

**Programme: BCOM
FYBCOM**

A. Compulsory English

SEM I

At the end of this course, the learner will be able to:

- create their own stories
- critically and sensitively evaluate social issues like norms, conforming, peer pressure, body image, gender, myths and freedom
- understand various literary texts, their various genres, techniques and what goes into creating a work of art
- analyse various texts for their themes, subtexts, to read the grain as well as against the grain of the text
- recall rules of English grammar and vocabulary along with their applications in daily communication
- develop an ability/skill of thinking, writing creatively and interviewing whether it be for fiction, letters, analytical essays or answers

SEM II

At the end of this course, the learner will be able to:

- create their own dialogues using characters from literary texts to exercise creativity
- critically and sensitively evaluate issues like the environment, empathy, women as heroes, discrimination, illnesses
- understand various literary texts, their various genres, techniques and what goes into creating a work of art
- apply their mind to researching and writing autobiographies
- analyse various texts for their themes, subtexts, to read the grain as well as against the grain of the text
- recall rules of English grammar and vocabulary along with their applications in daily communication
- develop an ability/skill of thinking, writing creatively and interviewing whether it be for fiction, letters, analytical essays or answers.

B. Financial Accounting

SEM I

At the end of this course, the learner will be able to:

- Identify the significance of accounting concepts and principles
- Evaluate the impact of distinct accounting principles and concepts on the company fundamentals
- Apply the procedure of priority of payments on Dissolution of Partnership firms
- Prepare Royalty Account, Joint Venture Account and Statement showing Piecemeal distribution of Cash on Dissolution of partnership firms
- Apply knowledge of Excel and PowerPoint in problem solving activity

SEM II

At the end of this course, the learner will be able to:

- Apply computerized accounting software package in creating a company, grouping and generating accounting reports
- Solve Accounting problems relating to Hire Purchase

- Differentiate between Profit and Not for Profit Organizations
- Prepare Final Accounts of Not for profit Organizations
- Describe the need and significance of Accounting Standards

C. Managerial Economics

SEM I

At the end of this course, the learner will be able to:

- Ability to describe and examine the field of Managerial Economics and relate the same to managerial functions
- Ability to explain and assess the various factors influencing Economic Environment of Business
- Relate, explain and examine the concepts in Demand, Elasticity and Forecasting and infer the implications of the concepts
- Ability to examine and identify the methods of Demand Forecasting and its applications in real-life situations
- Ability to explain and relate to the various theoretical concepts in Production and apply the same to practical situations

SEM II

At the end of this course, the learner will be able to:

- Ability to relate and examine the theoretical concept of cost and its application in real-life situations
- Examine, assess and justify the method of pricing policy and infer the implications in real-life situations
- Ability to compare and contrast various market structures and its working with examples
- Ability to explain and demonstrate the working of markets in price and output determination processes
- Ability to examine and assess to the economic policy failures and implications on managerial decision-making

D. Business Economics

SEM I

At the end of this course, the learner will be able to:

- consumer's equilibrium, concept of elasticity, production function, etc.
- Develop clarity on microeconomic concepts of significance in business decision-making like demand and supply;
- Apply linkages between the theory and real-life business environment;
- Develop analytical and interpretational skills necessary for business decision-making;
- Develop an awareness and sensitivity to social implications of business decision-making.

SEM II

At the end of this course, the learner will be able to:

- Develop an ability to acquire an in-depth theoretical knowledge of Market Structures and Factors of Production [micro concepts];
- Develop clarity on microeconomic concepts of significance in understanding market dynamics;
- Apply linkages between theory of pricing and real-life pricing practices;
- Develop analytical and interpretational skills necessary for business decision-making;

- Develop an awareness and sensitivity to social implications of business decision-making.

E. Business Mathematics and Statistics

SEM I

At the end of this course, the learner will be able to:

- Ability to relate to basic concepts in Finance and Mathematics like Interest, dividends etc. and Interpret data intelligently through numerical means.
- Ability to see applications of Mathematical concepts like derivatives in Business.
- Enhancing the decision-making capacity pertaining to investments, interests, purchasing, comparisons, time value of money, loans, installment plans etc.
- Implementing elementary statistical methods like condensation and representation of data and for analysis of data.
- Calculating various types of averages and variation.

SEM II

At the end of this course, the learner will be able to:

- Ability to relate basic knowledge of Mathematical & Statistical concepts like counting principles to Business.
- Ability to calculate various measures of dispersion like standard deviation, coefficient of variation and relate them to real life situations.
- Ability to carry out inter-disciplinary projects by using Mathematical concepts like Correlation between two variables and regression for prediction.
- Ability to interpret data related to attributes intelligently through numerical means and see its applications.
- Ability to solve the real-life problems like transportation problems using Mathematical methods and techniques such as substitution, elimination, simplification, approximation, maximization and minimization etc.

F. Marketing and Salesmanship

SEM I

At the end of this course, the learner will be able to:

- Relate to the core concepts of marketing and role played by it in society
- Utilize information of a firm's external and internal marketing environment to identify and prioritize appropriate marketing strategies
- Identify the role of marketing as a fundamental organizational policy process
- Demonstrate and analyzing the marketing mix decisions of a business firm
- Infer the importance of marketing research for effective marketing planning and conduct a small survey
- Identify and explore the changing trends in the field of Marketing

SEM II

At the end of this course, the learner will be able to:

- Relate and classify the concepts of salesmanship, personal selling and sales management
- Demonstrate and identify the role of the salesperson in today's marketplace and the significance of building partnerships
- Recognize and make use of different elements involved in a successful sales presentation
- Identifying sales presentation skills and using the principles and practices of professional sales consultants.

- Identify and explore the changing trends in the field of sales management

G. Consumer Protection and Business Ethics

SEM I

Learner would be able to:

- Describe their role as Consumers and identify how Voluntary Consumer Organisations can help them
- Relate the problems of consumers to their day to day life
- Use the knowledge obtained in developing better Buymanship qualities
- Apply the knowledge of Consumer Protection in obtaining redressal for their grievances

SEM II

Learner would be able to:

- Relate the significance of ethics and ethical issues faced by the Society
- Identify and analyse the ethical and unethical practices in Production, Finance & HRM
- Relate the unethical practices in marketing & demonstrate better Buymanship qualities
- Apply the skills of safeguarding the data & privacy to their personal life
- Illustrate the role of Whistleblowing & Right to Information in disclosing the unethical practices.

Banking and Finance

SEM I

At the end of this course, the learner will be able to:

- Compare and contrast the different types of banks on the basis of their roles and their significance in capital formation
- Recognize the rationale for different operational policies like KYC, nomination, introduction guidelines while opening bank accounts
- Evaluate estate planning in the context of provisions relating to Nomination of bank deposits
- Calculating interest on different types of earning deposits and on loans, essential for budgeting, investment planning and debt management
- Outline the product expansion strategies of the banking industry aimed at consumer orientation

SEM II

At the end of this course, the learner will be able to:

- Recognise the significance of Balance Sheet of a Bank to stakeholders to infer financial position through principles of lending and investments
- Evaluate the legal position of different types of bank customers for effective banking operations
- Compare and contrast the distinct negotiable instruments in commercial transactions
- Identify the import of technology in banking for speedy remittances essential for reducing float and enhancing liquidity
- Appreciate sustainability, healthy lending, customer retention and customer safety practices followed by banks

H. Business Entrepreneurship

SEM I

At the end of this course, the learner will be able to:

- Discuss the concept, evolution and growth of Entrepreneurship
- Identify and relate the qualities, functions and the challenges of an Entrepreneur
- Compare the traditional and modern Theories of Entrepreneurship
- Elaborate the importance and impact of developing an Entrepreneurial Mindset

SEM II

At the end of this course, the learner will be able to:

- Recognize and describe the concept of Rural Entrepreneurship and its relevance today
- Identify the relationship between Self-Help Groups and women empowerment
- Explain concepts of corporate entrepreneurship and social entrepreneurship and its role in society
- Elaborate the emergence and roles of Online Entrepreneurship

I. Business Administration

SEM I

Learner would be able to:

- Identify and explain the concepts of business, its role and responsibilities
- Describe the process of starting a business and give examples of various forms of Business Organisations
- Recognize various elements of Business Environment and analyse how they impact each other
- Demonstrate knowledge acquired in developing sensitivity towards the Society and Environment
- Summarize the methods of Forecasting, techniques of Business Control and components of Database Management.

SEM II

Learner would be able to:

- Describe the factors, importance and measures to boost Productivity
- Analyse the causes and impact of Sick Business Units with recent examples
- Identify and recall the examples of the Global Business Formats
- Relate the concepts of Artificial Intelligence, Machine Learning and Deep Learning
- summarize the role of Artificial Intelligence in gaining competitive advantage

J. Advanced IT

SEM I

At the end of this course, the learner will be able to:

- List different types of operating system, software, viruses and antivirus.

- Illustrate the use of MS WORD, MS ACCESS
- Demonstrate knowledge in setting up a computerized subsidiary book using Tally
- Construct financial statements and maintain data in Tally
- Recognize different types of Networks and Computer Applications in Commerce.
- Describe the basic HTML 5 tags and employ the same to construct web page.

SEM II

At the end of this course, the learner will be able to:

- Demonstrate simple graphics and the use of CSS in HTML.
- Construct webpages and illustrate advanced html tags and input elements.
- Design and demonstrate effective presentations using MS Power point.
- Apply the formulae, graphs, functions in MS EXCEL
- Demonstrate the application of Taxes on business transactions using Tally.
- Explain E-Commerce, M-commerce, EPS system

K. Hindi

SEM I

At the end of this course, the learner will be able to:

- हिंदीकथासाहित्यकेप्रतिरूचिनिर्माणकरना।
- महिलाकहानीकारउषाप्रियंवदाकेकथासाहित्यसेपरिचितकराना।
- मध्यकालीनएवंआधुनिकहिंदीकवितथाउनकीरचनाओंसेपरिचय।
- प्रयोजनमूलकहिंदीकेचयनितप्रमुखक्षेत्रोंकाज्ञानअर्जितकरना।

SEM II

At the end of this course, the learner will be able to:

- हिंदीमहिलाकथालेखनमेंचित्रितनारीअस्मिताएवंसंघर्षकेविभिन्नपहलुओंकाअध्ययन।
- हिंदीकवितथाउनकेकाव्यकारसास्वादनकरतेहुएआध्यात्मिकमूल्योंकाविकास।
- प्रयोजनमूलकहिंदीकेचयनितप्रमुखक्षेत्रोंकेव्यावसायिकस्वरूपकाअवलोकनकरना।

L. Marathi

SEM I

At the end of this course, the learner will be able to:

- विद्यार्थ्यांमध्येकाव्यआकलनवपद्यरचनाकौशल्यविकसितझाले.
- विद्यार्थ्यांमध्येकवितेचेरसग्रहणआणिअभिवाचनहीकौशल्यविकसितझाली.
- विद्यार्थ्यांनाभाषांतराचेकौशल्यप्राप्तझाले.

- विद्यार्थ्यांना जाहिरातलेखनाचे कौशल्य प्राप्त झाले.

SEM II

At the end of this course, the learner will be able to:

- विद्यार्थ्यांना विविध साहित्य प्रकारांचा परिचय झाला.
- विद्यार्थ्यांना मुलाखतीचे तंत्र अवगत झाले.
- विद्यार्थ्यांना अहवाललेखनाचे तंत्रज्ञात झाले.
- विद्यार्थ्यांना वाणिज्य क्षेत्रामधील विविध पारिभाषिक संज्ञात झाल्या.

M. Optional English

SEM I

At the end of this course, the learner will be able to:

- analyse and evaluate global literature through the study of texts from different parts of the world
- assess the contexts in which literary texts are written (e.g., cultural, historical, social, political, economic)
- distinguish the genre specifications of poetry, prose and drama
- recognise and restate the fundamental features and formal elements of literary texts such as plot, character, setting, conflict, atmosphere, style, theme, figurative language, imagery, prosody, point of view, tone, irony
- examine pressing social issues centred around conforming, resisting, peer pressure, bullying, body image, gender, stereotypes, myths and freedom
- express awareness of different values, beliefs; overcoming biases express deep and heightened sensitivity to the human experience

SEM II

At the end of this course, the learner will be able to:

- analyze and evaluate play texts in relation to dramatic theory and historical context (e.g., comedy, tragedy, act, scene, line, stage directions, soliloquy, playwright)
- distinguish the genre specifications of poetry, prose and drama
- recognise and restate the fundamental features and formal elements of literary texts such as plot, character, setting, conflict, atmosphere, style, theme, figurative language, imagery, prosody, point of view, tone, irony
- examine pressing social issues centred around the environment, empathy, women as heroes, discrimination, persecution
- express awareness of different values, beliefs thus overcoming biases.

SYBCOM

A. Business Management

SEM III

At the end of this course, the learner will be able to:

- Relate to the characteristics and importance of Management
- Identify and assess the role of managers
- Demonstrate basic managerial skills and abilities
- Identify the various perspectives of Developments in Management
- Identify and evaluate the role of Indian Ethos in managerial practices
- Relate to the core concepts of the Functions of Management
- Appraise the Trends in Management practices

SEM IV

At the end of this course, the learner will be able to:

- Relate to the core concepts of Event Management
- Identify and assess the role of Event managers
- Demonstrate skills for Event designing
- Identify the key elements of Event Management
- Relate the core concepts of Event marketing
- Identify and evaluate the Event execution
- Analyse the Event evaluation process
- Understand the concept of Disaster management during events

B. Accountancy

SEM III

At the end of this course, the learner will be able to:

- Explain the disclosure requirements specified in Ind AS while preparing Financial Statements
- Identify the difference in the new format and old format of the Balance Sheet and Profit and Loss statement
- Prepare Profit and Loss statement and Balance Sheet of a Company as per the requirements of Schedule III of the Companies Act, 2013
- Prepare Statement showing Profits Prior to and Post Incorporation
- Compute the value of shares by applying different methods of valuation
- Apply the provisions of Companies Act, 2013 regarding employee's stock option schemes and compute them in the books of accounts

SEM IV

At the end of this course, the learner will be able to:

- Explain the ethical and legal responsibilities of a forensic accountant
- Recognize different provisions related to Liquidation of companies
- Apply the provisions of Companies Act, 2013 regarding preparation of accounts of Holding company with one subsidiary
- Prepare consolidated financial statements and amalgamated financial Statements
- Examine and critically evaluate legal provisions relating to corporate restructuring

C. Macroeconomics

SEM III

At the end of this course, the learner will be able to:

- Relate and describe the macroeconomic variable and macroeconomic policy
- Recognize and demonstrate concepts relating to National Income, Consumption Function, Savings Function and Keynesian Multiplier along with numerical illustrations
- Explain and analyze the concept of Aggregate Demand and Underemployment Equilibrium and interpret real-life situations
- Apply and analyze the macroeconomic policy in real-life situations

SEM IV

At the end of this course, the learner will be able to:

- Explain the theoretical framework relating to the Demand for and Supply of money and its implications in real-life situations
- Relate to and describe the Inflation and Deflation and the phenomena of trade cycles
- Analyze the macroeconomic policies of Money Supply, Trade Cycles, Value of Money and analyze its implications
- Recognize and interpret the various concepts of public finance and apply in real-life situations- public revenue, public expenditure and public debt, fiscal policy, budget and deficits

D. Business Economics_Macro

SEM III

At the end of this course, the learner will be able to:

- Understand the basic macroeconomic concepts like National Income; Circular Flow
- Understand and apply the graphical and mathematical tools of economic analysis including numerical problem solving
- Understand and compare Theoretical Perspectives on important macroeconomic issues
- Understand and analyse economy wide issues like, income, investment and their interrelationships
- Comprehend the macroeconomic issues like unemployment in the light of their social implications

SEM IV

At the end of this course, the learner will be able to:

- Recognize the basic macroeconomic concepts like Money, Trade Cycles
- Relate and apply the graphical and mathematical tools of economic analysis including numerical problem solving
- Explain and compare the theoretical Perspectives on important macroeconomic issues like Inflation
- Describe and analyse economy wide issues like trade cycles, inflation and the policy measures to tackle these problems
- Comprehend the macroeconomic issues like inflation, taxes, public expenditure etc in the light of their social implications

E. Corporate Law

SEM III

At the end of this course, the learner will be able to:

- Recall the characteristics of a Company and illustrate the different types of companies
- Recognize the significance of promotion of a company and related documents.
- Interpret the rights of members in a corporate entity
- Recognize the role of key managerial personnel in the management of the company
- Identify and evaluate the role of Corporate Governance in stakeholder protection
- Analyze the provisions of New Companies Act, 2013 with the help of cases and case studies

SEM IV

At the end of this course, the learner will be able to:

- Demonstrate the types of company meetings and the provisions related to their conduct
- Interpret the significance of Corporate Sustainability
- Evaluate the role of Corporate Social Responsibility in Investor Protection and Sustainability
- Discuss the provisions of Closure of a Company
- Analyze the provisions of the New Companies Act, 2013 with the help of case studies

F. Business Communication

SEM III

At the end of this course, the learner will be able to:

- Relate and describe the core concepts and communication models
- Recognize the importance of working on the channels of Communication
- Express and demonstrate the various types of oral Communication
- Demonstrate the skills of Writing as a requisite for Business Correspondence

SEM IV

At the end of this course, the learner will be able to:

- Express and practice the listening process in Business Communication
- Identify the importance of etiquettes in Business Communication
- Recognize and practice the requirements of Business Correspondence
- Apply and appraise the changing trends in the field of Business Communication

G. Banking and Finance Paper I

SEM III

At the end of this course, the learner will be able to:

- Describe the structure of the Indian Banking system
- Explain and analyze the changes in the Indian Banking system from Privatization to Nationalization to Privatization once again
- Describe and analyze the reforms in the Indian Banking system
- Explain and analyze the structural changes in the Indian Banking system in the post-1991 period

SEM IV

At the end of this course, the learner will be able to:

- Examine the changes in mechanism in Customer Service of Banks in India
- Explain and analyze the changes in the Role of Reserve Bank of India and its functions
- Describe and analyze the challenges to the Indian banking system with reference to Bank Failures and Bank Mergers
- Explain and analyze the importance of Financial Inclusion and Financial Education

H. Business Administration-I

SEM III

At the end of this course, the learner will be able to:

- Describe the concepts, functions and practices of Human Resource Management
- Identify and apply the knowledge of Human Resource Management while applying for jobs and appearing for interviews
- Appraise the role of trends in Human Resource Management Ability to identify and analyse the challenges of Human Resource Management.

SEM IV

At the end of this course, the learner will be able to:

- Describe the concepts, significance and models of Organisational Behaviour
- Appraise the role of trends in Organisational Behaviour
- Relate to the factors and process of Perception, decision making process with the one's own Perceptual process
- Identify and relate to the knowledge of Personality and Values in developing and presenting the effective Personality Traits

- Apply the knowledge obtained while working in Teams

J. Business Entrepreneurship -1

SEM III

At the end of this course, the learner will be able to:

- Describe the core concepts of the Entrepreneurship ecosystem
- Demonstrate proficiency in creative skills and abilities
- Relate to the objectives and need for Entrepreneurial training
- Identify the various perspectives of Entrepreneurial education and research
- Analyse the problems / challenges in the Startup Ecosystem
- Analyze and evaluate the Government policies on Startup Ecosystem in India

SEM IV

At the end of this course, the learner will be able to:

- Relate to the growing importance of services sector in National Economy
- Identify and assess the various entrepreneurial opportunities
- Identify the various perspectives of Family Business and Entrepreneurship
- Understand the various Government schemes and initiatives for Women entrepreneurship in India
- Analyse the problems / challenges of Women Entrepreneurs
- Identify and describe the different types of New Age Entrepreneurs

K. Marketing-I

SEM III

At the end of this course, the learner will be able to:

- Relate to the core concepts of advertising
- Understand ethics in advertising
- Identify and evaluate various Media formats that carry Advertising to Audiences
- Identify and explain current advertising techniques and practices carried out via different media
- Design effective communication for various advertising approaches that combine the use of print, online/digital and other multimedia communication
- Appraise creative possibilities and challenge one's own mindset to discover and reframe in new direction

SEM IV

At the end of this course, the learner will be able to:

- Relate to the core concepts of Copywriting
- Identify and analyse a range of creative strategies in advertising

- Create client brief and advertising brief depending on various inputs from client and market
- Comprehend the Strategic Planning, Research and Production activities necessary to create an Advertising Campaign
- Critically evaluate methods to measure the effectiveness of advertising campaign
- Identify and describe recent trends in advertising
- Appraise creative possibilities and challenge one's own mindset to discover and reframe in new direction

L. Cost and Works Accounting-I

SEM III

At the end of this course, the learner will be able to:

- Recall the Cost Concepts, enlist elements of cost and classify the costs
- Discuss the cost reporting principles for the elements of cost
- Describe the role of a Cost Accountant in an organization
- Apply principles of preparation of Cost Statements, Tenders and Quotations in the contemporary format
- Summarize the material purchase procedure and evaluate the material control technique in various manufacturing organizations

SEM IV

At the end of this course, the learner will be able to:

- Interpret the implication of Stores location and Store's layout on Material Cost
- Differentiate between the stores related records and calculate value of stores items under different methods
- Discuss the cost reporting principles for the element of cost
- Identify and apply concepts in the calculation of Labour Cost
- Explain the significance of Overheads in the cost of manufacturing
- Apply principles of distribution of Overheads

M. Environmental Awareness

SEM III and SEM IV

At the end of this course, the learner will be able to:

- Identify and apply the knowledge, values, attitudes, commitment and skills needed to protect and improve the environment
- Discuss current scenario of environment
- Practice consciousness towards a cleaner and better managed environment

TYBCOM

A. Mercantile Law

SEM V

At the end of this course, the learner will be able to:

- Recall the concepts relating to relevant Acts
- Apply the provisions relating to relevant Acts
- Discuss the relevance of Alternate Dispute Management mechanisms
- Recognize the significance of gender parity at workplace
- Analyze the provisions of the relevant Acts with the help of Case Laws and Case Studies

SEM VI

At the end of this course, the learner will be able to:

- Recall the concepts relating to relevant Acts
- Apply the provisions relating to relevant Acts
- Compare the different forms of Business Organizations with LLP
- Identify and examine the relevance of Intellectual Property Rights
- Recognize the significance of Cyber Security in the context of E-Commerce
- Analyze the provisions of the relevant Acts with the help of Case Laws and Case studies

B. Accountancy

SEM V

At the end of this course, the learner will be able to:

- Recognize and explain the basic concepts in Banking Companies, Investment Decisions and Insurance Claim.
- Compute value for profit or loss and closing investment for banking companies and investment accounts.
- Analyze and assess the role of different clauses in ascertaining insurance claims and valuation of investments.
- Evaluate and prepare the financial statements of Banking Company and Investment Accounts.

SEM VI

At the end of this course, the learner will be able to:

- Recognize and explain the basic concepts in Branch accounts, Capital budgeting and Interpretation of financial statements.
- Compute the value of investments for long term capital decisions.
- Analyze and assess the inter and intra firm comparison of financial statements using ratios.
- Evaluate and prepare the Statements required for internal decision making

C. Auditing and Taxation

SEM V

At the end of this course, the learner will be able to:

- Describe the Internal and External Audit process carried on in an organization
- Analyze the Vouching and Verification Process for Cash Book, Assets and liabilities
- Explain the rights, duties, liabilities of a Company Auditor
- Evaluate the Automated Environment of Auditing, Forensic and Tax Audit

SEM VI

At the end of this course, the learner will be able to:

- Apply the various provisions of the Income Tax Act, 1961 while computing Gross Total Income and Net Income of an Individual Assessee
- File Income Tax Returns for an Individual Assessee
- Demonstrate competency to seek employment or self-employment in the area of Taxation

D. Indian and Global Economic Development

SEM V

At the end of this course, the learner will be able to:

- Recognize various contemporary economic challenges before Indian economy.
- Analyse and discuss the issues and challenges related to various sectors of Indian Economy.
- Recognize and critically investigate the social aspects of various economic problems facing India including the problems of unemployment, poverty and inequality
- Evaluate and debate contemporary economic policies

SEM VI

At the end of this course, the learner will be able to:

- Understand the current developments in the Indian and Global Economy
- Discuss and debate the trade and financial connections between Indian economy and the global economy.
- Understand and evaluate the role and relevance of various global and regional alignments and groupings.
- Demonstrate sensitivity towards the issues of environmental crisis and sustainable development and labour migration evaluate the policy framework pertaining to environment, foreign trade and foreign investment in India.

E. International Economics

SEM V

At the end of this course, the learner will be able to:

- Describe the nature and scope of International Economics. [Pre-course reading]
- Illustrate and explain the theoretical framework of International Trade as well as recall and relate to the different aspects of International Business.
- Comprehend the concepts of Gains from Trade and Terms of Trade
- Analyze the merits and demerits of outward and inward looking commercial policies relating to international trade.
- Evaluate the efficacy of regional cooperation amongst trading blocs.

SEM VI

At the end of this course, the learner will be able to:

- Identify and explain the components, types and causes of disequilibrium of a country's Balance of Payments (including India)
- Present a conceptual overview of and explain the theoretical foundation of the foreign exchange market and discuss India's Foreign Exchange Rate Policy.
- Describe the types and reasons for International Factor Movements, discuss the Role of Emerging Economies in the Global Context and analyze India's Foreign Trade Policy as an Emerging Economy since 1991
- Describe the International Framework for Trade, Monetary Cooperation and the Environment and evaluate the Role of the World Bank, IMF and the WTO in achieving the SDGs (2015-2030)

F. Banking and Finance Paper II

SEM V

At the end of this course, the learner will be able to:

- Underline the significance of the different constituents of the Financial System in economic development
- Discuss the reforms in the Indian Money Market in terms of new Instruments and Institutions
- Recognise the important segments and analyse the challenges and reforms introduced in the Indian Capital Market and the role of SEBI in market regulation and investor protection
- Compare and contrast the method for calculation of SENSEX and NIFTY
- Explain and illustrate the functioning of the Foreign Exchange Market
- Appraise the Risk and Return in the Financial Markets and examine its significance with reference to Time Value of Money

SEM VI

At the end of this course, the learner will be able to:

- Recognize the different types of Financial Services and their significance
- Compare and contrast the different Life and General Insurance policies and the concepts needed to arrive at a need-based choice for buying decision
- Appraise the different types of Mutual Fund schemes on the basis of risk-return trade-off to arrive at a need-based choice of investments

- Discuss and interpret the role of Credit Rating Agencies and Merchant Bankers in Investor protection and Issue Management
- Demonstrate the significance of Personal Financial Planning in formulation of a Personal Financial Plan essential for financial well-being

G. Banking & Finance Paper III

SEM V

At the end of this course, the learner will be able to:

- Explain and illustrate the concept, types and parties of Negotiable Instruments and analyze the effect of the process of Negotiation on various parties.
- Interpret the provisions of the Banking Regulation Act, its amendments and examine the effect of the provisions on the banking system.
- Interpret and examine the duties and responsibilities of the Bank in the roles of Paying Banker and Collecting Banker.
- Examine the relation between the Banker and its Customer and its implications.
- Describe the concept of Digital Currencies and Blockchain and examine the development of digital currency with respect to India.

SEM VI

At the end of this course, the learner will be able to:

- Describe and analyze the Principles of Lending and the technical aspects of the modes of creating Charge.
- Examine the recent developments in loan recovery measures and its implication on the Banking system in particular and the economy in general.
- Explain and analyze the provisions of the Prevention of Money Laundering Act, 2002 and its impact on the Banking system in particular and the economy in general.
- Explain and analyze the provisions of the Foreign Exchange Management Act, 1999 and its impact on the Banking system in particular and the economy in general.
- Describe the characteristics and the classification of International Banks and relate to the technological developments in International Banking.

H. Cost and Works Accountancy - II

SEM V

At the end of this course, the learner will be able to:

- Correlate and apply the different methods of Overhead Absorption
- Discuss the significance of Activity Based Costing and Compare it with absorption Costing
- Recognize the significance of Cost Reporting on Overheads
- Identify and analyze the reasons for difference in profits as per Cost and financial records and prepare a reconciliation statement

SEM VI

At the end of this course, the learner will be able to:

- Recognize the different methods of Costing
- Compare the different methods of Costing
- Apply the costing methods to different manufacturing and service industries

- Prepare Cost Statements under different methods of costing

I. Cost and Works Accountancy - III

SEM V

At the end of this course, the learner will be able to:

- Recognize and explain the basic concepts in Marginal Costing and Budgetary Control
- Compute the value of profits or losses for different scenarios using marginal costing techniques
- Analyze and assess the costing information for strategic and operational decision making
- Evaluate and prepare budgets and apply cost control through Total Quality Management

SEM VI

At the end of this course, the learner will be able to:

- Recognize and explain the basic concepts in Standard costing, Farm costing and Transfer pricing
- Compute the deviations in cost of production for managerial decision making
- Analyze and assess the notional value for transfer of good in a decentralized organization and to find the bottlenecks in production
- Evaluate and develop plans for strategic cost management in Supply Chain and throughput costing

J. Business Administration-II

SEM V

At the end of this course, the learner will be able to:

- Ability to identify and explain the concepts of Finance function and trends in Finance and analyse and evaluate the ethical issues in Business Finance
- Ability to elaborate the significance and process of financial planning, capitalisation, capital budgeting and apply it in their personal financial planning
- Ability to classify and explain the structure of Indian Financial System, Financial Markets, Financial Services and Government Schemes available for Entrepreneurs and analyse the functioning of Stock Exchanges
- Ability to relate and apply the knowledge acquired in their financial decision making.

SEM VI

At the end of this course, the learner will be able to:

- Ability to identify and explain the concepts and functions of Production & Operations Management
- Ability to describe the Product, Process and Work Designs
- Ability to appraise the role and process of Purchasing and Material Handling Ability to identify the trends and competitive practices in effective Production & Operations Management.

K. Business Entrepreneurship Paper II

SEM V

At the end of this course, the learner will be able to:

- Describe the process of Entrepreneurship
- Demonstrate proficiency in Ideation skills and abilities
- Relate to the need & importance of Business plan preparation
- Describe the legal aspects of Startups
- Explain & analyze the Revenue models & good network practices

SEM VI

At the end of this course, the learner will be able to:

- Examine the different sources of funding for startups
- Relate to the need & importance of Social Media marketing
- Demonstrate proficiency in the Art of Pitching
- Describe the role of support institutions and Government
- Explain & analyze the Entrepreneurial growth strategies

L. Marketing - II

SEM V

At the end of this course, the learner will be able to:

- Demonstrate an extended understanding of the similarities and differences in service-based and physical product-based marketing activities
- Understand the key concepts and principles of services marketing
- Elaborate the extended marketing mix for services
- Explain how the unique characteristics of service products impact on design and execution of marketing strategies for services
- Understand how different elements of the services marketing mix can be used to address a range of marketing issues facing services organisations
- Infer current research trends in services marketing and execute a field study as part of a team and employ effective group work strategies in a problem-solving environment.

SEM VI

At the end of this course, the learner will be able to:

- Demonstrate an extended understanding of the similarities and differences in service-based and physical product-based marketing activities
- Elaborate the extended marketing mix for services
- Demonstrate integrative knowledge of marketing issues as well as tools and models associated with service productivity, perceived quality, customer satisfaction and loyalty
- Apply relevant services marketing theory, research and analysis skills to contemporary trends and practices and communicate outcomes employing professional discourse and formats.

M. Business Administration –III

SEM V

At the end of this course, the learner will be able to:

- Critically evaluate the key analytical frameworks and tools used in marketing
- Critically evaluate a marketing program from consumer and marketing practitioner viewpoints, including consideration of ethical implication
- Collect, process, and analyze consumer and market data to make informed decisions.
- Demonstrate knowledge of the individual components of a marketing mix
- Identify the organisational processes involved in the planning, implementation and control of marketing activities
- Develop a market research plan and conduct basic research using primary and secondary sources.

SEM VI

At the end of this course, the learner will be able to:

- Infer the fundamental theoretical ideas and logic of research.
- Choose methods appropriate to research aims and objectives
- Understand the basic framework of research process.
- Demonstrate knowledge of various research designs and techniques.
- Appraise and practice various quantitative and qualitative research methods

N. Business Entrepreneurship III

SEM V

At the end of this course, the learner will be able to:

- Describe the concepts, significance of Organisational Behaviour
- Appraise the role of trends in Organisational Behaviour
- Identify and relate to the knowledge of Attitudes and Personality in developing and presenting the effective Personality Traits
- Relate to the perceptual process & the factors affecting social perception
- Apply the knowledge obtained while working in Teams and managing conflict.

SEM VI

At the end of this course, the learner will be able to:

- Infer the fundamental theoretical ideas and logic of research.
- Choose methods appropriate to research aims and objectives
- Understand the basic framework of research process.
- Demonstrate knowledge of various research designs and techniques.
- Appraise and practice various quantitative and qualitative research methods

O. Marketing Management-III

SEM V

At the end of this course, the learner will be able to:

- Describe the concepts, functions and practices of Retailing, process of Retail Organisation and Supply Chain and Relationships in Retailing
- Analyse and evaluate the practices in Online Retailing, Retail Atmospherics and Technology and apply it for a better shopping experience
- Identify and apply the knowledge of Human Resource Management while applying for jobs and appearing for interviews
- Identify and analyse the challenges of Human Resource Management and Technology in Retailing.

SEM VI

At the end of this course, the learner will be able to:

- Infer the fundamental theoretical ideas and logic of research.
- Choose methods appropriate to research aims and objectives
- Understand the basic framework of research process.
- Demonstrate knowledge of various research designs and techniques.
- Appraise and practice various quantitative and qualitative research methods
