



2.6.1 Programme outcomes, Programme specific outcomes and course outcomes for all Programme offered by the institution are stated and displayed on website and communicated to teachers and students.



DEPARTMENT OF COMMERCE

Name of the Programme: B.Com

Programme Outcomes (POs):

Upon completion of the degree requirements, students will be able

S.No	PO Number	PO Statements
1	PO1	Student can acquire comprehensive knowledge in Finance, Accounting, Taxation, Business laws and Corporate Laws.
2	PO2	Students can equip professional interpersonal and entrepreneurial skills.
3	PO3	After completing three years Bachelors of Commerce (B.Com.) Program, students would gain a through deep knowledge in Fundamentals of Commerce, Banking and MS – Office
4	PO4	All-inclusive outlooks of the course offer a number of value based and job-oriented courses, which ensure that students are trained up-to-date.
5	PO5	Students can possess wide spectrum of managerial skills with competency building qualities in specific areas of commerce and other related fields.

Programme Specific Outcome (PSOs):

S.No	PO Number	PO Statements
1	PSO1	Students will demonstrate progressive affective domain development of values, the role of accounting in society and business.
2	PSO2	Students will learn relevant financial accounting career skills, applying both quantitative and qualitative knowledge to their future careers in business.
3	PSO3	Learners will gain thorough systematic and subject skills within various disciplines of commerce, business, accounting, economics, finance, auditing and marketing.
4	PSO4	Learners will be able to prove proficiency with the ability to engage in competitive exams like CA, CS, ICWA and other courses.
5	PSO5	Students will be able to demonstrate progressive learning of various tax issues and tax forms related to individuals. Students will be able to demonstrate knowledge in setting up a computerized set of accounting books.

Course Outcome (COs):

Semester	Course	Title of the course	Course Outcome
I	Core –I	Principles of Accountancy	CO1: Understand fundamental accounting concepts, principles, conventions and methods of accounting. CO2: Preparation of final accounts of companies. CO3: Impart knowledge with relevance to preparation of accounts for non-trading concerns. CO4: Gather knowledge about BRS and Royalty CO5: Gain knowledge regarding methods of providing depreciation.
	Core – II	Business Communication	CO1: Understand about various modern methods of communication. CO2: Learn how to write trade letters replies, circular letter and sales letter.

			<p>CO3: Know about correspondence with banking and insurance companies.</p> <p>CO4: Familiarize effective communication skills by drafting application letters and resume.</p> <p>CO5: Creation of agenda, reports and minutes.</p>
	Allied –	Business Economics	<p>CO1: Understand about nature and scope of economics and relationship between micro and macro-economics.</p> <p>CO2: Gain the knowledge about demand analysis and demand forecast.</p> <p>CO3: Know about factors of productions and economics of large scale of productions.</p> <p>CO4: Analyse about cost functions and difference between short run and long run cost functions.</p> <p>CO5: Acquire knowledge about market structure and pricing.</p>
II	Core – III	Financial Accounting	<p>CO1: Familiarize concept of branch accounts.</p> <p>CO2: Gain knowledge departmental accounts.</p> <p>CO3: Preparation of single entry accounts.</p> <p>CO4: Know about accounting procedure in case of admission of a partner and also understand accounting concept of retirement and death of a partner.</p> <p>CO5: Prepare accounts in case of dissolution of partnership firm and insolvency of a partner and partners.</p>
	Core – IV	Business Management	<p>CO1: Understand basic concepts of business management and theories of management.</p> <p>CO2: Acquire knowledge of nature of planning.</p> <p>CO3: Know about organization and departmentation.</p> <p>CO4: Learn about concept of direction and leadership.</p> <p>CO5: Gather the information about co-ordination and controlling.</p>
	Allied – II	Indian Economy	<p>CO1: Understand about developed, developing and under developing countries economics.</p> <p>CO2: Acquire concepts of savings pattern and national income.</p> <p>CO3: Gather knowledge about agriculture revolution.</p> <p>CO4: Know about role of industrialization and industrial policy.</p> <p>CO5: Learn about the five years planning and development.</p>
III	Core –V	Business Law	<p>CO1: Demonstrate an understanding of law of contracts.</p> <p>CO2: Know about the capacity to contract, contingent contracts and wagering</p>

			<p>agreements.</p> <p>CO3: Application of knowledge about contract of indemnity, bailment, and pledge.</p> <p>CO4: Understand about the contract of agency and its termination.</p> <p>CO5: Gain knowledge about sales of goods act, 1930.</p>
Core – VI	Corporate Accounting - I		<p>CO1: Know about accounting treatment for shares issued at par, premium, discount, forfeiture and reissue of shares.</p> <p>CO2: Gain knowledge regarding redemption of preference shares.</p> <p>CO3: Learn about issue and redemption of debentures.</p> <p>CO4: Prepare the final accounts of joint stocks companies.</p> <p>CO5: Evaluation of goodwill and shares of Companies.</p>
Core –VII	Banking Theory Law & Practice		<p>CO1: Understand origin and development of banks.</p> <p>CO2: Familiarize with functions of commercial banks.</p> <p>CO3: Know about credit control measures of RBI.</p> <p>CO4: Update students with concept of negotiable instruments.</p> <p>CO5: Provides exposure to students with latest development in banking field such as ECS, EFT, CBS, SWIFT, KYC etc.</p>
Allied – III	Business Statistical Methods		<p>CO1: Understand basic knowledge about statistics and measures of central tendency.</p> <p>CO2: Promote skill for calculation of measures of dispersion.</p> <p>CO3: Enable students to apply the statistical tools of correlation and regression analysis for interpretation of data.</p> <p>CO4: Gather information about index and construction of index number.</p> <p>CO5: Update knowledge of analysis of time series.</p>
SBEC – I	Capital Market		<p>CO1: Understand basics of financial services and its various dimensions.</p> <p>CO2: Gain knowledge about role and functions of SEBI.</p> <p>CO3: Identify the rating agencies and its services in India</p> <p>CO4: Gather information about Indian capital market trade practices.</p> <p>CO5: Create awareness about economic, industrial, company analysis</p>
SBEC – II	MS – Office Practical		<p>CO1: Understand about basics of computer.</p> <p>CO2: Gain knowledge about MS – Word.</p> <p>CO3: Know about functions of MS – Excel.</p> <p>CO4: Develop skills of designing and presentation in power point.</p> <p>CO5: Prepare resume, Invitation, time table, report etc.</p>

	NMEC – I	Marketing	CO1: Gain knowledge about basics of marketing and modern marketing. CO2: Enlighten students about marketing functions. CO3: Know about of marketing mix and product life cycle. CO4: Highlight importance of pricing and its strategies and sales promotion. CO5: Update knowledge about recent trends in marketing.
IV	Core – VIII	Company Law	CO1: Acquire knowledge about joint stock companies and amendments. CO2: Gain knowledge relating to promotion and incorporation of a joint stock company. CO3: Get an idea about rising of capital through issue of shares and debentures. CO4: Learn about the management of companies, appointment of director etc. CO5: Get an insight into the winding up procedure for a company.
	Core – Corporate Accounting – II		CO1: Develop the concept of amalgamation, absorption and external reconstruction of companies. CO2: Apply knowledge with the preparation of liquidator’s final statement of account and internal reconstruction. CO3: Analyse accounting treatment of banking companies. CO4: Get deep insight into the accounting concept of insurance. CO5: Gain knowledge about accounting of holding company.
	Core – IX	Principles of Marketing	CO1: Understand core concepts of marketing and methods of marketing and its functions. CO1: Gain knowledge about marketing mix, product mix and product life cycle. CO1: Know about the concept of consumer behaviour and factors affecting buying behavior. CO1: Learn about pricing practices and channels of distribution. CO1: Application of recent trends of marketing.
	Allied – IV	Business Mathematics and Decision Techniques	CO1: Understand introduction, basic concepts and working problems in matrix. CO1: Learn about sequence and series. CO1: Application of probability in business. CO1: Gain knowledge about techniques of liners programming operation research. CO1: Acquire knowledge about application of transportation problems.
	SBEC – III	– Project Methodology	CO1: Understand about basics of research. CO1: Know about Identification of problem selections and collections of reviews. CO1: Gain knowledge about framing of hypothesis.

			CO1: Gather information about data collection and analysis. CO1: Learn about preparation of project report.
	SBEC – IV	Tally Practical – II	CO1: Know about basics of tally. CO1: Gain the knowledge about accounting and Stock masters. CO1: Prepare the accounting vouchers. CO1: Create the inventory vouchers. CO1: Evaluate the Financial reports.
	NMEC – II	Human Resource Management	CO1: Understand the meaning, definition and functions of HRM. CO1: Know about the concept of human resource planning. CO1: Learn about sources of recruitment and selection process. CO1: Provide information about types of interview and trainings. CO1: Highlight about international human resource management.
IV	Core – X	Cost Accounting	CO1: Develop skills needed to apply costing technique for each element of business. CO1: Gather the knowledge about materials management and inventory control CO1: techniques. CO1: Know about wage payment system. CO1: Classify the overheads and apportionment. CO1: Understand procedures to calculate cost of products and services.
	Core – XI	Auditing	CO1: Understand the role of auditing in accounting for business. CO1: Analyse the internal check and internal control of audit. CO1: Gather knowledge of importance of vouching and internal check in practice of various organizations. CO1: Familiarize with provisions of the companies act relating to appointment, CO1: duties and liabilities of an auditor. CO1: Create interest in the minds of students auditing in different business.
	Core – XII	Income Tax Law & Practice - I	CO1: Understand the basic principles of income tax law and residential status. CO1: Application of knowledge for calculation of salary like basic, PF and allowance. CO1: Gain knowledge about different items include in the salary. CO1: Gather information about taxation procedure of self and let-out house property. CO1: Learn the taxable procedures of income from business and profession.

	Core – XIII	Information Technology in Business	CO1: Understand the effectiveness of ERP systems in business houses and re-engineering business practices. CO1: Provide an in-depth knowledge on Information Technology in business. CO1: Enable the students to appreciate the utility of IT in industries. CO1: Know about different versions in windows operating system. CO1: Understand types of operating system and booting process.
VI	Core – XIV	Management Accounting	CO1: Gain basic knowledge of management accounting. CO1: Interpret the financial statements through ratio analysis. CO1: Know the concepts of fund flow and cash flow analysis. CO1: Acquire knowledge on budgetary control and how to prepare budgets. CO1: Gain knowledge about computation of marginal costing.
	Core – XV	Entrepreneurial Development	CO1: Develop conceptual background of entrepreneurship Competencies. CO1: Understand social responsibilities of entrepreneurs and problems and prospects of women entrepreneurs. CO1: Know about business idea generations. CO1: Gain knowledge about procedure to set up small scale industry and its challenges. CO1: Get exposures of financial institutions supporting tot the entrepreneurs.
	Core – XVI	Income Tax Law & Practice - II	CO1: Understand about calculation of capital gain. CO1: Acquire knowledge about the income from other sources. CO1: Gain information about the set off and carry forward the losses. CO1: Gather the knowledge about general deductions and rules for tax liability. CO1: Develop the skills of the students to access the tax liability of an Individuals, HUF, Firms and filing of returns.
	Core – XVII	Commerce Practical	CO1: Understand preparation of business forms and applications. CO1: Make banking entries and fill the forms. CO1: Gather knowledge about filling of forms in co-operative societies. CO1: Prepare agenda and minutes of company meetings. CO1: Create the tax return forms.
	Elective – I	Project Work	CO1: Understand basics of research report. CO1: Identification of problem and collections of reviews. CO1: Analyses of hypothesis. CO1: Gather information about data collection and analysis.

			CO1: Create the skills of the students to prepare the project report.
	Elective – II	Fundamentals of Insurance	CO1: Learn the basic concept of modern office and its environment. CO1: Know about office organization, manual, authority and responsibility. CO1: Gather information of office system and correspondence. CO1: Gain knowledge about stationery management, filing system and indexing. CO1: Evaluate control and management office furniture's.
	Elective – III	Secretarial Practice	CO1: Understand the basics and over view of corporates. CO1: Know about business letters and preparations resumes. CO1: Preparation of reports. CO1: Learn the basics of English communication. CO1: Develop the personal skills.

DEPARTMENT OF COMMERCE

Name of the Programme: B.Com CA

Programme Outcomes (POs):

Upon completion of the degree requirements, students will be able

S.No	PO Number	PO Statements
1	PO1	Student can acquire comprehensive knowledge in Finance, Accounting, Taxation, Business laws and Corporate Laws.

2	PO2	Students can equip professional interpersonal and entrepreneurial skills.
3	PO3	After completing three years Bachelors of Commerce with Computer Application (B.Com (CA).) Program, students would gain a through deep knowledge in Fundamentals of Commerce, Fundamentals of computer and Tally.
4	PO4	All-inclusive outlooks of the course offer a number of value based and job-oriented courses, which ensure that students are trained up-to-date.
5	PO5	Students can possess wide spectrum of managerial skills with competency building qualities in specific areas of commerce and other related fields.

Programme Specific Outcome (PSOs):

S.No	PO Number	PO Statements
1	PSO1	Students will demonstrate progressive affective domain development of values, the role of accounting in society and business.
2	PSO2	Students will learn relevant financial accounting career skills, applying both quantitative and qualitative knowledge to their future careers in business.
3	PSO3	Learners will gain thorough systematic and subject skills within various disciplines of commerce, business, accounting, economics, finance, auditing and marketing.
4	PSO4	Learners will be able to prove proficiency with the ability to engage in competitive exams like CA, CS, ICWA and other courses. Graduates will be able to do pursue higher education and take-up jobs in the field of Commerce and Computer Applications.
5	PSO5	Students will be able to demonstrate progressive learning of various tax issues and tax forms related to individuals. Students will be able to demonstrate knowledge in setting up a computerized set of accounting books.

Course Outcome (COs):

Semester	Course	Title of the course	Course Outcome
I	Core – I	Principles of Accountancy	CO1: Understand fundamental accounting concepts, principles, conventions and methods of accounting. CO2: Preparation of final accounts of companies. CO3: Impart knowledge with relevance to preparation of accounts for non-trading concerns. CO4: Gather knowledge about BRS and Royalty CO5: Gain knowledge regarding methods of providing depreciation.
	Core – II	Business Communication	CO1: Understand about various modern methods of communication. CO1: Learn how to write trade letters replies, circular letter and sales letter. CO1: Know about correspondence with banking and insurance companies. CO1: Familiarize effective communication skills by drafting application letters and resume. CO1: Creation of agenda, reports and minutes.
	Allied – I	Business Application Software	CO1: Understand about basics of MS-Word. CO1: Application of programming functions in MS-Excel. CO1: Prepare the slide presentation. CO1: Create the database in MS-Access. CO1: Gain the knowledge about preparation of webpage and coding.
II	Core – III	Financial Accounting	CO1: Familiarize concept of branch accounts CO1: Gain the knowledge departmental accounts. CO1: Preparation of single entry accounts. CO1: Know about accounting procedure in case of admission of a partner and also understand accounting concept of retirement and death of a partner. CO1: Prepare accounts in case of dissolution of partnership firm and insolvency of a partner and partners.
	Allied – II	Database Management System	CO1: Understand the basics and operations of DBMS. CO1: Design the database and tables, learning of SQL queries. CO1: Apply the knowledge about the maintenance of database. CO1: Prepare the pictorial diagrams database (ER Diagram).

			CO1: Know about types and architectures of database.
	Core – IV	Computer Practical – I (MS – Office)	CO1: Understand about the basics of computer. CO1: Gain the knowledge about MS – Word. CO1: Application of functions of MS – Excel. CO1: Develop the skills of designing and presentation in power point. CO1: Prepare resume, invitation, time table, report etc.
	Core – V	Business Law	CO1: Demonstrate an understanding of law of contracts. CO1: Know about the capacity to contract, contingent contracts and wagering agreements. CO1: Application of knowledge about contract of indemnity, bailment, and pledge. CO1: Understand about the contract of agency and its termination. CO1: Gain knowledge about sales of goods act, 1930.
III	Core – VI	Corporate Accounting - I	CO1: Know about accounting treatment for shares issued at par, premium, discount, forfeiture and reissue of shares. CO1: Gain knowledge regarding redemption of preference shares. CO1: Learn about issue and redemption of debentures. CO1: Prepare the final accounts of joint stocks companies. CO1: Evaluation of goodwill and shares of Companies.
	Core – VII	Fundamentals of Computer and Tally	CO1: Creation of company and know about basic accounting concepts in Tally. CO1: Prepare the accounting master and accounting vouchers. CO1: Know about working of inventory master and preparation of inventory vouchers. CO1: Learn about calculation of GST and working of Tally Audit. CO1: Know about creation of reports.
	Core – VIII	Business Statistical Methods	CO1: Understand basic knowledge about statistics and measures of central tendency. CO1: Promote skill for calculation of measures of dispersion. CO1: Enable students to apply the statistical tools of correlation and regression analysis for interpretation of data. CO1: Gather information about index and construction of index number. CO1: Update knowledge of analysis of time series.
	Skill – I	Capital Market	CO1: Understand basics of financial services and its various dimensions. CO1: Gain knowledge about role and functions of SEBI.

			<p>CO1: Identify the rating agencies and its services in India</p> <p>CO1: Gather information about Indian capital market trade practices.</p> <p>CO1: Create awareness about economic, industrial, company analysis</p>
	Skill – II	Marketing	<p>CO1: Gain knowledge about basics of marketing and modern marketing.</p> <p>CO1: Enlighten students about marketing functions.</p> <p>CO1: Know about of marketing mix and product life cycle.</p> <p>CO1: Highlight importance of pricing and its strategies and sales promotion.</p> <p>CO1: Update knowledge about recent trends in marketing.</p>
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IV	Core – IX	E - Commerce	<p>CO1: Familiarize concept of E-Commerce.</p> <p>CO1: Carry out procedures for order procurement, order processing and post sales services.</p> <p>CO1: Know website principles, methods of customer Communication and handle electronic payment systems.</p> <p>CO1: Analyze the categories of E-Commerce and its applications.</p> <p>CO1: Identify security issues of E-Commerce and its applications.</p>
	Core – X	Corporate Accounting – II	<p>CO1: Develop the concept of amalgamation, absorption and external reconstruction of companies.</p> <p>CO1: Apply knowledge with the preparation of liquidator’s final statement of account and internal reconstruction.</p> <p>CO1: Analyse accounting treatment of banking companies.</p> <p>CO1: Get deep insight into the accounting concept of insurance.</p> <p>CO1: Gain knowledge about accounting of holding company.</p>
	Core – XI	Computer Practical - II (Tally)	<p>CO1: Know about basics of tally.</p> <p>CO1: Gain the knowledge about accounting and Stock masters.</p> <p>CO1: Prepare the accounting vouchers.</p> <p>CO1: Create the inventory vouchers.</p> <p>CO1: Evaluate the Financial reports.</p>

	Allied – III	Business Mathematics and Decision Techniques	CO1: Understand introduction, basic concepts and working problems in matrix. CO1: Learn about sequence and series. CO1: Application of probability in business. CO1: Gain knowledge about techniques of liners programming operation research. CO1: Acquire knowledge about application of transportation problems.
	Skill – III	Project Methodology	CO1: Understand about basics of research. CO1: Know about Identification of problem selections and collections of reviews. CO1: Gain knowledge about framing of hypothesis. CO1: Gather information about data collection and analysis. CO1: Learn about preparation of project report.
	Skill – IV	Human Resource Management	CO1: Understand the meaning, definition and functions of HRM. CO1: Know about the concept of human resource planning. CO1: Learn about sources of recruitment and selection process. CO1: Provide information about types of interview and trainings. CO1: Highlight about international human resource management.
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V	Core –XII	Cost Accounting	CO1: Develop skills needed to apply costing technique for each element of business. CO1: Gather the knowledge about materials management and inventory control techniques. CO1: Know about wage payment system. CO1: Classify the overheads and apportionment. CO1: Understand procedures to calculate cost of products and services.
	Core – XIII	Auditing	CO1: Understand the role of auditing in accounting for business. CO1: Familiarize with provisions of the companies act relating to appointment, duties and liabilities of an auditor. CO1: Gather knowledge of importance of vouching and internal check in practice of various organizations. CO1: Analyse the internal check and internal control of audit. CO1: Create interest in the minds of students auditing in different business.

	Core – XIV	Income Tax Law & Practice - I	CO1: Understand the basic principles of income tax law and residential status. CO1: Application of knowledge for calculation of salary like basic, PF and allowance. CO1: Gain knowledge about different items include in the salary. CO1: Gather information about taxation procedure of self and let–out house property. CO1: Learn the taxable procedures of income from business and profession.
	Core – XV	Software Development with Visual Programming	CO1: Enable the students to understand the technology for develop a software project and design a various tool. CO1: Building the interface and data types CO1: Working of financial and other functions CO1: Function procedures and control arrays CO1: Creation of database and data report
VI	Core – XVI	Management Accounting	CO1: Gain basic knowledge of management accounting. CO1: Interpret the financial statements through ratio analysis. CO1: Know the concepts of fund flow and cash flow analysis. CO1: Acquire knowledge on budgetary control and how to prepare budgets. CO1: Gain knowledge about computation of marginal costing.
	Core – XVII	Entrepreneurial Development	CO1: Develop conceptual background of entrepreneurship Competencies. CO1: Understand social responsibilities of entrepreneurs and problems and prospects of women entrepreneurs. CO1: Know about business idea generations. CO1: Gain knowledge about procedure to set up small scale industry and its challenges. CO1: Get exposures of financial institutions supporting tot the entrepreneurs.
	Core – XVIII	Income Tax Law & Practice - II	CO1: Understand about calculation of capital gain. CO1: Acquire knowledge about the income from other sources. CO1: Gain information about the set off and carry forward the losses. CO1: Gather the knowledge about general deductions and rules for tax liability. CO1: Develop the skills of the students to access the tax liability of an Individuals, HUF, Firms and filing of returns.
	Core – XIX	Commerce Practical	CO1: Understand preparation of business forms and applications. CO1: Make banking entries and fill the forms.

			CO1: Gather knowledge about filling of forms in co-operative societies. CO1: Prepare agenda and minutes of company meetings. CO1: Create the tax return forms.
	Elective – I	Project Work	CO1: Understand basics of research report. CO1: Identification of problem and collections of reviews. CO1: Analyses of hypothesis. CO1: Gather information about data collection and analysis. CO1: Create the skills of the students to prepare the project report.
	Elective – II	Fundamentals of Insurance	CO1: Understand the nature and principles of insurance. CO1: Gain information about different types of life insurance and its procedure. CO1: Analyse the important theoretical concepts of fire insurance contract and settlement. CO1: Learn about the types of marine policies, reinsurance and double insurance. CO1: Creating the awareness about miscellaneous insurance.
	Elective – III	Office Organisation	CO1: Learn the basic concept of modern office and its environment. CO1: Know about office organization, manual, authority and responsibility. CO1: Gather information of office system and correspondence. CO1: Gain knowledge about stationery management, filing system and indexing. CO1: Evaluate control and management office furniture's.
	Elective – IV	Secretarial Practice	CO1: Understand about concept of company secretary, appointment and duties. CO1: Gather essential skills of maintenances of records, communication and management. CO1: Gain knowledge about depository and dematerialization. CO1: Evaluate the role of company secretary and contacting board meeting. CO1: Develop knowledge about statutory meeting.
	Elective – V	Campus to Corporate	CO1: Understand the basics and over view of corporates. CO1: Know about business letters and preparations resumes. CO1: Preparation of reports. CO1: Learn the basics of English communication. CO1: Develop the personal skills.
	Elective –	Customer Relationship Management	CO1: Understand about CRM and building of relationship. CO1: Learn about evolution of CRM and creating CRM culture. CO1: Gain knowledge about planning and implementation of CRM project.

			CO1: Overview the sales force automation. CO1: Evaluate marketing initiatives in ECRM.
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DEPARTMENT OF COMMERCE

Name of the Programme: M.Com

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Upon completion of the degree requirements, students will be able

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2	PO2	Students can equip professional interpersonal and entrepreneurial skills.
3	PO3	All-inclusive outlooks of the program offer a number of value based and job-oriented courses, which ensure that students are trained up-to-date.
4	PO4	Students can meet the academic expectation in the fields of NET, SET and TRB etc.
5	PO5	Students can possess wide spectrum of managerial skills with competency building qualities in specific areas of commerce and other related fields.

Programme Specific Outcome (PSOs):

S.No	PO Number	PO Statements
1	PSO1	To inculcate the knowledge of business and the techniques of managing the business with special focus on marketing, Insurance and banking theory law and practices.
2	PSO2	To impart the knowledge basic accounting principles and the latest application oriented corporate accounting methods.
3	PSO3	To develop the decision making skill through costing methods and practical application of management accounting principles.
4	PSO4	To enhance the horizon of knowledge in various field of commerce through advertising and sales promotion, auditing and entrepreneurial development.
5	PSO5	To enhance the computer literacy and its applicability in business through latest version on tally and e-commerce principles. To create awareness in application oriented research through research for business decisions.

Course Outcome (COs):

Semester	Course	Title of the course	Course Outcome
I	Core – I	Marketing Management	CO1: Identify core concepts of marketing and marketing process. CO1: Formulate new product strategy and brand strategies. CO1: Understand channels of distribution. CO1: Gain knowledge about salesmanship and sales promotion. CO1: Create the awareness about concept of advertising and media of advertisement.
	Core – II	Accounting for Managerial Decision	CO1: Understand concept of management accounting, its importance and its role in decision making. CO1: Develop knowledge about ratio analysis and interpretation of financial statements. CO1: Preparation of fund flow statement and cash flow statement. CO1: Get an idea about preparation of various types of budget. CO1: Acquire knowledge about standard costing techniques.
	Core – III	Financial Management	CO1: Gain knowledge about basics of financial Management. CO1: Learn about cost of capital and capital budgeting. CO1: Understand Financial leverages and capital structure. CO1: Acquire Knowledge about dividend policy and dividend theories. CO1: Analysis of working capital Management, cash and inventory management.
	Core – IV	Modern Banking	CO1: Acquire knowledge in banking and financial system in India. CO1: Know about E-banking and Financial Services. CO1: Gain information about mobile banking and telephone banking. CO1: Gather knowledge about e-banking, m-banking and internet banking. CO1: Create knowledge regarding recent trends in Indian Banking.
	Elective – I	Organisational Behaviour	CO1: Gain knowledge about concept of organizational behavior. CO1: Familiarize with concept of personality determinants and its theories. CO1: Learn about concept and theories of motivation. CO1: Gain knowledge about individual and group behavior. CO1: Create the skills of interpersonal communication and control of organizational conflict.
	Elective – II	Business Environment	CO1: Understand about business environment and formulation of business strategy. CO1: Outline about the privatisation and industrial policy

			<p>CO1: Recognise the capitalism, socialism and mixed economy</p> <p>CO1: Gain the knowledge about technical environment and financial institution in India</p> <p>CO1: Know about the concepts of liberalization, Globalization and industrial policy.</p>
II	Core – V	Advanced Cost Accounting	<p>CO1: Acquire knowledge about cost accounting and preparation of cost sheet.</p> <p>CO1: Get deep insight into material cost control and labour cost control.</p> <p>CO1: Learn about overheads, its classification, apportionment, reapportionment and absorption of overheads.</p> <p>CO1: Gain knowledge about job costing and contract costing.</p> <p>CO1: Application of knowledge towards process costing, joint and by-products.</p>
	Core – VI	Investment Analysis and Portfolio Management	<p>CO1: Understand about investment options and SEBI guidelines.</p> <p>CO1: Acquire knowledge about investment strategies and valuation of securities.</p> <p>CO1: Learn about fundamental analysis and its sources of information.</p> <p>CO1: Gain knowledge about technical analysis and market efficiency.</p> <p>CO1: Know about CAPM and risk free lending and borrowings.</p>
	Core – VII	Advanced Business Statistics	<p>CO1: Promote skill of applying statistical techniques in business.</p> <p>CO1: Learn about correlation and regression analysis for research.</p> <p>CO1: Applications and knowledge of probability theorems.</p> <p>CO1: Test hypothesis by using of advanced statistical tools.</p> <p>CO1: Apply statistical tools in analysis and interpretation of data.</p>
	Core – VIII	E – Commerce	<p>CO1: Familiarize concept of E-Commerce.</p> <p>CO1: Carry out procedures for order procurement, order processing and post sales services.</p> <p>CO1: Know website principles, methods of customer Communication and handle electronic payment systems.</p> <p>CO1: Analyze the categories of E-Commerce and its applications.</p> <p>CO1: Identify security issues of E-Commerce and its applications.</p>
	Elective – III	Financial Markets and Services	<p>CO1: Understand basic knowledge of financial system and RBI guidelines.</p> <p>CO1: Know about banking functions and investment patterns.</p> <p>CO1: Gather knowledge about Merchant banking and its function.</p> <p>CO1: Gain information about financial markets, functions and features.</p> <p>CO1: Analyse about industrial securities investment.</p>

	Elective – IV	Export – Import Management	CO1: Acquire knowledge about foreign trade, opportunities and challenges. CO1: Provide an insight into the sources of finance for foreign trade. CO1: Know about balance of payment and recent trends. CO1: Understand export trade policies and organization. CO1: Get an idea about institutional infrastructure polices and economic conditions.
III	Core – IX	Research Methodology	CO1: Understand business research and can frame a research design. CO1: Understand concepts of sampling and techniques of sampling. CO1: Know about data collection methods and applications of various tools. CO1: Interpret data by applying appropriate tests. CO1: Draft effective reports that suit the needs of target audience.
	Core – X	Advance Corporate Accounting	CO1: Gain knowledge about issue, forfeiture and re-issue of shares and redemption of preference shares and debentures. CO1: Understand preparation of final accounts of joint stock companies. CO1: Acquire knowledge about amalgamation, absorption and reconstruction. CO1: Computation of liquidators’ final statement of A/c and understanding the concept of holding companies. CO1: Preparation of final accounts of banking and Insurance Companies
	Core – XI	Human Resource Management	CO1: Know about human resource management and role of human resource managers. CO1: Learn about human resource planning, job analysis, job specifications etc. CO1: Acquire knowledge about recruitment, selection, training and job evaluation of human resources. CO1: Develop knowledge relating to causes of conflict and management of conflict. CO1: Create the awareness for management of indiscipline among the employees and grievances redressal forum.
	Core – XII	Income Tax and Tax Planning	CO1: Gain knowledge with regard to basic concepts of income tax. CO1: Familiarize with computation of salary income and house property income. CO1: Get an exposure about provisions relating to Income from business and profession and capital gain. CO1: Learn about computation of income from other sources, deductions, procedure for set-off and carry forward of losses. CO1: Computation of total income and tax liability of an individual.

	Elective – V	Resource Management Techniques	CO1: Know about Resource management techniques and models. CO1: Formulate linear programming problems and solution using simplex method. CO1: Gather knowledge about transportation and assignment problem. CO1: Acquire Knowledge about decision theory using statistical methods. CO1: Familiarise CPM and PERT, techniques of analysis, network time series and trend analysis.
	Elective – VI	Retail Marketing	CO1: Apply principles, practices, and concepts used in retail marketing management. CO1: Describe complex nature and environment of retail marketing management together with the buying and selling of goods, services, and ideas to the final consumer. CO1: Understand various types of retail stores and retail service quality management. CO1: Learn about the retail pricing and techniques. CO1: Gain knowledge about the concept of retail channel management.
IV	Core – XIII	Indirect Tax	CO1: Understand basic concepts of indirect Tax and its principles. CO1: Know about customs act and its powers. CO1: Learn about basics of GST. CO1: Develop skills in preparation of GST. CO1: Create the skills for filling of return and registration procedures.
	Core – XIV	Services Marketing	CO1: Gain knowledge about concepts of service marketing. CO1: Familiarize with concept of service marketing mix, logistics and supply chain management. CO1: Learn about transportation service and marketing strategies. CO1: Get deep insight into tourism marketing concept. CO1: Know about the concept of Courier and telecommunication service.
	Core – XV	Project Work	CO1: Understand basics of research report in the commerce field. CO1: Know about identification of problem selections and collections of reviews. CO1: Gain knowledge about framing of hypothesis. CO1: Gather information about data collection and analysis. CO1: Develop the skills of preparation of project report.
	Elective – VII	Insurance and Risk Management	CO1: Understand concept of insurance and principles. CO1: Learn about Life insurance policies, procedures and Settlement.

			<p>CO1: Enrich the students about fire, marine and other insurance policies.</p> <p>CO1: Gain knowledge about various provisions regarding IRDA Act.</p> <p>CO1: Know about risk management and control by management and corporations.</p>
	Elective – VIII	Strategic Management	<p>CO1: Understand concepts and functions of strategies management.</p> <p>CO1: Gain knowledge about modernization and disinvestment.</p> <p>CO1: Acquire knowledge about functional strategies, logistics and HRM.</p> <p>CO1: Know about strategy implementation and relationship.</p> <p>CO1: Evaluation of controlling strategic management.</p>
	EDC – I	Business Communication	<p>CO1: Know about various modern methods of communication and communication networks.</p> <p>CO1: Learn about how to write the business letter, layout, kinds and functions etc.</p> <p>CO1: Know about writing of sales letter, enquiry, and goodwill letter.</p> <p>CO1: Prepare circular letter and agency letter.</p> <p>CO1: Demonstrate to write bank correspondence.</p>
	EDC – II	Principles of Commerce	<p>CO1: Understand basic concepts of business, trade and commerce.</p> <p>CO1: Learn about different forms of business organization.</p> <p>CO1: Know about concept of partnership, types, functions etc.</p> <p>CO1: Gain knowledge about concepts and functions of joint stock companies.</p> <p>CO1: Acquire concept of co-operative society and public enterprise.</p>
	EDC – III	Principles of Accounting	<p>CO1: Understand fundamental accounting concepts, principles, conventions and final accounts.</p> <p>CO1: Learn about preparation of journal, ledger, trial balance etc.</p> <p>CO1: Impart knowledge with relevance to preparation of subsidiary books.</p> <p>CO1: Know about preparation final accounts of companies.</p> <p>CO1: Create knowledge regarding methods of providing depreciation.</p>