

## **PROGRAMME B.COM**

**(Department of Commerce: 1996)**

### **PROGRAMME OUTCOMES:**

**On securing the Bachelor of Commerce degree, the students are able to:**

PO1: Identify and apply basic mathematical and statistical skills to solve a number of problems in various business scenarios

PO2: Develop skills to be rightfully employed in sectors like accounting, taxation, management, insurance and corporate law

PO3: Demonstrate basic knowledge of theories and methods of accounting and management

PO4: Learn to value ethical practice in business transactions

### **Course Outcomes**

#### **UGBCOM SEM : I – II**

#### **CC – 102 : Human Resource Management (HRM) On**

**successful completion of the course, the students will:**

- 1) learn the basic concepts and tools of Human Resource Management.
- 3) gain an insight into conceptual and procedural knowledge of functional areas of Human Resource Management.
- 5) develop an understanding of professional ethics, skills and attitude.

#### **SE – 101 - D : Secretarial Practice and Office Management (S.P.I.)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Learn about the scope and role of the Secretary in ensuring effective organizational efficacy.
- 2) Be familiarized with various aspects of office management and its procedural immunity - language and regulations.

- 3) Understand the law and other statutory regulations with regards to chief functional matters
- 4) learn as to how to maintain the company's records and handling the meets.

### **CC – 107 :Fundamentals of Marketing Management (FMM)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Identify role and functions of marketing within different marketing contexts
- 2) Apply conceptual framework and theories to various marketing situations
- 3) Analyze marketing planning, strategies and practices

### **UGBCOM SEM : III – IV**

#### **CC – 202 :Indian Financial System (I.F.S.)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Be acquainted with the fundamental activities and principles of the Indian Financial System in general.
- 2) Cultivate an understanding of investments concepts and avenues.
- 4) Learn about the regulatory framework with regards to Security Market, Capital Markets and Insurance Market.

#### **CC – 207 :Production Management (P.M.)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Be familiarized with product innovations, quality assurance and production management systems.
- 2) Analyze procedures for overseeing a production budget
- 3) Learn how to increase productivity by minimizing the labour, time and finance.

### **UGBCOM SEM – V –VI**

#### **CC – 302 :Marketing Management in Practice (M.M.P.)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Be able to identify opportunities and potential threats for any organization's market
- 2) Be able to apply techniques to develop marketing plans and case studies
- 3) be provided with basic knowledge of functional areas of service management and service marketing research.

### **CC – 307 :Fundamentals of Financial Management (F.M.)**

**Outcomes:** On the successful completion of this course, the students will:

- 1) Be enabled to operate the company's financial portfolio in a right way.
- 2) Have the basic knowledge of theoretical and practical role of financial management and financial vocabulary
- 3) To identify basic financial environment and institutions
- 4) Learn about the Financial portfolio management

### **UGBCOM SEM – V & VI**

#### **Business Law**

**Outcomes:** On the successful completion of this course, the students will:

1. Get a brief idea about the frame work of Indian Business Laws.
2. Will be oriented about the legal aspects of business.
3. Be familiarized with case law studies related to Business Laws.

### **UGBCOM SEM- III & IV**

#### **Taxation**

**Outcomes:** On the successful completion of this course, the students will:

1. Be able to apply tax concepts to various business activities
2. Hone skills required in Finance and Banking sector, Business Consultancy, Working Capital Management and Policy and Budget planning
3. Cultivate an understanding about various aspects of Direct and Indirect taxes.

### **Statistics (Sem – III & IV)**

**Outcome:** On the successful completion of this course, the students will know about the basics of preliminary mathematical statistics

## **Statistics (Sem – V & VI)**

**Outcome:** On the successful completion of this course, the students will be familiarized with the applications of mathematics and statistical techniques in business decision – marking.

## **ACCOUNTANCY**

### **SEM – I & II – Fin. A/c. –CE-101(A) & CE102(A)**

**Outcomes:** On the successful completion of this course, the students will :

- (1) Be able to describe basic elements of financial accounting viz. – share capital transaction, business purchase, company annual account, capital reduction insurance company account
- (2) Develop the ability to use accounting information to solve a variety of business situations

### **SEM – I & II – Accountancy**

**Outcomes:** On the successful completion of this course, the students will :

- (1) Be able to describe basic elements of basic accounting viz. – investment account, joint venture account, hire purchase account
- (2) Develop the ability to use accounting information to solve a variety of business situations

## **SEM. III/IV**

### **Cost Accounting CE – 201 (A) / CE – 203 (A)**

**Outcomes:** On the successful completion of this course, the students will:

- 1). Be familiarized with practical aspects of accounting for service organizations.
- 2). Be acquainted with fundamental principles and methods of cost accounting

### **SEM-III - Corporate Account -CE – 202 (A)**

**Outcomes:** On the successful completion of this course, the students will:

- 1). Have basic knowledge of the Provisions of the Companies Act 2013, the Patents Act 1970, Indian Copyright Act, 1957. The Trademarks Act 1999 and the Designs Act 2000
- 2). Learn to prepare bank A/c's liquidator's final statement of A/c as per latest statutory revision.

### **SEM-IV & VI – Auditing - CE-204 (A) /CE304 (A)**

**Outcomes:** On the successful completion of this course, the students will :

- 1). Have an understanding of the principles, methods and techniques of auditing and their applications.
- 2). Learn concepts of auditing to gain working knowledge of generally accepted auditing procedures, techniques and skills.

### **SEM – V – Cost and Fin. A/c. –CE-301(A)**

**Outcomes:** On the successful completion of this course, the students will :

- 1). Be able to describe main elements of financial accounting viz. – assets, liabilities, revenue and expenses
- 2). Develop the ability to use accounting information to solve a variety of business situations

### **SEM-V/VI – Management Accounting (CE-302 (A) / CE-303 (A)**

**Outcomes:** On the successful completion of this course, the students will :

- 1). Be enabled to understand the basics of management like Financial Management, Marketing Management, Personnel Management, E-Commerce etc.
- 2). Develop an understanding as to how standard accounting procedures can be harnessed for performance measurement in a given organization

## **ECONOMICS**

### **B.Com. Sem – I & II**

**(Principles of Economics-01) Paper – 101 (CORE) & Principles of Economics-02 Paper-102 (CORE)**

**Outcome:**The students after studying this paper, will get clear understanding of various basic concepts used in economics. He will also get and understanding of the demand and

supply and factors affecting them and how the price is determined in different type of markets.

### **B.Com. Sem – III & IV**

#### **Paper – 103 (CORE) & Paper-104 (CORE)**

#### **International Economics & Public Finance 01 & 02**

**Outcome:**After studying this paper, the Students will be able to better appreciate and understand why and how the trade between countries take place and what is the role of WTO in International trade. By studying public finance it is useful to understand the economic policies of the Central Government and their role in economic development.

### **B.Com. Sem – V & VI**

#### **Problem of Indian Economy 01 & 02**

#### **Paper 105 & 106**

**Outcome:**After studying this paper, the Students will be able to understand all the problems of Indian Economy.

## **COMMERCIAL COMMUNICATION**

### **B.Com. Sem – I & II**

**Outcomes:**On the successful completion of this course, the students will :

1. Be able to understand nature and function of communication
2. Develop an understanding of communication strategies, barriers to effective communication and feedback processes
3. Be acquainted with structure of business letters and learn to draft business letters and job applications

### **B.Com. Sem – III & IV**

**Outcomes:** On the successful completion of this course, the students will :



1. Gain an insight into various modes of digital communication and be made about digital etiquettes
2. Learn about Agency Correspondence and Bank Correspondence
3. Be familiarized with business vocabulary and foreign words used in business communication

### **B.Com. Sem – V & VI**

**Outcomes:** On the successful completion of this course, the students will:

1. Learn to prepare questionnaires to carry out various surveys
2. Be acquainted with jargon used in the stock market and insurance sector
3. Develop an understanding to prepare concise press reports

### **GENERAL ENGLISH**

#### **B.Com. Sem – I & II**

**Outcomes:** On the successful completion of this course, the students will:

1. Learn to appreciate the moving power of written words by studying well-known short stories and poems
2. Construct different sentence patterns and learn to use them in descriptive passages