

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

**Faculty of Commerce & Management**

**COURSE OUTCOMES**

**B.COM.I SEM I**

**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 regression
4. To introduce the students about the concept of probability
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: 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: 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 Management**

**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 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 able 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.

**Course Title : PROJECT**

**Course Code:**

**Course Outcomes:**

By completing this course, students will:

1. Appreciate the challenges facing the research and various projects.

**M. COM. I SEM-I**

**Core Course**

**Course Title: Advance Financial Accounting**

**Course Code: PCC1C01**

**Course Outcomes :**

On successful completion of this course, students will be able to

- 1) Identify and describe different types of inter-entity relationships based on relevant Indian Accounting Standards.
- 2) Conduct practical research in the accounting discipline.
- 3) Deep discipline knowledge.
- 4) Critical thinking and problem solving

- 5) Self-awareness and emotional intelligence
- 6) Demonstrate the ability to perform complex accounting techniques and methods as required by the relevant accounting standards.

**Course Title: Indian Financial System**

**Course Code: PCC1C02**

**Course Outcomes:**

On successful completion of this course, students will be able to

- 1) Describe the context of banking: the financial system.
- 2) Elucidate the broad functions of banks.
- 3) Attain the advantages and knowledge of public investments and other government expenditures. Understand the causes of growing public expenditures for various programmes and policies within and outside the country.
- 4) Understand the needs of public and Government and non-government borrowing from all possible sources to meet necessary public investment/expenditures. Also be alerted to find sources for repayment.
- 5) Understand the sources of finance both public and private.

**Compulsory Foundation Course**

**Course Title: Managerial Economics**

**Course Code: PCC1F03**

**Course Outcomes :**

On successful completion of this course, students will be able to

- 1) Understand the roles of managers in firms
- 2) Design competition strategies, including costing, pricing, product differentiation, and market environment according to the natures of products and the structures of the markets.
- 3) Make optimal business decisions by integrating the concepts of economics, mathematics and statistics.
- 4) Understanding the economic goals of the firms and optimal decision making.

**Course Title: Marketing Management**

**Course Code: PCC1F04**

**Course Outcomes:**

On successful completion of this course, students will be able to

- 1) To develop an idea about marketing and its functions
- 2) To enhance the students on consumer behaviour
- 3) To familiarize students about product and its classifications
- 4) To make them understand pricing policies
- 5) To introduce the concept of sales forecast

## **M. COM. SEM-II**

### **Core Course**

**Course Title: Advance Cost Accounting**

**Course Code: PCC2C02**

#### **Course Outcomes :**

On successful completion of this course, students will be able to

- 1) Conduct Industrial Knowledge to more developed cost segment.
- 2) Deep discipline knowledge.
- 3) Critical thinking and problem solving
- 4) Solve problems and make decisions based on the results of the solutions to the problems.

**Course Title: Research Methodology**

**Course Code: PCC2C01**

#### **Course Outcomes:**

On successful completion of this course, students will be able to

- 1) Students should understand a general definition of research design
- 2) Students should be familiar with conducting a literature review for a scholarly educational study.
- 3) Students should know the steps in the process of quantitative data collection.
- 4) Students should know how to conduct a statistical test of a hypothesis
- 5) Critically assess research methods pertinent to technology innovation research.

### **Compulsory Foundation Course**

**Course Title: Co-operation & Rural Development**

**Course Code: PCC2F03**

#### **Course Outcomes :**

On successful completion of this course, students will be able to

- 1) Gain insight into the socio-economic structure of rural India
- 2) Understand the prospects and problems of rural development in India
- 3) To Developed interest in rural area.
- 4) To helps to work in cooperation sector smoothly.

**Course Title: Human Resource Management**

**Course Code: PCC2F04**

#### **Course Outcomes:**

On successful completion of this course, students will be able to

- 1) To aiming to enable the students in Human Resources Management
- 2) To introduce the students about placement and training

- 3) To facilitate the knowledge about performance appraisal and different methods
- 4) To provide an idea about different compensation policies

## **M. COM. SEM-III**

### **Core Course**

**Course Title: Tax procedures & Practices**

**Course Code: PCC3C02**

#### **Course Outcomes :**

On successful completion of this course, students will be able to

- 1) Define the procedure of direct tax assessment.
- 2) Able to file IT return on individual basis.
- 3) Able to compute total income and define tax complications and structure.
- 4) Able to understand amendments made from time to time in Finance Act.
- 5) Differentiate between direct and indirect tax assessment.

**Course Title: Statistical Techniques**

**Course Code: PCC3C01**

#### **Course Outcomes:**

On successful completion of this course, students will be able to

- 1) Students will formulate complete, concise, and correct mathematical proofs.
- 2) Students will frame problems using multiple mathematical and statistical representations of relevant structures and relationships and solve using standard techniques.
- 3) Students will clearly communicate quantitative ideas both orally and in writing to a range of audiences.
- 4) Students will create quantitative models to solve real world problems in appropriate contexts.

### **Compulsory Foundation Course**

**Course Title: Service Sector Management**

**Course Code: PCC3F03**

#### **Course Outcomes:**

On successful completion of this course, students will be able to

- 1) An understanding of the different types of operations process types on which operational capability can be based and the strategic implications of the process choice decision.
- 2) Knowledge and understanding of the key operational levers that can be applied to the management of service operations and the proactive management of customer experience.
- 3) Knowledge and understanding of the application of strategic and value based approaches to procurement.

- 4) Knowledge, understanding and skills in the development of an Acceptance Sampling based Quality Control strategy.

**Course Title: Computer Application in Commerce**

**Course Code: PCC3F04**

**Course Outcomes:**

On successful completion of this course, students will be able to.

- 1) Post Graduate students will be able to develop strong understanding of core Commerce and Computer Application.
- 2) Able to take up challenging career options in Commerce and IT sector.
- 3) Motivated to pursue higher education.
- 4) Gain updated knowledge to take up employment.
- 5) Become ethically and socially responsible commerce graduates with computer application knowledge.

**M. COM. SEM.-IV**

**Core Course**

**Course Title: Advanced Management Accounting**

**Course Code: PCC4C01**

**Course Outcomes:**

On successful completion of this course, students will be able to

- 1) To provide introduction to Financial Management
- 2) To create an awareness about capital structure and theories of capital structure
- 3) To provide knowledge about dividend policies and various dividend models.
- 4) To enable them to understand working capital management
- 5) To make them understand the cost of capital in wide aspects

**Compulsory Foundation Course**

**Course Title: Research Project & Seminar**

**Course Code: PCC4F0P**

**Course Outcomes:**

On successful completion of this course, students will be able to

- 1) Student Should work in Govt., Non-Govt. Cooperation Sector
- 2) This Course helps to habit of Research.
- 3) On successful completion of this course the student are enabled with the Knowledge in Business analysis, Research methods.

## **Elective Course**

**Course Title: ENTERPRENEURIAL DEVELOPMENT**

**Course Code: -----**

### **Course Outcomes:**

On successful completion of this course, students will be able to

- 1) To aiming to develop students about Entrepreneurship development
- 2) To create an awareness on various Entrepreneurship Development Programme
- 3) To enable them to understand project formulation
- 4) To familiarize the students with EDP schemes
- 5) To give an introduction about MSME, EDI and other training institutes in Entrepreneurship