaluation of employees.

CO2 Facilitate and support effective employee and labour relations in both non-union and union environment.

SUBJECT: STRATEGIC MANAGEMENT

SUBJECT CODE: MCOM1002

CO1 Understand the basic concepts and principles of strategic management analyses the internal and external environment of business.

CO2 Develop and prepare organizational strategies that will be effective for the current business environment

CO3 Devise strategic approaches to managing a business successfully in a global context

SUBJECT: BUSINESS ETHICS

SUBJECT CODE: MCOM1011

CO1 Recognize and resolve ethical issues in business.

CO2 Reflect on and critically examine their own values and the importance of the ethical dimension in business and workplace decision making.

CO3 Confidently apply systematic ethical reasoning to business dilemmas and communicate effectively in oral and written forms these, using the concepts, logic and historical conventions of business ethics.

SUBJECT: SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT

SUBJECT CODE: MCOM1013

CO1 Students will be able to understand the theoretical concepts of Security Analysis

CO2 Students will come to know the various fundamental factors that are to be considered for analysis.

CO3 Students will be in a position to create and manage the portfolio on their own by considering the various tools and techniques.

M.COM II SEMESTER

SUBJECT: SERVICES MARKETING

SUBJECT CODE: MCOM2008

CO1 The students will be able to explain describe and utilize key services frameworks and concepts including the 7P's of marketing, the Gaps Model, customer satisfaction, loyalty, and customer lifetime value.

CO2 Identify critical issues in service delivery including identifying and managing customer series experiences, expectations, perceptions and outcomes.

SUBJECT: CORPORATE RESTRUCTURING

SUBJECT CODE: MCOM2009

CO1 Students will be able to understand the theoretical concepts of corporate restructuring

CO2 Students will come to know the various methods of valuing firms, practical calculations

CO3 Students will come to know causes, symptoms of industrial sickness

SUBJECT: BUSINESS RESEARCH METHODS

SUBJECT CODE: MCOM2010

CO1 Students should be able to identify the overall process of designing a research study from its inception to its report.

CO2 Students should be able to define the meaning of a variable, and to be able to identify independent, dependent, and mediating variables.

CO3 Students should be familiar with good practices in conducting a qualitative interview and observation.

SUBJECT: ORGANIZATIONAL BEHAVIOR

SUBJECT CODE: MCOM2015

CO1 Demonstrate the applicability of the concept of organizational behavior to understand the behavior of people in the organization.

CO2 Demonstrate the applicability of analyzing the complexities associated with management of individual behavior in the organization.

CO3 Analyze the complexities associated with management of the group behavior in the organization.

SUBJECT: ECONOMIC ANALYSES FOR BUSINESS

SUBJECT CODE: MCOM2012

CO1 Analyze the demand and supply conditions and assess the position of a company.

CO2 Design competition strategies, including costing, pricing, product differentiation and market environment according to the nature of products and the structures of the markets.

CO3 Analyze real-world business problems with a systematic theoretical framework.

OPEN ELECTIVE COURSE

Any one of the following can be selected

- A. Small Scale Industry Management
- B. Entrepreneurship Development

SUBJECT: (A) SMALL AND MEDIUM ENTERPRISES AND ENTREPRENEURSHIP DEVELOPMENT

SUBJECT CODE: MCOM 2.6(a)

CO1 By end of this subject students will understand outline the links between SME business development, entrepreneurship and leadership.

CO2 Understand the improving capacity for trade, exports, investments, and access to markets.

SUBJECT: (B) ENTREPRENEURSHIP DEVELOPMENT

SUBJECT CODE: MCOM2014

CO1 By the end of this subject students are expected to get essential knowledge about Entrepreneur and Entrepreneurship.

CO2 Understand the systematic process to select a business ideas and design or strategies for successful implementation of ideas.

M.COM III SEMESTER

SUBJECT: ADVANCED E-COMMERCE

SUBJECT CODE: MCOM3008

CO1 Understanding of the foundations and importance of E-commerce.

CO2 Describe Internet trading relationships including Business to Consumer, Business-to-Business, Intra-organizational.

CO3 Assess electronic payment systems.

CO4 To understand the M-Commerce and network of mobile commerce, how to use in business.

CO5 Business through electronic components.

SUBJECT: MULTINATIONAL BUSINESS FINANCE

SUBJECT CODE: MCOM3002

CO1 Understand international capital and foreign exchange market.

CO2 Identify and appraise investment opportunities in the international environment.

CO3 Identify risk relating to exchange rate fluctuations and develop strategies to deal with them.

CO4 Identify and evaluate foreign direct investment and international acquisition opportunities.

CO5 Develop strategies to deal with other types of country risks associated with foreign operations.

ELECTIVE GROUP A: COST MANAGEMENT AND CONTROL

SUBJECT: PRODUCTION AND OPERATION MANAGEMENT

SUBJECT CODE: MCOM

CO1 Gaining knowledge about managing production processes.

CO2 How to run operations effectively.

CO3 Better understanding of modern production techniques.

CO4 Better understanding of supply chain management.

CO5 Management skills needed for the effective operations management.

SUBJECT: COST MANAGEMENT

SUBJECT CODE: MCOM

CO1 To be able to analyze and evaluate information for cost ascertainment, planning, control and decision making.

CO2 Demonstrate mastery of costing systems, cost management systems, budgeting systems and performance measurement systems.

SUBJECT: ADVANCED MANAGEMENT ACCOUNTING

SUBJECT CODE: MCOM

CO1 Evaluate the effectiveness of alternative management accounting techniques and to apply them to organizational cost management practices.

CO2 Appraise current management accounting techniques and practices in their organizational context.

ELECTIVE GROUP B: ACCOUNTING AND TAXATION

SUBJECT: CORPORATE TAX PLANNING

SUBJECT CODE: MCOM3003

CO1 Professional development.

CO2 Identify the relevant provisions of the Income Tax Act as it applies to the taxation of corporations.

CO3 Apply the relevant sections of the Income Tax Act to compute taxable income and tax payable for a corporation.

CO4 Identify tax planning opportunities and challenges for corporations.

CO5 Describe the issues and apply the appropriate provisions related to the taxation of corporate investment income.

SUBJECT: CORPORATE ACCOUNTING

SUBJECT CODE: MCOM3004

CO1 Account for the various adjustments related to share capital

CO2 Explain the concepts of Amalgamation and External Reconstruction

CO3 Prepare the accounts of companies undergoing amalgamation and external reconstruction

CO4 Prepare the accounts of companies on the event of internal reconstruction

CO5 Explain the concepts of Liquidation of companies.

CO6 Prepare Liquidators Final Statement of Accounts

SUBJECT: ACCOUNTING FOR SPECIALIZED INSTITUTIONS

SUBJECT CODE: MCOM3005

CO1 Explore detailed information and compare between the advanced accounting concepts, and principles as applied in banking and non-banking companies.

CO2 It will equip the students to understand to follow accounting for service sector.

CO3 It will increase ability of problem solving.

OPEN ELECTIVE COURSE

SUBJECT: BUSINESS COMMUNICATION SKILLS

SUBJECT CODE: MCOM3006

CO1 This course is designed to give students a comprehensive view of communication.

CO2 The various types of business communication media are covered.

CO3 This course also develops an awareness of the importance of succinct written expression to modern business communication.

CO4 Obtain information from a variety of sources and use it ethically.

M.COM IV SEMESTER

SUBJECT: CORPORATE GOVERNANCE

SUBJECT CODE: MCOM4001

CO1 Understand corporate governance theories and frameworks to the various corporate governance structures found in their national environments

CO2 Show an advanced understanding of the role of the board of directors in shaping the strategy of a company and protecting the interests of stakeholders

CO3 Show an advanced understanding of the relationship between the management of a company and the objectives of the relevant stakeholders

CO4 Evaluate different stakeholders' roles and significance in relation to corporate governance.

SUBJECT: PRINCIPLES OF FINANCIAL DERIVATIVES

SUBJECT CODE: MCOM4018

CO1 Acquire knowledge of how forward a contract, futures contracts, swaps and options work, how they are used.

CO2 Be able to describe and explain the fundamental features of a range of key financial derivative instruments.

CO3 Be able to decide which securities to use for hedging and/or speculative purposes.

CO4 Analyze and price diverse derivatives products to generate an optimal risk management strategy.

CO5 Demonstrate an understanding of pricing forwards, futures and options contracts

SUBJECT: ACCOUNTING INFORMATION SYSTEM

SUBJECT CODE: MCOM4019

CO1 Analyze and evaluate the organizational structure of the information system function in organizations.

CO2 Understand the details of auditing and evaluating an AIS system.

CO3 Understand why IT in general is important to accounting and auditing.

CO4 Apply computer technology and Internet research to meet business needs.

CO5 Describe and evaluate various types of information systems audits and audit technologies.

ELECTIVE GROUP A: COST MANAGEMENT AND CONTROL GROUP

SUBJECT: STRATEGIC COST MANAGEMENT

SUBJECT CODE: MCOM

CO1 Understand cost drivers.

CO2 Apply alternative cost accounting methods.

CO3 Analyze cost and value.

CO4 Analyze and evaluate cost management strategies

SUBJECT: QUANTITATIVE METHODS FOR COST ACCOUNTANTS

SUBJECT CODE: MCOM

CO1 Understand various techniques & statistical methods.

CO2 Demonstrate an ability to apply various statistical tool to solve business problem.

ELECTIVE GROUP B: ACCOUNTING AND TAXATION

SUBJECT: PRACTICES OF GOODS AND SERVICES TAX (GST)

SUBJECT CODE: MCOM4020

CO1 This course is designed to students to become a GST practitioner.

CO2 To update the knowledge and procedures under the GST.

CO3 To do the practice ethically.

CO4 Guide the business man to file return within time.

SUBJECT: CONTEMPORARY ISSUES IN ACCOUNTING

SUBJECT CODE: MCOM4005

CO1 Research and analyses complex contemporary financial accounting issues, and formulate well-reasoned and coherent arguments and reach well considered conclusions in relation to those issues.

CO2 Critically analyses a selected contemporary issues in financial accounting and to communicate effectively in writing.

CO3 Critically evaluate the significance of accounting change and its impact in industry.

PROJECT WORK (VIVA VOCE)

CODE: MCOM4007

The aim of the Project work is to acquire practical knowledge on the implementation of perceptions studied through the programme.

- To impart knowledge about the primary elements of Project Management so that the students are able to develop a detailed project plan.
- To introduce and develop the skills needed to conceptualize a problem, make use of available literature, design a research strategy, evaluate, organize, and integrate relevant data (both existing and new), derive useful solutions based on knowledge, and communicate those solutions to clients and colleagues.
- To understand the basic process of research methodology as practiced in the social sciences and business.

