

International School of business Management

List of programs in international School of business management and their POs & PSOs

A. International School of business management *provides M.COM degree in following programmes:*

1. M.Com.

Programme Outcomes Of M.COM.

- PO1. This program could provide Industries, Banking Sectors, Insurance Companies, Financing companies, Transport Agencies, Warehousing etc., well trained professionals to meet the requirements.
- PO2. After completing graduation, students can get skills regarding various aspects like Marketing Manager, Selling Manager, over all Administration abilities of the Company.
- PO3. Capability of the students to make decisions at personal & professional level will increase after completion of this course.
- PO4. Students can independently start up their own Business.
- PO5. Students can get thorough knowledge of finance and commerce
- PO6. The knowledge of different specializations in Accounting, costing, banking and finance with the practical exposure helps the students to stand in organization

M.COM - Program Specific Outcomes:

- **PSO1- Financial Accounting:** To enable the students to learn principles and concepts of Accountancy. Students are enabled with the Knowledge in the practical applications of accounting. To enable the students to learn the basic concepts of Partnership Accounting, and allied aspects of accounting. The student will get thorough knowledge on the accounting practice prevailing in partnership firms and other allied aspects. To find out the technical expertise in maintaining the books of accounts. To encourage the students about maintaining the books of accounts for further reference.
- **PSO2- Marketing and Salesmanship-** This course enables the students, the practical knowledge and the tactics in the marketing. To study and critically analyze the basic concepts and trends in Marketing. To aware of the recent changes in the field of marketing.
- **PSO3- Computer Concepts and applications** - To make students familiar with computer environment & operating systems To introduce students with accounting packages like tally. To develop skill and knowledge among students in applications of internet in education of commerce.
- **PSO4- Business Mathematics and Statistics-** To use and understand useful functions in business as well as the concept of EMI. To understand the different concept of population and sample and to make students familiar with Calculation of various types of averages and variation. To learn the applications of matrices in business. To understand the students to solve LPP to maximize the profit and to minimize the cost. To use regression analysis to estimate the relationship between two variables and to use frequency distribution to make decision. To understand the techniques and concept of different types of index numbers.
- **POS5 - Business Environment and Entrepreneurship-** To make the students aware about the Business and Business Environment. To develop entrepreneurial awareness among students. To motivate students to make

their mind set for thinking entrepreneurship as career.

- **POS6- Banking and Finance** - To familiar the students with the fundamentals of banking and thorough knowledge of banking operations. To build up the capability of students for knowing banking concepts and operations. To make the students aware of banking business and practices. To make understandable to the students regarding the new concepts introduced in the banking system.
- **POS7 Corporate Accounting** - This course aims to enlighten the students on the accounting procedures followed by the Companies. Student's skills about accounting standards will be developed. To make aware the students about the valuation of shares. To impart knowledge about holding company accounts, amalgamation, absorption and reconstruction of company.

Course Outcome – M.Com

Course of M.com – Regular

Paper Code	BM702
Paper Title	Economic Environment Of Business
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
CO 2	This course exposes students to an overview of an exchange based economy and draws out the relationship between crucial macroeconomic variables like the level of income, employment, prices, investment, money supply, trade and forex, etc.
CO 3	This course exposes students to an overview of an exchange based economy and draws out the relationship between crucial macroeconomic variables like the level of income, employment, prices, investment, money supply, trade and forex, etc.
CO 4	The design of government policy measures in regulating and planning for the economy will be discussed. Specific problems like inflation, growth and the control of business cycles will be addressed, with respect to the Indian economy.
CO 5	An MBA prepares individuals for many types of careers. Some of the more common jobs an MBA prepares one for include Business Analyst or Strategist, Business Development Analyst, Associate, or Manager, Entrepreneur / Founder, Financial Analyst, Management Consultant, Marketing Associate, Analyst, or Manager, Portfolio Manager, Project, Product, or Program Manager, Operations Analyst, Associate, or Manager

Course Outcome

Paper Code	BM 107
Paper Title	Organization Behavior
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The objective of this paper is to analyze and compare different models used to explain individual behavior related to motivation and rewards
CO 2	To identify the processes used in developing communication and resolving conflicts, explain group dynamics and demonstrate skills required for working in groups (team building)

Course Outcome

Paper Code	BM703
Paper Title	Managerial Economics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Students will be able to integrate the basic concepts of economics with the tools of mathematics and statistics in order to analyze and make optimal business decisions
CO 2	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted, As per the requirement of the industry.
CO 3	To introduce the fundamentals, tools and theories of managerial economics.
CO 4	To orient on micro economic techniques as a decision making process.

Course Outcome

Paper Code	BM704
Paper Title	Statistical Analysis for Decision Making
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Completion of senior secondary course with basic IQ Level
CO 2	To create an understanding regarding the topic
CO 3	To gain knowledge about statistics
CO 4	To have understanding about techniques and tools of statistics

Course Outcome

Paper Code	BM705
Paper Title	Taxation
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding auditing
CO 2	To gain knowledge about Vouchers
CO 3	To have understanding about Qualified Report
CO 4	Able to understand verification and valuation of assets

Course Outcome

Paper Code	BM 706
Paper Title	Financial Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To explain the basic functions and responsibilities of a financial department in a business/ firm;
CO 2	To elaborate the key decision areas in financial management-investment,
CO 3	financing, dividend and working capital management

Course Outcome

Paper Code	BM 707
Paper Title	Financial Reporting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To explain the basic functions and responsibilities of a financial department in a business/ firm;
CO 2	To elaborate the key decision areas in financial management-investment, financing, dividend and working capital management
CO 3	To explain the various techniques of evaluation of investment proposals
CO 4	To discuss the various factors to be considered in designing the target capital structure.

Course Outcome

Paper Code	BM708
Paper Title	Audit & Assurance
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Auditing and assurance
CO 3	Capable to make various strategy

Course Outcome

Paper Code	BM709
Paper Title	Financial Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	1The primary objective of this course is to explore concepts, approaches to financial management and its applicability in the corporate finance
CO 2	2. The main objective of Financial Management is to help students to acquire and develop skills to take rational decisions in the process of Financing mix and assessment of Price Earnings Ratio.
CO 3	3.To have understanding about Basic Entries to record a transaction
CO 4	Wealth maximizations have always been regarded as important in financial analysis in organizations

Course Outcome

Paper Code	BM 710
Paper Title	Management Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	1The primary objective of this course is to explore concepts, approaches to management accounting and its applicability in the accountant
CO 2	2. The main objective of managerial accounting is to maximize profit and minimize losses . It is concerned with the presentation of data to predict inconsistencies in finances that help managers make important decision

Course Outcome

Paper Code	BM 711
Paper Title	Corporate & Business Law
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
CO 2	The Learning Objectives of the course are : To create an understanding

	regarding the topic To gain knowledge about Business Law, To have understanding about business contracts, Able to analyze different types of contract.
CO 3	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted.
CO 4	As per the requirement of the industry, Case-based teaching methodology is used, More scope for presentations, seminars and workshops is introduced to make the students aware of the latest terminology.

Course Outcome

Paper Code	BM 713
Paper Title	Accountant in Business
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Develop and understand the nature and purpose of financial statements in relationship to decision making.
CO 2	Develop the ability to use the fundamental accounting equation to analyze the effect of business transactions on an organization's accounting records and financial statements
CO 3	Develop the ability to use a basic accounting system to create (record, classify, and summarize) the data needed to solve a variety of business problems.
CO 4	Develop and understand the nature and purpose of financial statements in relationship to decision making.

Course Outcome

Paper Code	BM 715
Paper Title	Performance Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To understand different approaches to performance measurement.
CO 2	To design a performance management system.
CO 3	To understand and develop key skills involved in effective performance

Course Outcome

Paper Code	BM 719
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Paper Title	International Logistics management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Logistics management
CO 3	To have understanding about International logistics management

Course Outcome

Paper Code	BM 717
Paper Title	Export-import procedure
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
CO 2	To create an understanding regarding the topic
CO 3	To gain knowledge about Business Law,
CO 4	To have understanding about business contracts, Able to analyze different types of contract

Course Outcome

Paper Code	BM 721
Paper Title	International Finance Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about the subject
CO 3	To have understanding about the technicalities involved
CO 4	Able to analyze different aspects of the course

Course Outcome

Paper Code	PC 501
Paper Title	Proficiency in Co-Curricular Extra Activities I
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To give students strength and knowledge

CO 2	To give students competitive spirit .
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Course Outcome

Paper Code	FD 102
Paper Title	Foundation Course -1
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To learn the core concept .
CO 2	It provide the broad introduction to subjects which you choose .
CO 3	To identify the quality , strength and weakness .
CO 4	To know the opportunities and threats about your subject.

Course Outcome

Paper Code	EM 501
Paper Title	Employability Skills
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To help the students explore their values and career choices through individual skill assessment .
CO 2	To develop and practice self management skills for the work site.

Course Outcome

Paper Code	PE 604
Paper Title	Minor Research Project
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To know about Specific
CO 2	To know about Measurable
CO 3	To know about Achievable
CO 4	To know about Realistic

Course Outcome

Paper Code	S1 601
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Paper Title	Summer internship project (SIP) B. Specialization: International Trade & Commerce
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To know about Make a recovery
CO 2	To Increase your confidence
CO 3	To increase Network contacts
CO 4	To know about Possible work

Course Outcome

Paper Code	EM 601
Paper Title	Employability Skills II
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To help the students explore their values and career choices through individual skill assessment .
CO 2	To develop and practice self management skills for the work site.

Course Outcome

Paper Code	PC 502
Paper Title	Proficiency in Co-Curricular Extra Activities II
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To give students strength and knowledge
CO 2	To give students competitive spirit .

Course Outcome

Paper Code	FD 104
Paper Title	Foundation course –II
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To learn the core concept .
CO 2	It provide the broad introduction to subjects which you choose .
CO 3	To identify the quality , strength and weakness .
CO 4	To know the opportunities and threats about your subject.

Course Outcome

Paper Code	DE 601
Paper Title	Proficiency in Co-Curricular Extra Activities
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To give students strength and knowledge
CO 2	To give students competitive spirit .
CO 3	To identify the quality , strength and weakness .
CO 4	To know the opportunities and threats about your subject.

Course Outcome

Paper Code	
Paper Title	Soft Skills
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To give students strength and knowledge
CO 2	To give students competitive spirit .
CO 3	To identify the quality , strength and weakness .
CO 4	To know the opportunities and threats about your subject.

GYAN VIHAR SCHOOL OF BUSINESS MANAGEMENT

Teaching and Examination Scheme for M.COM (Honours) (2 Year Program)

Edition – 2022-24

YEAR: 1

SEMESTER: I

S. No.	Course Code	Course Name	Credits	Contact Hrs/Wk.			Exam Hrs.	Weight age (in %)	
				L	T	P		CE	ESE
		A. Program Core							
1	BM701	Organizational Behaviour	3	3			3	40	60
2	BM702	Economic Environment Of Business	3	3			3	40	60
3	BM703	Managerial Economics	3	3			3	40	60
4	BM704	Statistical Analysis for Decision Making	3	3			3	40	60
5	BM705	Taxation	3	3			3	40	60
6	BM706	Financial Accounting	3	3			3	40	60
7		B. University Core							
8	PC 501	Proficiency in Co-Curricular Extra Activities I	2			-		100	
9	FD 102	Foundation Course -1	1	1	-	-		25	75
	EM 501	Employability Skills	1	2	2		3	40	60
10		C. University Open Elective (Soft Skills)	2	2			3	40	60
		Total	24	23		2			
		Total Teaching Load		23					

GYAN VIHAR SCHOOL OF BUSINESS MANAGEMENT

Teaching and Examination Scheme for M.COM (Honours) (2 Year Program)

Edition – 2022-24

YEAR: 1

SEMESTER: II

S. No.	Course Code	Course Name	Credits	Contact Hrs/Wk.			Exam Hrs.	Weight age (in %)	
				L	T/S	P		CE	ESE
		A. Program Core							
1	BM 707	Financial Reporting	3	3			3	40	60
2	BM708	Audit & Assurance	3	3			3	40	60
3	BM709	Financial Management	3	3			3	40	60
4	BM 710	Management Accounting	3	3			3	40	60
5	BM 711	Corporate & Business Law	3	3			3	40	60
6	PE 604	Minor Research Project	2			4		60	40
7		B. University Core							
8	EM502	Employability Skills	2	2	2			60	40
9	PC 502	Proficiency in Co-Curricular Extra Activities II	2					100	
10	FD 104	Foundation course –II	1	1			3	25	75
11		C. University Open Elective (Soft Skills)	2	2			3	40	60
12		Total	24	20	2	4			
		Total Teaching Load		20					



GYAN VIHAR SCHOOL OF BUSINESS MANAGEMENT
Teaching and Examination Scheme for M.COM (Honours) (2 Year Program)
Edition – 2022-24

YEAR: 2

SEMESTER: III

S. No.	Course Code	Course Name	Credits	Contact Hrs/Wk.			Exam Hrs.	Weight age (in %)	
				L	T / S	P		CE	ESE
		A. Program Core							
1	BM 713	Accountant in Business	3	3			3	40	60
2	BM715	Performance Management	3	3			3	40	60
3	S1 601	Summer Internship Project (SIP)	2			4		60	40
		B. Specialization: International Trade & Commerce							
4	BM717	Export Import Procedure	3	3			3	40	60
5	BM719	International Logistic Management	3	3			3	40	60
6	BM 721	International Financial Management	3	3			3	40	60
		B. University Core							
7	EM 601	Employability Skills II	1	2	2			60	40
8	DE 601	Proficiency in Co-Curricular Extra Activities	2					100	60

		C. University Open Elective (Soft Skills)	2	2			3	40	60
		Total	22	19		4			
		Total Teaching Load							



GYAN VIHAR SCHOOL OF BUSINESS MANAGEMENT

Teaching and Examination Scheme for M.COM (Honours)) (2 Year Program)

Edition – 2022-24

YEAR: 2

SEMESTER: IV

S. No.	Course Code	Course Name	Credits	Contact Hrs/Wk.			Exam Hrs.	Weight age (in %)	
				L	T/S	P		CE	ESE
		A. Program Core							
1	BM 401	Industrial Training on cost accounting	4					100	
2	BM 402	Industrial Training on Taxation	4					100	
3	BM 403	Industrial Training on Advance Import & Export	4					100	
4	BM 404	Industrial Training on corporate Reporting	4					100	
5	BM 405	Industrial Training on Log Book	4					100	
		Total	20						

BM 701	Organizational Behavior
Prerequisite	Basic knowledge of General Management
Learning Objectives	<p>The Objectives of the course are:</p> <p>The objective of this paper is to analyze and compare different models used to explain individual behavior related to motivation and rewards and to identify the processes used in developing communication and resolving conflicts, explain group dynamics and demonstrate skills required for working in groups (team building)</p>
Salient features	<p>The students will be able to</p> <ul style="list-style-type: none"> • Conceptualize different types of Attitudes. • To get to understand nature of OB. • Involve in personality aspect concept.
Utility	The student will be able to gather knowledge for the practical life and profession.
UNIT – I	Introduction to Organization Behavior:
	Concept of Organizational Behavior (OB)- Importance of Organizational Behavior, Key Elements of Organizational Behavior, Role of Managers in OB- Interpersonal Roles-Informational Roles- Decisional Roles, Foundations or Approaches to Organizational Behavior, Challenges and Opportunities for OB
UNIT – II	Individual Dimensions of Organization Behavior:
	Nature and meaning of Interpersonal Behavior, Concept of Self, Transaction Analysis (TA), Benefits and uses of Transactional Analysis, Johari Window Model, Individual Behavior and Learning, Personality, Motivation – Theories and Models
UNIT – III	Leadership and Group Behavior:
	Definition and Meaning, Theories of Leadership, Contemporary Business Leaders. Meaning and Importance of Groups, Reasons for Group Formation, Types of Groups, Stages of Group Development, Meaning and Importance of Teams, Types of Teams, Creating an Effective Team
UNIT – IV	Introduction to Organization Culture
	Meaning and Nature of Organization Culture - Origin of Organization Culture, Functions of Organization Culture, Types of Culture, Creating and Maintaining Organization Culture, Managing Cultural Diversity, Organization Change and Development: Definition and Meaning, Need for Change, Strategies to Overcome Resistance, Process of Change, Meaning and Definition of OD, OD Interventions
Text Book	<ol style="list-style-type: none"> 1. Luthans F. Organizational Behaviour, New York, McGraw Hill 2. Robbins S.P. Organizational Behaviour, New Delhi, Prentice Hall of India
Reference Books	<ol style="list-style-type: none"> 1. Chandan J. S. Organizational Behaviour, Vikas Publication New Delhi 2. Fundamentals of Organizational Behaviour - Slocum/Hillriegel, Cengage Learning 3. Organizational Behaviour, Aquinas P. G, Excel BOOKS.
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Ppt
Recommended by BOS on :	
Approved by Academic Council on :	
Practical	<ol style="list-style-type: none"> 1. Managerial skills 2. Management game 3. Business simulation games 4. Comparison of different organization in terms of work culture policies etc 5. Time management games 6. Management as art and science comparison 7. Motivational games in context with various motivational theories and

	models 8. Management games on team building 9. Individual behavior 10. Employee motivation training
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BM 703	MANAGERIAL ECONOMICS
Prerequisite	Graduate
Learning Objectives	To introduce the fundamentals, tools and theories of managerial economics, To orient on micro economic techniques as a decision making process, To understand macro-economic analysis essential for business managers
Salient Features	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted, As per the requirement of the industry, Case-based teaching methodology is used, More scope for presentations, seminars and workshops is introduced to make the students aware of the latest terminology.
Utility	Students will be able to integrate the basic concepts of economics with the tools of mathematics and statistics in order to analyze and make optimal business decisions.
UNIT – I	Managerial Economics:
	Defining Managerial Economics, Economics and Managerial Decision Making, The Economics of a Business, Important Economic Terms and Concepts, The Firm and its Goal, Profit Maximizing Vs Wealth Maximizing, Five Fundamental Questions in Economics, Discounting Principle, Opportunity Cost Principle, Economy and Economic System, National Income, Inflation, Monetary and Fiscal Policy
UNIT – II	Concept of Demand and supply:
	Market Demand, Market Supply and Market Equilibrium, Comparative Static Analysis, The Managerial Challenges
UNIT – III	Cost concepts:
	Cost and Production Analysis, Type of Costs, Production Function, Break Even Analysis, Shut Down Point. Cost concepts and classification. Cost output relationship
UNIT – IV	Production Analysis:
	Production function-laws of variable proportion & returns to scale. Economics and diseconomies of scale
UNIT – V	Market Structure and Pricing Decision
	Price output determination under Perfect Competition, Monopoly, Differentiated Monopoly, Monopolistic Competition and Oligopoly
Text Book	1. Managerial Economics, D.N Dwivedi, 6th ed., Vikas Publication. 2. Managerial Economics- Theory and Applications, Dr. D.M Mithani, Himalaya Publications. 3. Managerial Economics, H. L Ahuja, S. Chand, 2011 4. Indian Economy, K P M Sundharam and Dutt, 64th Edition, S Chand Publication.
Reference Books	1. Managerial Economics- Principles and worldwide applications, Dominick Salvatore, 6e, Oxford Publication, 2010 2. Managerial Economics, Jaswinder Singh, Dreamtech publications,

	2013 3. Managerial Economics, YogeshMaheswari, PHI, 2013 4. Modern Economic Theory, KK Dewett and MH Navalur, S Chand Publication, 2013
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS :	
	PRACTICALS – 1.Calculation of Elasticity of demand 2.Calculation of National Income 3.Gross Domestic Production 4.Law of Demand Curve 5. Kings demand curve 6. Calculation of diminishing law of marginal utility. 7.Measurement of production Function 8. Degrees of Price Discrimination 9. Cost analysis of risk. 10. Calculation of per capital income.

BM 702	ECONOMIC ENVIRONMENT OF BUSINESS
Prerequisite	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
Learning Objectives	This course exposes students to an overview of an exchange based economy and draws out the relationship between crucial macroeconomic variables like the level of income, employment, prices, investment, money supply, trade and forex, etc. The design of government policy measures in regulating and planning for the economy will be discussed. Specific problems like inflation, growth and the control of business cycles will be addressed, with respect to the Indian economy.
Salient Features	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted, As per the requirement of the industry, Case-based teaching methodology is used, More scope for presentations, seminars and workshops is introduced to make the students aware of the latest terminology.
Utility	An MBA prepares individuals for many types of careers. Some of the more common jobs an MBA prepares one for include Business Analyst or Strategist, Business Development Analyst, Associate, or Manager, Entrepreneur / Founder, Financial Analyst, Management Consultant, Marketing Associate, Analyst, or Manager, Portfolio Manager, Project, Product, or Program Manager, Operations Analyst, Associate, or Manager
UNIT – I	Introduction
	Business Environment – nature, concept and significance. Internal environment and External environment. Social responsibilities of business
UNIT – II	Liberalization in India – The New Economic Policy:
	Impact of liberalization, Globalization and privatization on Indian economy, Critical

evaluation of latest economic policies of India	
UNIT – III	Economic Environment:
Introduction to some important business laws like FEMA, SEBI act, and their impact on business. Approach to FDI and Multinational Cooperation.	
UNIT – IV	Macro Economics:
Macro Economics: Meaning and scope, Inflation : Meaning, effects and control measures, Economic Growth: Meaning and determinants, Free trade vs. Protection, Fiscal and Monetary Policy.	
UNIT – V	Public Finance :
Concept, Meaning and scope of Public finance, concept of public Expenditure, public revenue and taxation, Public Vs Private Budget, Small Scale enterprises in India	
Text Book	<ol style="list-style-type: none"> 1. M.L. Seth : Money Banking, public Finance and trade 2. M. L. Jhingan: Macro Economics 3. RudraDuttSundaram: Macro Economics
Reference Books	<ol style="list-style-type: none"> 1. Francis Cherunilam: Business Environment 2. SheikeSaleem: Business Environment 3. Justine Paul:Business Environment
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	
	PRACTICALS: <ol style="list-style-type: none"> 1. Detail analysis of internal environment of an Industry 2. Detail analysis of external environment of an industry 3. Comparative study of Business environment of India with some other country. 4. Preparing a report on Corporate social responsibility of an industry. 5. Swot analyses of Indian Economy 6. Critically analyze the impact on Libration on Indian Economy 7. Critically analyze the impact on privatization on Indian Economy 8. Critically analyze the impact on globalization on Indian Economy 9. Sector vise study of the new economic policy 10. Compare the Globalization Strategies of 2 companies.

BM 704	Statistical Analysis for Decision Making
Prerequisite	Completion of senior secondary course with basic IQ Level
Learning Objectives	The Objectives of the course are : To create an understanding regarding the topic To gain knowledge about statistics To have understanding about techniques and tools of statistics

Sailent features	The students will be able to
	Able to conceptualize different types Statistical methods
	Able to get statistical technique
	Can involve in group discussions
Utility	The student will be able to gather knowledge for the practical life and profession
UNIT – I	Statistical Decision Theory
Statistical Decision Theory: Decision Types, Decision Framework and Decision Criteria, Basic elements of Statistical Decision Problem, Expected loss, decision rules (nonrandomized and randomized).	
UNIT – II	Sampling theory
1. Concept of population and sample, sampling and non-sampling errors. 2. Types of sampling: non-probability and probability sampling, definition and procedure of selecting a sample, 3. Estimates of: population mean, total and proportion, variances of these estimates, estimates of their variances and sample size determination.	
UNIT – III	Probability
Definitions of Probability – classical, statistical. Standard discrete probability distributions: Binomial, Poisson, geometric, negative binomial, Conditional Probability, laws of addition and multiplication, independent events, theorem of total probability, Bayes' theorem and its applications.	
UNIT – IV	Time Series
1. Introduction to time series data, application of time series from various fields. 2. Components of a time series (trend, cyclical and seasonal patterns, random error) Decomposition of time series. 3. Estimation of trend: free hand curve method, method of moving averages 4. Estimation of seasonal component by Method of simple averages 5. Notions of multiplicative models: ratio to Trend	
UNIT – V	Bivariate Analysis
1. Correlation: definition, meaning, types of correlation- Scatter diagram, regression, curve between two variables . Concept of correlation coefficient & its properties, correlation ratio, polynomial regression and correlation index. Rank correlation coefficient due to Spearman and Kendall. Partial and multiple correlation. 2. Regression analysis: Multiple Regression. Estimation and hypothesis testing in case	

of simple and multiple regression models.	
Text Book	1. Statistics - Robert S. Witte and John S. Witte 2. Advanced Statistics – Dr. S.M. Shukla and Dr. K. L. Gupta
Reference Books	1. 2. Gupta & Kapoor: Fundamentals of Mathematical Statistics, S Chand 2. Goon, Gupta and Dasgupta: Fundamentals of Statistics, World Press
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	-----
	PRACTICALS: 1. Performing the role of Statistician. 2. Diagrammatic representation of a statistical methods. 3. Estimators of population mean. 4. Confidence interval for the parameters of a normal distribution (one sample and two sample problems). 5. Tests of hypotheses for the parameters of a normal distribution (one sample and two sample problems). 6. Chi-square test of proportions. 7. Chi-square tests of association. 8. Chi-square test of goodness-of-fit. 9. Test for correlation coefficient. 10. Sign test for median. 11. Sign test for symmetry. 12. Two-sample test.
BM 511	FINANCIAL ACCOUNTING
Prerequisite	Graduate

Learning Objectives	<p>To explain the basic functions and responsibilities of a financial department in a business/ firm;</p> <p>To elaborate the key decision areas in financial management- investment,</p> <p>financing, dividend and working capital management</p> <p>To explain the various techniques of evaluation of investment proposals</p> <p>To discuss the various factors to be considered in designing the target capital structure.</p>
Salient Features	<p>Students will learn about the ways in which financial statements and information can be used to improve the quality of decision making. They will also learn the basic principles of double-entry bookkeeping. Major topics are: cash flow, financial ratio analysis, inventory, current and non-current liabilities and equity structures. The Course also looks at accounting treatment of groups of companies and the audit process. Throughout the semester, the course will on a weekly basis devote sufficient time on practical examples and exercises.</p>
Utility	<p>The course introduces students to the subject of financial accounting. The course examines the three major financial statements that form the core of financial accounting: the statement of cash flows, the income statement (or profit and loss account), and the statement of financial position (or balance sheet)</p>
UNIT – I	Fundamental of accounting
<p>Meaning, scope and usefulness of Accounting; Generally Accepted Theoretical Framework Accounting Principles, Concepts and Conventions, Capital and Revenue transactions- capital and revenue expenditures, capital and revenue receipts. Measurement, Valuation and Accounting estimates</p> <p>Double entry system, Books of prime entry, Subsidiary Books. Recording of Cash and Bank transactions .Preparation of Ledger Accounts. Preparation of Trial Balance- interpretation and usefulness. Rectification of Errors. Opening entries, Transfer entries, Adjustment entries, Closing entries</p>	
UNIT – II	Preparation of final accounts with Adjustments:
Of a Profit making concern (for sole proprietorship concern and partnership firm only) (i)	

Preparation of Trading Account, Profit & Loss Account and Balance Sheet (ii) Accounting treatment of bad debts, reserve for bad and doubtful debts, provision for discount on debtors and provision for discount on creditors a. Of a Not-for-Profit making concern (i) Preparation of Receipts and Payments Account; (ii) Preparation of Income and Expenditure Account (iii) Preparation of Balance Sheet b. Under Single Entry System including conversion of single entry into double entry system (basic level) (i) Concept of Single Entry System and preparation of Statement showing Profit and Loss, Statement of Affairs (ii) Conversion of Single Entry System into Double Entry System of Accounting	
UNIT – III	Accounting of non-trading organizations
Receipt & Payment Account, Income and expenditure accounts and Balance Sheet	
UNIT – IV	Insurance claim:
Loss of Stock: Rate of Gross profit, Loss of stock, Insurable Amount Loss of Profit, Short Sales, Additional working cost, Average Clause	
UNIT – V	Depreciation account:
Depreciation : Meaning, Importance, Object Fixed Line Method: Meaning, Definition Merits and Demerits Diminishing Method: Meaning, Definition Merits and Demerits Annuity Method Meaning, Definition Merits and Demerits	
Text Book	1. Financial Accounting: A Managerial Perspective, Narayanaswamy R, 5/e, PHI, 2014 2. A Text book of Accounting For Management, Maheswari S. N, Maheswari Sharad 3. Maheswari, 2/e, Vikas Publishing house (P) Ltd. 4. Financial Accounting, Tulsian P. C, 1/e, Pearson Education.
Reference Books	1. Financial Accounting for Management: An Analytical Perspective, Ambrish Gupta, 4/e, Pearson Education. 2. Introduction to Financial Statement Analysis, Ashish K Bhattacharya, Elsevier India. 3. Financial Accounting – Raman B. S, Vol I & Vol II, 1/e, United Publishers, 2009. 4. Financial Accounting (IFRS update), Gary A. Porter & Curtis L. Norton, 6/e, Cengage Learning.
Mode of Evaluation	Assignment/PRACTICALS Questions/Written examination/Presentations
Recommended by BOS on :	
	PRACTICALS:- 1. Types of Transactions

	2. Journal Entries 3. Preparation of Ledger 4. Preparation of Trial Balance 5. Preparation of Trading Account from Trial Balance 6. Profit & Loss Account 7. Balance Sheet 8. Receipt & Payment Account 9. Income & Expenditure Account 10. Loss of Stock
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BM 705	Taxation
Prerequisite	Completion of senior secondary course
Learning Objectives	The Objectives of the course are :
	To create an understanding regarding auditing
	To gain knowledge about Vouchers
	To have understanding about Qualified Report
	Able to understand verification and valuation of assets
Sailent Features	The students will be able to
	Able to conceptualize Auditing
	Able to know about vouching
	Able to verification and valuation of Assets
	Duties and liabilities of a company auditor
	Qualified Report, appointments and rights of a auditor
Utility:	To Know how audit works
UNIT - I	Basic Concepts:
	Income, Agricultural Income, Causal Income, Assessment Year, Previous Years, Gross Total Income, Total Income; Tax Evasion, Tax Avoidance, Tax Planning
UNIT - II	Basis of Change :
	Scope of Total Income; Residence and Tax Liability; Income which does not fall part of total income

UNIT - III	Property and investment income:
Compute property business profits, Understand rent-a-room relief, Compute the amount assessable, restriction on property income finance costs, Compute the tax payable on savings and dividends income.	
UNIT - IV	Taxable income and income tax liability:
Basic income tax computation involving different types of income, Compute the amount of income tax payable, compute the child benefit tax charge, Understand the treatment of property owned jointly by a married couple, or by a couple in a civil partnership.	
UNIT - V	National insurance contributions for employed and self-employed persons:
Compute national insurance contributions payable: i) Class 1 and 1A NIC. ii) Class 2 and 4 NIC. [2] ,Understand the annual employment allowance	
Text Book	Dr. H.C. Mehrotra, Dr. S.P. Goyal
Reference Books	Gaur and Narang; Income Tax, Kalyani Publishers, New Delhi.
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Ppt
Recommended by BOS on :	-----

BM 708	Audit & Assurance
Prerequisite	Completion of senior secondary course with basic IQ Level
Learning Objectives	<p>The Objectives of the course are :</p> <p>To create an understanding regarding the topic</p> <p>To gain knowledge about Auditing and assurance</p>
Sailent Features	<p>The students will be able to</p> <p>Able to conceptualize Auditing</p> <p>Able to know pros and cons of Auditing plans</p> <p>Can make strategy according to Government' need</p> <p>Capable to make various strategy</p> <p>Able to make sustainable structure for government</p>

Utility	To Know about Auditing & Assurance
UNIT – I	Introduction of Auditing
Introduction: Meaning and Objectives of Auditing. Types of Audit, Internal Audit. Audit Process: Audit Programme, Audit and book, working papers and evidence, Preparation before commencing of Audit.	
UNIT – II	Internal Check System
Internal Check System: Routine Checking, Internal Check and Test Checking. Internal Control and Audit Procedure.	
UNIT – III	Assets and Liabilities Management
Vouching, Verification of Assets and Liabilities	
UNIT – IV	Company Audit
Company audit: Appointment of auditor, Powers, Duties and Liabilities. Divisible Profits and Dividend. Auditor's report: Cleaned and Qualified report.	
UNIT – V	Investigation
Investigation: Objectives, Difference between audit and investigations, Process of Investigation. Special audit of Banking Companies, Educational, Non Profit Institutions and Insurance Companies.	
Text Book	1. International GAAP 2021 2. Internal Auditors Make A Difference
Reference Books	1. Accounting for Governmental & Nonprofit Entities 2. Principles of International Auditing and Assurance.
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	

BM 709	Financial Management
Prerequisite	Completion of senior secondary course
Learning Objectives	The Objectives of the course are :
	1The primary objective of this course is to explore concepts, approaches to financial management and its applicability in the corporate finance
	2. The main objective of Financial Management is to help students to acquire and develop skills to take rational decisions in the process of Financing mix and assessment of Price Earnings Ratio. Wealth maximizations have always been regarded as important in financial analysis in organizations
	3.To have understanding about Basic Entries to record a transaction

Salient features	4.Able to analyze Inventory Valuation, Joint Stock Company, preparation of company Accounts
	The students will be able to
	Able to conceptualize Financial Statement
	Able to get company Inventory Valuation, joint stock Company
	Can prepare company Accounts
Utility	Student will be able to take four basic decisions of Finance, i.e. Investment, Financing, Working Capital and Dividend Decision
UNIT – I	Introduction to Finance, Time Value of Money
<p>Role of Finance Function, Principles of Financial Management, Scope, Rationale, Techniques, Practical</p> <p>Applications of Compounding and Present Value Techniques.</p>	
UNIT – II	Capital Budgeting
<p>Major Capital Budgeting Decisions – Concepts of Cash Flows and Cash Flow Patterns, Capital Budgeting</p> <p>Techniques & Limitations – Traditional (ARR, Payback Period) and modern (NPV IRR, TVM and Profitability Index); NPV Vs PI – Comparison, Economic Value Added</p>	
UNIT – III	Cost of Capital
<p>Concept, Explicit and Implicit Costs, Cost of Debt – Redeemable and Perpetual, Cost of Preference Shares –</p> <p>Redeemable and non-redeemable, Cost Equity – Dividend and CAPM Approach, Cost of Retained Earnings</p> <p>Overall Cost of Capital (WACC) – Assignment of Weights (Historical and Market)</p>	
UNIT – IV	Financial Decision
<p>Operating , Financial and combined Leverage – Algebraic and Graphic Approach , EBIT – EPS (Indifference Curve) Analysis ,Capital Structure – Concept, theories of relevance and irrelevance Net Income/Net Operating Income Approach, Modigliani – Millar Hypothesis , Traditional Approach Optimum Capital Structure – factors and determinants</p>	
UNIT – V	Management Of Profits
<p>Concept and Forms of Dividend , Determinants of Dividend policy Dividend Theories of relevance (Walter and Gordon) and irrelevance (Miller-Modigliani), and Limitations, EVA, MVA.</p> <p>Introduction to Working Capital and Domain Industry Finance - Concept, Definition Need, Types and determinants of working Capital, Estimation & Financial Working Capital Industry Financial Management</p>	
List of Expt.	
Text Book	<ul style="list-style-type: none"> • .Pandey , I.M, “Financial Management”, 11th Edition,Vikas Publication, New Delhi. • Sinha, PradeepKumar,”Financial Management”, 5th Edition, The World Press, Calcutta.
Reference Books	<ul style="list-style-type: none"> • Elements of Financial Management, by S.N.Maheshwari • Principles of Financial Management, by N.P.Agrawal, R.K.Tailor, Pioneer Publications Working Capital Management, by N.P.Agrawal, B.K.Mishra, RBSA Publishers

	<ul style="list-style-type: none"> Financial Management by P.V.Kulkarni, B.G.Satyaprasad, Himalaya Publishing house Financial Management by S.C.Kuchhal
Mode of Evaluation	Assignment/Practical Questions/Written examination/Ppt
Recommended by BOS on :	
Approved by Academic Council on	
Practical:-	1. Future Value & Present Value 2. Annuity 3. Fund Flow Statement 4. Cash flow statement 5. Ratio Analysis 6. Cost of Capital & Capital Structure 7. Equity & overall cost of capital, 8. Capital Budgeting, 9. Theories of Capital structure & Restructure 10. Dividend Policy 11. Valuation of a Firm 12. Leverages 13. EPS 14. Operating leverages 15. Financial leverages

BM 710	Management Accounting
Prerequisite	Completion of senior secondary course
Learning Objectives	The Objectives of the course are :
	1The primary objective of this course is to explore concepts, approaches to management accounting and its applicability in the accountant
	2. The main objective of managerial accounting is to maximize profit and

	minimize losses. It is concerned with the presentation of data to predict inconsistencies in finances that help managers make important decision
Salient features	3.To have understanding about Basic Entries to record a transaction
	4.Able to analyze Inventory Valuation, Joint Stock Company, preparation of company Accounts
	The students will be able to
	Able to conceptualize Financial Statement
	Able to get company Inventory Valuation, joint stock Company
	Can prepare company Accounts
Utility	Student will be able to take four basic decisions of accounting, i.e. Concept of Budget and Budgetary Control;
UNIT – I	Introduction:
	Nature, Scope and importance of Management accounting; Difference between financial accounting and management accounting; Difference between cost accounting and management accounting; Cost control; Cost reduction and cost management
UNIT – II	Budgeting and Budgetary Control
	Concept of budget and budgetary control; Objectives, merits and limitations of budget administration; Types of budget; Fixed and flexible budget, zero base budget, program and performance budget.
UNIT – III	Standard Costing
	Concept of Standard Cost and Standard Costing, Advantages, Limitations, and Application, Variance Analysis: Calculation of Material Variances, Labour Variances, and overhead Variances, Disposition of Variances.

UNIT – IV	Marginal Costing and Decision-Making
	Concept of Marginal Costing, Differential Costing and Absorption Costing, Break-Even Analysis, Use of above Costs in Decision-Making; Make or Buy, Change of Product-Mix, Pricing and Determination of Shut-Down Point.
UNIT – V	Responsibility Accounting
	Concept and Approaches to Responsibility Accounting. Different Responsibility Centres Significance; Divisional Performance Measurement – Financial Measures.
List of Expt.	
Text Book	<ol style="list-style-type: none"> 1. Richard M. Lynch and Robert W. Williams, <i>Accounting and Management: Planning and Control</i>, 3rd edition Tata McGraw-Hill, New Delhi, 2005 2. Anthony, Robert N., David f. Hawkins, and Kenneth A. Merchant, <i>Accounting: Text and Cases</i>, 13th edition, Tata McGraw-Hill, New Delhi, 2010
Reference Books	<ol style="list-style-type: none"> 1. Charles T. Horngren, Gray L. Sundem, and William O. Stratton, <i>Introduction to Management Accounting</i>, 14th edition, Prentice-Pearson Education, Delhi, 2008 2. Khan, M.Y., and P.K. Jain, <i>Management Accounting</i>, 6 edition, Tata McGraw-Hill, New Delhi, 2009
Mode of Evaluation	Assignment/Practical Questions/Written examination/Ppt
Recommended by BOS on :	

Approved by Academic Council on	
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BM 711	Corporate & Business LAW
Prerequisite	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
Learning Objectives	The Learning Objectives of the course are : To create an understanding regarding the topic To gain knowledge about Business Law, To have understanding about business contracts, Able to analyze different types of contract
Salient Features	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted, As per the requirement of the industry, Case-based teaching methodology is used, More scope for presentations, seminars and workshops is introduced to make the students aware of the latest terminology.
Utility	An MBA prepares individuals for many types of careers. Some of the more common jobs an MBA prepares one for include Business Analyst or Strategist, Business Development Analyst, Associate, or Manager, Entrepreneur / Founder, Financial Analyst, Management Consultant, Marketing Associate, Analyst, or Manager, Portfolio Manager, Project, Product, or Program Manager, Operations Analyst, Associate, or Manager
UNIT – I	Introduction to legal Environment
: Definition of Law, classification of law, Indian judiciary system. Indian Contract Act, 1872 (Fundamental Knowledge) : Essentials of valid contract, discharge of contract, remedies for breach of contract. Hypothecation, mortgage, Quasi Contract. Special contracts: Contracts of Indemnity, Guarantee, Bailment, Pledge and Agency.	
UNIT – II	Sale of Goods Act 1930
Sale of Goods Act 1930 (Fundamental Knowledge) : Meaning of Sale and Goods, Conditions and Warranties, Transfer of Property, Rights of an unpaid seller. Basic Conceptual Knowledge: OPC, HUF, Partnership Act 1932, LLP, NGO, Co-operative societies, HPA, IPR..	
UNIT – III	The Negotiable Instruments Act 1881
The Negotiable Instruments Act 1881 (Fundamental Knowledge) : Essentials of a Negotiable instruments, Kinds of Negotiable Instrument Holder and Holder in Due Course, Negotiation by endorsements, crossing of a cheque and Dishonour of a cheque. Basic Conceptual Knowledge: Excise act, Vat, overview of income tax act & customs act	
UNIT – IV	Environmental law
Environmental law (Basic elementary knowledge) : Land pollution, Water pollution, Air pollution and Noise pollution. Consumer Protection Act: Definition of consumer, unfair trade practice,	

Alternative Dispute Remedies: Arbitration, conciliation, Mediation, Negotiation.	
UNIT – V	The Companies Act 2013
The Companies Act 2013 (Basic elementary knowledge) : Essential characteristics of a company, types of companies, memorandum and articles of association, prospectus, shares – kinds, allotment and transfer, debentures, essential conditions for a valid meeting, kinds of meetings and resolutions. Directors, Managing Directors-their appointment, qualifications, powers and limits on their remuneration, prevention of oppression and mismanagement, winding up of the Company and its types.	
Text Book	1. Maheshwari, S.N. and S.K. Maheshwari; <i>A Manual of Business Law</i> , 2 nd Edition, Himalaya Publishing House, 2004.. 2. Durga Das Basu- Constitution of India (Prentice Hall of India) 3. Relevant Acts
Reference Books	1. Kuchhal M.C. - Business Law (Vikas Publication, 4 th Edition) 2. Gulshan S.S. - Business Law Including Company Law (Excel Books) 3. Avtar Singh - Principles of Mercantile Law (Eastern Book Company, 7th Edition). 4. N.D Kapoor & Rajni Abbi-General Laws & Procedures (Sultan Chand & Sons)
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	
	Practicals: 1. Preparing Contractual agreement 2. Preparing Hypothecation agreement 3. Preparing Mortgage contract 4. Preparing agency agreement 5. Preparing warranty agreement 6. Preparing different types of cheques 7. Preparing memorandum of association 8. Preparing articles of association 9. Preparing a format of prospectus 10. Preparing a format for winding up of company

BM 713	Accountant in Business
Prerequisite	Completion of senior secondary course
Learning Objectives	The Objectives of the course are :
	1. Develop and understand the nature and purpose of financial statements in relationship to decision making.
	2. Develop the ability to use the fundamental accounting equation to analyze the effect of business transactions on an organization's accounting records and financial statements
	3. Develop the ability to use a basic accounting system to create (record, classify, and summarize) the data needed to solve a variety of business problems.
	4. Develop and understand the nature and purpose of financial statements in relationship to decision making.
SailentFeatures	The students will be able to
	Able to conceptualize financial Accounting
	Able to know Accounting Standards
	Able to know Partnership Accounting
	Capable to make entries of issue and redemption of shares
Utility	The student will be able to gather knowledge for the practical aspects of Financial Management
UNIT – I	Introduction to Accounting:
Accounting Mechanics, Journal Ledger – Meaning, Posting and Balancing, Principal of accounting- concept, Conventions and elementary knowledge of Accounting Standard.	
UNIT – II	Preparation of Financial Statement:
Trial Balance, Errors and Reconciliations Adjustments, Profit & Loss Accounts, Form of Balance Sheet	
UNIT – III	Bank Reconciliation Statement
Meaning of Bank Reconciliation statement, Causes of Differences in Bank Balance as per Cash Book and Pass Book, Importance of Bank Reconciliation Statement, Procedure of preparation of bank Reconciliation statement	
UNIT – IV	Accounting for Companies
Accounting for Share Capital, Accounting for Debentures, Issue and allotment of shares, Calls in advance and arrears, Issue of debentures at par, at a premium and at a discount, Issue of debentures for consideration other than cash	
UNIT – V	Bills of Exchange:
Parties to a Bills of Exchange, Types, Promissory Notes, Dishonor of Bills, Retiring of Bills	

Text Book	Bardia&Modi : - Financial Accounting Maheshwari, S.N. : - Modern accountancy Vol. I
Reference Books	Agarwal, R.K. – Basic Accounting Agarwal, M.R. – Financial Accounting
Mode of Evaluation	Assignment/Practical Questions/Student seminar/Written examination/Presentations
Recommended by BOS on :	-----
	Practical's: 1. Preparing of Journal 2. Preparing of Ledger 3. Preparing Trial Balance 4. Preparing Profit & Loss Accounts 5. Preparing a draft of issuing of shares . 6. Preparing forfeiture of shares draft . 7. Preparing re-issue of shares draft . 8. Preparing Balance Sheet 9. Preparing Bank Reconciliation statement 10. Preparing Bills of Exchange

BM 715	Performance Management
Prerequisite	Senior Secondary
Learning Objectives	<p>To explain the concept of performance management and different advantages of implementing well-designed performance management systems.</p> <p>To explain and understand that performance management is an on-going process composed of several sub-processes, such as performance planning, execution, assessment, and review.</p> <p>To understand different approaches to performance measurement.</p> <p>To design a performance management system.</p> <p>To understand and develop key skills involved in effective performance</p>

	management.
Salient Features	
Utility	This course identifies the knowledge and skills needed for effective management of individual and team performance and examines the design of performance management systems that aim to transform organizational objectives into performance outcomes.
UNIT – I	Specialist cost and management accounting techniques – A
J Activity-based costing; Target costing; Life-cycle costing	
UNIT – II	Specialist cost and management accounting techniques – B
Throughput accounting; Environmental accounting	
UNIT – III	Decision-making techniques
Relevant cost analysis; Cost volume profit analysis; Limiting factors; Pricing decisions; Make-or-buy and other short-term decisions	
UNIT – IV	Budgeting and control
Budgetary systems and types of budget; Quantitative analysis in budgeting; Standard costing; Material mix and yield variances; Sales mix and quantity variances; Planning and operational variances; Performance analysis	
UNIT – V	Performance measurement and control
Performance analysis in private sector organisations; Divisional performance and transfer pricing; Performance analysis in not-for-profit organisations and the public sector; External considerations and the impact on performance	
Text Book	<p>Aguinis, H. (2013). Performance management, 3rd ed. Harlow: Pearson.</p> <p>Recommended text: Hutchinson, S. (2013). Performance management. London: Chartered Institute of Personnel and Development.</p>
Reference Books	
Mode of Evaluation	

Recommended by BOS on :	

BM 719	International Logistics management
Prerequisite	Completion of senior secondary course with basic IQ Level
Learning Objectives	The Objectives of the course are : To create an understanding regarding the topic To gain knowledge about Logistics management To have understanding about International logistics management
Sailent features	The students will be able to Able to conceptualize different types logistics management Able to get logistics technique Can involve in group discussions
Utility	The student will be able to gather knowledge for the practical life and profession
UNIT – I	International Logistics: Definition, Evolution, Concept, Components, Importance, Objectives; Logistic Subsectors; The work of Logistics; Integrated Logistics; Barrier to Internal Integration.
UNIT – II	Customer Focused Marketing; International Marketing
Introduction, Definition, Basis for International Trade, Process, Importance; International Marketing Channel: Role of Clearing Agent, Various Modes of Transport, Choice and Issues for Each Mode, Transport Cost etc.	
UNIT – III	Transportation Functionality and Principles; Multimodal Transport
Modal Characteristics; Modal Comparisons; Legal Classifications; International Air Transport; Air Cargo Tariff Structure; Freight: Definition, Rate; Freight Structure and Practice	
UNIT – IV	Containerization
Genesis, Concept, Classification, Benefits and Constraints; Inland Container Depot (ICD): Roles and Functions, CFS, Export Clearance at ICD; CONCOR; ICDs under CONCOR; Chartering: Kinds of Charter, Charter Party, and Arbitration.	
UNIT – V	International Commercial Documents
International commercial documents - International contracts, terms of payments, international insurance, packaging for export, custom clearance and infrastructure: transportation, communication and utilities - Brokerage	
Text Book	1. International Marketing by Gupta and Varshing, Publisher: Sultan Chand and Sons 2. Logistic Management and World Sea Borne Trade by MultiahKrishnaveni, Publisher: Himalaya Publication

Reference Books	<p>1. Logistic and Supply Chain Management by Donald J. Bowerson, Publisher: Prentice Hall of India</p> <p>2. Logistic Management and World Sea Borne Trade by MultiahKrishnaveni, Publisher: Himalaya Publication</p>
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	-----
	<p>PRACTICALS:</p> <p>To develop competencies and knowledge of students to become International logistics management professionals</p> <p>2. To orient students in the field of Logistics</p> <p>3. To help Students to understand international Logistics management</p> <p>4. To apply the Basic knowledge of International Logistics management in the real-life situation</p> <p>5. To enhance their ability and professional skills in Logistics</p>

BM 717	Export-import procedure
Prerequisite	All students are expected to have a general knowledge of economics, finance, accounting, statistics, calculus, and management principles.
Learning Objectives	The Learning Objectives of the course are : To create an understanding regarding the topic To gain knowledge about Business Law, To have understanding about business contracts, Able to analyze different types of contract
Salient Features	Regularly updated curriculum as per the international standards, Latest methods and techniques are being adopted, As per the requirement of the industry, Case-based teaching methodology is used, More scope for presentations, seminars and workshops is introduced to make the students aware of the latest terminology.
Utility	An M.COM prepares individuals for many types of careers. Some of the more common jobs an M.COM prepares one for include Business Analyst or Strategist, Business Development Analyst, Associate, or Manager, Entrepreneur / Founder, Financial Analyst, Management Consultant, Marketing Associate, Analyst, or Manager, Portfolio Manager, Project, Product, or Program Manager, Operations

	Analyst, Associate, or Manager
UNIT – I	Preliminaries for Exports and Imports:
Meaning and Definition of Export – Classification – Strategy and Preparation for Export Marketing – Export Marketing Organizations – Registration Formalities – IEC – RCMC – Export Licensing – Selection of Export Product – Identification of Markets – Methods of Exporting – Pricing Quotations – Payment Terms – Letter of Credit. Liberalization of Imports – Negative List for Imports – Categories of Importers – Special Schemes for Importers	
UNIT – II	Export Import Documentation
Aligned Documentation System – Commercial Invoice – Shipping Bill – Certificate of Origin – Consular Invoice – Mate’s Receipt – Bill of Lading – GR Form – ISO 9000 – Procedure for obtaining ISO 9000 – BIS 14000 Certification – Types of Marine Insurance Policies. Import Documents – Transport Documents – Bill to Entry – Certificate of Inspection – Certificate of Measurements – Freight Declaration.	
UNIT – III	Export-Import Procedure
Steps in Export Procedure – Export Contract – Forward Cover – Export Finance – Institutional framework for Export Finance – Excise Clearance – Pre-shipment Inspection – Methods of Pre-shipment Inspection – Marine Insurance – Role of Clearing and Forwarding Agents – Shipping and Customs Formalities – Customs EDI System – Negotiation of Documents – Realisation of Exports Proceeds. Pre-Import Procedure – Steps in Import Procedure – Legal Dimensions of Import Procedure – Customs Formalities for Imports – Warehousing of Imported goods – Exchange Control Provisions for Imports – Retirement of Export Documents.	
UNIT – IV	Policy and Institutional Framework for Exports and Imports
Foreign Trade Policy – Highlights – Special Focus Initiatives – Duty Drawback – Deemed Exports – ASIDE – MAI & MDA – Star Export Houses – Town of Export Excellence – EPCG Scheme – Incentives for Exporters. Export Promotion Councils-Commodity Boards – FIEO – IIFT – EOUs – SEZs – ITPO – ECGC – EXIM Bank.	
UNIT – V	Institutional Support
Institutional Support for India’s Foreign Trade, Export Incentives (Financial & Non-Financial Incentives). Schemes for import of capital goods, Procedures and documentation for new/second-hand capital goods. International Logistics.	
Text Book	4. Handbook of Import-Export Procedures – Ministry of Commerce , -, Government of India, New Delhi 5. Export: What, Where and How, Paras Ram, Anupam Publishers, Delhi 6. Exports – Do it Yourself, Mahajan M.I., Snow White Publications, New Delhi 7. Import – Do it Yourself, M. I. Mahajan, Snow White Publications, New Delhi 8. Export Marketing, TAS Balagopal , Himalaya Publishing House
Reference	4. Export Documentation and Procedures, , Nabhi Publications, New Delhi 5. International Marketing Management, R.L. Varshney, Sultan Chand

Books	6. International Marketing, Terpstra, Holt Saunders 7. International Business, Concept, Environment and Strategy, Sharan V., – 8. Export Management, D.C. Kapoor, Vikas Publishing House
Mode of Evaluation	Assignment/Quiz/Viva- voce/Student seminar/Written examination/Presentations
Recommended by BOS on :	Practical's: 1. Export Licensing 2. Export Marketing 3. Selection of Export Product 4. Commercial Invoice 5. Procedure for obtaining ISO 9000 6. Steps in Export Procedure 7. Methods of Pre-shipment Inspection 8. Export Incentives 9. Procedures and documentation for new/second-hand capital goods. 10. International Logistics

BM 721	International Finance Management
Prerequisite	Completion of senior secondary course with basic IQ Level
Learning Objectives	The Objectives of the course are :
	To create an understanding regarding the topic
	To gain knowledge about the subject
	To have understanding about the technicalities involved
	Able to analyze different aspects of the course
Salient features	The students will be able to
	Able to conceptualize different points of the topic involved
	Able to get better understanding of the subject
	Can involve in analysis of the situation
Utility	The student will be able to gather knowledge for the practical life and profession
UNIT – I	Foundation of International Financial Management :
	Meaning, goals & objective of international financial management , globalization of international finance, globalization & multinational firms , international monetary system. European monetary system
UNIT – II	Foreign exchange market:
	Current exchange rate agreement , forecasting foreign exchange rate, future exchange exposure, balance of payments trends in major countries, international finance in practice : Dollar and the deficit
UNIT – III	Corporate governance:
	Law & corporate governance and consequences of law, corporate government reforms, objective of reform, The Sarbanes- Oxley Act.

UNIT – IV	International banking and money market:
International bankingservices, reasons International banking, types of International banking,international money market: Eurocurrency market , Euro credits, Forward rate agreement, Euro notes , Euro commercialpaper	
UNIT – V	Financial management of the multinational firms: Internationalcapital budgeting, review of domestic capital budgeting, international tax environment, objective of international taxation, type of internationaltaxation
Internationalcapital budgeting, review of domestic capital budgeting, international tax environment, objective of international taxation, type of internationaltaxation	
Text Book	<ol style="list-style-type: none"> 1. Apte PG, International Financial Management, Tata McGraw Hill Publishing Company Ltd., New Delhi 2. Rajwade AV, Foreign Exchange, International Finance & Risk Management, Academy of Business Studies, New Delhi
Reference Books	<p>Avadhani, International Finance, Himalaya Publishing House, Mumbai</p> <p>Madhu Vij, Multinational Financial Management, Excel Publications, New Delhi</p> <p>Apte, PG, International Financial Management, Macmillan Publishers, Mumbai</p>
Mode of Evaluation	
Recommended by BOS on :	
Approved by Academic Council on :	
PRACTICAL: <ol style="list-style-type: none"> 1. Comparative analysis of different trends and development taking place in gold deposit in countries like US, UK, Canada,china – their outcome 2. Analysis of Indian Foreign currency exchange – India, US, Canada 3. Policy making bodies for multinational corporation in India , US, China – their impact on economy 4.Applying Various call Option Strategies in Live Option Market as per different market Situations 5.. Applying Various swap Strategies in swap Option Market as per different market Situations 6.Identifying Opportunity in a Live Trading Market as a ♣ Speculator ♣ In a Event 7..With Rs. 100000, making a futures Portfolio in a Live derivative market 8. Finding Convergence Opportunities in the Live Trading Derivative Market 9. With Rs. 500000, making a currency derivative Portfolio in a Live derivative market 10.preparing the report on Effective exports – commercial banks role and help – US, Canada, India 11. Using fundamental analysis for deciding the investment for long term foreign institutional investors 12. Analysis of currency rate risk for better export/import- Asian/ African countries 13.Analysis of Gross domestic products-Affect on countries balance on payment, India, Canada, US-Comparison 14.analysis of offshore financing procedure of top 5 Multinational corporation 15.Foreign Investment policies-US, India-Affect on economy Three Practicals from each unit .	

One simulation exercise.

Practicals will be conducted as per the practicals manual

International School of business management

List of programs in international School of business management and their POs & PSOs

A. International School of business management *provides M.COM degree in following programmes:*

1. M.Com Honours

Programme Outcomes Of M.COM.

- PO1. This program could provide Industries, Banking Sectors, Insurance Companies, Financing companies, Transport Agencies, Warehousing etc., well trained professionals to meet the requirements.
- PO2. After completing graduation, students can get skills regarding various aspects like Marketing Manager, Selling Manager, over all Administration abilities of the Company.
- PO3. Capability of the students to make decisions at personal & professional level will increase after completion of this course.
- PO4. Students can independently start up their own Business.
- PO5. Students can get thorough knowledge of finance and commerce
- PO6. The knowledge of different specializations in Accounting, costing, banking and finance with the practical exposure helps the students to stand in organization

M.COM - Program Specific Outcomes:

- **PSO1- Financial Accounting:** To enable the students to learn principles and concepts of Accountancy. Students are enabled with the Knowledge in the practical applications of accounting. To enable the students to learn the basic concepts of Partnership Accounting, and allied aspects of accounting. The student will get thorough knowledge on the accounting practice prevailing in partnership firms and other allied aspects. To find out the technical expertise in maintaining the books of accounts. To encourage the students about maintaining the books of accounts for further reference.
- **PSO2- Marketing and Salesmanship-** This course enables the students, the practical knowledge and the tactics in the marketing. To study and critically analyze the basic concepts and trends in Marketing. To aware of the recent changes in the field of marketing.
- **PSO3- Computer Concepts and applications** - To make students familiar with computer environment & operating systems To introduce students with accounting packages like tally. To develop skill and knowledge among students in applications of internet in education of commerce.
- **PSO4- Business Mathematics and Statistics-** To use and understand useful functions in business as well as the concept of EMI. To understand the different concept of population and sample and to make students familiar with Calculation of various types of averages and variation. To learn the applications of matrices in business. To understand the students to solve LPP to maximize the profit and to minimize the cost. To use regression analysis to estimate the relationship between two variables and to use frequency distribution to make decision. To understand the techniques and concept of different types of index numbers.
- **POS5 - Business Environment and Entrepreneurship-** To make the students aware about the Business and Business Environment. To develop entrepreneurial awareness among students. To motivate students to make

their mind set for thinking entrepreneurship as career.

- **POS6- Banking and Finance** - To familiar the students with the fundamentals of banking and thorough knowledge of banking operations. To build up the capability of students for knowing banking concepts and operations. To make the students aware of banking business and practices. To make understandable to the students regarding the new concepts introduced in the banking system.
- **POS7 Corporate Accounting** - This course aims to enlighten the students on the accounting procedures followed by the Companies. Student's skills about accounting standards will be developed. To make aware the students about the valuation of shares. To impart knowledge about holding company accounts, amalgamation, absorption and reconstruction of company.

Course Outcome – M.Com

Course of M.com – Regular

Paper Code	BM 105
Paper Title	Introduction to Financial Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Develop and understand the nature and purpose of financial statements in relationship to decision making.
CO 2	Develop the ability to use the fundamental accounting equation to analyze the effect of business transactions on an organization's accounting records and financial statements
CO 3	Develop the ability to use a basic accounting system to create (record, classify, and summarize) the data needed to solve a variety of business problems.
CO 4	Develop the ability to use accounting concepts, principles, and frameworks to analyze and effectively communicate information to a variety of audiences.
CO 5	Develop the ability to use accounting information to solve a variety of business problems.

Course Outcome

Paper Code	BM 107
Paper Title	Organization Behavior
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The objective of this paper is to analyze and compare different models used to explain individual behavior related to motivation and rewards
CO 2	To identify the processes used in developing communication and resolving conflicts, explain group dynamics and demonstrate skills required for working in groups (team building)

Course Outcome

Paper Code	BM 109
Paper Title	Principles of Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Discuss and communicate the management evolution and how it will affect future managers
CO 2	Observe and evaluate the influence of historical forces on the current practice of

	management
CO 3	Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.
CO 4	Explain how organizations adapt to an uncertain environment and identify techniques managers use to influence and control the internal environment

Course Outcome

Paper Code	BM 111
Paper Title	Principles of Economics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To familiarize the student with various theoretical concepts of Economics
CO 2	To expose students to basic micro economic concepts
CO 3	To apply economic analysis in the formulation of business policies
CO 4	To use economic reasoning to problems of business

Course Outcome

Paper Code	BM 183
Paper Title	Fundamentals of Business Mathematics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic.
CO 2	To gain knowledge about Algebra.
CO 3	To have understanding about linear Simulation equation
CO 4	Able to analyze different types of menstruation and Geometry.

Course Outcome

Paper Code	CP 105
Paper Title	Elementary computers
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	give a general understanding of how a computer works
CO 2	Aware about operating system, various Computer Languages and number system
CO 3	Give a general understanding of Internet, information technology, e-commerce and Networks

Course Outcome

Paper Code	ES 101
Paper Title	Environmental Studies
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Man and Environment
CO 3	To have understanding about Natural Resources
CO 4	Able to analyze Environmental Pollution

Course Outcome

Paper Code	HS 101
Paper Title	Human Values and Ethics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To help the students appreciate the essential complementarity between 'VALUES' and 'SKILLS' to ensure sustained happiness and prosperity which are the core aspirations of all human beings.
CO 2	To facilitate the development of a Holistic perspective among students towards life, profession and happiness, based on a correct understanding of the Human reality and the rest of existence. Such a holistic perspective forms the basis of Value based living in a natural way.
CO 3	To highlight plausible implications of such a Holistic understanding in terms of ethical human conduct, trustful and mutually satisfying human behaviour and mutually enriching interaction with Nature.

Course Outcome

Paper Code	BM 102
Paper Title	Fundamentals of Marketing Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding of the basics and concepts of Marketing
CO 2	To gain knowledge about the different product, pricing and promotional

	decision making processes for different products / services and brands and techniques related to them developed in marketing and advertising research lab.
CO 3	To come across different cases of marketing and learn different marketing tools related to solve them.
CO 4	Able to analyze different barriers to marketing and learn the methodologies to solve them.

Course Outcome

Paper Code	BM 104
Paper Title	Business Mathematics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To provide college students with reinforcement of mathematical computations.
CO 2	Challenge the student to understand how to process and interpret information to arrive at logical conclusions to common business math applications.
CO 3	Develop proficiency in the application to solve business math problems.
CO 4	Understand the important role math plays in all facets of the business world.

Course Outcome

Paper Code	BM 106
Paper Title	Fundamentals of Financial Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The primary objective of this course is to explore concepts, approaches to financial management and its applicability in the corporate finance
CO 2	The main objective of Financial Management is to help students to acquire and develop skills to take rational decisions in the process of Financing mix and assessment of Price Earnings Ratio. Wealth maximizations have always been regarded as important in financial analysis in organizations
CO 3	To have understanding about Basic Entries to record a transaction
CO 4	Able to analyze Inventory Valuation, Joint Stock Company, preparation of

	company Accounts
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Course Outcome

Paper Code	BM 108
Paper Title	Indian Business Houses
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding how major Indian Business Houses emerged.
CO 2	To gain knowledge about contemporary scenario of business
CO 3	To have understanding about how successful markets emerge and grow.
CO 4	To inculcate a basic knowledge on framework of businesses.

Course Outcome

Paper Code	BM 110
Paper Title	Fundamentals of Macro Economics and Business Environment
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The primary goal of this course is to enable students to make informed judgments about whether the economic environment in a given country makes it a good place to do business
CO 2	To expose the students to various environment factors related to the business.
CO 3	This course discusses the preliminary concepts associated with the determination and measurement of aggregate macroeconomic variable like savings, investment, GDP, money, inflation, and the balance of payments

Course Outcome

Paper Code	BM 203
Paper Title	Human Resource Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The general purpose is to familiarize students with the basic principles and techniques of human resource management
CO 2	The course takes a practical view that integrates the contributions of the behavioural sciences with the technical aspects of implementing the HR function in the 'real world.'
CO 3	To enable the students to understand the HR Management and system at various

	levels in general and in certain specific industries or organizations
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Course Outcome

Paper Code	BM 205
Paper Title	Values, Ethics and Governance
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To understand the Business Ethics and to provide best practices of business ethics .
CO 2	To learn the values and implement in their careers to become a good managers.
CO 3	To develop various corporate social Responsibilities and practise in their professional life
CO 4	To Imbibe the ethical issues in corporate governance and to adhere to the ethical codes.

Course Outcome

Paper Code	BM 209
Paper Title	Business Law
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To Assess and apply the fundamental legal rules regarding contractual agreements pertaining to the business world to manage businesses effectively
CO 2	To interpret and apply the law relating to the sale of goods as a legal advisor in an organization.
CO 3	To analyse and apply the fundamental legal principles behind negotiable Instruments.
CO 4	To interpret and apply the law relating to the consumer protection and market competition Act.

Course Outcome

Paper Code	BM 207
Paper Title	Cost & Management Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	This course seeks to give an understanding of the ways in which management accountants can provide relevant information for a variety of decisions to be made in managing any organization
CO 2	To Analyze the financial position with the help of ratio analyze
CO 3	To analyze the cash position with the help of AS-3

CO 4	Able to analyze Material and Labor Cost Variance
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Course Outcome

Paper Code	BM 211
Paper Title	Business Statistics for Decision Making
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Students will be able to demonstrate understanding of statistical thinking and data analysis techniques for decision-making under uncertainty
CO 2	Students will be able to apply statistical techniques to data sets, and correctly interpret the results
CO 3	Students will be able to analyze and apply computer-generated statistical output to solve problem
CO 4	Able to analyze different measures of central tendency

Course Outcome

Paper Code	BM 201
Paper Title	International Business Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Understand the most widely used international business terms and concepts.
CO 2	Identify the role and impact of political, economic, social and cultural variables in international business.
CO 3	Analyse international business from a multi-centric perspective, avoiding ethnocentrism
CO 4	Able to analyze different aspects of the course explain businesses expansion abroad.

Course Outcome

Paper Code	BM 202
Paper Title	Production and Operations Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding of the operations and production processes and procedures.
CO 2	To gain knowledge about the different concepts used in production planning and operations management.
CO 3	To have understanding about total quality control, industrial safety measures and

	techniques
CO 4	Able to understand the latest techniques of OPM like C.A.D. , C.A.M., Artificial Intelligence etc..

Course Outcome

Paper Code	BM 204
Paper Title	Research Methods in Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The primary objective of this course is to develop a research orientation among the scholars and to acquaint them with fundamentals of research methods
CO 2	Students should be able to identify the overall process of designing a research study from its inception to its report.
CO 3	Students should be familiar with ethical issues in educational research, including those issues that arise in using quantitative and qualitative research
CO 4	The course aims at introducing them to the basic concepts used in research and to scientific social research methods and their approach

Course Outcome

Paper Code	BM 206
Paper Title	Business Strategy
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Understand the nature of competition and industries at an advanced level.
CO 2	Understand how external forces such as social, political/legal, economic, and technological,
CO 3	Understand the sophisticated relationships among the functional areas of an organization (marketing, human resources, production, finance, and accounting) and how effective strategic planning requires a concerted effort among all functional areas.
CO 4	Understand strategy research, including extensive use of the internet as a research tool

Course Outcome

Paper Code	BM 208
Paper Title	Quantitative Techniques
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Understand relevance & need of quantitative methods for making business decisions
CO 2	Demonstrate a sound knowledge of fundamentals of statistics and statistical techniques

CO 3	Able to apply quantitative methods to solve a variety of business problems
CO 4	Able to understand the latest techniques of Q.T.

Course Outcome

Paper Code	BM 214
Paper Title	Introduction and basics of Business Analytics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Enable all participants to recognise, understand and apply the language, theory and models of the field of business analytics
CO 2	Foster an ability to critically analyse, synthesise and solve complex unstructured business problems
CO 3	Encourage an aptitude for business improvement, innovation and entrepreneurial action
CO 4	Encourage the sharing of experiences to enhance the benefits of collaborative learning
CO 5	Instil a sense of ethical decision-making and a commitment to the long-run welfare of both organisations and the communities they serve .

Course Outcome

Paper Code	BM 301
Paper Title	Project Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the projects undertaken by the project managers and decision making and team building tasks related to them.
CO 2	To gain in depth knowledge about Project initiation, planning, implementation and control.
CO 3	To have understanding about different techniques of financial, market and technical analysis
CO 4	Able to analyze different barriers to project implementation and to learn the techniques to solve them through operational workouts and live case studies.

Course Outcome

Paper Code	BM 322
Paper Title	The management & Control of Quality

Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To discover flaws or variations in the raw materials and the manufacturing processes in order to ensure smooth and uninterrupted production.
CO 2	To study and determine the extent of quality deviation in a product during the manufacturing process.
CO 3	To analyse in detail the causes responsible for such deviation.
CO 4	To undertake such steps which are helpful in achieving the desired quality of the product.

Course Outcome

Paper Code	BM 302
Paper Title	Entrepreneurship & Small Scale Business Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	understanding the concepts of entrepreneurship, innovation, entrepreneurship and small business management
CO 2	How to use systems thinking and design thinking to develop new venture ideas
CO 3	How to use customer ethnography and interviews to validate value proposition(s) of new venture ideas
CO 4	How to use the business model canvas to operationalize new venture ideas

Course of BBA – Finance and banking

Course Outcome

Paper Code	BM 315
Paper Title	Security analysis and portfolio management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	This course aims at providing the students a comprehensive introduction to the areas of security
CO 2	Analysis and portfolio management and equipping them with advanced tools and techniques for making profitable investment decisions.

Course Outcome

Paper Code	BM 317
Paper Title	Banking service operation
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Keeping in view job prospects in banking & financial sector
CO 2	The objective of the course is to give in-depth knowledge of Banking & Finance to the students of commerce, management and economics with practical inputs and prepare them for career in Banks & other Financial Institutions

Course Outcome

Paper Code	BM 319
Paper Title	Financial risk and insurance management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	This course aims at giving in-depth knowledge of insurance business in terms of Structure, products, pricing and risk management.
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 316
Paper Title	Management of Mutual Funds
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The objective of this course is to provide an insight into Mutual Funds and basic Features of Mutual Fund Agents and their Applications.

Course Outcome

Paper Code	BM 318
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Paper Title	Personal Financial Planning
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Recognize opportunities inherent with good personal financial planning.
CO 2	Examine the risks associated with poor personal financial planning.
CO 3	Analyze basic economic information.
CO 4	Able to analyze different aspects of the course

Course Outcome

Paper Code	BM 320
Paper Title	International Financial management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Demonstrate basic understanding of foreign exchange market and exchange rates
CO 2	Demonstrate basic understanding of how to use foreign exchange derivatives and other techniques to manage foreign exchange exposures of firms

Course of BBA – Digital Marketing

Course Outcome

Paper Code	DM 303
Paper Title	Search Engine Optimization
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The objective of this course is to make student understand how to increase visibility of a particular website or
CO 2	webpage on search engine result page and how to drive maximum traffic

Course Outcome

Paper Code	DM 109
Paper Title	Regulation of cyber law
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>

CO 1	To develop a meaningful understanding of Regulation of cyber business theory, functions and practices.
CO 2	To apply cyber business concepts and skills across various types of organizations.

Course Outcome

Paper Code	DM 307
Paper Title	Social Media Marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The inter-relationship between paid, owned and earned media
CO 2	Consumer change and how it is altering brand communications
CO 3	Content marketing and how owned content can be distributed across company owned digital media assets
CO 4	The value of earned media which interests your audience

Course Outcome

Paper Code	DM 304
Paper Title	Affiliate Marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The Affiliate Marketing Course would teach students how to use enroll for affiliate marketing, the affiliate marketing platforms and how to maximize commissions from affiliate marketing.
CO 2	Review the history of affiliate marketing to have some perspective to make affiliate strategic plan
CO 3	Integrate affiliate marketing into the wider marketing activity.
CO 4	Identify which types of affiliates are best for the business.

Course Outcome

Paper Code	DM 103
Paper Title	Email & Viral marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To develop a meaningful understanding of Email marketing theory, functions and practices.
CO 2	To apply Digital Marketing concepts and skills across various types of organizations

Course Outcome

Paper Code	DM 308
Paper Title	E Commerce
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To develop a meaningful understanding of E-commerce theory, functions and practices.
CO 2	To apply Digital Marketing concepts and skills across various types of organizations

Course of BBA – BUSINESS ANALYTICS

Course Outcome

Paper Code	BMM 321
Paper Title	Supply chain logistics analytics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Learn how to develop a more effective supply chain to improve profitability
CO 2	Foster an understanding of supply chain management's major challenges and trends
CO 3	Learn how to use logistics when you're making decisions
CO 4	Become comfortable with the main supply chain manager systems for proper implementation

Course Outcome

Paper Code	BMM 323
Paper Title	Finance analytics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To gain an understanding of how managers use business analytics to formulate and solve business problems and to support managerial decision making.
CO 2	To become familiar with the processes needed to develop, report, and analyze business data.
CO 3	To learn how to use and apply Excel and Excel add-ins to solve business problems.
CO 4	Develop domain knowledge of various technology and its application to facilitates

	managerial decision /MIS.
CO 5	Understanding the significance of global platform for data retrieval/process among different business cultures of the world.

Course Outcome

Paper Code	BM 310
Paper Title	Fundamentals of Business Intelligence
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	It helps to analyse appropriate internal and external human resource metrics benchmarks and indicators.
CO 2	Apply quantitative and qualitative analysis to understand trends and indicators in human resource data; understand and apply various statistical analysis methods
CO 3	To develop the ability in the students to develop a gamified solution to a business problem using a design process.

Course Outcome

Paper Code	BM 312
Paper Title	Gamification
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Understanding what gamification is, and how organizations are using it.
CO 2	To make the students familiar with the fundamentals of game design and motivational
CO 3	Develop the ability in the students to develop a gratified solution to a business problem
CO 4	To make the students able to recognize the limitations and risks of gamification

Course Outcome

Paper Code	BM 314
Paper Title	Design and Data Visualization
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Design and create data visualizations.

CO 2	Conduct exploratory data analysis using visualization
CO 3	Craft visual presentations of data for effective communication
CO 4	Use knowledge of perception and cognition to evaluate visualization design alternatives
CO 5	Design and evaluate color palettes for visualization based on principles of perception

Course Outcome

Paper Code	BMM 327
Paper Title	Advanced HR analytics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To be able to take strategic decision using predictive analytics in HR
CO 2	To improve organizational performance through high quality talent related decisions
CO 3	To expose HR fraternity to critical HR issues associated with business
CO 4	Discuss various real world scenarios where analytics has been utilized to solve complex HR problems

Course Outcome - MBA

MBA1 SEMESTER I (REGULAR)

Paper code	BM501
Paper title	Organizational behavior
Course outcome	Upon a successful completion of the course , students would be able to:
CO1	To analyze and compare different models
CO2	Able to explain individual behavior related to motivation and rewards
CO3	Able to identify the processes used in the development communication and resolving conflicts
CO4	Identify the various leadership styles and the role of the leaders in a decision making process
CO5	Able to implement the organizational change

MBA 1 SEMESTER I

Paper code	BM503
Paper titles	Quantitative Techniques
Course outcome	Upon a successful completion of the course , students would be able :
CO1	Understood the basic of the quantitative technique
CO2	Learn the feasible solution and optimum solution for the resource management
CO3	Learn the time estimation and critical path for the project
CO4	Learn about the application of probability techniques
CO5	Able to formulate mathematical model in business decision making scenarios

MBA1 SEMESTER I

Paper code	BM505
Paper title	MARKETING MANAGEMENT
Course outcomes	Upon successful completion of the course, students should be able to :
CO1	Relate marketing mix as framework for marketing decision making
CO2	Understand the need ,importance and process of marketing planning and control
CO3	Learn and examine the students to the dynamic nature of marketing function
CO4	Acquire an understanding of fundamental concepts of marketing
CO5	Able to use various tools and technique in the area of finance

MBA1 SEMESTER I

Paper code	BM507
Paper title	MANAGERIAL ECONOMICS
Course outcome	Upon successful completion of the course , students should be able to :
CO1	Understand tools and techniques of managerial economics to enable them to appreciate its relevance in decision making
CO2	Explore the economics of information and network industries
CO3	Understand how economics affect the business strategy of companies in these industries
CO4	Develop economic way of thinking in dealing with practical business problem and challenges
CO5	Able to develop the economic way of thinking in dealing

	with practical problems and challenges.
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MBA1 SEMESTER

Paper code	BM509
Paper title	Management information system
Course outcome	Upon successful completion of the course , students should be able to :
CO1	Evaluate the role of information system in today's competitive business environment
CO2	Asses the relationship between digital firm electronic commerce ,electronic business and internet technology
CO3	Define an information system from both a technical and business perspective and distinguish between computer literacy and information system literacy
CO4	Identify managerial risk related to information system organization processing and utilizing
CO5	Identify the major management challenges to building and using information system in organizations

MBA1 SEMESTER I

Paper code	BM511
Paper title	Financial accounting
Course outcome	Upon successful completion of the course , students should be able to :
CO1	Explain the basics concepts of financial accounting
CO2	Prepare final accounts of sole trader
CO3	Calculate profits or losses from incomplete records
CO4	Explain the concepts of branch accounting
CO5	Prepare accounts of branches

MBA1 SEMESTER I

Paper Code	FD 102
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Paper Title	Foundation Course
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	develop an understanding of the processes of change and development-both in terms of time and space, through which human societies have evolved
CO 2	make learners realize that the process of change is continuous and any event or phenomenon or issue cannot be viewed in isolation but in a wider context of time and space
CO 3	develop an understanding of contemporary India with its historical perspective, of the basic framework of the goals and policies of national development in independent India, and of the process of change with appropriate connections to world development
CO 4	help learners understand and cherish the values enshrined in the Indian Constitution and to prepare them for their roles and responsibilities as effective citizens of a democratic society

MBA1 SEMESTER II

Paper code	BM502
Paper title	Human resource
Course outcome	Upon successful completion of the course , students should be able to :
CO1	Understand the role of HRM in an organization
CO2	Demonstrate the role of HRM in an organization
CO3	Utilize of the knowledge to gain competitive advantages through people
CO4	Develop and design HRM system
CO5	Able to gain competitive advantages through people

MBA1 SEMESTER II

Paper code	BM504
Paper title	RESEARCH METHOD IN MANAGEMENT
Course outcome	Upon successful completion of the course, student should be able to:
CO1	Able to Identify a research problem and question
CO2	Able to Set clear research purpose
CO3	Able to put forward hypothesis
CO4	Choose appropriate research methods ,collect and analyze data
CO5	Obtain an empirical evidence and evaluate critically results

MBA1 SEMESTER II

Paper code	BM506
Paper title	COOPERATE FINANCIAL MANAGEMENT
Course outcome	Upon successful completion of the course, student should be able to:
CO1	Management control theory and impacts of management control on behavior
CO2	Research and source of empirical knowledge in corporate finance
CO3	Communicate effectively using standard business terminology
CO4	Demonstrate an understanding of the overall role and importance of the finance function
CO5	Demonstrate basic finance management knowledge

MBA1 SEMESTER II

Paper code	BM508
Paper title	ECONOMIC ENVIRONMENT OF BUSINESS
Course outcome	Upon successful of the course ,student should be able to :
CO1	Conduct a business analysis of the local and national environment
CO2	Employ business models and tools to evaluate changes in an organization business environment
CO3	Present a business environment analysis and recommendations to reduce the risk of the identified issues
CO4	Explain the structure ,process and function of business management
CO5	Explore the role of marketing in business

MBA1 SEMESTER II

Paper code	BM510
Paper title	Cost and management accounting
Course outcome	Upon successful of the outcome ,students should be able to :
CO1	Explain the concept of management accounting
CO2	Explain the importance of management accounting for business
CO3	Analyze the relationship between the cost volume and profit
CO4	Do standard variation analysis through standard costs
CO5	Prepare budgeting and operating budgets concepts

MBA1 SEMESTER II

Paper code	BM513
Paper title	Business and cooperative law

Course outcome	Upon successful of the outcome ,student should be able to :
CO1	Identify and compare the key legal characteristics of companies and cooperatives models
CO2	Evaluate the role of internal governance rules in ensuring the cooperative effective legal identity
CO3	Analyze the cooperative capital conundrum and disadvantages of the legal reforms that allow access to external capital
CO4	Explain the Legal requirements for formation and maintenance of the cooperative and compare these with the requirements for companies
CO5	Critically evaluate the potential role of social accounting and audit in reinforcing the cooperative distinct legal identity

MBA2 SEMESTER III

Paper code	BM601
Paper title	OPERATION AND PRODUCTION MANAGEMENT
Course outcome	Upon successful to the outcome, student should be able to:
CO1	Identify the elements of operational management and various transformation processes to enhance productivity and competitiveness
CO2	Analyze and evaluate various facility alternatives and their capacity decision
CO3	Develop aggregate capacity plans and MPS in operation environments
CO4	Plan and implement suitable material handling principles and practices in the operations
CO5	Plan and implement suitable quality control measures in quality circles to TQM

MBA2 SEMESTER III

Paper code	BM 692
Paper title	Project management techniques
Course outcome	Upon successful to the outcome student may be able to :
CO1	Understand project characteristics and various stages of a project
CO2	Understand the conceptual clarity about project organization and feasibility analysis
CO3	Analyze the learning and understand technique for project planning ,scheduling and executive control
CO4	Understand the contract management, project procurement and productivity.
CO5	Understand how subcontract administration and control are practiced in the industry

MBA2 SEMESTER IV

Paper code	BM602
Paper title	Entrepreneurship & small scale industries
Course outcome	Upon successful to the outcome, student may be able to :
CO1	Develop idea generation ,creative and innovation skill
CO2	Aware of different opportunities and successful growth stories
CO3	Learn how to start an enterprise and design business plans those are suitable for funding by considering all dimensions of business
CO4	understand entrepreneurial process by way of studying different case and find expectations to the model of entrepreneurship
CO5	Run a small enterprise with small capital for a short period and experience the science and art of doing business

MBA2 SEMESTER IV

Paper code	BM634
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Paper title	Cooperate strategy & ethics
Course outcome	Upon successful to the outcome student should be able to
C01	Working effectively in multi-cultural groups
C02	Managing their own independent learning
C03	Critically discussing and evaluating theoretical concepts and practical business issues in the context of strategic alliances
C04	Tackling complex case scenarios and making appropriate judgments and recommendations
C05	Gaining leadership and confidence

Course of MBA – BUSINESS ANALYTICS

Paper code	BM633
Paper title	Fundamentals of Business Analytics
Course outcome	Upon a successful completion of the course , students would be able to:
CO1	To gain an understanding of how managers use business analytics to formulate and solve business problems and to support managerial decision making.
CO2	To become familiar with the processes needed to develop, report, and analyze business data.
CO3	To learn how to use and apply Excel and Excel add-ins to solve business problems.
CO4	Develop domain knowledge of various technology and its application to facilitates managerial decision /MIS.
CO5	Understanding the significance of global platform for data retrieval/process among different business cultures of the world.

MBA III Semester

Paper code	BM635
Paper titles	Emotional Intelligence & Behavioral Analytics
Course outcome	Upon a successful completion of the course , students would be able :
CO1	To equip students with individual and group learning methods
CO2	To understand intelligence and develop emotional competence
CO3	To develop understanding and competence for personal and managerial effectiveness.

MBA III Semester

Paper code	BM637
Paper title	HR Analytics
Course outcomes	Upon successful completion of the course, students should be able to :
CO1	To understand the concepts, tools and techniques of HR Analytics that could be applied as resource management evidence based.

CO2	To understand HR reports & to understand the decisions technologies.
CO3	Recognize the fundamental strategic priorities of the business and learn how to provide enhanced decision support leveraging analytics.
CO4	Develop a structured approach to apply judgment, and generate insight from data for enhanced decision making.

MBA III Semester

Paper Code	BMM 639
Paper Title	Operations and Supply Chain Analytics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Learn how to develop a more effective supply chain to improve profitability
CO 2	Foster an understanding of supply chain management's major challenges and trends
CO 3	Learn how to use logistics when you're making decisions
CO 4	Become comfortable with the main supply chain manager systems for proper implementation

MBA IV th Semester

Paper Code	BM 624
Paper Title	Gamification
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Understanding what gamification is, and how organizations are using it.
CO 2	To make the students familiar with the fundamentals of game design and motivational
CO 3	Develop the ability in the students to develop a gratified solution to a business problem
CO 4	To make the students able to recognize the limitations and risks of gamification

MBA IV th Semester

Paper Code	BM 626
Paper Title	Business Intelligence
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	It helps to analyse appropriate internal and external human resource

	metrics benchmarks and indicators.
CO 2	Apply quantitative and qualitative analysis to understand trends and indicators in human resource data; understand and apply various statistical analysis methods
CO 3	To develop the ability in the students to develop a gamified solution to a business problem using a design process.

MBA IV th Semester

Paper Code	BM 628
Paper Title	Social Media Marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The inter-relationship between paid, owned and earned media
CO 2	Consumer change and how it is altering brand communications
CO 3	Content marketing and how owned content can be distributed across company owned digital media assets
CO 4	The value of earned media which interests your audience

MBA IV th Semester

Paper Code	BM 632
Paper Title	Design and Data Visualization
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Design and create data visualizations.
CO 2	Conduct exploratory data analysis using visualization
CO 3	Craft visual presentations of data for effective communication
CO 4	Use knowledge of perception and cognition to evaluate visualization design alternatives
CO 5	Design and evaluate color palettes for visualization based on principles of perception

Course of MBA – DIGITAL MARKETING

MBA III Semester

Paper code	BM 605
Paper title	SEARCH ENGINE OPTIMIZATION STRATEGIES
Course outcome	Upon successful completion of the course, student should be able to:
CO1	To develop a meaningful understanding of marketing theory, functions and practices.
CO2	To apply Digital marketing concepts and skills across various types of organizations.

MBA III Semester

Paper code	DM 607
Paper title	Fundamentals of Digital marketing
Course outcome	Upon successful of the course ,student should be able to :
CO1	Students will learn basics of digital marketing
CO2	They will be able to perform competitive analysis for smarter marketing
CO3	Students will learn dozens of digital marketing strategies to market effectively.
CO4	Develop understanding of using most popular social media platforms to market a Brand.
CO5	Students will learn how digital marketing has revolutionized the interaction between customers and companies.

MBA III Semester

Paper code	BM 609
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Paper title	Social Media Marketing & Analytics
Course outcome	Upon successful of the outcome ,students should be able to :
CO1	To develop a meaningful understanding of social media theory, functions and practices.
CO2	To apply social media concepts and skills across various types of organizations

MBA III Semester

Paper code	BM513
Paper title	Digital Media Laws &Policy
Course outcome	Upon successful of the outcome ,student should be able to :
CO1	Identify and compare the key legal characteristics of Digital Media
CO2	Evaluate the role of internal governance rules in ensuring the cooperative effective legal identity
CO4	Explain the Legal requirements for formation and maintenance of the cooperative and compare these with the requirements for digital Media .
CO5	Critically evaluate the potential role of social accounting and audit

MBA IV th Semester

Paper Code	DM 604
Paper Title	Affiliate Marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	The Affiliate Marketing Course would teach students how to use enroll for affiliate marketing, the affiliate marketing platforms and how to maximize commissions from affiliate marketing.

CO 2	Review the history of affiliate marketing to have some perspective to make affiliate strategic plan
CO 3	Integrate affiliate marketing into the wider marketing activity.
CO 4	Identify which types of affiliates are best for the business.

MBA IV th Semester

Paper code	BM606
Paper title	Strategy for Digital Branding
Course outcome	Upon successful to the outcome student may be able to :
CO1	To develop a meaningful understanding of Digital strategy, theory, functions and practices.
CO2	To apply Digital branding concepts and skills across various types of organizations.

MBA IV th Semester

Paper Code	DM 608
Paper Title	E Business
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To develop a meaningful understanding of E-commerce theory, functions and practices.
CO 2	To apply Digital Marketing concepts and skills across various types of organizations

MBA IV th Semester

Paper Code	DM 610
Paper Title	Email & Viral marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To develop a meaningful understanding of Email marketing theory, functions and practices.
CO 2	To apply Digital Marketing concepts and skills across various types of organizations

Course of MBA – Finance and banking

MBA III Semester

Paper Code	BM 617
Paper Title	Security analysis and portfolio management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	This course aims at providing the students a comprehensive introduction to the areas of security
CO 2	Analysis and portfolio management and equipping them with advanced tools and techniques for making profitable investment decisions.

MBA III Semester

Paper Code	BM 619
Paper Title	Financial risk and insurance management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	This course aims at giving in-depth knowledge of insurance business in terms of Structure, products, pricing and risk management.
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

MBA III Semester

Paper Code	BM 623
Paper Title	Banking service operation
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Keeping in view job prospects in banking & financial sector
CO 2	The objective of the course is to give in-depth knowledge of Banking & Finance to the students of commerce, management and economics with practical inputs and prepare them for career in Banks & other Financial Institutions

MBA III Semester

Paper code	BM 621
Paper title	DERIVATIVES SECURITIES & FINANCIAL RESTRUCTURING
Course outcome	Upon successful completion of the course , students should be able to :
CO1	To describe the characteristics of the relevant financial derivative instruments
CO2	To explain how the instruments covered can be used to implement basic market risk management strategies, appropriate for corporate applications
CO3	Explain the use of options and futures contracts for tactical portfolio strategies purpose
CO4	To provide an understanding of pricing financial derivatives, including familiarity with some central techniques, like the binomial model, and the Black-Scholes model
CO5	To explain the fundamentals of credit risk management and Value at Risk

MBA IV th Semester

Paper Code	BM 616
Paper Title	International Finance and Trade
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Demonstrate basic understanding of foreign exchange market and exchange rates
CO 2	Demonstrate basic understanding of how to use foreign exchange derivatives and other techniques to manage foreign exchange exposures of firms

MBA IV th Semester

Paper Code	BM 620
Paper Title	Personal Financial Planning
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Recognize opportunities inherent with good personal financial planning.
CO 2	Examine the risks associated with poor personal financial planning.
CO 3	Analyze basic economic information.
CO 4	Able to analyze different aspects of the course

MBA IV th Semester

Paper Code	BM 622
Paper Title	Management of Mutual Funds & Pension Fund
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To explain how the instruments covered can be used to implement basic market risk management strategies, appropriate for corporate applications
CO 2	Explain the use of options and futures contracts for tactical portfolio strategies purpose

MBA IV th Semester

Paper code	BM 618
Paper title	Advance Accounting Standards
Course outcome	Upon successful completion of the course, student should be able to:
CO1	To Introduce - Gaap, Introduction To Indian Accounting Standards (AS)-Introduction To International Accounting Standards

Course Outcome – B.Com

Course Outcome

Paper Code	BM 111
Paper Title	Principles of Economics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about economics
CO 3	To have understanding about techniques and tools of economics

Course Outcome

Paper Code	BM 161
Paper Title	Monetary Theory and Institutions
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	1. To create an understanding regarding the topic
CO 2	2. To gain knowledge about money and monetary standards
CO 3	3. To have understanding about Value of money
CO 4	4. Role of commercial banks in india

Course Outcome

Paper Code	BM 163
Paper Title	Book Keeping and Fundamentals of Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the basic entries to record the transaction
CO 2	To gain knowledge about Final Accounts
CO 3	To have understanding about Depreciation
CO 4	To have understanding about Bills of Exchange

Course Outcome

Paper Code	BM 165
Paper Title	Business Organization & Management
Course	<i>Upon successful completion of the course, students would be able</i>

outcomes	to:
CO 1	To create an understanding regarding modern concept of Management
CO 2	To gain knowledge about Plant Location and Layout
CO 3	To Industrial Combination and Rationalization
CO 4	Able to analyze nature and Significance of Planning

Course Outcome

Paper Code	BM 169
Paper Title	Business Regulatory Framework
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Special Contracts
CO 3	To have understanding about Law of Contract (1872)
CO 4	Able to analyze Negotiable Instrument Act 1881

Course Outcome

Paper Code	CP 105
Paper Title	Elementary Of Computers
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	give a general understanding of how a computer works
CO 2	Aware about operating system, various Computer Languages and number system
CO 3	Give a general understanding of Internet, information technology, e-commerce and Networks

Course Outcome

Paper Code	ES 101
Paper Title	Environmental Studies
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Man and Environment
CO 3	To have understanding about Natural Resources
CO 4	Able to analyze Environmental Pollution

Course Outcome

Paper Code	HS 101
Paper Title	Human Values & Ethics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To help the students appreciate the essential complementarity between 'VALUES' and 'SKILLS' to ensure sustained happiness and prosperity which are the core aspirations of all human beings.
CO 2	To facilitate the development of a Holistic perspective among students towards life, profession and happiness, based on a correct understanding of the Human reality and the rest of existence. Such a holistic perspective forms the basis of Value based living in a natural way.
CO 3	To highlight plausible implications of such a Holistic understanding in terms of ethical human conduct, trustful and mutually satisfying human behaviour and mutually enriching interaction with Nature.

Course Outcome

Paper Code	BM 162
Paper Title	Information Technology and Business Communication
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To gain knowledge about report writing
CO 2	To have understanding about IT in Business
CO 3	Able to know about computer Fundamentals

Course Outcome

Paper Code	BM 164
Paper Title	Financial Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Accounting standards
CO 3	To have understanding about partnership accounting
CO 4	To have understanding about Company accounting

Course Outcome

Paper Code	BM 168
Paper Title	Commercial Documentation and Report Writing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Principals of Report writing
CO 3	To have understanding about Board's Report and Disclosures
CO 4	Able to Prepare Feasibility reports.

Course Outcome

Paper Code	BM 170
Paper Title	General Law and Practice
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about constitution of India
CO 3	To have understanding about various acts applicable in India

Course Outcome

Paper Code	BM 172
Paper Title	Business Statistics
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Univariate data
CO 3	To have understanding about Bivariate data
CO 4	Able to know about Index Number

Course Outcome

Paper Code	BM 261
Paper Title	Auditing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic

CO 2	To gain knowledge about Vouchers
CO 3	To have understanding about Qualified Report
CO 4	Able to understand verification and valuation of assets

Course Outcome

Paper Code	BM 263
Paper Title	Direct Tax –Income Tax
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Taxation on Salary
CO 3	To have understanding about taxation on house property
CO 4	Able to analyse Business profession income and capital Gains

Course Outcome

Paper Code	BM 265
Paper Title	Company Law
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about company law
CO 3	To have understanding about audit
CO 4	Able to analyse different aspects of company working laws

Course Outcome

Paper Code	BM 269
Paper Title	Costing & Management Accounting
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about ratio analysis
CO 3	To have understanding about Cash Flow Statement
CO 4	Able to analyse different types of variances in material and labour

Course Outcome

Paper Code	BM 273
Paper Title	Indian Economic Laws
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge how patents are filed
CO 3	To have understanding about copyright law
CO 4	Able to analyse different aspects of pollution control

Course Outcome

Paper Code	BM 262
Paper Title	Indian capital market
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 264
Paper Title	Indirect Tax Laws
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 266
Paper Title	Advance Company Law
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy

CO 4	Able to analyse different insurance product
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Course Outcome

Paper Code	BM 268
Paper Title	Corporate Accounts
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding corporate Accounts
CO 2	To gain knowledge about company accounts
CO 3	To have understanding final accounts of a company
CO 4	Able to analyse amalgamation and liquidation of a company

Course Outcome

Paper Code	BM 272
Paper Title	Indian Securities Laws
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 321
Paper Title	Banking Framework
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 361
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Paper Title	Advance Company Account and Financial Analysis
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Develop and understand the nature and purpose of financial statements in relationship to decision making.
CO 2	Develop the ability to use the fundamental accounting equation to analyze the effect of business transactions on an organization's accounting records and financial statements
CO 3	Develop the ability to use a basic accounting system to create (record, classify, and summarize) the data needed to solve a variety of business problems.
CO 4	Develop the ability to use accounting concepts, principles, and frameworks to analyze and effectively communicate information to a variety of audiences.

Course Outcome

Paper Code	BM 367
Paper Title	Company Law & Secretarial Practice
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 371
Paper Title	Due Diligence and Corporate Compliance Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 391
Paper Title	Financial Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>

CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Accounting standards
CO 3	To have understanding about partnership accounting
CO 4	To have understanding about Company accounting

Course Outcome

Paper Code	BM 364
Paper Title	Financial , Treasury & Forex Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Banking concept
CO 3	To have understanding about banking
CO 4	Able to analyse different banking product

Course Outcome

Paper Code	BM 366
Paper Title	Corporate Negotiations, Drafting, Appearances and Pleading
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Able to conceptualize insurance
CO 2	Able to know pros and cons of insurance plans
CO 3	Can make strategy according to consumers' need
CO 4	Capable to make various strategy

Course Outcome

Paper Code	BM 368
Paper Title	Corporate Restructuring
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about strategies for different organisations
CO 3	To have understanding about various alliances
CO 4	Able to analyze restructuring within the departments and their affects

Course Outcome

Paper Code	BM 327
Paper Title	Services Marketing
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about risk management
CO 3	To have understanding about insurance policy
CO 4	Able to analyse different insurance product

Course Outcome

Paper Code	BM 328
Paper Title	Advertising Management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding of the basics of Advertising as an important promotional tool.
CO 2	To gain knowledge about Advertising planning, Creative Strategies, creativity in advertising , creative writing through different practical experiments and advertising simulation exercises performed in Marketing and advertising research lab.
CO 3	To have understanding about advertising planning and implementation techniques and media decision making.
CO 4	To learn to analyze different barriers to barriers to Advertising strategies and ways to solve them.
	To learn to analyze and evaluate advertising effectiveness

Course Outcome

Paper Code	BM 349
Paper Title	Banking Services Operation
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To discuss the banking system and structure in India
CO 2	To understand the nature of banker- customer relationship.
CO 3	To comprehend the technological up gradation and application in banking
CO 4	To provide an understanding of asset liability management in banks

Course Outcome

Paper Code	BM 304
Paper Title	Labor laws & Industrial Relation
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	Identify employment law issues in factual scenarios;
CO 2	Articulate how courts balance employer and employee interests in the workplace
CO 3	. Explain employees' legal protections in the workplace
CO 4	. Apply employment law doctrine in novel factual settings;

Course Outcome

Paper Code	BM 311
Paper Title	Organization skills and change management
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Business leadership
CO 3	To have understanding about different techniques
CO 4	Able to analyze different barriers to good leadership

Course Outcome

Paper Code	ES 101
Paper Title	Environmental Studies
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	To create an understanding regarding the topic
CO 2	To gain knowledge about Man and Environment
CO 3	To have understanding about Natural Resources
CO 4	Able to analyze Environmental Pollution

Course Outcome

Paper Code	FD 102
Paper Title	Foundation Course
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	develop an understanding of the processes of change and development-both in terms of time and space, through which human societies have evolved

CO 2	make learners realize that the process of change is continuous and any event or phenomenon or issue cannot be viewed in isolation but in a wider context of time and space
CO 3	develop an understanding of contemporary India with its historical perspective, of the basic framework of the goals and policies of national development in independent India, and of the process of change with appropriate connections to world development
CO 4	help learners understand and cherish the values enshrined in the Indian Constitution and to prepare them for their roles and responsibilities as effective citizens of a democratic society

Course Outcome

Paper Code	EN 103
Paper Title	English Language
Course outcomes	<i>Upon successful completion of the course, students would be able to:</i>
CO 1	to develop greater confidence and proficiency in the use of language skills necessary for social and academic purpose
CO 2	to identify the central/main point and supporting details, etc., to build communicative competence in various registers of English
CO 3	to promote advanced language skills with an aim to develop the skills of reasoning, drawing inferences, etc. through meaningful activities
CO 4	to participate in group discussions, interviews by making short oral presentation on given topics