

**Dr. Ambedkar College of Arts, Commerce and Science, Chandrapur**

**Faculty of Commerce & Management**

**COURSE OUTCOMES**

**B.COM.I SEM I**

**Course Title: Compulsory Marathi**

**Course Outcomes:**

1. Students get learnt various types of texts and enrich vocabulary and understand men and manners.
2. Students instilled poetic sense through reading of poetry.
3. Students upgraded grammatical aspects of Marathi language.

**Course Title: Compulsory English**

**Course Outcomes:**

1. Accurately and precisely communicate– both in speaking and writing – in a variety of contexts and genres.
2. The ability to read texts closely and to articulate the value of close reading in the study of literature and rhetoric.
3. The ability to explicate texts written in a wide variety of forms, styles, structures, and modes.

**Course Title: Principle of Management**

**Course Code: UCAIC05**

**Course Outcomes:**

1. Discuss and communicate the management evolution and how it will affect future managers.
2. Observe and evaluate the influence of historical forces on the current practice of management.
3. Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.
4. Explain how organizations adapt to an uncertain environment and identify techniques managers use to influence and control the internal environment.
5. Practice the process of management's four functions: planning, organizing, leading, and controlling.

**Course Title: Business Economics**

**Course Code: UCAIC04**

**Course Outcomes:**

1. Apply the concept of opportunity cost
2. Employ marginal analysis for decision making
3. Analyze operations of markets under varying competitive conditions
4. Analyze causes and consequences of unemployment, inflation and economic growth

**Course Title: Financial Accounting**

**Course Code: UCAIC03**

**Course Outcomes:**

1. define bookkeeping and accounting
2. explain the general purposes and functions of accounting
3. explain the differences between management and financial accounting
4. describe the main elements of financial accounting information – assets, liabilities, revenue and expenses
5. Identify the main financial statements and their purposes.

**Course Title: Statistical Analysis**

**Course Code: UCAIC06**

**Course Outcomes:**

1. To familiarizes the concept of statistics
2. To provide practical exposure on calculation of measures of average
3. To provide practical exposure on calculation of measures of correlation and irrigation
4. To introduce the students about the concept of provability
5. To provide practical exposure on calculation of trend analysis

**Course Title: Basic of Marketing Management**

**Course Code: UCAIEBI**

**Course Outcomes:**

1. Establish a professional presence online incorporating the key disciplines of social media, search engine optimization, analytics, online navigation and user experience in order to drive traffic to an organization's website.
2. Employ digital tools to analyze the effectiveness of a marketing campaign.
3. Formulate a marketing plan including marketing objectives, marketing mix, strategies, budgetary considerations and evaluation criteria.
4. Write a business plan for an entrepreneurial start-up venture.

**B.COM.I SEM II**

**Course Title: Compulsory Marathi**

**Course Outcomes:**

1. Students got an opportunity to learn language elements and their application in practice.
2. Students developed competency regarding communication skills and to develop among them the ability to communicate effectively in Marathi.
3. Students got inspiration to use various soft skills regarding use of Marathi in business world.

**Course Title: Compulsory English****Course Outcomes:**

1. The ability to respond imaginatively to the content and style of texts.
2. The ability to write clearly, effectively, and imaginatively, and to accommodate writing style to the content and nature of the subject.

**Course Title: Business Economics-I****Course Code: UCA2C04****Course Outcomes**

1. Understand how households (demand) and businesses (supply) interact in various market structures to determine price and quantity of a good produced.
2. Understand the links between household behaviour and the economic models of demand.
3. Represent demand, in graphical form, including the downward slope of the demand curve and what shifts the demand curve.
4. Understand the links between production costs and the economic models of supply.
5. Apply the concept of opportunity cost
6. Analyze operations of markets under varying competitive conditions

**Course Title: Principle of Management-II****Course Code: UCA2C05****Course Outcomes**

1. To develop knowledge about evolution of management thoughts
2. To better understanding of planning and decision making
3. To give an idea about organisation structure and different types of organization
4. To make them familiarize with recruitment process and stages in selection
5. To provide idea about motivation, importance of communication and Principles of coordination.

**Course Title: Financial Account –II****Course Code: UCA2C03****Course Outcomes:**

1. To Familiarize the concept of Branch account and its system
2. To Understand the Scope of departmental accounting
3. To Introduce the system of Hire Purchasing
4. To Enable the students to understand partnership account from admission to dissolution

**Course Title: Statistical Analysis-II****Course Code: UCA2C06****Course Outcomes:**

1. Student will able to interpret the meaning of the calculated statistical indicators
2. Student will able to choose a statistical method for solving practical problems

3. Student will able to explain probability theory and probability distributions in relation to general statistical analysis.
4. Student will able to Understand and appreciate the need to solve a variety of business related problems using a systematic approach involving accepted statistical techniques.

**Course Title: Marketing Management -II**

**Course Code: UCA21 M2**

**Course outcomes:**

1. Demonstrate ethical and socially responsible behaviour.
2. Integrate appropriate technologies in developing solutions to business opportunities and challenges.
3. Build effective internal and external relationships using influencing, communication and consultative skills.
4. Evaluate the dynamic of the global business environment from a competitive and economic perspective.

**B.COM.II SEM III**

**Course Title: Compulsory English**

**Course Outcomes:**

1. An understanding of the twofold nature of textual analysis:
2. Accurately and precisely communicate– both in speaking and writing – in a variety of contexts and genres.
3. To improve spoken communication and written communication.
4. Writing of Resume, letters of application, business letters.
5. To learn the basics of grammar.
6. Narration of experience, daily routine.

**Course Title: Compulsory Marathi**

**Course Outcomes:**

1. To enable and inspire the students to read and learn various types of texts and enrich vocabulary and understand men and manners.
2. To provide an opportunity to students to learn language elements and their application in practice.

**Course Title: COST ACCOUNTING**

**Course Code: SEC-I UCA3F02**

**Course Outcomes:**

1. To Aimed to familiarize the concept of cost accounting
2. To Helps to gather knowledge on preparation of cost sheet in its practical point of view
3. To facilitate the idea and meaning of material control with pricing methods
4. To Develop the knowledge about remuneration and incentives
5. To introduce the concept of overhead cost

**Course Title: CORPORATE ACCOUNTING**

**Course Code: UCA3C06**

**Course Outcomes:**

1. To enabling the students to understand the features of Shares and Debentures
2. To develop an understanding about redemption of Shares and Debenture and its types
3. To give an exposure to the company final accounts
4. To provide knowledge on Goodwill
5. To students can get an idea about internal reconstruction

**Course Title: Monetary Economics**

**Course Code: UCA3C05**

**Course Outcomes:**

1. To identify the role of financial intermediaries in general, and the banking sector in particular, on investment and savings.
2. To describe the performance of banks as firms: to analyse the bank's balancesheet, its financial accounts, the main ratios used to manage the bank, indicators of size, efficiency and productivity. To know the methods for the analysis of bank's profitability.
3. To describe the monetary policy strategies implemented by the main central banks and to be familiar with how monetary policy decisions are implemented and transmitted to the economy.
4. To elaborate and discuss a paper on a topic related to the financial and banking sector.

**Course Title: Company Law**

**Course Code: UCA3C04**

**Course Outcomes:**

1. Explain the main concepts that underpin company law, including separate legal personality and limited liability
2. Comprehend the policy issues that arise regarding the regulation of companies, including the views of different commentators about those policy issues
3. Discuss the main principles and rules that seek to regulate and protect different participants within companies, especially their directors, shareholders and creditors
4. Summarise the issues that arise in respect of large, widely owned, public companies and the strategies that have been developed to ensure such companies are well governed
5. Identify the legal issues raised by complex hypothetical 'problem question' scenarios, and apply their knowledge of the main principles and rules of company law to articulate well-argued solutions to those questions

**Course Title: Advertisement Managment**

**Course Code: UCA3EM3**

**Course Outcomes:**

1. To introduce students to the principle and basic concept of marketing communication process in a streamlined integrated marketing strategy.

2. To provide an understanding of integrated marketing communications (IMC) and its influences on other marketing functions and other promotional activities.
3. To analyze and evaluate the fast-changing field of advertising and promotion which affects global marketing, society and economy.
4. To develop positive communication skills by extending the marketing communication approaches and techniques into effective marketing strategy and programs which are necessary to communicating to target audiences.

#### **B.COM.II SEM IV**

##### **Course Title: Compulsory English**

##### **Course Outcomes:**

1. Students will become accomplished, active readers who appreciate ambiguity and complexity, and who can articulate their own interpretations with an awareness and curiosity for other perspectives.
2. Students will be able to write effectively for a variety of professional and social settings. They will practice writing as a process of motivated inquiry, engaging other writers' ideas as they explore and develop their own.

##### **Course Title: Compulsory Marathi**

##### **Course Outcomes:**

1. To instil poetic sense among students through reading of poetry.
2. To upgrade student's grammatical sense and master the basic grammatical aspects of Marathi language.
3. To develop reading, writing and communication skills of students.

##### **Course Title CORPORATE ACCOUNTING**

##### **Course Code: UCA3EM3**

##### **Course Outcomes:**

1. Enable the students to understand about amalgamation , absorption and external reconstruction
2. To make them aware about accounts of banking companies
3. Keep them aware about accounts of insurance companies
4. Enable the students to gain an idea of liquidation of companies
5. To introduce and develop knowledge of holding companies accounts

##### **Course Title Management Accounting**

##### **Course Code: UCA4F02**

##### **Course Outcomes:**

1. To enlighten the students thought and knowledge on management Accounting
2. To Helps to give proper idea on financial statement analysis in practical point of view

3. To introduce the concept of fund flow and cash flow statement
4. To provide knowledge about budget control keeping in mind the scope of the concept
5. To develop the know-how and concept of marginal costing with practical problems

**Course Title: Sales & Distribution Management**

**Course Code: UCA4EM4**

**Course outcomes:**

1. Recognise and demonstrate the significant responsibilities of sales person as a KEY individual.
2. Describe and Formulate strategies to effectively manage company's sales operations.
3. Evaluate the role of Sales manager and his/ her responsibilities in recruiting, motivating, managing and leading sales team.
4. Illustrate the fundamentals of Distribution channels, Logistics and Supply Chain Management.

**Course Title: Secretarial Practice**

**Course Code: UCAGE03**

**Course Outcomes:**

1. Use international trade terms and concepts when communicating.
2. Explain the international trade concepts used in making decision.
3. Use effective communication skills to promote respect and relationship for secretarial practice.
4. Utilize information by applying a variety of business and industry software and hardware to major voting and proxy.
5. Get a basic understanding of different type of meeting of board of directors.

**Course Title: Monetary Economics**

**Course Code: UCA4C05**

**Course Outcomes:**

1. By studying this paper the students can understand basic models of the behaviour of firms and industrial organization and how they can be applied to policy issues.
2. They able to manipulate these models and be able to solve analytically problems relating to Monetary economics.

**B.COM.III SEM V**

**Course Title: Auditing**

**Course Code: UCA5F01**

**Course Outcomes:**

1. Student will understand the audit process from the engagement planning stage through completion of the audit, as well as the rendering of an audit opinion via the various report options.
2. Student will understand auditors' legal liabilities, and be able to apply case law in making a judgment

- whether auditors might be liable to certain parties;
3. Student will understand to describe the various levels of persuasiveness of different types of audit evidence and explain the broad principles of audit sampling techniques;
  4. Student will understand to discuss the need for an independent or external audit and describe briefly the development of the role of the assurance provider in modern business society;
  5. Student will be able to describe the quality control procedures necessary to ensure that a competent assurance engagement is performed, and apply professional ethics including Code of Conduct to specific scenarios

**Course Title: Business Communication Management**

**Course Code: UCA5C03**

**Course Outcomes:**

1. To make effective and impressive communication.
2. To make communication in ethical manner.
3. Capable to make persuasive digital communication.
4. Capable to make abstract & summaries of proposals.
5. Better presentation and communication using proper body language.

**Course Title: Commercial Law**

**Course Code: UCA5C03**

**Course Outcomes:**

1. Make the students understand about business and corporate law
2. Develop knowledge on contract and various types of contracts
3. To help the students to understand the concept of sale of goods
4. Make the students understand about companies and its types
5. To equip the students with proper knowledge about Foreign exchange\

**Course Title: Advance Accounting-I**

**Course Code: UCA5C04**

**Course Outcomes:**

1. Students will recognize commonly used financial statements, their components and how information from business transactions flows into these statements
2. Discuss and solve accounting issues that arise from inter-entity relationships.
3. Explain the consolidation process and prepare consolidated financial statements based on relevant accounting Standards.
4. Demonstrate the ability to perform complex accounting techniques and methods as required by the relevant accounting standards.



**Course Title: Industrial Marketing**

**Course Code: UCA5EM5**

**Course Outcomes:**

1. Define the industrial marketing concepts and principles.
2. Define industrial marketing concept.
3. Define the developments in marketing process and locate various companies in the process.
4. Analyze the consumer and industrial market.
5. Define the market concept.

**B.COM.III SEM VI**

**Course Title: INCOME TAX LAW AND PRACTICE – I**

**Course Code: UCA6C05**

**Course Outcomes:**

1. To introduce the basic concept of Income Tax
2. In order to familiarize the different know-how and heads of income with its components
3. It helps to build an idea about income from house property as a concept
4. It give more idea about the income from business or profession
5. Make the students familiarizes with the concept of depreciation and its provisions

**Course Title: INDIAN ECONOMICS**

**Course Code: UCA61E02**

**Course Outcomes:**

1. Develop ideas of the basic characteristics of Indian economy, its potential on natural resources.
2. Understand the importance, causes and impact of population growth and its distribution, translate and relate them with economic development.
3. Grasp the importance of planning undertaken by the government of India, have knowledge on the various objectives, failures and achievements as the foundation of the ongoing planning and economic reforms taken by the government.
4. Understand agriculture as the foundation of economic growth and development, analyse the progress and changing nature of agricultural sector and its contribution to the economy as a whole.

**Course Title: BUSINESS COMMUNICATION**

**Course Code: UCA6C03**

**Course Outcomes:**

1. To develop the ability of the students
2. To communicate clearly and correctly in English and regional languages on the matters relevant to day to day business operation with emphases on quality of presentation.
3. To help the students for general understanding of the various aspects of business communication and business environment of the country.

**Course Title: Advance Accounting**

**Course Code: UCA6C04**

**Course Outcomes:**

1. Read and analyse consolidated financial statements including accounting policies and other information disclosures.
2. Conduct practical research in the accounting discipline.
3. Critical thinking and problem solving.
4. Deep discipline knowledge

**Course Title: Corporate Law**

**Course Code: UCA6F01 UCA61EM6**

**Course Outcomes:**

1. The paper gives the students the ability to understand the parameters to assess opportunities and constraints for new business ideas.
2. Understand the systematic process to select and screen a business idea.
3. Design strategies for successful implementation of ideas and they can write a business plan.

**Course Title: Service Marketing**

**Course Code: UCA61EM6**

**Course Outcomes:**

By completing this course, students will:

1. Appreciate the challenges facing the services marketing in traditional commercial marketing, e-marketing and non-commercial environments.
2. Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix, and the four unique traits of services marketing.
3. Recognise the challenges faced in services delivery as outlined in the services gap model; Develop professional business writing skills.