BACHELOR OF COMMERCE- (GENERAL& SELF FINANCED) BCOM-G&SF

PROGRAM OUTCOMES (POs)

After completing 3 years for Bachelor in Commerce Programme, students would gain a thorough grounding in the fundamentals of Commerce and Finance and the outcome will be

PO1 Inculcating an attitude for working effectively and efficiently in a business environment

PO2 Integrating knowledge, skill and attitude that will sustain an environment of learning and creativity among the students

PO3 Making them capable of managing the office activities with the help of information technology

PO4 Preparing them understanding the impact of the various accounting procedures and solutions in societal and business-environment contexts, and their sustainable development

PO5 Developing the skill of applying concepts and techniques used in Commerce

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1 Commerce Graduates will be able to pursue chartered accountancy after graduation and may become a public or private certified auditor

PSO2 Company secretary course after B Com may help a student to become legal advisor of companies

PSO3 Commerce graduates can opt for Insurance Actuary course which will help them to get high profile jobs

PSO4 Commerce Graduates may become expert marketing professional for insurance, banking and other products

PSO5 Commerce graduates may become a certified TRP (Tax Return Preparer)

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-I)

UB01CCOM52BUSINESS ORGANISATION AND MANAGEMENT-I

CO1	Familiarise the students with concepts and principles of Management
CO2	Acquire knowledge about the various functions of management
CO3	Understand the various concepts of management
CO4	Analyse the importance of planning
CO5	Identifies the principles of organising
CO6	Gain idea about the process of selection and recruitment
CO7	Ensure a better control over the business

UB01CCOM53 BUSINESS MATHEMATICS & STATISTICS-I

CO1	Understand the concept of business statistics and its importance
CO2	Identify importance, limitations and distrust of statistics
CO3	Understand the concept of measures of dispersion
CO4	Describe the merits and demerits of measures of central tendency
CO5	Recognise the relevance and applications of measures of dispersion

UB01CCOM54 SECRETARIAL PRACTICE-I

CO1	Understand types of Company from the point of view Incorporation, Liabilities, Nationality & Public interest, Formation of a Company, Advantages, Limitations, Procedure to
CO2	Identify Functions of Promoters, Preliminary Contract-Liabilities of Promoters. Director- position, qualification, disqualification, appointment, duties, powers. Managing Director-qualification and appointment.
CO3	Identify the types of Secretary, Qualities and legal qualification of Company Secretary, duties of Company Secretary-Powers, Rights & Liabilities of Company Secretary.
CO4	Familiarize with the needs, types of meeting, statutory meetings, Annual General Meeting, Extra Ordinary General Meeting, Notice, Agenda, Quorum, Proxy, Resolution, Minutes.

UB01DCOM51 ADVANCED ACCOUNTING-I

CO1   Understand difference between Hire Purchase System and Installment Purchase system

CO2   Distinguish between consignment and sale, Performa invoice, commission, Del-credre Commission Accounting Treatment in the books of consignor and consignee

CO3   Distinguish between Joint Venture and Partnership Difference between Joint Venture and Consignment Methods of keeping accounts of joint venture

CO4   Understand salient features, limitations, calculation of profit of Incomplete records (Conversion Method, calculation of missing figures etc.)

56. UB01DCOM52 ADVANCED ACCOUNTING-II

CO1   Understand Accounts in the books of head office, Branches selling goods for cash only, Branches selling goods both for cash and credit, Branches supplied goods at an invoice price, Remittance in transit and Goods in Transit

CO2   Recognize the Importance of farm accounting in India Farm account or farm profit & loss accounts Final accounts of farm

CO3   Understand Methods of keeping accounts - Cash System and Mercantile System, Solicitor's accounts, Books of accounts of a solicitors and Chartered Accountants, Examples based on Solicitor and Chartered Accountants' accounts

CO4   Distinguish between Capital and Revenue Expenses, Distinguish between Receipt and Payment Account and Income and Expenditure Account. Revenue Income, Capital Income. Understand the Preparation of Income and Expenditure Account, Receipt and Payment Account and Balance Sheet.

UB01GCOM51   PRINCIPLES OF MICRO ECONOMICS

CO1   Understand the Meaning & Definition of Managerial Economics

CO2   Understand the Theory of Demand and Demand Forecasting

CO3   Understand the Theory of Production and Cost

CO4   Develop the ability to synthesize knowledge.

CO5   Helped the students to understand complexities of pricing, output and marketing strategies adopted by business firms in the current world.

UB01SCOM51 ENVIRONMENTAL SCIENCE

CO1 Be aware of the importance of societal factors in the improvements of ecosystem

CO2 Know the role of environmental education in the safeguarding of ecology

CO3 Understand about the role of eco-feminism and its relevance in the current scenario

CO4 Understand about the theoretical arguments regarding environment from a sociological perspective

CO5 Know about sustainable development and its importance to unraveling the current ecological crisis

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-II)

UB02ACOM21 ENGLISH & BUSINESS COMMUNICATION-II

CO1   Comprehend simple discourse, carry a dialogue and converse

CO2   Understand ideas delivered through various media and present it to an audience.

CO3   Assist the students in developing skills in the areas such as presentation, formal and interactive communication.

CO4   Brainstorm, draft and outline ideas for writing letters, reports and other material applicable to the field.

UB02CCOM21FINANCIAL ACCOUNTING-II

CO1   Explain the concept and role of accounting and financial reporting in the modern marketing economy.

CO2   Explain the regulatory framework for the operation of accounting activities

CO3   Understanding of basic accounting concepts, accounting principles and techniques of posting basic business changes

CO4   Conceptually define accounting and book-keeping

CO5   Identify the accounting rules required for business enterprises

UB02CCOM22   BUSINESS ORGANISATION AND MANAGEMENT-II

CO1   Understand Directing and Leadership

CO2   Understand Motivation and Communication

CO3   Understand Introduction to Human Resource Management

CO4   Understand Employer & Employee Relations

UB02CCOM23BUSINESS MATHEMATICS & STATISTICS-II

CO1   Understand the concepts of skewness, kurtosis and moments.

CO2   Describe the meaning, importance, characteristics and uses of index numbers.

CO3   Describe the methods of constructing index numbers. Identify the

problems in construction of index numbers.

CO4   Describe the meaning, definition and components of time series analysis and Identify the methods of determination of trend. CO13 -

CO5   Understand the methods of moving average and methods of least squares.

UB02CCOM24 SECRETARIAL PRACTICE-II

CO1   Study Alteration in Share & Debenture

CO2   Understand Allotment & Forfeiture of Shares

CO3   Study Winding up/Liquidation of the Company:

CO4   Learn Listing of Securities and Mutual Fund

UB02DCOM21 ADVANCED ACCOUNTING-III

CO1   Understand Redemption of Preference shares: Procedure, Provision of Companies Act 1956. Accounting entries, Balance Sheet after redemption of Preference Shares. Issue of Bonus Shares: Guidelines, Sources, Accounting Entries

CO2   Learn Issue and redemption of Debentures, Writing of debenture discount Redemption of Debentures

CO3   Understand Concept of Accounting Standards, Utility of Accounting Standards, Procedure for issue of Indian Accounting Standards. Accounting Standards

CO4   Understand Classification of Accounting Ratio, Advantages & Limitations of Accounting Ratio. Computation and interpretation of the following ratios (Based on Balance Sheet of Two Years)

UB02DCOM22ADVANCED ACCOUNTING-IV

CO1   Recognize the factors affecting goodwill, Need for valuation of goodwill, Methods of Valuation of Goodwill, Methods - Average Profit Method and Super Profit Method.

CO2   Identify the need for valuation of shares, factors affecting value of shares, Examples of valuation of shares, Methods of valuation of shares - Intrinsic value, Yield value, and Fair Value.

CO3   Understand the Claim for loss of stock, Average Clause and Claim for consequential loss.

| CO4 | Gssin knowledge on Types of general Insurance, Explanation of terms related to premium, claim, and commission. Preparation of Revenue Account |

UB02GCOM21ECONOMICS-II MONETARY ECONOMICS

CO1	Learn Money, Functions and Classification of Money Value of Money Quantity Theory of Money
CO2	Understand Measurement of Value of Money: Index number, usefulness and limitations of index number
CO3	Identify Causes of inflation- Cost Push and Demand Pull, Effects and Remedies. A Model Business Cycle
CO4	Understand the Functions of Commercial Bank Credit Creation Process Central Bank:Functions, Instruments of Monetary Policy
CO5	Study and gain insight of Keynesian Theory of Income and Employment

UB02SCOM21CLIMATE CHANGE AND SUSTAINABLE DEVELOPMENT

CO1	Seek knowledge on Pollution and Disaster management: Floods, Earthquakes, Cyclones and Landslides
CO2	Gain knowledge in Social Issues and From unsustainable to sustainable development Urban problems related to energy Water conservation, Rainwater harvesting and Watershed management Resettlement and rehabilitation of people: It's Problems and concern
CO3	Understand Climate change, Global warming, Acid rain, Ozone layer depletion, nuclear accidents and nuclear holocaus
CO4	Learn Environment and Human Health. Role of information technology in environment and human health.

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-III)

UB03CCOM22   MATERIAL AND PRODUCTION MANANGEMENT

CO1   Identify the Classification of Materials Objectives of Material Management Importance and Scope of Materials Management

CO2   Acquire the skills of Purchasing Principles of Purchasing and Procedure Centralized and Decentralized Purchasing Methods of Purchasing

CO3   Clarity about Scope and Importance of Production Management , Role of Production Managers Types of Production Process (Job, Lot, Batch and Mass Production)

CO4   Meaning of Plant Location Factors affecting Plant Location

CO5   Objectives of Plant Layout Types of Plant Layout (Product Layout and Process Layout)

UB03CCOM23   BUSSINESS MATHEMATICS & STATISTICS-III

CO1   Understand and apply the appropriate statistical techniques to analyse numerical data and draw inferences

CO2   Develop an understanding on descriptive statistical analysis

CO3   Understand sampling distribution of means and various applications of parametric tests

CO4   Familiarize the fundamentals of SPSS and its applications

CO5   Explore the use of computers in statistical analysis

CO6   Equip with the skill of presenting results obtained pictorially

UB03SCOM21   TIME MANAGEMENT

CO1   Understand Introduction to Time Management

CO2   Identify Typical Time Wasters

CO3 Explore Time Management Tools

CO4 Understand Application of Time Management

UB03ACOM21 ENGLISH & BUSINESS COMMUMOCATION-III

CO1 Understand the importance of Communication in Business and Understand the Communication Process CO8 - Understand Verbal Communication CO11 - Writing Memo, Circulars and Notices

CO2 Understand the Essentials of Business Communication, Understand the Barriers to Business Communication and Understand the Models of communication

CO3 Understand Shannon's Model of the communication Process and Understand the Types of Communication

CO4 Understand Nonverbal Communication and Understand Communication in an Organization

CO5 Understand Business Correspondence and Understand Business Report Writing

UB03GCOM21 ECONOMICS-III (PUBLIC FINANCE)

CO1 Imparted knowledge on the Role of state in economic activity

CO2 Unveiled the concept of public finance

CO3 Introduced the theories in public finance

CO4 Developed an understanding of centre- state financial relations with the tools of Pubic finance

UB03CCOM26 FUNDAMENTALS OF BANKING SERVICE [FBS]

CO1 Understand the evolution and meaning of banks and Identify the meaning of Nationalisation of banks.

CO2 Recognise the powers of Reserve Bank of India, Describe the various products of Retail banking

CO3 Gives an idea on changing scenario of banking sector, Identify the innovations and reforms in Banking sector.

CO4 Recognise the relation between banker and cutomer, Describe the various modes of crossing of cheques

CO5 Distinguish between crossing & endorsement.

UB03CCOM21 FUNDAMENTALS OF COST ACCOUNTING

CO1 Understand the concept of Cost Accounting

CO2 Distinguish between Cost Accounting and Financial Accounting and also identify the methods and techniques of Cost Accounting and Recognise the importance of material cost and the procedures laid down in the purchase of materials.

CO3 Identify the importance of   controlling labour cost and distinguish the different methods that ulilise for labour cost control

CO4 Distinguish the classification of Overheads.

CO5 Describe the different methods that are used for Absorption of Overhead

UB03DCOM21 ADVANCED ACCOUNTING – V

CO1 Understand Business Purchase

CO2 Distinguish Profit Prior to Incorporation

CO3 Study Capital Reduction:

CO4 Learn Liquidation of Companies

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-IV)

UB04FCOM01   ENGLISH & BUSINESS COMMUNICATION-IV

CO1	Acquaint students with various techniques for listening, speaking, reading and writing in English
CO2	Demonstrate ability to use English language with the essentials of English grammar.
CO3	Synthesize ideas from what they have read.
CO4	Improve interactive skills to enhance comprehension

UB04CCOM19   MARKEING MANAGEMENT

CO1	Know about the various types marketing strategy involved in generating sales for a new product food products'
CO2	Have a basic idea about different marketing skills
CO3	Know the different ways in which a food can be marketed to give optimum visibility,
CO4	Understand the importance of packaging in improving sales and the latest marketing

UB04CCOM20   FUNDAMENTALS OF MANAGEMENT ACCOUNTING

CO1	Understand accounting methods and techniques used for decision making
CO2	Creating a knowhow regarding tools, techniques and conversion of management accounting.
CO3	Provides appropriate knowledge for making comparative statements, trend analysis and common size statements
CO4	Creating an awareness regarding the calculation of various ratios.
CO5	Making them to prepare cash flow and fund flow statements.

UB04CCOM03   PUBLIC FINANCE

CO1   Familiarized the students recent developments in Public Expenditure and also in Budgeting and Public Debt in the Indian context.

CO2   Enabled students to explore the fiscal operations and the problems of different layer governments with special reference to India.

CO3   Students understood various processes involved in the preparation and execution of the Budget in India

CO4   Students became aware of the emerging trends in public expenditure and the criteria for Public Investment

UB04CCOM05   BUSINESS STATISTICS-I

CO1   Gets an idea on different types data collection methods

CO2   Equip students with a knowledge on the basic statistical calculations

CO3   - Enable the students to prepare a good research report

CO4   Help the students to improve analytical and critical thinking skills through problem solving Provide hands on training in the use of various tools and techniques suggested in the course.

UB04CCOM22   FUNDAMENTALS OF INSURANCE SERVICES

CO1   Familiarize students about the terms, and concepts of insurance

CO2   Awareness about life insurance policy and its types

CO3   Familiarize Policy conditions and clauses of fire insurance.

CO4   Understanding the perils which are covered under marine insurance Identify the types of insurance suitable for a small business Awareness about IRDA rules for accounting in insurance

UB04ECOM33ADVANCED ACCOUNTING & AUDITING (P-VII) (ADVANCED COST ACCOUNTING)

CO1   Understand Consignment Accounts

CO2   Recognise the considerations before commencing an audit work.

CO3   Understand Hire-Purchase and Instalment System

CO4   Understand Partnership Accounts - Introduction

UB03ECOM34   ADVANCED ACCOUNTING & AUDITING (P-VIII)

CO1   Qualification, Disqualification, Appointments of company auditor. Removal, Duties, Rights and liabilities of company auditors.

CO2   Verification of Shares Issued for Cash and other than Cash Shares issued at Premium and Discount. Issue and Redemption of Preference Shares. Issue of Bonus Shares.

CO3   Land and Buildings, Leasehold Property, Goodwill, Plant and Machinery, Inventory, Book Debts, Cash on hand and Cash at Bank.

CO4   Basic elements of Auditor's Report, Format of Audit Report, Companies (Auditor's Report) Order 2003 Types of Audit Reports Clean Report Qualified Audit Report

UB04SCOM02   DISASTER MANAGEMENT

CO1   Nature, Characteristics and Types of Disasters(Natural & Non Natural Disasters and Manmade Disasters), Concept of Hazard, Risk and Vulnerability, Theories

CO2   Disaster Management(Concept & significance), Planning, Coordination, leadership and control of Disaster Risk assessment and Disaster mitigation, Disaster Management training,

CO3   institutional Framework of Disaster Management in India, Stakeholders in Disaster Management, National Disaster Management Authority, Nodal Agencies State, District and Local Authorities for Disaster Management, Role of NGO, Police, Educational Institutes and Private Organizations in Disaster Management,

CO4   Concept of Disaster Preparedness Predictability, Forecasting and warning of disasters, prevention and precautionary measures, Concept of Disaster Relief , Damage Assessment,

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-V)

ENGLISH & BUSINESS COMMUNICATION-V

CO1	Read and understand Two text-based essay type questions
CO2	Understand Text-based short note Communication and Modern forms of communicating Non-verbal aspects of communication
CO3	Learning to write Press Reports
CO4	Drafting of Questionnaires to survey the following:

BUSINESS TAXATION – I

CO1	Know the Person, Assessee, Assessment Year, Previous Year, Casual income, Agricultural income, Dividend, Total Gross income & Total Taxable income
CO2	Describe Residential Status of and Incidence of tax (for an individual assessee only) General deduction available under section 80 C, 80 D, 80 E, 80 G and 80 U Exempted Incomes
CO3	Familiarize with Simple Examples based on allowances, perquisites, Bonus, Commission, Provident Fund and deductions available from salary income
CO4	Learn to solve Simple Examples covering Self-occupied, Let-out, Deemed to be Let-out, Partly & Proportionate Let-out property only

FINANCIAL MANANGEMENT

CO1	Gain Importance, Objectives of Financial Management, Finance Functions & its Classification
CO2	Know the Factors affecting Financial Planning, Limitations of financial planning and Capitalization
CO3	Recognize Sources of Finance Long Term, Medium Term and Short term sources of finance
CO4	Understand Significance, Process, Types of Capital Budgeting decisions ,Capital rationing

BUSINESS ECONOMICS

CO1   Understand the Meaning & Definition of Managerial Economics

CO2   Understand the Theory of Demand, Elasticity of Demand s and
        Demand Forecasting

CO3   Understand the Theory of Consumption

CO4   Understand the Theory of Production and Cost

BUSINESS LAW – I

CO1   Understand the Indian Contract Act, 1872 and Understand Breach of
        contract

CO2   CO3 - Understand Company Law and Understand the The Limited
        Liability Partnership Act, 2008

CO3   Understand the Difference between LLP & Partnership

CO4   Understand the Nature of LLP

CO5   Understand the Sale of Goods Act, 1930 and also Understand the The
        information Technology Act, 2000

UB05SCOM05 ORGANIZATIONAL DEVELOPMENT

CO1   Understand the Organisation Development Concept, Organization
        Development &

CO2   Understand Sensitive training, Managerial Grid, Survey feedback,
        Process of consultation, system for Management and Management by
        Objectives.

CO3   Learn Nature, Reasons for organizational Change, Factors in
        organizational change, Planned Change: Meaning, Factors in planned
        Change, Objectives of planned change and process of planned change.

CO4   Get into the approaches to measure effectiveness, Goal approach,
        Behavioural approach, system-resource approach strategic
        constituencies approach. Criteria for Organizational Effectiveness.

UB05ECOM01/ 13   ADVANCE ACCOUNTING & AUDITING-IX

CO1   Study Product Mix, Dropping & Replacement of Product

CO2   Study Differential Cost Analysis

CO3   Study Fund Flow Statement

CO4   Study Cash Flow Statement Meaning Of Cash Flow Statement

UB05ECOM02 ADVANCE ACCOUNTING & AUDITING-X

CO1   Learn RETURN ON CAPITAL EMPLOYED

CO2   Understand VALUE ADDED ACCOUNTING

CO3   Study ABSORPTION COSTING & MARGINAL COSTING

CO4   Learn ENVIRONMENTAL ACCOUNTING: (

BACHELOR OF COMMERCE – (GENERAL & SELF FINANCED) BCOM-G&SF (SEMESTER-VI)

UB06FCOM01   ENGLISH AND BUSINESS COMMUNICATION - VI

CO1   Comprehend simple discourse, carry a dialogue and converse well.

CO2   Understand ideas delivered through various media and present it to an audience.

CO3   Assist the students in developing skills in the areas such as presentation, formal and interactive communication.

CO4   Brainstorm, draft and outline ideas for writing letters, reports and other material applicable to the field.

UB06CCOM01   CORPORATE FINANCE

CO1   The course gives an understanding of the concept of Time value of money.

CO2   It tells about the various methods of valuing bonds and shares and the various types of risks involved in it.

CO3   The cost gives a snapshot of capital budgeting and discuss about the concept of leverage.

CO4   The course gives an overall understanding of various theories related to capital structure and dividend decision

UB06CCOM02   BUSINESS TAXATION-II

CO1   Types of Assessment, Tax Deducted at Source (TDS), Advance Payment of Tax • Return of Income, Time for filling Return, Types of Income Tax Return, Permanent Account Number (PAN)

CO2   Profits & Gains from Business & Profession of Individual

CO3   Computation of Short term & Long term Capital Gain based on exemptions available under section 54, 54F & 54EC only.

CO4   Income from Other Sources & Introduction to Gujarat Value Added Tax (GVAT) Act Income from other sources

UB06CCOM03   ENTREPRENEURSHIP DEVELOPMMENT

CO1   Understand the Concept of entrepreneur & entrepreneurship, Functions of

Entrepreneur , Types of Entrepreneur , Qualities of successful entrepreneur , Rural & Women Entrepreneurship

CO2 Identify the Need , Motivating factors (Internal & external) , Theories of entrepreneurial motivation

CO3 Learn the Concept & need of EDP – Phases of EDP – Process of EDP – Role of government – Role of EDII & CED

CO4 Acquire the knowledge of Sources of business idea and preliminary screening – concept and types of project – project feasibility analysis – Estimating financing fund requirement – Role of funding agencies (GSFC, IDBI and SIDBI)

UB06CCOM04 MARKET STRUCTURE

CO1 Prepared the student in decision making in the context of market interdependence, complexity, uncertainty and informational asymmetry

CO2 Give insights into developments in the areas of general equilibrium and welfare economics

CO3 Equip the student to apply microeconomic principles in the areas of exchange and welfare.

CO4 Helped the students to understand complexities of pricing, output and marketing strategies adopted by business firms in the current world.

UB06CCOM05 BUSINESS LAW-II

CO1 Learn the Nature of Contract of Sale Conditions and warranties Transfer of property in Goods Performance of Contract of sale Unpaid Seller

CO2 Understand the Characteristics of Negotiable instrument Features and difference : Promissory note, Bill of Exchange and Cheque Holder and Holder in due course

CO3 Help in gaining the knowledge of Crossing of Cheques Types of Crossing Negotiation and Presentment of instruments

CO4 Understand Salient features and Objects Definitions : Customer, Complainant, Complaint, Restrictive Trade practices, Unfair trade practices. Grievance redressal machinery.

UB06ECOM01 ADVANCE ACCOUNTING & AUDITING-XI(ADVANCED CORPORATE ACCOUNTING)

CO1 Learn Absorption & Reconstruction. Purpose (objectives) of

amalgamation. Calculation of purchase consideration (Net Assets and consideration Method). Accounting entries and ledger accounts in vendor company and purchasing company (New Company) as per Accounting Standard 14. Balance Sheet in the books of purchasing company (New Company).

CO2   Understand Types of Value. Procedure of Value Analysis. Techniques of Value Analysis. Additional Techniques of Value Analysis.

CO3   Recognize the Advantages, Disadvantages of Holding Company. Examples of Consolidated Balance Sheet (Two Companies Only) with Adjustments of Capital and Revenue Profit or Loss, Inter Company Transaction and Unrealized Profit

CO4   Creates an insight on Classification of Advances on the basis of Assets Performance for determining loss provision with short examples Final accounts of nationalized bank with schedules as per Banking Companies Act.

UB06ECOM02   ADVANCE ACCOUNTING & AUDITING-XII (CURRENT TRENDS IN ACCOUNTING)

CO1   Learn Absorption & Reconstruction. Purpose (objectives) of amalgamation. Calculation of purchase consideration (Net Assets and consideration Method). Accounting entries and ledger accounts in vendor company and purchasing company (New Company) as per Accounting Standard 14. Balance Sheet in the books of purchasing company (New Company).

CO2   Understand Types of Value. Procedure of Value Analysis. Techniques of Value Analysis. Additional Techniques of Value Analysis.

CO3   Recognize the Advantages, Disadvantages of Holding Company. Examples of Consolidated Balance Sheet (Two Companies Only) with Adjustments of Capital and Revenue Profit or Loss, Inter Company Transaction and Unrealized Profit

CO4   Creates an insight on Classification of Advances on the basis of Assets Performance for determining loss provision with short examples Final accounts of nationalized bank with schedules as per Banking Companies Act.

UB06SCOM01   SOCIAL ENTREPRENEURSHIP

CO1   Understand the Evolution, Need, Major Funtions, Difference between Social and Commercial entrepreneurs, Areas of Social Entrepreneurship

CO2   Creates insight Functions, Problems, Development of women entrepreneurship in India, Role of women Associations.

CO3   Recognize the Need, Problems, NGO & Rural entrepreneurship – Development of rural entrepreneurship in India.

CO4   Gain knowledge on Major challenges, Major opportunities, Role of Government for growth of social entrepreneurship in country, Global trends in social entrepreneurship, Contribution of Successful Social entrepreneurs of India and Abroad

BACHELOR OF BUSINESS ADMIISTRATION - GENERAL BBA-G

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor of Business Administration Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1 The students gain exposure to the industrial world by visiting to various manufacturing plants and having an interaction with the experts in the various fields by means of various seminars and workshops

PO2 This course will make them learn about various business and management practices

PO3 This course also makes the students learn about various terminologies of banking sectors and their functioning

PO4 One can opt for MBA entrance exams like CAT, GRE, GMAT, MAT, Symbiosis National Aptitude Test etc. depending on their choice of institutions

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1 Irrespective of theoretical knowledge, BBA Programme also includes practical management training followed by a research project submitted by students which can prepare them to successfully work within a large or small organization.

PSO2 Starting up of own business would be a great option for budding entrepreneurs who don't want to work under the other companies and have a zeal of leading the others. This course will make them learn about various business and management practices

PSO3 The students also gain exposure to the industrial world by visiting to various manufacturing plants and having an interaction with the experts in the various fields by means of various seminars and workshops

PSO4 One can opt for MBA entrance exams like CAT, GRE, GMAT, MAT, Symbiosis National Aptitude Test etc. depending on their choice of institutions

PSO5 Various foreign embassies require students with a management degree. You can learn a foreign language and go on to work in that particular embassy. You can also take up exams like TOEFL or IELTS and move abroad for further studies

PSO6 One can pursue any other courses of his/her choice later on like Hospitality or Tourism Management.

BACHELOR OF BUSINESS ADMIISTRATION-GENERAL BBA-G (SEMESTER-I)

UM01ABBA21 - Communication Skills for Management-I

CO1   Understand the importance of Communication in Business

CO2   Understand the Communication Process

CO3   Understand the Barriers to Business Communication

CO4   Understand the Essentials of Business Communication

CO5   Understand the Models of communication

UM01CBBA21 - PRINCIPLES OF MANAGEMENT

CO1 Acquired knowledge in the process and levels of management in the organization.

CO2 Students gained knowledge in planning and decision making activities in the organisation

CO3 Students understood types and structure of organization

CO4 Gained knowledge on staffing the employees

CO5 Students understood the do's and don'ts in business

UM01CBBA024 - MANAGEMENT OF MSMEs

CO1 Gained knowledge on the importance of materials management

CO2 Students understood the concept of inventory control techniques

CO3 Acquired knowledge on the methods of purchasing in the factory

CO4 Knowledge acquired on Stock keeping and materials handling

CO5 Learnt the rating procedures for vendors.

UM01CBBA03 - COMPANY MANAGEMENT-I

CO1   Familiarise the students with concepts and principles of Management

CO2   Acquire knowledge about the various functions of management CO4 - Identifies the principles of organising

CO3   Understand the various concepts of management

CO4   Analyse the importance of planning

CO5   Gain idea about the process of selection and recruitment

UM01CBBA05 - ACCOUNTING FOR MANAGEMENT

CO1   Students gained knowledge on Management, financial and cost accounting differences

CO2   Students acquired knowledge on analysis and interpretation of financial statements

CO3	Knowledge gained on various ratios to be computed for financial statements
CO4	Learnt to ascertain the working capital position and the preparation of various budgets
CO5	Acquired knowledge in the investment in long term projects

UM01CBBA06 - MICRO ECONOMICS

CO1	Familiarized basic concepts of Economics like demand , supply, prices etc.
CO2	Got an insight into consumer's and producer's behavior in a market economy
CO3	Understood different market structures
CO4	Basic concepts and principles of Economics were familiarized
CO5	Ability to use simplifying models to study and understand the real world

UM01CBBA07 - BUSINESS MATHEMATICS

CO1	Student gained the knowledge on presentation and tabulation of data, the methods of collecting data and summarizing the data using central tendency.
CO2	Students acquired the knowledge on various measures of dispersion and the method of measuring it.
CO3	Students acquired the knowledge on measuring the trend or variation existing in a Time Series data.
CO4	They gained the knowledge of measuring the fluctuation or changes in Price and quantity of goods and products using various index numbers.
CO5	The students have learned to understand the research problem in hand and to apply the appropriate test suitable to the research problem.

UM01FBBA03 - ENVIRONMENTAL STUDIES

CO1	Understand key concepts from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.
CO2	Appreciate concepts and methods from ecological and physical sciences and their application in environmental problem solving.
CO3	Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.
CO4	Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world

BACHELOR OF BUSINESS ADMINISTRATION-GENERAL BBA - G(SEMESTER-II)

UM02FBBA01 COMMUNICATION SKILLS FOR MANAGEMENT – II

CO1	Students gained knowledge in the effective communication and to draft the layout for a business letter
CO2	Learnt to draft the various business letters
CO3	Gained knowledge in corresponding towards bank, insurance, agency, Shareholders and Directors.
CO4	Learnt to prepare a report, minutes and memorandum of a meeting
CO5	Knowledge gained on the latest technology

UM02FBBA02 CLIMATE CHANGE AND SUSTAINBLE DEVELOPMENT

CO1	Recognize the Causes and Effects of Air Pollution, Water Pollution, Soil Pollution, Marine Pollution & Noise Pollution, Role of an individual in Prevention of Pollution Disaster Management: Floods, Earthquakes, Cyclones & Landslides(Causes)
CO2	Distinguish From Unsustainable to Sustainable Development , Understand Urban Problems Related to Energy, Water Conservation, Rainwater Harvesting , Watershed Management - Resettlement & Rehabilitation of People : Its Problems & Concerns
CO3	Understand Climate Change, Global Warming, Acid Rain, Ozone Layer Depletion, Nuclear Accidents & Nuclear Holocaust , The Environment Protection Act , Issues involved in Enforcement of Environmental Legislation , Public Awareness
CO4	Enriches the information and knowledge regarding Population Growth, Population Explosion , Environment & Human Health, Role of Information Technology in Environment & Human Health , Visit to a local area to Document Environmental Assets as per Guidelines.

UM02CBBA01 PRACTICES OF MANAGEMENT

CO1	Acquire knowledge regarding principles of management
CO2	Develops understanding about the structure of organization
CO3	Examine the conditions of modern techniques in management.
CO4	Emphasizes the importance of delegation of authority and responsibility.

CO5   Get a detailed idea relating to schools of management thought

UM02CBBA24 INNOVATION MANAGEMENT

CO1   Understand the Concept CO6 - Understand the Development of an Innovation Strategy

CO2   Understand the Difference between Marketing and Branding

CO3   Understand Consumer Activism and Understand Brand Positioning

CO4   Understand the Innovation Process

CO5   Understand Innovation, User-driven innovation and co-creation , the Different types of innovation, Creativity and Creative Thinking, Emotional Intelligence and Creativity and Creativity Strategies.

UM02CBBA04 CORPORATE ACCOUNTING – I

CO1   Give a comprehensive knowledge on accounts for shares on issue, redemption, underwriting, buy back etc.

CO2   Enable the students to deal with accounts relating to amalgamation, internal reconstruction, liquidation of companies etc

UM02CBBA05   MACRO ECONOMICS

CO1   Gave an outline of Public Economics

CO2   International trade basics were covered.

CO3   Money and banking concepts were introduced

CO4   National income, Indian Economic issues

CO5   Understanding the applicability of Macro Economics with special reference Keynes Theory

UM02CBBA06   BUSINESS MATHEMATICS - II

CO1   Make them the Analytical geometry.

CO2   Describe the difference and complements of set theory.

CO3   Identify the solving a system of stimulation, equations using matrix inversion Techniques

CO4   Write down the simple application of Economics using marginal concept.

CO5   Classify the demand and supply curves, market equilibrium Break even analysis.

UM02CBBA22 COMPANY MANAGEMENT-II

CO1   Get familiarized with Characteristics of Business , Classification & Functions of Business , Objective of Business and Prerequisites of Business

CO2   Understand What Is Office Management? , Scientific Office Management, Functions and Responsibilities of Office Manager , Need

for Office System / Procedure / Communication , Use of Technology For Efficiency, Filling System

CO3 Identify the Factors to be considered to provide accommodation , Office Space Planning , Importance, Objectives and Principles of Good Office Layout, Types of Office Layout , Group Layout and Process Layout

CO4 Understand Objectives of Business Combination , Causes of Business Combination, Types of Business Combination , Forms of Business Combination and Recent trends in combination

BACHELOR OF BUSINESS ADMINISTRATION-GENERAL BBA-G (SEMESTER-III)

UM03CBBA01   MARKETING MANAGEMENT – I

CO1   The course gives a brief understanding marketing concepts and their application to profit oriented and non-profit oriented organizations.

CO2   This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development.

CO3   It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM03CBBA02   FINANCIAL MANAGEMENT – I

CO1   Familiarising students with the basic objectives of Financial management.

CO2   Proper understanding of profit maximization and wealth maximization concepts

CO3   Application of time value of money in financial management.

CO4   Identifies the sources of finance.

CO5   Introducing the concept of cost of capital and its application in business

UM03CBBA03   HUMAN RESOURCE MANAGEMENT – I

CO1   Develop effective HR systems and implement business plans and talent management.

CO2   Contribute to business strategy based on human capital and business capabilities.

CO3   Synthesize information regarding the effectiveness of recruiting methods and the validity of selection procedures, and make appropriate staffing decisions.

CO4   Design a training program using a useful framework for evaluating training needs, designing a training program, and evaluating training results.

CO5   Interpret salary survey data and design a pay structure with appropriate pay grades and pay ranges.

UM03DBBA22   STATISTICS MANAGEMENT - I

CO1   This course teaches the core communication and quantitative skills

principle. In particular, the course teaches how to perform quantitative analysis.

CO2   The course also teaches the critical thinking principle.

CO3   The course teaches how to use data, combined with logic, to reach valid solutions to challenging problems.

UM03FBBA03   CORPORATE COMMUNICATION – I

CO1   Students gained knowledge in the effective communication and to draft the layout for a business letter

CO2   Learnt to draft the various business letters

CO3   Learnt to draft the various business letters

CO4   Gained knowledge in corresponding towards bank, insurance, agency, shareholders and directors.

CO5   Learnt to prepare a report, minutes and memorandum of a meeting

UM03eBBA01   INDUSTRY EXPOSURE

CO1   Understand Organization and Organizational Structure.

CO2   Understand manufacturing processes.

CO3   Understand the working of: Finance & accounts department,

CO4   Understand HRM & Industrial relations

CO5   Understand Contribution of unit towards economic and industrial development.

UM03CBBA05 ECONOMIC ANALYSIS- I

CO1   The course gives an understanding of consumer's economic activities.

CO2   It describes the concept of utility function and the Relationship between consumers Income and spending

CO3   The course also helps in understanding the law of demand, law of supply.

CO4   The course gives a basic understanding of production function, and the cost involved in decision making.

CO5   The course also talks about the macroeconomic variables involved in business decision.

BACHELOR BUSINESS A DMINISTRATION – GENERAL BBA-G (SEMESTER-IV)

UM04FBBA01 CORPORATE COMMUNICATION-II

CO1   Understand the importance of Communication in Business

CO2   Understand the Communication Process

CO3   Understand the Essentials of Business Communication

CO4   Understand the Barriers to Business Communication

CO5   Understand the Models of communication

CO6   Understand Shannon's Model of the communication Process

CO7   Understand the Types of Communication

UM04EBBA02   DISASTER MANAGEMENT

CO1   Learn Distinguishing between an emergency and a disaster situation, earn Concept of Risk, hazards and Vulnerability, Types of natural and non-natural disasters. Disaster Management Cycle

CO2   Understand Disaster Mitigation , Approaches and stategies. Disaster Preparedness and Precautionary mesures., Meaning of Search and Rescue, Disaster Risk Reduction (DRR), The Emergency Operation Plan (EOP).

CO3   Learn Forecasting and Warning, Emergency Management Systems (EMS), Geographic Information Systems (GIS) and Disaster Management, The Role of Media in Disaster Management.

CO4   Study Geographical classification of India on the basis of natural disasters, Disaster management policy of India: Significance, Main elements of national body, National Disaster Management Authority, Nodal Agencies: State, district and local authorities. Stakeholders in disaster management.

UM04CBBA01   MARKETING MANGEMENT-II

CO1   The course gives a brief understanding marketing concepts and their application to profitoriented and non-profit oriented

CO2   . CO2 - This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development.

CO3   organizationsCO3 - It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM04CBBA02   FINANCIAL MANAGEMENT-II

CO1   The course gives a brief understanding marketing concepts and their application to profit oriented and non-profit oriented organizations

CO2   This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development

CO3   It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM04CBBA03   HUMAN RESOURCE MANAGEMENT-II

CO1   Familiarize the students with the human resource management processes

CO2   Sensitize them to the training process and techniques

CO3   Provide appropriate knowledge and skills required for selecting, developing and managing human resources.

CO4   Create awareness regarding the different motivational techniques.

CO5   Identify the different styles of leadership.

UM04CBBA04   COST ACCOUNTING

CO1   Understand the concept of Cost Accounting

CO2   Distinguish between Cost Accounting and Financial Accounting and also identify the methods and techniques of Cost Accounting.

CO3   Recognise the importance of material cost and the procedures laid down in the purchase of materials.

CO4   Identify the importance of controlling labour cost and distinguish the different methods that ulilise for labour cost control

CO5   Distinguish the classification of Overheads.

UM04CBBA05   ECONOMICS ANALYSIS-II

CO1   Identify the meaning of decision, types of decisions and principles of decisions.

CO2   Understand how the economic theories are applied for making business decision making.

CO3   Identify the demand analysis, various laws of demand & elasticity of demand

CO4   Recognize the importance of demand in decision making.

CO5   Describe the term Demand forecasting and how it is useful for decision making especially for determining the price of new products.

CO6   Understand the production analysis and the various laws of production

CO7   Recognize the importance production function in decision making.

UM04CBBA06 STATISTICS FOR MANAGEMENT-II

CO1   Understand and apply the appropriate statistical techniques to analyse numerical data and draw inferences.

CO2   Develop an understanding on descriptive statistical analysis

CO3   Understand sampling distribution of means and various applications of parametric tests

CO4   Familiarize the fundamentals of SPSS and its applications

CO5   Explore the use of computers in statistical analysis

CO6   Apply computers in documenting text related to research and statistics

BACHELOR OF BUSINESS ADMINSTRATION-GENERAL BBA – G (SEMESTER-V)

UM0SFBBA02   BUSINESS ETIQUETTES & PRESENTATION SKILLS – I

CO1   Learn to hold meetings, Telephone/Cell phone conversations Etiquettes at Workplace (Internal - superiors, peers and subordinates) Etiquettes with Stakeholders (External - suppliers and customers)

CO2   Understand the Importance and Role of Business Presentation Planning for Presentation Preparing and Practicing (Rehearsing) the Presentation Delivering the Presentation

CO3   Familiarize Four elements of PR Forms of oral communication used in PR: Formal Speeches, Round Table Conferences, Panel Discussions, Question and Answer Discussions. (Short notes may be asked) Publicity Media: Newspaper, Radio, TV, Internet Crisis Communication: Concept and techniques to deal with crisis

CO4   Understand basics of Organizational communication, Communication climate in an organization Intra-personal communication and interpersonal communication

UM05CBBA01 MATERIAL MANAGEMENT

CO1   Understand Fundamentals of Materials Management Materials management

CO2   Understand Industrial Purchasing Centralised v/s Decentralised purchasing , Buying methods, Purchase procedure, Vendor selection (Examples of vendor performance rating)

CO3   Understand Functions of storekeeping location and layout, Receiving and inspection, Store record

CO4   Understand Inventory control , Computation of different levels of stock. Computation of different levels of stock.

UM05CBBA02   MANAGEMENT ACCOUNTING

CO1   Functions of Management Accounting, Methods of Management Accounting Difference between Management Accounting,Cost Accounting and Financial Accounting Role and Status of Management Accountant

CO2   Meaning and Definition of Budget and Budgetary Control Preparation of Production Budget, Raw Material Consumption & Purchase Budget Cash Budget Flexible Budget

CO3   Meaning of Absorption Costing and Marginal Costing Difference between Absorption Costing and Marginal Costing Examples of Income determination under Absorption Costing and Marginal Costing (One year information)

CO4   Standard Costing & Variance Analysis (Examples) Examples On: Material Cost Variances, Labor Cost Variances, Sales Variances(Price and Profit)

UM05CBBA03   INDIAN BUSINESS ENVIRONMENT

CO1   Understand the scope of business environment   and familiarize economic environment systems and its features

CO2   Identify the objectives of business

CO3   Understand relationships between business and environment

CO4   Understand different uses of the environmental studies Understand the responsibilities of the government towards the business

CO5   Understand the different types of legal systems CO13- Understand environmental management

UM05CBBA06   BUSINESS TAXATION – I

CO1   Understand the terms like Person, Assessee, Assessment Year, Previous Year, Income, Gross Total Income, Total Income, Agriculture Income Residential status and incidence of tax of Individual assessee Fully exempted incomes for individual assessee

CO2   Acquire knowledge regarding Assessment Procedure & Filling of Return Types of Assessment, Tax Deducted at Source (TDS), Advance Payment of Tax Return of Income, Time for filling Return, Types of Income Tax Return, Permanent Account Number (PAN)

CO3   Understand Income from Salaries (Examples only) Simple Examples based on allowances, perquisites, Bonus, Commission, Provident Fund and deductions available from salary income.

CO4   Gain the perceptive of Income from House Property (Examples only) Simple Examples covering Self-occupied, Let-out, Deemed to be Let out, Partly & Proportionate Let-out propert

UM05EBBA01   ADVANCED MARKETING MANAGEMENT – I

CO1   Familiarize with Marketing Information, need, MKIS-concept, elements & components; Marketing Research-nature, features, scope, uses & limitations; Marketing Research process; Research designs

CO2   Understand Primary & secondary data-sources,advantages & disadvantages; Questionnaire construction(process); Scaling & measurement; Sampling design & sample size decisions.

CO3   Understand Hypothesis testing procedure; Non-parametric statistics - Chi square goodness of fit test, Chi square contingency table, McNamara test, Median test, Mann Whitney U test, Signed ranked or Wilcox on test: Parametric statistics -Z & t tests, ANOVA-ONE WAY & two way classification; Report writing-types of reports & Contents.

CO4   Identify the Importance of Customer database; Relationship Marketing: Brand Equity Measurement; Customer Satisfaction & its measurement; Internet Marketing & Marketing Research; TQM.

UM05EBBA02   ADVANCED FINANCE MANAGEMENT – I

CO1   Understand Basic Bond Valuation Model , Bond Value Theorems, Yield to Maturity, Bond values with Semi-annual Interest

CO2   Understand Specific cost of Equity, retained earnings, preference share & debenture capital Weighted average cost of capital

CO3   Understand Potentiality of leasing as a means of financing (significance), Financial Evaluation from the lessee's point of view, Evaluation of lease as a financing Decision.

CO4   Understand Stages & Process of Venture Financing Methods of Venture Financing Disinvestment Mechanisms Development of Venture Capital in India Future of Venture Capital in India

UM05EBBA03   ADVANCED HUMAN RESOURCE MANAGEMENT – I

CO1   Understand historical development, contributing disciplines, factors affecting Human behaviour at work, S-O-B-C model of human behaviour.

CO2   Understand determinants of personality. Freudian and Neo Freudian stages of personality development, Concept of learning, factors affecting learning, classical and operant conditioning theory, reinforcement principle.

CO3   Understand stages of group development, types of groups, group norms, cohesiveness, decision making techniques to improve group decision making.

CO4   Understand nature, influencing factors, planned change, change process, Resistance to change, overcoming resistance to change.

UM05EBBA04   EXPORT MANAGEMENT-I

CO1   Acquire the knowledge regarding the difference between Export Marketing & Domestic Marketing International Marketing Environment: Factors, Theory of Cost Comparative Advantage

CO2   Understand India's Current EXIM (Foreign Trade) Policy- 2004-09 Export Promotion Agencies: Export Promotion Councils, Commodity Board & FICCI Service Organisations: ITPO, FIEO, IIFT

CO3   Understand the need for Export Assistance Export Promotion Measures Deemed Exports, Star Export-Houses, Assistance for reducing Price Disadvantage, Assistance in area of marketing Special Economic Zones (SEZs)

CO4   Understand International Trade Promotion Agencies: WTO, IMF, UNCTAD Regional Economic Groups: EU, ASEAN, SAARC, NAFTA

UM05SBBA01   SOCIAL ENTREPRENEURSHIP

CO1   Understand Evolution - Need - Major Functions - Difference between Social and Commercial entrepreneurs - Areas of social entrepreneurship

CO2   Understand Functions-Problems-Development of women entrepreneurship in India - Role of women associations

CO3   Understand -Need-Problems-NGO & Rural entrepreneurship-Development of rural entrepreneurship in India

CO4   Understand Major challenges - Major opportunities - Role of government for growth of social entrepreneurship in country - Global trends in social entrepreneurship - Contribution of Successful Social entrepreneurs of India and abroad

BACHELOR OF BUSINESS ADMINISTRATION-GENERAL BBA-G (SEMESTER-VI)

UM06FBBA01 BUSINESS ETIQUETTES & PRESENTATION SKILLS-II

CO1	Using Visual Aids for Presentation, Oral Presentation (Transparencies, graphs, charts, etc., .Using Audio /Visual Aids for Presentation, Electronic Presentation (Multimedia/PPT), Coping with Presentation fears 4.Non-Verbal aspects of Presentation
CO2	Recognize the Need and importance of Intercultural Business Communication Developing intercultural awareness, Patterns of cultural differences Factors of cross cultural relationship
CO3	Learn the Etiquettes in Written Communication. Interview Etiquettes: Preparation for an Interview, Factors of success in interview, Types of interview questions, non-verbal aspects of interview
CO4	Understand Negotiation: Concept and Importance Stages in the Negotiation Process Strategies of negotiation: initial, during and reaching (closing)
Practical CO5	Give Presentations (Oral or PPT) (For Presentation a student may select any topic from social, academic, management and business related areas)
Practical CO6	Viva Voce (Based on the Presentation)

UM06CBBA05 ENTREPRENEURSHIP DEVELOPMENT

CO1	Understand Fundamentals of Entrepreneurship
CO2	Understand Entrepreneurial motivation
CO3	Understand Entrepreneurship Development
CO4	Understand Project Management

UM06CBBA01 OPERATION MANAGEMENT

CO1	Understand Operating System and operation management
CO2	Understand the concept and types of production process, Meaning and

objectives of Plant layout, Factor affecting plant layout, Types of plant layout (Process, Product and Fix layout)

CO3   Learn Techniques of work study

CO4   Learn objectives, planning procedure, Routing, scheduling, dispatching and follow up, Production control

UM06CBBA03 GLOBAL BUSINESS ENVIRONMENT

CO1   Acquires knowledge about the nature and importance of international Business

CO2   States and evaluate the finance of global business

CO3   Examine the changing pattern of multinationals

CO4   Analyses the importance of Global regulatory environment CO6-

Evaluate the difference between domestic business and international business

CO5   Develops interest in the topic FDI

CO6   Identifies the characteristics of foreign investment promotion board CO8- Explains the challenges of international business

CO7   Understand the motives of firm internationalization

UM06CBBA04 BUSINESS TAXATION-II

CO1   Can solve examples of Profits and Gain from Business & Profession of Individual

CO2   Can solve examples of Income from Capital Gains

CO3   Can solve examples of Income from Other Sources & Computation of Total Income and Income from other sources

CO4   Understand Taxation of Companies

UM06EBBA01 ADVANCE MARKETING MANAGEMENT-II (ELECTIVE)

CO1   Understand Integrated Marketing Communications

CO2   Understand Sales Force Management:

CO3   Understand Distribution Channels & Marketing Control

CO4   Understand Rural Marekting

UM05EBBA02 ADVANCE FINANCE MANAGEMENT(ELECTIVE)

CO1   Understand Capital Structure Guiding Principles of Capital Structure

Decisions, Factors affecting the pattern of capital structure, Concept of optimum capital structure, Net Income Approah, Traditional Approach Modigliani & Miller Approach

CO2   Understand Forms of Dividend payment Significance of Dividend policy in Financial Decision Variables influencing Dividend Decision Walter's Model Gordon's Model Modigliani - Miller's Model

CO3   Understand Statistical techniques for risk analysis: Probability, Expected NPV, Standard deviation, Coefficient of variation, Probability Distribution approach

CO4   Understand Foreign Exchange Market Foreign Exchange Rates - Spot rate, Forward rate, Cross rate, Bid and Ask rate, Spread Determinant and select theories of exchange rates Foreign exchange risk and hedging

UM06EBBA03 ADVANCE HUMAN RESOURCE MANAGEMENT-I(ELECTIVE)

CO1   Understand the significance of management in the micro and macro level organization.

CO2   Identify the managerial skills and leadership qualities for management.

CO3   Ability to locate, analyze, implement synthesis and evaluate resources

CO4   Assess the concept and functions of management.

CO5   Provide an overview of philosophy, values, goals, standards, polices and strategies in management

CO6   Provide an overview of philosophy, values, goals, standards, polices and strategies in management

CO7   Understand the strategies for integrating human resources.

UM06EBBA04 EXPORT MANAGEMENT(ELECTIVE)

CO1   Understand Export Product Planning

CO2   Understand Export Pricing

CO3   Understand Export Finance

CO4   Understand Export Procedure and Documentation

UM06CBBA0 COMPREHENSIVE PROJECT

CO1   Enable the Students for In-Depth analysis of a topic relating to his/her area of Specialization, and develop and develop a comprehensive understanding on the same

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor of Computer Application Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1 Equip students with the latest technology, tools and applications in IT and to meet the ever-growing requirement of IT professionals

PO2 Develop computer Programmes using functional Programming and object-oriented Programming paradigms; apply techniques of software validation and reliability analysis to the development of computer Programmes

PO3 Provide sound academic base for an advanced career in Computer Applications, develop conceptual grounding in computer usage and introduce the organization of a computer and its principal components

PO4 Gain knowledge of algorithms and their role in computer science; identify fundamental structured Programming techniques; utilize important data structures and associated algorithms in the development of computer Programmes

PO5 Demonstrate the critical thinking and communication skills; create awareness of public health hazards and environmental policies; assure the dignity of the individual and the unity and integrity of the natioN

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1	Focuses on preparing students for roles pertaining to computer applications and IT industry such as Software Developer, System and Network Administrator, Web Designer, Faculty for Computer Science and Applications
PSO2	Give ability to use innovative tools, techniques and skills necessary for developing multidisciplinary projects
PSO3	Students would train proficiency in designing and using algorithms, data structures/management, and software design, concepts of Programming languages and computer organization & architecture for solving problems in real time situations
PSO4	Give ability to use innovative tools, techniques and skills necessary for developing multidisciplinary projects.

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-I)

US01CBCA21   PROGRAMMING FUNDAMENTAL USING C

CO1   Understand the Concept of an algorithm and a flow chart, need and definition, Typical (primitive) examples of flow charts and algorithms, Generations of computer languages , High-level and low-level languages , Translators, Introduction to editors and details about one of the editors

CO2   Explain the History and Importance of C - Basic Structure of C Programming - Variables and Constant - Data types in a high-level language, User Defined Type declaration, Typedef , Operators and Expressions & its type conversion , Formatted I/O statements, Assignment statements

CO3   Prepare themselves in Decision making and Branching Statement - Decision making and looping statement - Arrays

CO4   Helpful in understanding Declaring and Initializing String - Arithmetic operations on Characters - String Handling Functions - Common standard library function

Practical based on Programming Fundamental Using C

US01CBCA23   WEB APPLICATION DEVELOPMENT - I

CO1   Understand all the concepts of Web Page Designing like Internet & Services provided by the Internet

CO2   Learn to create HTML tables, Frames, Framesets, Designing HTML forms, Multimedia tags, Advance Elements of HTML5

CO3   Helps in understanding the techniques of DHTML, Applications of DHTML, Components of DHTML, Introduction to Cascading Style Sheets (CSS), Ways of specifying style Syntaxes, ID and CLASS selectors, SPAN, DIV

CO4   Helps in designing the Fonts, Color, Background, Text, Border, Lists, Layers, Margin, Links, Position

Practical based on Web Application Development – I

US01CBCA25   FUNDAMENTAL OF COMPUTER ORGANIZATION

CO1   Understand and practically apply Block diagram of a simple computer and

significance of different functional units Evolution of computers Definitions of the terms : hardware, software Applications of computers Binary, octal, decimal, and hexadecimal number systems Conversion of numbers among binary, octal, decimal, and hexadecimal number systems Addition and subtraction of binary numbers

CO2 Understand and apply Representation of integers Character codes (ASCII, Unicode) Error detection and correction codes Instruction execution cycle CPU organization

CO3 Helpful in creating insight and apply Array processors Multiprocessors Multiple functional units Pipelining Primary memory – Introduction to RAM, ROM, Cache, Registers Secondary memory

CO4 Develop Addressing techniques like Immediate, Direct, Indirect, Register, Indexing and Stack Common types of Input/Output devices, such as Monitors, keyboard, mouse Printers and Scanners

US01ABCA21 COMMUNICATION SKILLS IN ENGLISH-I

CO1 Read for information news features, articles, newspapers and texts , Read to get the overall idea, and comprehend the passage

CO2 Form words properly using prefixes/ suffixes , Make correct use of Concord or Subject-Verb Agreement c) Write Complaint letter, letter of Invitation / Accepting or Declining the Invitation

CO3 Short lectures, descriptions, and narrations, rapid talks, passages read aloud , Conversations based on familiar situations

CO4 Introduce themselves, Describe person, place or situation, Use prepositions of place, time and direction correctly

US01SBCA21   ENVIRONMENTAL STUDIES

CO1 Understand the basics of Environmental studies

CO2 Gain Knowledge on Ecosystems

CO3 Helpful in understanding the Natural Resources and its conservation

CO4 Understanding Biotic Interactions and Negative Interactions

US01CBCA26 : OFFICE APPLICATIONS LAB

CO1 Practicals of MS Office Applications are done to enhance their knowledge of Basic MS Office

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-II)

US02CBCA21 ADVANCED C PROGRAMMING

CO1   Students would be able to understand the basics of Data Structures. They will be aware about different Data Structures, their operations, their organizations. They will also be able to calculate the complexity of different algorithm. They will be able to use string and string algorithms

CO2   Students will learn about Array and Linked List data structure. They will be able to create and operate these data structures

CO3   Students will know about Stack and Queue Data Structure. Various algorithms to create, modify and delete operations will be used by students.

CO4   Students will aware about the basics of hierarchical data structures like Tree and Graph. They will learn to operate these data structures.
Practical based on Advanced C Programming

US02CBCA25 DATABASE MANAGEMENT SYSTEM-I

CO1   Will enable students to differentiate between traditional file systems with database management system by specifying features, merits, functions and classifications of database systems

CO2   This course will help the students to understand data models, schemas, mappings and architecture of database systems.

CO3   Students should be able to understand functional dependencies, design E-R diagrams and implement normalized database structures using different normalization forms.

CO4   Will provide knowledge of SQL (DDL, DML, DCL) commands will help the students to query database systems

US02CBCA22 WEB APPLICATION DEVELOPMENT

CO1 The course contents will make the students to get familiarized with basics of the Internet Programming and use of different internet tools.

CO2 The students will be able to acquire knowledge about secure data transmission over the internet, different internet service providers and also about Intranet.

CO3 The course contents will let the students to demonstrate the important HTML tags for designing static pages using HTML.

CO4 The students will be able to acquire knowledge and skills for developing interactive websites using HTML and CSS.

Practical based on Web Application Development

US02ABCA21 COMMUNICATION SKILLS IN ENGLISH-II

CO1 Develop communication skills effectively while discharging and performing professional activities with the technical community and with public at large, so as to be able to able to comprehend and write effective reports and documentation, and make effective presentations

US02FBCA02 MATHEMATICS-II

CO1 Students are able to apply set theory in real life scenarios

CO2 CO 2: They are able to solve equations with the help of matrices and determinants. Further with help of this they have gained knowledge about input output model

CO3 CO 3: With the help of differentiation they are able to model out average revenues, marginal revenue, Maximization and minimization cost.

CO4 CO 4: Students will gain knowledge about higher order derivatives and constrained optimization

US02EBCA03 MANAGEMENT INFORMATION SYSTEM

CO1 The course would help the students to understand the system and its types, and

role of information and EDP in system and in decision making in industry.

CO2   This course would empower the student to understand the MIS framework, Management Levels, Decision making model and its types and apply them in actual use of practical applications especially in industry

CO3   The basic theoretical principles of information system will help the students to design information system and how to implement and evaluate information system in Industry.

CO4   This course will help students to understand Decision Support system and how to take implement it in Industry. The student will learn ecommerce technologies and its benefit in Financial and Production MIS.

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-III)

US03CBCA21 DATABASE MANAGEMENT SYSTEM-II

CO1   Undersanding the Relational Database Design

CO2   Understanding and preparing the Basics of PL/SQL

CO3   Understanding Cursors and Exception Handling

CO4   Understanding Stored Subprograms, Database Triggers and Packages

Practical based on US03CBCA21 Database Management System - II

US03CBCA23 OBJECT ORIENTED PROGRAMMING

CO1   Object Oriented Programming (OOP) Concepts and Introduction to C++

CO2   Input/Output, Arrays and Working with Classes

CO3   Functions, Function Overloading and Inheritance

CO4   Operator Overloading, Pointers and Files

Practical based on Us03cbca23 Object Oriented Programming

US03CBCA25   DATA STRUCTURES -I

CO1   Learn data structures - Definition, Types of Data Structure, applications and advantages, Introduction to arrays, one and two-dimensional arrays Representation of arrays in memory : row-major and column-major order Address calculation of elements of one and two-dimensional arrays Applications of arrays

CO2   Study Operations of the Stack- Push, Pop, Peep, Change Applications of the Stack Infix, Postfix, Prefix Notation,   Conversion: Infix to Postfix using manually and stack for parenthesis and Non-parenthesis, Recursion : Definition and example

CO3   Understand Simple queues, Circular queues, Double ended queues, Priority Queue, Applications of Queue Operations of Simple and Circular Queue : Insert and Delete

CO4   Graph - Basic Terminologies like Graph, Diagraph, Directed edge, Weighted

graph, Adjacent vertices, Self loop, Parallel edges, Multigraph, Simple graph, Complete graph, Cycle, Acyclic Graph, Isolated vertex, Degree of vertex, source node, sink node, Pendant vertex, Connected graph, strongly connected graph, weakly connected graph

Practicals based on Data Structures -I

US01CBCA27   SYSTEM ANALYSIS AND DESIGN

CO1   Learn Elements and characteristics of the system - Types of system - Introduction of System Analysis and System Analyst - Role of a System Analyst, Introduction to System Design - Comparison between System Analysis and System Design

CO2   Understand Introduction to System Life Cycle (SDLC): Design(SSADM) - SSADM Methodology: System survey, Structured analysis, Structured desig

CO3   Enhance knowledge on Input Design: Introduction to Data Capture, Objectives of Data Capture, Steps for Data Capture, Data verification and validation - Output Design: Design Principles of Output, Output objectives, Types of Output, Various forms of Output - Introduction and need of Fact Finding Techniques - Fact Gathering Techniques : Interviewing, Questionnaires, Record Inspection and Observation techniques

CO4   Helps in knowing Symbols used in DFDs - Rules for Constructing DFDs - Introduction and comparison between Physical and Logical DFDs - Introduction to System Prototype - Reasons for System Prototyping - Prototype Model: Diagram and Steps of Prototype Development Model - Merits and Demerits of Prototypes

Practicals based on US01CBCA27   System Analysis And Design

US03ABCA21 COMPUTER ORIENTED NUMERICAL & STATISTICTAL METHOD

CO1   Students learn to apply practically the 1. Method of successive bisection.
2. Method of false position.
3. Method of Newton Raphson (Geometrically only)
4. Interpolation and Extrapolation with equal intervals
5. The Gregory-Newton formula for forward and backward interpolation
. 6. Interpolation for unequal intervals using Newton's formula for divided differences.
7. Examples of differentiation of Linear Equation.
 8. Higher order derivative of standard functions up to second order.
9. The matrix inversion method.
10. Examples based on Time Series- Secular trend, seasonal variation, cyclical variation and Irregular Variation.

11. Methods on measurement of components- the moving average method.

US03SBCA21   DIGITAL COMPUTER ELECTRONICS

CO1   Learn and understand Logic gates (AND, OR, NOT, NAND, NOR, XOR, XNOR) - Properties and Symbolic Representation - Truth Table (up to 3 input) De-Morgan's theorem Simplification of logic expression using Laws of Boolean algebra Circuit Equivalence

CO2   Generate insight on Digital Logic Circuits-I Karnaugh Maps Flip-Flop (RS, D Latch) Decoder & Encoder

CO3   Study Digital Logic Circuits-II Multiplexer & Demultiplexer Half Adder & Full Adder Comparator Parity Bit Generator

CO4   Gain knowledge on 4-bit binary Adder / Subtractor Controlled Buffer Register Shift Registers Ripple Counter

US03SBCA24   ACCOUNTING

CO1   Explain the concept and role of accounting and financial reporting in the modern marketing economy.

CO2   CO2 - Explain the regulatory framework for the operation of accounting activities

CO3   CO3 - Understanding of basic accounting concepts, accounting principles and techniques of posting basic business changes

CO4   CO4 - Conceptually define accounting and book-keeping

CO5   CO5 - Identify the accounting rules required for business enterprises

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-IV)

US04CBCA21 VISUAL PROGRAMMING

CO1   Study and lean NET Architecture, .NET Languages, Microsoft Intermediate Language (MSIL), The Just-In-Time (JIT) compiler, Working with Assemblies, The .NET framework class library VB.NET – introduction, applications and types of project Introduction to Visual Studio IDE Creating simple Windows Application using VB.NET Variables, data types, constants and operators Type casting, Boxing and Unboxing, Working with arrays and strings Creating simple Windows Application using VB.NET

CO2   Understand VB.NET Basics Use of conditional statement (if), Multi branching statement (select) and With…End With statement, Looping Statement: DO, FOR, FOR EACH..NEXT and WHILE, Working with EXIT, CONTINUE and WITH statements Working with procedures – introduction, types, use of parameters, parameter passing, calling procedures OOP concepts - Encapsulation, Inheritance, Interfaces and Polymorphism Working with modules, classes (partial) and namespaces Working with Windows Forms – introduction, life cycle, basic properties, methods and events, use of simple windows forms control. Working with SDI and MDI forms

CO3   Learn Working with basic controls – Button, CheckBox, CheckedListBox, ComboBox, DateTimePicker, GroupBox, HScrollBar, RadioButton, VscrollBar, Label, ListBox, PictureBox, TextBox and Time controls. Working with advanced controls – LinkLabel, RichTextBox, ColorDiolog, FontDialog, TreeView, Error Provider Control Working with modules, classes (partial) and namespaces Error Handling: exception, structured exception using try…catch and final statement

CO4   Understand Persisting Data Using Databases and Files ADO.NET – introduction and applications ADO.NET – architecture (connected and disconnected) Database connectivity using ADO.NET Use of Data sources, Server Explorer and working with DataSet Populating data in a DataGridView

Working with report

Practical based on Visual Programming lab

US04CBCA23   OBJECT ORIENTED PROGRAMING -II

CO1   Student will be able to understand the basic concepts of object oriented Programming, history and comparison of java with other languages.

CO2   Students will be able to understand the basics terminologies, Decision Making and branching in java. Students will be able to learn the problem solving by using If else, Switch as well as with the help Of looping concepts (by Using for, while, do while Loops

CO3   Student will be able to understand the concepts of abstraction, encapsulation, Different Types Of inheritance in java. Student will be able to understand and implements Arrays, Vector,   and Multithreading. They can also perform the Different Operations on String also

CO4   Student will be able to handle the Exceptions and error, I/o handling in java. They can also get the Knowledge of Applet Programming and Graphics Programming

Practical based on Object Oriented Programming

US04CBCA25   DATA STRUCTURES- II

CO1   Students would be able to understand the basics of Data Structures. They will be aware about different Data Structures, their operations, their organizations. They will also be able to calculate the complexity of different algorithm. They will be able to use string and string algorithms

CO2   Students will learn about Array and Linked List data structure. They will be able to create and operate these data structures

CO3   Students will know about Stack and Queue Data Structure. Various algorithms to create, modify and delete operations will be used by students.

CO4   Students will aware about the basics of hierarchical data structures like Tree and Graph. They will learn to operate these data structures.

Practicals based on Data Sstructures.

US04CBCA03   OPERATING SYSTEMS

CO1 Student will be able to understand Introduction to Operating System, Operating System Services, and Different types of Operating Systems: Real time, Time sharing, Distributed and Multiprogramming. OS Structure – Simple Structure, Layered Approach, Microkernel. CPU Scheduling: Introduction to process, process control block, process scheduling FCFS Scheduling, SJF scheduling, Priority scheduling, Round Robin scheduling

CO2 Student will be able to understand Memory Management: Concept, Basic memory management techniques:, Swapping, Demand Paging

CO3 Student will be able to understand Process Synchronization, Deadlocks and Introduction to Linux Introduction to Cooperating process Process Synchronization, Critical Section Problem Two process solution Deadlock and characterization Introduction to Linux System Features of Linux

CO4 Student will be able to understand Basic Commands: login, logout, date, man, pwd, who, dir, ls, cd, mkdir, rmdir,wc,echo Use of Wild card characters Types of FAP, use of chmod command Basic commands like cp, mv, rm, rev, file redirection, grep, cut, paste, find sort commands with example Introduction to shell script: execution of it, shell script variable, expr, test commands Control structure: if, if..else, case structure Iteration: while, for construct, break, continue, exit commands

Practical based on Operating Systems

US04SBCA22   BUSINESS INFORMATION SYSTEM

CO1 Students learn Features of BIS Users of BIS. Component of BIS. Characteristics Features of new IT Infrastructure Changing the corporate Environment

CO2 Gain detailed information on Marketing Function and Information Needs. Finance Function and Information Needs. Production Function and Information Needs. Human Resource Management and Information Needs. Information Management as Business Function.

CO3 Able to have information ad knowledge on Managerial Decision Making Approaches to Managerial Decision Making Decision Making Environment. Implications for Information System.

CO4 Study Portfolio Approach. Identifying IT applications. Techniques of Evaluating IT Investments. Assessing Risk In Realization of Benefits.

US04SBCA25   INFORMATION SECURITY

CO1   Students get introduced to Concept of Information Society .

CO2   They get details about Critical Infrastructure and also learn about Digital Economy.

CO3   Students know about the concept and uses of ICT; its importance in studies and organizations

CO4   Students learn about Information Security.

US04ABCA21   FUNDAMENTALS OF OPERATIONS RESEARCH

CO1   Practicals Based on Topics

- Linear Programming Problem: formulation, feasible region, Basic and Unbounded solution, Standard form.
- Graphical solution (Maximization & Minimization), Simplex method (Maximization), Big M method (Maximization)
- Mathematical model of Transportation Problem, Initial Basic Feasible Solution by North-West corner rule, Least-cost method and Vogel's Approximation Method (VAM)
- Optimum Solution by MODI method (of type Balance, Minimization, Non degeneracy problems).
- Travelling Salesman Problem and Assignment Problem (AP), Mathematical model of AP, Solution of AP by Hungarian method (Balance & minimization).
- Dynamic programming, Deterministic & Probabilistic dynamic programming (types only), shortest route problem.
- Sequencing problem, N-jobs through 2 machines
- Applications of PERT & CPM, Rules for Network construction, Critical path calculations, Total & Free float.

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-V)

US05FBCA01 OPERATION RESEARCH

CO1 Understand Introduction to Operations Research, Phases of OR study Types of Models Applications, advantages and limitations of OR

CO2 Learn Advantages and limitations Formulation of LPP Graphical solution, Simplex method – Big M method

CO3 Study Mathematical model of Transportation problem Initial basic feasible solution by North-west corner rule, Least-cost method, Vogel's approximation method. Optimum Solution by MODI method Introduction to Traveling Salesman Problem.

CO4 Understand PERT-CPM, Deterministic & Probabilistic Dynamic Programming. Shortest Route problem. Sequencing problems and Applications. Introduction to PERT and CPM Advantages and Assumptions Rules for Network construction

US05CBCA01 VISUAL PROGRAMMING THROUGH VB.NET

CO1 After competing this, the students will be able to develop the programs using objectoriented and event-driven programming, develop the skills and knowledge required to use essential features and capabilities of Visual BASIC.

CO2 At the end of this, students will understand to design the programs using various types of operators in VB .The course content will also provide the practical knowledge in the field of visual basic programming. It will help in making the various computer programs that assist in making the various live projects in related areas..

CO3 This course would empower the student to acquire skills and practical knowledge in the field of VB programming, which help the students in developing the applications by using various types of arrays and looping statements

CO4   At the end of this course, the student will   be able to understand an overview of computers and visual programming. And the students will also be able to do database

Practical based on US03CBCA21 Visual Programming lab

US05CBCA02   COMPUTER GRAPHICS

CO1   Understand how to write input and output routines in c and operators.

CO2   Recognize the different types of translators such as compiler, interpreter and functions to implement different types of problems.

CO3   Develop the ability of how to search an element using array with the help of various algorithms like linear search and Binary Search.

CO4   Enable to identify the concept of input output devices in relation for computer graphics and various applications of computer graphics.

US05CBCA03   SOFTWARE ENGINEERING

CO1   The subject develops skills in software development so as to enable the BCAM graduates to take up self-employment in Indian & Global software market.

CO2   It teaches to analyze, design, implement and evaluate computerized solutions to real life problems, using appropriate computing methods and as to how to apply techniques of software validation and reliability analysis to the development of computer programs

CO3   The students are trained to meet the requirements of the Industrial standards

CO4   The salient features of the course include emphasis on enhancing the student's soft skills and Identify, explain and apply fundamental software technique and Proficiency in the basic software testing techniques

US05EBCA01   BASICS OF UNIX OPERATING SYSTEM

CO1   The course gives an understanding Working with UNIX-like Systems Brief history of UNIX and LINUX, strengths and weaknesses of UNIX-like operating systems Basic concepts in UNIX-like systems: the kernel, shells, multiuser multitasking operation, remote access, file system, processes, environment and environment variables, the command line, online manual

Using the vi editor – modes of operation and switching between them, text navigation, editing text, saving and quitting, using buffers (cut-copy-paste), pattern searching and replacement, undoing and repeating commands Basic commands related to handling files and the file system

CO2 The course includes giving understanding of The Bourne Again Shell (bash) Prompts, the command line, quoting and escaping, internal and external commands, the path, shell variables, basic command line processing Using the echo command A quick introduction to basic filters – cat and cut The building blocks approach Input/output redirection Command substitution

CO3 Introduction to Shell Scripting Shell scripts Fundamental shell programming constructs – conditional execution, loops, input and output, turning debugging on and off, etc.

CO4 The students can understand Shell Scripting using Filters Definition of a filter Basic filters like the grep family, expr, sed, etc. Processing the output of commands like ls, ps, who, etc. Processing data in text files (fixed-width format and delimited format)

US04SBCA26   SOFTWARE PROJECT MANAGEMENT

CO1 Students learn Project types and operations, Program, Portfolio and Management − Characteristics and Goals of a Project − Project Execution and Stakeholders − Project Management with its cross functional nature − 4P's for effective Project Management − Principles of Project management − Software Project Life cycle phases

CO2 Information on Metrics in the Process And Project Domains − Software Measurement − Metrics For Software Quality − Project Planning Objectives - Software Scope: Obtaining necessary information and Feasibility - Resources

CO3 Students understand Decomposition techniques: Software sizing, Problem based estimation, Process based Estimation − Empirical estimation models: COCOMO model − Concept of Risk, Type of Risks − Risk Identification with Components and drivers − Risk Assessment − Risk Mitigation, Monitoring and Management

CO4 Gain information and knowledge on Principles guide for Software Project Scheduling − Work Breakdown Structure(WBS) − Selecting Software Engineering Task − Concept of Task network and Scheduling Tool: Timeline

Chart (Gantt Chart) − Concept and ways of Tracking the schedule

US05CBCA04 PRACTICALS

CO   Part - I Practical based on VB.NET

Part - II Practical based on Computer Graphics

BACHELOR OF COMPUTER APPLICATION (SELF FINANCED) BCA--SF (SEMESTER-VI)

US06CBCA01   SERVER-SIDE WEB PROGRAMMING

CO1   Understanding ASP.NET – Introduction, overview of ASP.NET framework Understanding ASP.NET controls Understanding ASP.NET pages Advantages of ASP.NET Web Servers – introduction and role Internet Information Server (IIS) – introduction ASP.NET application - introduction Creating ASP.NET page, understanding the ASP.NET page execution The Page class

CO2   Making the student learn Using standard controls : Label, TextBox, CheckBox, Button, RadioButton, Linkbutton, ImageButton Client side validation vs. server side validation Overview of the validation controls Using RequiredFieldValidator control, RangeValidator control, CompareValidator control, RegularExpressionValidator control, CustomValidator control, ValidationSummary control Overview of various rich controls

CO3   Help to View State : example, making view state secure, retaining member variables, storing custom objects Transferring information, custom cookies, session state, session state configuration, application state The Global.asax Application file Login Controls Site Navigation and Site Maps

CO4   Make the student aware of the ADO.NET Architecture - connected and disconnected ADO.NET basics – data provider, connection, command, DataReader, DataSet, DataAdapter Data Binding Introduction to data controls – GridView, DetailsView, FormView, Repeater, DataList Website Security

US06CBCA02   COMPUTER NETWORKS

CO1   Gives a thorough understanding of ADO.NET Architecture - connected and disconnected ADO.NET basics – data provider, connection, command, DataReader, DataSet, DataAdapter Data Binding Introduction to data controls – GridView, DetailsView, FormView, Repeater, DataList Website Security

CO2   Enable students with knowledge on various types of transmission media, guided transmission media : magnetic media, twisted pair, coaxial cables, fiber optics Introduction to the concept of modulation, types of modulation, serial

transmission vs. parallel transmission, synchronous transmission v/s asynchronous transmission, circuit switching, packet switching The concept of multiplexing, Frequency Division Multiplexing (FDM) vs. Time Division Multiplexing (TDM)

CO3 Helps understand Protocol significance and hierarchies Design issues for the layers The OSI Reference model Examples of protocols for different layers of the OSI model Introduction to wireless networks Communication satellites Introduction to geosynchronous satellites

CO4 Gives insight on Types and characteristics of Local Area Networks LAN Topologies : Bus, Star, Ring, Tree, Complete (Mesh) Introduction to Carrier Sense Multiple Access (CSMA) protocol for LAN functions of various networking components : modems, amplifiers, repeaters, hubs, switches, bridges, routers, gateway

US06CBCA03   BUSINESS INFORMATION SYSTEMS

CO1 The course would help the students to understand the system and its types, and role of information and EDP in system and in decision making in industry.

CO2 This course would empower the student to understand the MIS framework, Management Levels, Decision making model and its types and apply them in actual use of practical applications especially in industry

CO3 The basic theoretical principles of information system will help the students to design information system and how to implement and evaluate information system in Industry

CO4 This course will help students to understand Decision Support system and how to take implement it in Industry. The student will learn ecommerce technologies and its benefit in Financial and Production MIS. Paper

US06FBCA01   SYSTEMS SOFTWARE

CO1 Helps the students in understanding the Language processing activities: program generation, program execution, program interpretation Meaning of analysis and synthesis in language processing Introduction to compilers The analysis-synthesis model of compilation The phases of a compiler

CO2 Gives insight on Elements of assembly language programming Description of a simple assembly language Description of different types of assembly language statements : imperative statements, declaration statements, assembler

directives Advantages of assembly language A simple assembly scheme : design specification of assemblers, phases and data structures Design of a two pass assembler

CO3   This course will help the students to gain knowledge on Editors : line editors, stream editors, screen editors, word processors, structure editors, design of editors Translated, linked and load time addresses Relocation and linking concepts : program relocation, performing relocation The process of linking The concept of loading

CO4   Helpful in making use of a number of software tools for program development and their description Debug monitors Producing debug information Programming environments User interface tools

US06EBCA01 INFORMATION SECURITY

CO1   Students get introduced to Concept of Information Society .

CO2   They get details about Critical Infrastructure and also learn about Digital Economy.

CO3   Students know about the concept and uses of ICT; its importance in studies and organizations

CO4   Students learn about Information Security.

US06CBCA04 PRACTICALS

Part - I In-house project development

Part - II Practical based on US06CBCA01: ASP.NET

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor of Business Administration –Information Technology Management Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1 One can go for MBA entrance exams like CAT, GRE, GMAT, MAT, Symbiosis National Aptitude Test etc. depending on their choice of institutions

PO2 This course will make them learn about various business and Information Technology management practices

PO3 Various foreign embassies require students with a management degree. You can learn a foreign language and go on to work in that particular embassy. You can also take up exams like TOEFL or IELTS and move abroad for further studies.

PO4 One can pursue any other course of his/her choice later on like IT field

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1 The students gain exposure to the industrial world by visiting to various manufacturing plants and having an interaction with the experts in the various fields by means of various seminars and workshops.

PSO2 One can also go for exams like Indian railways, IBPS, SBI and much more. With a graduate degree in BBA, you can easily crack these exams. This course also makes the students learn about various terminologies of banking sectors and their functioning

PSO3 Various foreign embassies require students with a management degree. They can learn a foreign language and go on to work in that particular embassy. You can also take up exams like TOEFL or IELTS and move abroad for further studies

PSO4 One can opt for MBA entrance exams like CAT, GRE, GMAT, MAT, Symbiosis National Aptitude Test etc. depending on their choice of institution

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM (SEMESTER-I)

UM01ABBI21 - Communication Skills for Management-I
CO1   Understand the importance of Communication in Business

CO2   Understand the Communication Process

CO3   Understand the Barriers to Business Communication

CO4   Understand the Essentials of Business Communication

CO5   Understand the Models of communication

UM01CBBI21 - MICRO ECONOMICS
CO1   Familiarized basic concepts of Economics like demand , supply, prices etc.

CO2   Got an insight into consumer's and producer's behavior in a market economy

CO3   Understood different market structures

CO4   Basic concepts and principles of Economics were familiarized

CO5   Ability to use simplifying models to study and understand the real world

UM01CBBI22 - ACCOUNTING FOR MANAGEMENT
CO1   Students gained knowledge on Management, financial and cost accounting differences

CO2   Students acquired knowledge on analysis and interpretation of financial statements

CO3   Knowledge gained on various ratios to be computed for financial statements

CO4   Learnt to ascertain the working capital position and the preparation of various budgets

UM01CBBI23 COMPANY MANAGEMENT – I
CO1   Students gained knowledge on how to manage an organization

CO2   Students acquired knowledge on practical functionality of the company

CO3   Knowledge gained on various Company Act

CO4   Learnt to ascertain the working of Internal and External Environment

UM01CBBI24 PERSONAL COMPUTER& SOFTWARE PACKAGES
CO1   Learn the uses of word processor, Application of Word Processor, Creating Editing, Formatting of Documents, File, Edit view menus, Header & Footer Option, Full Screen, Zoom, Font, Bullets, Border, paragraph, Change Case, Drop Cap options, Search and replacement of text, Print Features, Mail Merge Facility, Auto Text, Spelling Checker, Table creation, deletion, selection and formatting, Picture ,word art & drawing toolbar facilities.

CO2   They learn Packages, Uses Of Spread Sheet Packages, Applications Of Spreadsheets, All Formatting Categories For Cell, Formula And Function Concepts, In-Built Functions-   Math

&TrigFunctions:Sum(),Product(),Abs(),Fact(),Int(),Sumif(),Power(),Mod(),Round( ),Roundup(), Round down(), Trunc( ),
Stringfunctions:Lower(),Upper(),Proper(),Len(),Mid(),Char(),Code(),Substitute(),Excat(),Find(),Concatenate(),Rept(),Trim(),   Statistical   Functions: Average(),Count(),Countif(),Counta(),Max(),Min(),   Logical   Functions: And(),Or(),Not,If()

CO3   Understand Macro Facility, Graph Plotting Facilities(with formatting graph),Sort option, AutoFilter option, Advance Filter, Pivot Table & Chart Facility.

CO4   Are able to Create Presentation, Formatting Slides, Slide Transition, Slide Animation, Inserting Pictures, sound chart etc. Loop creation to run slides, drawing toolbar, Linking Files & Slides.

Practicals based on Personal Computer& Software Packages

UM01DBBI21 - PRINCIPLES OF MANAGEMENT

CO1   Acquired knowledge in the process and levels of management in the organization.

CO2   Students gained knowledge in planning and decision making activities in the Organization

CO3   Students understood types and structure of organization

CO4   Gained knowledge on staffing the employees

CO5   Students understood the do's and don'ts in business

UM01DBBI22 - BUSINESS MATHEMATICS

CO1   Student gained the knowledge on presentation and tabulation of data, the methods of collecting data and summarizing the data using central tendency.

CO2   Students acquired the knowledge on various measures of dispersion and the method of measuring it.

CO3   Students acquired the knowledge on measuring the trend or variation existing in a Time Series data.

CO4   They gained the knowledge of measuring the fluctuation or changes in Price and quantity of goods and products using various index numbers.

CO5   The students have learned to understand the research problem in hand and to apply the appropriate test suitable to the research problem.

UM01DBBI23 - MANAGEMENT OF MSMEs

CO1   Gained knowledge on the importance of materials management

CO2   Students understood the concept of inventory control techniques

CO3   Acquired knowledge on the methods of purchasing in the factory

CO4   Knowledge acquired on Stock keeping and materials handling

CO5   Learnt the rating procedures for vendors.

CO5   Acquired knowledge in the investment in long term projects

UM01DBBI24 -COMPUTER ORGANIZATION

CO1   Understand Introduction To Number System, Binary Octal, Decimal,Hexadecimal, Conversions,Binary,Octal,Hexadecimal,Binary,Arithmetic:Addition,Subtraction,Character Codes – Ascii, Ebcdic,Bcd, Representation Of Numbers: (Integer)- Signed Magnitude Method, 1's Complement Method, 2's Complement Method, Excess Notation Method, Representation Of Numbers : (Float)- Single Precision, Double Precision Method,Error Detection And Correction Code: Parity Bit Method,Hamming Code.

CO2   Study Data Path Of A Typical VonNeumann Machine, Functioning Of A Processor Of Hypothetical Computer,Parallel, Instruction Execution, Categories Of Parallel Machines, Array Processors, Multifunctional Units, Pipeline Machines, Multiprocessors, Immediate Addressing, Direct Addressing, Indirect Addressing, Register Addressing, Stack Addressing, Indexing

CO3   Helpful to understand the overview Of I/O Devices:Hard Disk, Floppy Disk, Cd-Rom (Introduction, Advantages, Disadvantages), Introduction To Ram, Rom, Prom, Eeprom, Printers (Line, Dot Matrix, Inkjet, Laser), Vdu, Mouse, Keyboard, Scanners, Plotters, Ocr (Micr, Barcode Reader)

CO4   Sap-I Architecture, Instruction Set: Lda, Add, Sub, Out, Hlt, Programming Sap-I, Fetch The students can understand the Cycle, Execution Cycle, Machine And Instruction Cycle, Sap-I Micro Programme, Microprogramming.

UM01SBBI21 - ENVIRONMENTAL STUDIES

CO1   Understand key concepts from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.

CO2   Appreciate concepts and methods from ecological and physical sciences and their application in environmental problem solving.

CO3   Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.

CO4   Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM (SEMESTER-II)

UM02ABBI21 COMMUNICATION SKILLS – II
CO1 Students gained knowledge in the effective communication and to draft the layout for a business letter

CO2 Learnt to draft the various business letters

CO3 Gained knowledge in corresponding towards bank, insurance, agency, Shareholders and Directors.

CO4 Learnt to prepare a report, minutes and memorandum of a meeting

CO5 Knowledge gained on the latest technology

UM02SBBI21 CLIMATE CHANGE AND SUSTAINBLE DEVELOPMENT
CO1 Recognize the Causes and Effects of Air Pollution, Water Pollution, Soil Pollution, Marine Pollution & Noise Pollution, Role of an individual in Prevention of Pollution Disaster Management: Floods, Earthquakes, Cyclones & Landslides(Causes)

CO2 Distinguish From Unsustainable to Sustainable Development , Understand Urban Problems Related to Energy, Water Conservation, Rainwater Harvesting , Watershed Management - Resettlement & Rehabilitation of People : Its Problems & Concerns

CO3 Understand Climate Change, Global Warming, Acid Rain, Ozone Layer Depletion, Nuclear Accidents & Nuclear Holocaust , The Environment Protection Act , Issues involved in Enforcement of Environmental Legislation , Public Awareness

CO4 Enriches the information and knowledge regarding Population Growth, Population Explosion , Environment & Human Health, Role of Information Technology in Environment & Human Health , Visit to a local area to Document Environmental Assets as per Guidelines.

UM02DBBI21 PRACTICES OF MANAGEMENT
CO1 Acquire knowledge regarding principles of management

CO2 Develops understanding about the structure of organization

CO3 Examine the conditions of modern techniques in management.

CO4   Emphasizes the importance of delegation of authority and responsibility.

CO5   Get a detailed idea relating to schools of management thought

UM02DBBI23 INNOVATION MANAGEMENT

CO1   Understand the Concept CO6 - Understand the Development of an Innovation Strategy

CO2   Understand the Difference between Marketing and Branding

CO3   Understand Consumer Activism and Understand Brand Positioning

CO4   Understand the Innovation Process

CO5   Understand Innovation, User-driven innovation and co-creation , the Different types of innovation, Creativity and Creative Thinking, Emotional Intelligence and Creativity and Creativity Strategies.

UM02CBBI21 CORPORATE ACCOUNTING – I

CO1   Give a comprehensive knowledge on accounts for shares on issue, redemption, underwriting, buy back etc.

CO2   Enable the students to deal with accounts relating to amalgamation, internal reconstruction, liquidation of companies etc

UM02CBBI21 MACRO ECONOMICS

CO1   Gave an outline of Public Economics

CO2   International trade basics were covered.

CO3   Money and banking concepts were introduced

CO4   National income, Indian Economic issues

CO5   Understanding the applicability of Macro Economics with special reference Keynes Theory

UM02CBBI24 PROGRAMMING USING C LANGUAGE

CO1   Students will understand the basics of ‗C' Programming language, like history of ‗C', development of ‗C', syntax of ‗C'. They will also learn about the strength of 'C'

CO2   Students will learn about decision making and branching statements. They also learn about how to use different looping, and branching statements in different situation

CO3   Students will learn about the usage of system functions. They also learn about how to create user functions as per the requirement of user to solve a specific problem.

CO4   Students will understand array, pointer, and string concepts. How they are created and used. They will be comfortable in Programming fundamentals like algorithms and flowcharts

UM02DBBI25 COMUTER NETWOKS

CO1   Students will learn Study the basic taxonomy and terminology of the computer

networking and enumerate the layers

CO2   Acquire knowledge of Application layer and Presentation layer paradigms and protocols

CO3   Study Session layer design issues, Transport layer services, and protocols

CO4   Read the fundamentals and basics of Physical layer, and will apply them in real time application

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM (SEMESTER-III)

UM03EBBI04 MARKETING MANAGEMENT – I

CO1   The course gives a brief understanding marketing concepts and their application to profit oriented and non-profit oriented organizations.

CO2   This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development.

CO3   It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM03EBBI05   FINANCIAL MANAGEMENT AND SERVICES – I

CO1   Familiarising students with the basic objectives of Financial management.

CO2   Proper understanding of profit maximization and wealth maximization concepts

CO3   Application of time value of money in financial management.

CO4   Identifies the sources of finance.

CO5   Introducing the concept of cost of capital and its application in business

UM03EBBI03 HUMAN RESOURCE MANAGEMENT – I

CO1   Develop effective HR systems and implement business plans and talent management.

CO2   Contribute to business strategy based on human capital and business capabilities.

CO3   Synthesize information regarding the effectiveness of recruiting methods and the validity of selection procedures, and make appropriate staffing decisions.

CO4   Design a training program using a useful framework for evaluating training needs, designing a training program, and evaluating training results.

CO5   Interpret salary survey data and design a pay structure with appropriate pay grades and pay ranges.

UM03CBBI08 CORPORATE ACCOUNTING - II

CO1   Understand accounting methods and techniques used for decision making.

CO2   Provides appropriate knowledge for making comparative statements, trend analysis and common size statements.

CO3   Creating an awareness regarding the calculation of various ratios

CO4   Making them to prepare cash flow and fund flow statements.

CO5   Provides appropriate knowledge for making comparative statements, trend analysis and common size statements.

UM03EBBI02 INDUSTRYEXPOSURE

CO1   Understand Organization and Organizational Structure.

CO2   Understand manufacturing processes.

CO3   Understand the working of: Finance & accounts department,

CO4   Understand HRM & Industrial relations

CO5   Understand Contribution of unit towards economic and industrial development.

UM03CBBI07 ECONOMIC ANALYSIS- I

CO1   The course gives an understanding of consumer's economic activities.

CO2   It describes the concept of utility function and the Relationship between consumers Income and spending

CO3   The course also helps in understanding the law of demand, law of supply.

CO4   The course gives a basic understanding of production function, and the cost involved in decision making.

CO5   The course also talks about the macroeconomic variables involved in business decision.

UM03CBBI09 FUNDAMENTALSOF WEB DESIGNING

CO1   The course would give student the knowledge of internet and WWW.Students will be able to know how to work on different internet tools like E-mail, FTP, and Gopher

CO2   Students understand the concept of designing and hosting web site. They get idea of security issue while designing web site

CO3   Students would know about Web Development by using HTML. They get capable of using HTML tag for web designing

CO4   They will understand the concept of using various web designing Languages like HTML, DHTML,JSSS .They will be able to develop a effective web site using various attributes and layout techniques

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM (SEMESTER-IV)

UM04EBBI06 MARKETING MANGEMENT-II

CO1   The course gives a brief understanding marketing concepts and their application to profit oriented and non-profit oriented

CO2   . CO2 - This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development.

CO3   organizationsCO3 - It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM04EBBI07 FINANCIAL MANAGEMENT AND SERVICES -II

CO1   The course gives a brief understanding marketing concepts and their application to profitoriented and non-profit oriented organizations

CO2   This course provides an introduction to all aspects of marketing, including strategic marketing planning, marketing research, product planning and development

CO3   It provides an understanding of the competitor's strategies, Characteristics and Classification of products etc.

UM04EBBI05 HUMAN RESOURCE MANAGEMENT-II

CO1   Familiarize the students with the human resource management processes

CO2   Sensitize them to the training process and techniques

CO3   Provide appropriate knowledge and skills required for selecting, developing and managing human resources.

CO4   Create awareness regarding the different motivational techniques.

CO5   Identify the different styles of leadership.

UM04CBBI08 COST ACCOUNTING

CO1   Understand the concept of Cost Accounting

CO2   Distinguish between Cost Accounting and Financial Accounting and also identify the methods and techniques of Cost Accounting.

CO3   Recognise the importance of material cost and the procedures laid down in the purchase of materials.

CO4   Identify the importance of controlling labour cost and distinguish the different methods that ulilise for labour cost control

CO5   Distinguish the classification of Overheads.

UM04CBBI07 ECONOMICS ANALYSIS-II

CO1   Identify the meaning of decision, types of decisions and principles of decisions.

CO2   Understand how the economic theories are applied for making business decision making.

CO3   Identify the demand analysis, various laws of demand & elasticity of demand

CO4   Recognize the importance of demand in decision making.

CO5   Describe the term Demand forecasting and how it is useful for decision making especially for determining the price of new products.

CO6   Understand the production analysis and the various laws of production

CO7   Recognize the importance production function in decision making.

UM04EBB103 CORPORATE SOCIAL RESPONSIBILITY

CO1   Understand the responsibilities towards society

CO2   Understand the importance of the society and its existence

CO3   Understand the relationship between government, society and business

UM04FBBI02 SYSTEM ANALYSIS AND DESIGN

CO1   Students will understand the concept of system development life cycle and familiar with the system planning and initial investigation

CO2   This course would empower the student to learn the concept of structured analysis and their tools. They will understand the feasibility and cost benefits of system analysis.

CO3   Students will illustrate Design Methodologies. Students will be able to construct input, output and form design for the system layout.

CO4   Students will acquire knowledge of System testing to rectify the errors in the system. They will evaluate the system their maintenance and also able to prepare the efficient documentation of the system.

UM04CBBI09 FRONT END PROGRAMMING

CO1   Create code quickly and efficiently

CO2   Understand and apply computer science concepts

CO3   Speak effectively about technology in interviews and while networking

CO4   Utilize the technical and functional aspects of each lesson topic

UM04EBBI10 INTERNET TECHNOLOGIES

CO1   The students will learn the basic principles of WWW sites planning and creation

CO2   The students will learn the basics of sites creation using language HTML

CO3   The students will learn Server-side programming

CO4   The students will learn Languages for description and data representation

BACHELOR OF BUSINESS ADMINISTRATION
(Information Technology Management)
BBA-ITM (SEMESTER-V)

UM05CBBI04 BUSINESS TAXATION – I

CO1   Understand the terms like Person, Assessee, Assessment Year, Previous Year, Income, Gross Total Income, Total Income, Agriculture Income Residential status and incidence of tax of Individual assessee Fully exempted incomes for individual assesse

CO2   Acquire knowledge regarding Assessment Procedure & Filling of Return Types of Assessment, Tax Deducted at Source (TDS), Advance Payment of Tax Return of Income, Time for filling Return, Types of Income Tax Return, Permanent Account Number (PAN)

CO3   Understand Income from Salaries (Examples only) Simple Examples based on allowances, perquisites, Bonus, Commission, Provident Fund and deductions available from salary income.

CO4   Gain the perceptive of Income from House Property (Examples only) Simple Examples covering Self-occupied, Let-out, Deemed to be Let out, Partly & Proportionate Let-out propert

UM05EBBI10 ADVANCED MARKETING MANAGEMENT – I

CO1   Familiarize with Marketing Information, need, MKIS-concept, elements & components; Marketing Research-nature, features, scope, uses & limitations; Marketing Research process; Research designs

CO2   Understand Primary & secondary data-sources,advantages& disadvantages; Questionnaire construction(process); Scaling & measurement; Sampling design & sample size decisions.

CO3   Understand Hypothesis testing procedure; Non-parametric statistics -Chi square goodness of fit test, Chi square contingency table, McNemar test, Median test, Mann Whitney U test, Signed ranked or Wilcoxon test: Parametric statistics -Z & t tests, ANOVA-ONE WAY & two way classification; Report writing-types of reports & Contents.

CO4   Identify the Importance of Customer database; Relationship Marketing: Brand Equity Measurement; Customer Satisfaction & its measurement; Internet Marketing & Marketing Research; TQM.

UM05EBBI09 ADVANCEDFINANCIAL MANAGEMENT – I

CO1   Understand Basic Bond Valuation Model , Bond Value Theorems, Yield to Maturity, Bond values with Semi-annual Interest

CO2   Understand Specific cost of Equity, retained earnings, preference share & debenture capital Weighted average cost of capital

CO3   Understand Potentiality of leasing as a means of financing (significance), Financial Evaluation from the lessee's point of view, Evaluation of lease as a financing Decision.

CO4   Understand Stages & Process of Venture Financing Methods of Venture Financing Disinvestment Mechanisms Development of Venture Capital in India Future of Venture Capital in India

UM05EBBI11 ADVANCEDHUMAN RESOURCE MANAGEMENT – I

CO1   Understand historical development, contributing disciplines, factors affecting Human behaviour at work, S-O-B-C model of human behaviour.

CO2   Understand determinants of personality. Freudian and Neo Freudian stages of personality development, Concept of learning, factors affecting learning, classical and operant conditioning theory, reinforcement principle.

CO3   Understand stages of group development, types of groups, group norms, cohesiveness, decision making techniques to improve group decision making.

CO4   Understand nature, influencing factors, planned change, change process, Resistance to change, overcoming resistance to change.

UM05EBBI12 ADVANCED EXPORT MANAGEMENT-I

CO1   Acquire the knowledge regarding the difference between Export Marketing & Domestic Marketing International Marketing Environment: Factors, Theory of Cost Comparative Advantage

CO2   Understand India's Current EXIM (Foreign Trade) Policy- 2004-09 Export Promotion Agencies: Export Promotion Councils, Commodity Board & FICCI Service Organisations: ITPO, FIEO, IIFT

CO3   Understand the need for Export Assistance Export Promotion Measures Deemed Exports, Star Export-Houses, Assistance for reducing Price Disadvantage, Assistance in area of marketing Special Economic Zones (SEZs)

CO4   Understand International Trade Promotion Agencies: WTO, IMF, UNCTAD Regional Economic Groups: EU, ASEAN, SAARC, NAFTA

UM05FBBI01 LEADERSHIP SKILLS FOR MANAGEMENT

CO1   The students will understand Definitions of leadership Need or Importance of Leadership, it's effectiveness Level of conceptualization for leadership

CO2   The students will understand Nature of participative leadership Guidelines for participative leadership Delegation: Concept, varieties, potential advantages, and

guidelines for delegating Empowerment: Concept, Consequences, and Facilitating conditions

CO3   The students will understand Leadership training programme Steps in designing effective training Special techniques of leadership training: Behavior role model, Case discussion and Business games and simulation

CO4   The students will understand Concept of ethical leadership, Leadership Theories: Charismatic, Trait, Behavioral and Situational Theories

UM05SBBI02 FUNDAMENTALS OF STRATEGIC MANAGEMENT

CO1   The students will be able to escribe the practical and integrative model of strategic management process that defines basic activities in strategic management

CO2   The students will be able to demonstrate the knowledge and abilities in formulating strategies and strategic plans

CO3   The students will be able to analyze the competitive situation and strategic dilemma in dealing with dynamic global business environment in terms of rapidly changing market trends and technological advancement

CO4   The students will be able to valuate challenges faced by managers in implementing and evaluating strategies based on the nature of business, industry, and cultural differences

UM05CBBI09 DATABASE MANAEMENT SYSTEM

CO1   Student will learn about basic concepts of database and comparison of file versus database system

CO2   Student will know about database architecture and mapping

CO3   Student will understand database security.

CO4   Student will know and learn about data warehouse and mining techniques

UM05EBBI13 MANAGEMENT INFORMATION SYSTEM

CO1   Understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision making.

CO2   Analyze and synthesize business information and systems to facilitate evaluation of strategic alternatives.

CO3   Effectively communicate strategic alternatives to facilitate decision making.

BACHELOR OF BUSINESS ADMINISTRATION
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BBA-ITM (SEMESTER-VI)

UM06CBBI05 ENTREPRENEURSHIP DEVELOPMENT
CO1 Understand Fundamentals of Entrepreneurship

CO2 Understand Entrepreneurial motivation

CO3 Understand Entrepreneurship Development

CO4 Understand Project Management

UM06CBBI01 OPERATION MANAGEMENT
CO1 Understand Operating System and operation management

CO2 Understand the concept and types of production process, Meaning and objectives of Plant layout, Factor affecting plant layout, Types of plant layout (Process, Product and Fix layout)

CO3 Learn Techniques of work study

CO4 Learn objectives, planning procedure, Routing, scheduling, dispatching and follow up, Production control

UM06CBBI04 BUSINESS TAXATION-II
CO1 Can solve examples of Profits and Gain from Business & Profession of Individual

CO2 Can solve examples of Income from Capital Gains

CO3 Can solve examples of Income from Other Sources & Computation of Total Income and Income from other sources

CO4 Understand Taxation of Companies

UM06EBBI10 ADVANCE MARKETING MANAGEMENT-II
CO1 Understand Integrated Marketing Communications

CO2 Understand Sales Force Management:

CO3 Understand Distribution Channels & Marketing Control

CO4 Understand Rural Marketing

UM05EBBI09 ADVANCEFINANANCIAL MANAGEMENT-II

CO1   Understand Capital Structure Guiding Principles of Capital Structure Decisions, Factors affecting the pattern of capital structure, Concept of optimum capital structure, Net Income Approah, Traditional Approach Modigliani & Miller Approach

CO2   Understand Forms of Dividend payment Significance of Dividend policy in Financial Decision Variables influencing Dividend Decision Walter's Model Gordon's Model Modigliani - Miller's Model

CO3   Understand Statistical techniques for risk analysis: Probability, Expected NPV, Standard deviation, Coefficient of variation, Probability Distribution approach

CO4   Understand Foreign Exchange Market Foreign Exchange Rates - Spot rate, Forward rate, Cross rate, Bid and Ask rate, Spread Determinant and select theories of exchange rates Foreign exchange risk and hedging

UM06EBBI11 ADVANCE HUMAN RESOURCE MANAGEMENT-II

CO1   Understand the significance of management in the micro and macro level organization.

CO2   Identify the managerial skills and leadership qualities for management.

CO3   Ability to locate, analyze, implement fusion and evaluate resources

CO4   Assess the concept and functions of management.

CO5   Provide an overview of philosophy, values, goals, standards, polices and strategies in management

CO6   Provide an overview of philosophy, values, goals, standards, polices and strategies in management

CO7   Understand the strategies for assimilating human resources.

UM06EBBI12 ADVANCEDEXPORT MANAGEMENT--II

CO1   Understand Export Product Planning

CO2   Understand Export Pricing

CO3   Understand Export Finance

CO4   Understand Export Procedure and Documentation

UM05CBBI06   SOCIAL ENTREPRENEURSHIP

CO1   Understand Evolution - Need - Major Functions - Difference between Social and Commercial entrepreneurs - Areas of social entrepreneurship

CO2   Understand Functions-Problems-Development of women entrepreneurship in

India - Role of women associations

CO3   Understand -Need-Problems-NGO & Rural entrepreneurship-Development of rural entrepreneurship in India

CO4   Understand Major challenges - Major opportunities - Role of government for growth of social entrepreneurship in country - Global trends in social entrepreneurship - Contribution of Successful Social entrepreneurs of India and abroad

UM06FBBI06 COMPREHENSIVE PROJECT

CO1   Enable the Students for In-Depth analysis of a topic relating to his/her area of Specialization, and develop and develop a comprehensive understanding on the same

UM06FBBI04 LEADERSHIP SKILLS FOR MANAGEMENT-II

CO1   Students will develop critical thinking skills

CO2   Students will gain knowledge of diverse cultures, cross-cultural communication, the dynamics of privilege and oppression, and the uses of power between groups

CO3   Students will develop and explore their own competence with regards to the dimensions of difference,

CO4   Students will learn to practice team leadership through active group participation

UM06CBBI08 DESKTOP APPLICATION DEVELOPMENT

CO1   To develop application using data and their Structures and operations

CO2   Will be able to represent the data in the real world

CO3   Study the basic taxonomy

UM06EBBI13 TRENDS IN IT

CO1   Students will understand the fundamental concepts of IT

CO2   Make students understand the concepts of protocols, network interfaces and design .Performance issues in local area networks and wide area networks, and familiar with wireless networking concepts and its applications.

Bachelor of Vocation (BVoc) (Banking and Financial Services)

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor Vocation in (Banking and financial Services) Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1   Ability to analyse and solve business problems using statistical techniques

PO2   Skill in practical applicability of Money Market transactions

PO3   Skills in effective business communication and management

PO4   Knowledge in statistical tools and techniques, banking principles and policies

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1   Skills in inculcating electronic transactions in conducting a business activity

PSO2   Skill in practical applicability of money market transactions

PSO3   Knowledge in undertaking banking market operations

PSO4   Ability to analyse and solve business problems using statistical techniques

Bachelor of Vocation (Banking and Financial Services) Semester: I

UB01CBVB01   RETAIL BANKING

CO1   Retail Banking- Role within bank operation Applicability of retail banking – Concepts & Distinction between Retail and corporate / Wholesale Banking

CO2   Customer Requirement Product Development Process Credit Scoring Important Retail Asset Products Credit and debit Cards Remittance Products

CO3   Delivery Channels in Retail Banking Delivery Models Customer Relationship Management in Retail Banking

CO4   Services Standards for Retail Banking Technology in Retail Banking Recovery Of Retail Loans Securitization Other Issues in Retail Banking

UB01FBVB02   MICRO ECONOMICS – I

CO1   Definitions of Economics (Adam Smith, Marshall, L. Robins) Nature and Scope of Economics, Importance of Economics Basic concepts of economics: Goods, Utility, Price and Value, Wealth & Welfare, Equilibrium, Factors of Production , Micro and Macro economics: Meaning, Definition, Differences

CO2   Meaning of demand, determinants of demand, law of demand, change in demand & Quantity demand Meaning of supply, determinants of supply, the law of supply, change in supply, equilibrium price & Changes in equilibrium Price

CO3   Introduction; Price Elasticity of Demand, Cross Elasticity of Demand , Income Elasticity of Demand Factor Affecting price Elasticity of Demand Importance of the Price Elasticity

CO4   Law of diminishing Marginal utility Law of Equi- Marginal utility Indifference Curve Analysis Revealed Preference Theory

UB01FBVB03   BUSINESS LAW – I

CO1   Nature and classification of contract General provision relating to ̄ Offer and Acceptance ̄ Consideration ⊓ Capacity of parties ̄ Free Consent

CO2   Legality of Object Void Agreement Contingent Contract Performance of

Contract

CO3   Discharges of Contract Remedies Quasi Contract

CO4   Indemnity and Guarantee Bailment & Pledge Agency

UB01CBVB02   MARKETING OF BANKING SERVICES

CO1   Gaps model of service Quality Consumer behavior in service Segmentation targeting and positioning of services in competitive markets

CO2   Communication mix for services Pricing and revenue management Distribution of banking services Retail banking services Convergence of financial services in banking sector

CO3   Demand management Planning of service environment Managing people for service advantage Impact of information technology on banking services

CO4   Customer relationship management Services quality productivity and customer perception Organizing for service leadership Financial and econo

UB01CBVB03   BUSINESS COMMUNICATION

CO1   Concepts, Definition & Attributes of Communication Objectives Of business communication Process of communication Importance of effective communication in business

CO2   Etiquettes for: Meeting Telephone/ Cell phone Conversation Etiquettes at work place(internal-superiors, peers &subordinates) Etiquettes with stakeholders (external-Suppliers & customers)

CO3   Verbal: Characteristics & importance of verbal communication Advantages & limitations of verbal communication Non Verbal: Kinesics, Proxemics, Chronemics, Paralanguage Advantages & Disadvantages of non verbal communication

CO4   Forms & Layout of business Letters of Enquiry , Complaints Reply and adjustments Sales Promotions letters Notice, agenda, Minutes of corporate meetings

UB01FBVB04   BANKING & FINANCIAL SERVICES – I

CO1 Structure of Indian Banking System Commercial Banks, Regional Rural Bank ,Cooperative Banks Distinction between commercial Banks & Cooperative Banks Characteristics of a good banking system

CO2 Nature and role of Financial system , Financial system and financial markets Financial system and economic development , Indian financial system-an overview

CO3 Organization Management and functions Credit creation and credit control Monetary policy

CO4 Legal Framework of Banker-Customer Relationship Bankers Disclosure , Termination Of Relationship Bankers Right of Lien and set-off Meaning and characteristics of Negotiable instrument-cheque ,Bills Of Exchange and promissory Note

UB01CBVB04 P C SOFTWARE – I

CO1 Word Processing & Word Processors, Examples of some popular word processing packages, Uses of word processor, Application of Word Processor, Creating, Editing, Formatting of Documents, File, Edit View menus, Header & Footer Option, Full Screen, Zoom, Font, Bullets, Border, paragraph, Change Case, Drop Cap options, Search and replacement of text, Pint Features, Mail Merge Facility, Auto Text, Spelling checker, Table creation, deletion, selection and formatting, Picture, word art & drawing toolbar facilities

CO2 Uses of spread sheet packages, Applications of spreadsheets, All Formatting categories for Cell, Formula and Function Concepts, In-Built Functions- Math & Tig Functions: SUMO, PRODUCT(), ABSO, FACT(), INTO(), SUMI(), POWER(), MOD(), ROUND(), ROUNDUP(), ROUNDDOWN(), TRUNC(), String Functions: LOWER(), UPPER(), PROPER(), LEN(), MID(), CHAR(), CODE(), SUBSTITUE(), EXACT(), FIND(), CONCATENATE(), REPT(), TRIM(), Statistical Functions: AVERAGE(), COUNT(), COUNTIF(), COUNTA(), MAX(), MIN(), Logical Functions: AND(), OR(), NOT(), IF()

CO3 Macro Facility, Graph-Plotting facilities (with formatting graph), Sort option, AutoFilter option, Advance Filter, Pivot Table & Chart facility. Creating Presentation, Formatting Slides, Slide Transition, Slide Animation, Inserting

Picture, sound, chart etc. Loop creation to run slides, drawing toolbar, Linking Files & Slides

CO4 Project work using unit I, II and III 25 %
Basic

UB01FBVB01   BUSINESS ORGANIZATION & MANAGEMENT – I

CO1 Concept of business Characteristics of business Classification of business activities Interrelation ship between industry ,commerce, trade, Functions of business

CO2 Sole proprietorship: Concept, characteristics, merits and demerits Partnership : Concept, characteristics, Types, advantages and disadvantages   Joints Stock Company :Concept, Features, types of companies, advantages and disadvantages   Cooperative society: Concept, characteristics, distinction between cooperative and company,

CO3 nature, purpose, functions ,managerial process Planning: Nature & purpose, objectives, strategies, polices and planning premises Organizing: Nature & Purpose of organization, Types of Organization :Line & Functional Organization

CO4 Directing : Meaning, characteristics & purpose Motivation: Meaning & significance, theories of motivation-Maslow& Herzberg theory Leadership: Meaning &nature, leadership styles Controlling: Meaning characteristics, importance & process

Bachelor of Vocation (Banking and Financial Services) Semester: II

UB02CBVB01 MARKETING COMMUNICATION
CO1 Meaning & Definition of advertising Features of advertising Advertising science arts or profession Key players in the advertising Industry Significance of advertising Criticism of Advertising

CO2 Elements of Marketing Mix Advertising and product Advertising and price Advertising and Place Advertising and Promotion

CO3 Newspaper , magazines and journals , Radio Advertising Television Advertising , Cinema Advertising , Direct Mail advertising , Internet , Yellow Pages , Product Placement

CO4 Social issues Ethical Issues Legal Issues

UB02CBVB06 CONSUMER BEHAVIOR & CRM
CO1 Introduction , Definition of CRM Element of CRM Importance of E CRM CRM market in India Technology application of CRM

CO2 Sales force Automation CRM development cycle CRM Implementation issues CRM Success Factors

CO3 Introduction , determinants of consumer Buying Behavior External influences on consumer Behavior Internal influences on consumer Behavior Hierarchy of needs

CO4 Nature of Situational influences Types of consumer decision Consumer decision Making process Consumer dissonance & Customer Loyalty

UB02CBVB07 STRESS MANAGEMENT
CO1 Meaning, Definition ,Characteristics of stress Main Areas of stress: Types of stress: Potential Sources of Stress: Environmental Factors: Organizational Factors: Individual Factors:

CO2 Individual Stress: Group Stressor : Organizational Stress : Extra Organizational Stressors: Effects of Stress:

CO3 Time, stress, and health: A universal challenge Managing time: Guidelines and techniques Social ties: A stress – resistance resource The challenge of

building and using social support

CO4   Constructive adjustment   Helping and wellness   Heroism and responsibility Looking ahead

UB02CBVB04   COMPUTER APPLICATION IN BUSINESS-II

CO1   What is HTML?   HTML Documents   Basic structure of an HTML document Creating an HTML document   Mark up Tags   Heading-Paragraph Line Breaks HTML Tags

CO2   Introduction to elements of HTML   Working with Text   Working with Lists, Tables and Frames   Working with Hyperlinks, Images and Multimedia Working with Forms and controls

CO3   Creating the Web Site Saving the site Working on the web site   Creating web site structure   Creating Titles for web pages   Themes-Publishing web sites.

CO4   Project work using unit I II and III

UB02FBVB01   BUSINESS ORGANIZATION & MANAGEMENT – II

CO1   Definition ,characteristics, Elements ,process, principles of decision making, characteristics of good & effective decision, Administrative problems in decision making,   types of decisions

CO2   Introduction, definitions Recruitment: meaning, sources of recruitment. Selection : meaning, need, importance, stages of selection procedure Training: meaning, needs, importance & types Development : Meaning, importance &Methods /Techniques of development

CO3   concept   characteristics Need and importance Principles or essential of effective coordination Techniques of coordination Types of coordination Problems in coordination

CO4   Introduction, meaning & definitions Factors responsible for realization of SR SR of business towards different groups Business   ethics: concept,   Ethics and Business   ethic   Needs of Business ethics Principles of Business ethics Factors affecting business ethics, Benefits of business ethics

UB02FBVB02   MICRO ECONOMICS-II

CO1   Accounting cost & economic cost, opportunity cost, fixed cost and variable cost, total cost, average cost, average fixed cost, average variable cost, marginal cost and inter relationships. long run average cost curve Revenue curves

CO2   Production and Production function -Firm., Law of variable proportion Iso-costs -properties of iso -quants The principle of Marginal Rate of Technical substitutions Producer's Equilibrium, Least cost input combination Return to scale

CO3   Introduction ; Meaning, Types, Concept of factor Productivity and cost Marginal Productivity Theory of Distribution Theory of Rent ,Wages & Profit

CO4   Perfect Competition Monopoly Monopolistic competition, Oligopoly

UB02FBVB03   BUSINESS LAW-II

CO1   Nature of contract of sale Conditions and Warranties Transfer of property in goods Performance of contract of sale unpaid services

CO2   Definitions and characteristics of Negotiable Instruments Types of Negotiable Instruments Features and difference: Promissory notes, bills of exchanged, cheques

CO3   Crossing of cheques Types of Crossing Negotiation Dishonored

CO4   Salient features and objectives of Act Definition, Consumer, Complain, Complainants, Grievances Redressal Machinary

UB02CBVB10   BANKING & FINANCIAL SERVICES-II

CO1   Meaning and Importance of Development Banks Introduction and functions of following banks : HDFC, ICICI, IDBI,IRBI Agriculture development bank NABARD

CO2   Meaning & Definition of Commercial Banks Bank nationalization and its objectives Recent trends of Indian Commercial Banks Public sector, private sector banks Different types of account –Current, saving, Fixed deposits, NRI

CO3   Money and capital markets, Money markets –meaning, constituents, Functions of money market , money market instruments – call money, Treasury bills, certificates of deposits, commercial bills, trade bills , Recent trends in Indian

money markets Capital markets – primary and secondary markets

CO4   Meaning and Benefits of E Banking Innovations In banking due to technology Automated Teller Machines, Tele banking, Internet Banking, Mobile Banking, Electronic Funds Transfer, ECS Advantages Of ECS Risk Management of E-Banking

Bachelor of Vocation (Banking and Financial Services) Semester: III

UB03CBVB01   FINANCIAL MARKETS – I

CO1   Functions of the financial system Classification of Financial Assets Financial intermediaries Financial instruments Development of Financial in India Limitations of Indian Financial System

CO2   Introduction, Concepts Steps involved in leasing transaction Types of lease Factors Affecting lease decision Advantageous & Disadvantageous of Lease Problems of Leasing Leasing in India

CO3   Meaning, Concept, scope   Types of Mutual funds, Importance of Mutual Funds Organization of Mutual Fund, facilities available to Investors Selection of Mutual Funds Merits & Demerits of Mutual funds Mutual funds in India

CO4   Meaning and definition Kinds of Financial Derivates, Features of Financial Derivates Forward v/s Futures Contract   Importance of Derivates Advantageous of forward, future and option derivates Indian Scenario

UB03CBVB02   SOFT SKILLS FOR BUSINESS

CO1   Meaning, importance, objectives of communication Process of communication, Types, Nonverbal communication-Body language, gestures, postures, Facial expression, Dress code. The cross cultural Dimensions of business communication Listening & speaking. Eliciting Response, Business and social etiquette

CO2   Importance, principles of effective speaking & presentations Speech for introduction of a speaker Speech for vote of thanks Occasional speech Use of technology

CO3   Importance Art of conducting and giving interviews Placement interviews Discipline interview

CO4   Importance Participating and conducting group discussions Brain storming, e-meeting Preparing Agenda and minutes of the meeting

PRACTICAL   Skill development Draft your bio data Prepare your career plan

UB03CBVB03   CORPORATE ACCOUNTING – I

CO1   Types of Shares And Share Capital Shares Issued at par ,at discount and at premium Oversubscription Calls in arrears, Calls in Advance Examples on issued and allotment of shares

CO2   Redemption of Preference shares: Procedure Provision of Companies Act. Accounting entries, Balance Sheet after redemption of Preference Shares. Examples of redemption of Preference shares

CO3   Examples based on Accounting entries of issue and redemption of debenture Writing of debenture discount Redemption of Debentures (Including purchase of own debenture and conversion of debenture into shares) Debenture Redemption Fund Method.

CO4   Accounting Ratio Theory Classification of Accounting Ratio Advantages & Limitations of Accounting Ratio Computation and interpretation of the following ratios (Based on Balance Sheet of Two Years) 1) Gross Profit 2) Net Profit ratio 3) Stock turnover ratio 4) Operating ratio 5) Current ratio 6) Liquid ratio 7) Debtors ratio

UB03CBVB04   TALLY 9.2

CO1   What is accounting- Type of accounting- Classification of Income & Expenditures -Rules for Debit and Credit- Type of vouchers- Transaction of business -Journal Entry- Adjustments- Final Accounts

CO2   Create Company-Creates Groups-Create Ledgers-Voucher Entries for all kinds of Transaction-Display Reports and all features of software. (Practical training in detail for all features

CO3   Inventory Management: Need and Importance of Inventory Management, Vouchers for Inventory transactions, Creating Groups, Categories, Unit of Measures, Go down and Stock Items, Transaction of inventory of a business, Display and reporting of Inventory statements- Accounting and inventory reports in tally. (Practical training in detail for all features)

CO4   Practical Training and Assignments

UB03FBVB01   HUMAN RESOURCE MANAGEMENT – I

CO1   Concept of Human Resource Management Characteristics of Human Resource Management Objectives of Human Resource Management Importance of Human Resource Management Scope of Human Resource Management Functions of Human Resource Management Evolution of the concept of Human Resource Management

CO2   Concept of Human Resource Planning Objectives of Human Resource Planning Need & Importance of Human Resource Planning Process of Human Resource Planning Problems in Human Resource Planning Job Design: Concept of Job Description & Job Specification Job Description v/s Job Specification Concept & methods of Job Design

CO3   Meaning & Definition of Human Resource Planning Objects of Human Resource Planning Need and importance of Human Resource planning Process of Human Resource planning   ⁻ Career Planning and Development Meaning of Career Planning Objectives of Career Planning Process of Career Planning Advantages and Limitation of Career Planning

CO4   Concept of Human Resource Development Difference between HRM & HRD Need and Significance of HRD Principles of HRD Employee Counselling Six Sigma

UB03FBVB02   ENVIRONMENT STUDIES – I

CO1   Renewable and Non Renewable Resources, Equitable use of resources for sustainable lifestyles

CO2   Forest Resources, Water Resources, Mineral Resources, Energy Resources, Land Resources. Role of Individual in conservation of Natural Resources Case Study on various resources

CO3   Concept, Structure, Function. Types, Characteristics, Threats of following ecosystems Forest, Grassland, Desert and Aquatic Ecosystems Role of Individuals in sustaining the above types of Ecosystems

CO4   Introduction, Types – Genetic, Species, Ecosystem Biodiversity at Global National and Local Levels India as a mega diversity nation Threats & conservation of Biodiversity.

UB03FBVB03   BANKING LAWS AND PRACTICE

CO1   Provision of RBI act 1935, Banking Regulation Act 1949, Prevention of Money Laundering Act,2002 Government and RBI's Power opening new banks Amalgamation and Mergers power of control advances Corporate governance

CO2   Case laws on responsibility of paying and collecting banker indemnities of Guarantees Obligation of banker, law relating to Securities Valuation of securities, special features of Recovery of Debts Due to banks and financial institutions Act,2013

CO3   The legal relationship between banker and customer Unincorporated bodies Financial advice, letters of introduction and other services Rendered by banks Special features of the relationship between banker and customer The mutual rights and duties, Power to combine Different accounts

CO4   Introduction, IT applications in banking , computer based information systems for banking Electronic fund management, Electronic commerce and banking Customer relationship management

UB03FBVB04   BANKING AND FINANCIAL SERVICE – III

CO1   Definition, Characteristics, Types, Classifications, Special Parties, Negotiation Vs. Assignment

CO2   Meaning, Scope, Importance, New Financial Products And Services, Innovative Financial Instruments, Present Senario

CO3   Origin, Functions, SBI & Agriculture Finance, SBI & MSME/SSI, SBI & Cooperative Sector, Export business, SBI & Housing Finance, SBI & Life Insurance,

CO4   Concept, Features, Scope, Importance, The Indian Scenario, Nitin Desai Committee's Recommendations

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor Vocation in (Export - Import Management) Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1 Pursuing opportunities in International development of firms in various positions

PO2 Critically evaluate a the export import situation to identify opportunities and constraints

PO3 Develop cross-functional business processes to effectively utilize financial, human and capital resources to improve productivity, quality and customer satisfaction in a socially and ethically responsible way at the cross borders level

PO4 Demonstrate essential employability skills including teamwork, creative thinking, communication and reasoning skills, and an ability to apply these skills in domestic as well as global contexts

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1 Apply risk management techniques to specific

PSO2 Develop cross-functional business processes to effectively utilize financial, human and capital resources to improve productivity, quality and customer satisfaction in a socially and ethically responsible way

PSO3 Develop policies and practices that are aligned with organizational goals & objectives in both domestic and global settings

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: I

UB01FBVB01   BUSINESS ORGANIZATION & MANAGEMENT – I

CO1   The students will learn how to apply conceptual learning skills in today's business environment and understand Behaviour Dynamics

CO2   This course will help the students in gaining knowledge about motivating employees by providing financial and nonfinancial incentives

CO3   Helps in evaluating the organizational decisions with consideration of the political, legal and ethical aspects of business and understand Group Behaviour

CO4   The students will understand the strengths, weaknesses, opportunities and threats of the business environment.

UB01FBVB02   MICRO ECONOMICS – I

CO1   Definitions of Economics (Adam Smith, Marshall, L. Robins) Nature and Scope of Economics, Importance of Economics Basic concepts of economics: Goods, Utility, Price and Value, Wealth & Welfare, Equilibrium, Factors of Production , Micro and Macro economics: Meaning, Definition, Differences

CO2   Meaning of demand, determinants of demand, law of demand, change in demand & Quantity demand Meaning of supply, determinants of supply, the law of supply, change in supply, equilibrium price & Changes in equilibrium Price

CO3   Introduction; Price Elasticity of Demand, Cross Elasticity of Demand , Income Elasticity of Demand Factor Affecting price Elasticity of Demand Importance of the Price Elasticity

CO4   Law of diminishing Marginal utility Law of Equi- Marginal utility Indifference Curve Analysis Revealed Preference Theory

UB01FBVB03   BUSINESS LAW – I

CO1   Nature and classification of contract General provision relating to ‾ Offer and Acceptance ‾ Consideration ⊓ Capacity of parties ‾ Free Consent

CO2   Legality of Object Void Agreement Contingent Contract Performance of

Contract

CO3   Discharges of Contract Remedies Quasi Contract

CO4   Indemnity and Guarantee Bailment & Pledge Agency

UB01FBVE04 BUSINESS COMMUNICATION

CO1   Concepts, Definition & Attributes of Communication Objectives Of business communication Process of communication Importance of effective communication in business

CO2   Etiquettes for: Meeting Telephone/ Cell phone Conversation Etiquettes at work place(internal-superiors, peers &subordinates) Etiquettes with stakeholders (external-Suppliers & customers)

CO3   Verbal: Characteristics & importance of verbal communication Advantages & limitations of verbal communication Non Verbal: Kinesics, Proxemics, Chronemics, Paralanguage Advantages & Disadvantages of non verbal communication

CO4   Forms & Layout of business Letters of Enquiry , Complaints Reply and adjustments Sales Promotions letters Notice, agenda, Minutes of corporate meetings

UB01CBVE01   EXPORT & IMPORT MANAGEMENT – I

CO1   Understand Global trade and its growth and relevance for India

CO2   Understand Indian Foreign Trade Policy

CO3   Understand the Exchange rate policy in India

CO4   Understanding the concept of Developing Countries and its position in the global trade

UB01CBVE02   MARKETING MANAGEMENT

CO1   Create interest and knowledge among learners about new trends in Marketing

CO2   Identify consumer behaviour and consumption patterns

CO3   Analyze the concepts – Target market, Target marketing and Market targeting

CO4   Consumer Behaviour: Factors Affecting Consumer behavior and Process and Market Segmentation

UB01CBVE03   INFORMATION TECHNOLOGY

CO1   Understand the basics Management Information System:

CO2   Understand E-Business & E- Commerce

CO3   Understand Business models of E- Commerce:

CO4   Understand Electronic Payment system

UB01CBVE04   PC SOFTWARE – I

CO1   The course provides basic knowledge of computers, Word Processing Tool, its installation, the fundamental hardware components and the role of each of these components that helps in future aspects

CO2   : Students get the theoretical knowledge of use of various functions, formulas that can be further implemented to make their documents more readable. Charts, pivot tables etc features can be incorporated through MS-EXCEL and Spreadsheet Tool

CO3   Ability to present their data in form of slides that helps students in job point of view. MS Access, provides ability to maintain the database that helps students in various courses like Advance Spreadsheet Facilities & Presentation Tool

CO4   Project work using unit I, II and III

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: II

UB02FBVE01   BUSINESS ORGANIZATION & MANAGEMENT – II

CO1   Definition ,characteristics, Elements ,process, principles of decision making, characteristics of good & effective decision, Administrative problems in decision making, types of decisions

CO2   Introduction, definitions Recruitment: meaning, sources of recruitment. Selection : meaning, need, importance, stages of selection procedure Training: meaning, needs, importance & types Development : Meaning, importance &Methods /Techniques of development

CO3   concept characteristics Need and importance Principles or essential of effective coordination Techniques of coordination Types of coordination Problems in coordination

CO4   Introduction, meaning & definitions Factors responsible for realization of SR SR of business towards different groups Business ethics: concept, Ethics and Business ethics Needs of Business ethics Principles of Business ethics Factors affecting business ethics, Benefits of business ethics

UB02FBVE02   MICRO ECONOMICS – II

CO1   Understand the Cost And Revenue Analysis:

CO2   Understand the Production Function

CO3   Understand the Theories of Distribution:

CO4   Understand the Pricing Under Different Market Conditions:

UB02FBVE03   BUSINESS LAW – II

CO1   Understand the Indian Contract Act, 1872

CO2   Understand Breach of contract

CO3   Understand the The Limited Liability Partnership Act, 2008

CO4   Understand the The information Technology Act, 2000

UB02FBVE04 BUSINESS COMMUNICATION – II

CO1 Understand the Basic Principles of Writing

CO2 Understand the Fundamentals of Effectively Persuading

CO3 Understand Poetry

CO4 Understand the Big Idea

UB02CBVE01 EXPORT & IMPORT MANAGEMENT – II

CO1 Have a thorough understanding of Indian Economy

CO2 Understand Planning and Economic development

CO3 Enumerate and gain an understanding on Indian Industries

CO4 Understand Foreign Trade

UB02CBVE02 BASICS OF EXPORT IMPORT

CO1 Understand the Procedure of Registration of Firms PAN No. IE No. EPC, Central Excise Etc.

CO2 Get familiarized with Export & Exporters

CO3 Understand Benefits of Duty Drawback Advance Authorization Scheme Duty Free Import Authorization Export Promotion Capital Goods

CO4 IUnderstand mport and Procurement Planning Identification Selection of Suppliers Terms of Payment

UB02CBVE03 INTERNATIONAL MARKETING

CO1 Study International Marketing: concept, Scope challenges opportunities Domestics Vs Global Marketing

CO2 International Marketing Environment

CO3 International Marketing strategy decision

CO4 Managing the International Marketing Mix and International Product and Price Strategy

UB02CBVE04 COMPUTER APPLICATIONS IN BUSINESS – II

CO1 Understand HTML and HTML Documents Basic structure of an HTML document Creating an HTML document Mark up Tags Heading-Paragraph Line Breaks HTML Tags.

CO2   Understand Elements of HTML

CO3   Introduction to Web Publishing or Hosting

CO4   Project work using unit I, II and III

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: III

UB03FBVBE01   HUMAN RESOURCE MANAGEMENT–I

CO1   Understand the Meaning - definitions, objectives and importance of HRM

CO2   Understand the Meaning of Training and Induction

CO3   Understand HRM Strategies

CO4   Understand promotion purposes and types

UB03FBVBE02   ENVIRONMENT STUDIES–I

CO1   Understand the Scope, Importance. Renewable and Non Renewable Resources, Equitable use of resources for sustainable lifestyles

CO2   Understand Forest Resources, Water Resources, Mineral Resources, Energy Resource and Land Resources

CO3   Understand Structure, Function. Types, Characteristics, Threats of following ecosystems Forest, Grassland, Desert and Aquatic Ecosystems Role of Individuals in sustaining the above types of Ecosystems

CO4   Understand Types – Genetic, Species, Ecosystem Biodiversity at Global National and Local Levels India as a mega diversity nation Threats & conservation of Biodiversity

UB03FBVBE03 SOFT SKILLS FOR BUSINESS

CO1   Understand the objectives of communication Process of communication, Types, Nonverbal communication-Body language, gestures, postures, Facial expression, and Dress code. The cross cultural Dimensions of business communication

CO2   Understand Public speaking Importance, principles of effective speaking & presentations

CO3   Understand Interview Techniques

CO4   Understand Meeting Importance Participating and conducting group

discussions Brain storming, e-meeting Preparing Agenda and minutes of the meeting conservation of Biodiversity

CO5   Skill development on Draft your bio data Prepare your career plan

UB03FBVBE04 BANKING LAWS AND PRACTICE

CO1   Study Overview of banking Regulatory Framework Provision of RBI act 1935, Banking Regulation Act 1949, Prevention of Money Laundering Act,2002

CO2   Study Case laws on responsibility of paying and collecting banker indemnities of Guarantees Obligation of banker, law relating to Securities Valuation of securities, special features of Recovery of Debts Due to banks and financial institutions Act,2013

CO3   Understand the legal relationship between banker and customer , Unincorporated bodies, Financial advice, letters of introduction and other services Rendered by banks Special features of the relationship between banker and customer The mutual rights and duties, Power to combine Different accounts

CO4   Electronic banking & IT in Banks Introduction, IT applications in banking , computer based information systems for banking Electronic fund management, Electronic commerce and banking Customer relationship manaegement

UB03CBVBE01 EXPORT & IMPORT MANAGEMENT-III

CO1   Gain understanding on International Trade, Benefits, Advantages. Registration Formalities, Types of Exporters and Methods of entry into foreign market.

CO2   Learn the complete Documentation

CO3   Learn F.T.P.(Latest)

CO4   Understand the Processing of an Export Order

UB03CBVBE02 RISK MANAGEMENT IN IMPORT & EXPORT

CO1   Students learn identification; Assessment; Potential Risk Treatment; Risk Avoidance; Risk Reduction; Risk Retention; Risk Transfer; Creating a Risk Management Plan.

CO2   Understand Implementation; Review and Evaluation of the Plan; Area of Risk

Management; Enterprise Risk Management; Risk Management and Business Continuity; Opportunity or Challenges.

CO3   Gain an understanding of Export Promotion Organization; its Objectives; Importance of Institutional Infrastructure; Govt. Policy Making and Consultations; Indian Trade Promotion Organization (ITPO);

CO4   Have an analysis of Export Import Policy of India; its Meaning; General Objectives; Highlight and Implication of Export-Import Policy and Export-Import Policy. Current policy

UB03CBVBE03 EXPORT IMPORT PROMOTIONAL SCHEMES IN INDIA

CO1   Understand Pre-Requites for successful exporting

CO2   Understand Registration of exporters

CO3   Understand Procedure of Rebate

CO4   Understand Availing concessions and facilities

UB03CBVBE04 BASIC TALLY 9.2

CO1   Gain a clear understanding of accounting- Type of accounting- Classification of Income & Expenditures -Rules for Debit and Credit- Type of vouchersTransaction of business -Journal Entry- Adjustments- Final Accounts

CO2   Learn and Create Company-Creates Groups-Create Ledgers-Voucher Entries for all kinds of Transaction-Display Reports and all features of software. (Practical training in detail for all features)

CO3   Learn Inventory Management

CO4   Students would have Practical Training and Assignments

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: IV

UB04FBVE01 HUMAN RESOURCE MANAGEMENT- II

CO1   Understand Managing Performance and Compensation Performance Appraisal

CO2   Learn Maintaining and Retaining Human Resources

CO3   Learn Integrating Human Resources

CO4   Understand Occupational Health and Safety

UB04FBVE02 ENVIRONMENTAL STUDIES - II

CO1   Understand Environmental Pollution

CO2   Learn Social Issues and the Environment

CO3   Understand Human Population and the Environment

CO4   Learn Sustainable Development Sustainable

UB04FBVE03 PUBLIC RELATIONS & CORPORATE COMMUNICATION

CO1   Understand Attitude and emotional intelligence

CO2   Understand Vision, Goal setting & Time management

CO3   Understand Communication skills

CO4   Understand Career planning

UB04FBVE04 INSurANCE LAWS AND PRACTICES IV

CO1   Students would gain understanding regarding General Principles and Concepts of Insurance

CO2   Students would learn Life Insurance

CO3   Students gain knowledge of Fire Insurance

CO4   Gain understanding of General Insurance

UB04CBVE01 EXPORT & IMPORT MANAGEMENT-IV

CO1   Understand Concept of Import Export Management Key Feature Reduction in Document to five for Custom Purpose

CO2   Understand The Promise and Pitfall of Exporting Improving Export Performance Counter Trade

CO3   Understand Non Tariff Barriers; Government Participation in Trade; Quota; Advalorem Duty; Specific Duties and their Differences

CO4   Understand Import and Export Documentation: Introduction, Freight Forwarder's Powers of Attorney, Bill of Lading, Certificates of Origin, Letter of Credit.

UB04CBVE02 ORGANIZING EXPORT-IMPORT

CO1   Understand Export Promotion Organisations

CO2   Understand Indian Trade Promotion Organisation (ITPO). Indian Institute of Foreign Trade (11FT). Indian Institute of Packaging (lIP). Indian Counsel of Arbitration (ICA)

CO3   Understand Federation of Indian Export Organisation (FIEO). Marine Products Exports Development Authority (MPEDA). Export Processing Zones (EPZ). 100% Export Oriented Units (EOUs).

CO4   Understand Facilities for Units in EOUs, EPZs,EHTPs & STPs. M. Visvesvaraya Industrial Research & Development Center (MVIRDC). Chamber of Commerce (COC)

UB04CBVE03 PACKING & SHIPPING DOCUMENTATION

CO1   Understand Shipping containerization, packing and marketing for export. Mode of transport – Types of ship and shipping, booking of shipping space

CO2   Understand Shipment of goods and port procedure Shipment of goods and port procedure, Post-shipment formalities and procedures. Claiming Duty drawback and other benefits.

CO3   Understand Insurance Cargo insurance: Meaning need, principal policy, contents feature, types of cover, type of losses. Procedure for filling claim.

CO4   Understand Excise and customs clearance of export cargo Excise and customs clearance of export cargo, Custom clearance of import cargo. Pre-shipment inspection and quality control.

UB04CBVE04 OPERATION MANAGEMENT

CO1   Understand Fundamentals of Operations Management

CO2   Understand Production Process and Plant Layout

CO3   Understand Work Design

CO4   Understand Operation/Production Planning and Control

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: V

UB05FBVE01 ORGANIZATION BEHAVIOR-I

CO1   Understand Personality

CO2   Understand Attitudes

CO3   Understand Emotions and Moods

CO4   Understand Perception

UB05FBVE02 SELF-DEVELOPMENT SKILLS

CO1   Learn Interpersonal skills

CO2   Learn Attitude and emotional intelligence

CO3   Learn Vision, Goal setting & Time management

CO4   Learn Career planning

UB05FBVE03 ASPECTS OF COMPUTER

CO1   Components of a Computer System

CO2   Input & Output Devices

CO3   Storage Devices, Comparative advantages and disadvantages of using different backing storage media. Importance and need of backup

CO4   Storage Devices II, Difference between main/internal memory and backing storage: relative benefits of each in terms of speed and permanence. Data Types Data Types: logical/Boolean, alphanumerical/text, numeric (real and integer), date, File, record, field and key field.

UB05FBVE04 ENTREPRENEURSHIP DEVELOPMENT

CO1   Understand Emergence of entrepreneurial women entrepreneurs Socio-economic environment and the entrepreneur

CO2   Understand Joint Stock Company, Public company, Private Company,

Government company, Partnership firm, Hindu undivided family, Innovation and entrepreneurship, Entrepreneurial behaviour and motivation

CO3 Understand Entrepreneurial Development Programmes, Their relevance and achievements, Role of government in organising such programmes.

CO4 Understand the start-up process: Concept, Plan, Implementation, Initial Strategic Planning, Product and marketing scope

UB05CBVE01 EXPORT IMPORT MANAGEMENT-V

CO1 Understand Organizing for Export and Import Operations:

CO2 Understanding Exporting : Preliminary Considerations:

CO3 Understanding Isolated sales transactions: importance of written agreements, email or facsimile orders, the formations of sales agreements.

CO4 Understanding Ongoing sales transactions, Export distributor and Sales Agent Agreements, Foreign Corrupt Practices act Compliance and VOCCs and NVOCCs

UB05CBVE02 EXPORT IMPORT PROCESS AND DOCUMENTATION-I

CO1 Study Importing: Preliminary Considerations

CO2 Understand Importing: Purchase Documentation: Isolated Purchase Transactions, Ongoing Purchase transactions and Import Distributor and Sales Agent Agreements

CO3 Learn Importer security filing and the 10+2 Program, bills of lading, drafts for payment, Arrival Notice, Pick up and Delivery Order, entry/Immediate delivery,, GSP, ATPA, AGOA – Special Programme, NAFTA/ Other FTA Certificates of Origin and Specialized Products Import Entry Forms, examination and Detention, Liquidation Notice,

CO4 Understand Specialized Exporting and Importing:

UB05CBVE03 INFORMATION TECHNOLOGY I

CO1   Understand International Transport

CO2   Understand Packing and Marking for export:

CO3   Understand Customs Control:

CO4   Understand Import procedures and documents

UB05CBVS04 PROJECT - I

CO1   The students prepare a research project based on any topic related to industries and insurance sector

Bachelor of Vocation (IMPORT AND EXPORT MANAGEMENT) Semester: VI

UB05CBVE03 INFORMATION TECHNOLOGY I

CO1   Learn Group and Team Dynamics

CO2   Learn Interpersonal Behaviour

CO3   Learn Organizational Citizenship Behaviour

CO4   Learn Conflict & Transactional Analysis

UB06FBVE02 VIBRANT SKILLS FOR BUSINESS

CO1   Understand Problem solving

CO2   Understand Leadership Skill

CO3   Understand Decision Making

CO4   Study Learning Skill

UB06FBVE03 ADVANCE ASPECTS OF COMPUTER

CO1   Understand Computer Networks

CO2   Understand Advanced Computer Networks

CO3   Understand Introduction Multimedia and Internet

CO4   Understand Current Trends And Technologies:

UB06FBVE04 STRATEGIC MANAGEMENT

CO1   Understand Fundamentals of Strategy, Conceptual Evolution of Strategy, Scope and Importance of Strategies, Purpose of Business, Difference between Goals and Objectives of Business, Strategic Intent through Vision and Mission Statements, Core Competencies of Business

CO2   Understand Strategic Management, Need, scope, key features and importance of strategic management, Role of Strategists in Decision Making, strategists at various management levels, Types of Strategies, Limitations of Strategic Management

CO3   Understand Ethics and Values, Ethical Conduct and Unethical Conduct, Impact of Ethical Conduct, Corporate Social Responsibilities (CSR), Business

obligations, Social Audit and Corporate Governance

CO4   Understand Strategic Thinking, Organisational Culture and its Significance, Organisational Development and Change, Change Management, Models of Leadership Styles and its Roles, Strategic management in a new globalised economy:

UB06CBVE01 EXPORT IMPORT MANAGEMENT-VI

CO1   Help students understand Foreign Trade:

CO2   Make the students learn about International Environment And Trade Barriers

CO3   Students gain understanding on Foreign Trade Policy

CO4   Students learn Regulation For International Trade

UB06CBVE03 INTERNATIONAL TRADE-II

CO1   Understand Risk Management:

CO2   Understand Credit insurance

CO3   Understand Credit insurance

CO4   Understand New horizons- looking ahead

UB06CBVE04 PROJECT - II

CO1   The students prepare a research project based on any topic related to industries and insurance sector

Bachelor of Vocation (BVoc)
(INSURANCE AND FINANCIAL MARKETING)

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor Vocation in (Insurance and Financial Marketing) Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1   Ability to analyse and solve business problems using statistical techniques

PO2   Skill in practical applicability of capital market transactions

PO3   Skills in effective business communication and management

PO4   Knowledge in statistical tools and techniques, insurance principles and policies

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1   Skills in inculcating electronic transactions in conducting a business activity

PSO2   Skill in practical applicability of capital market transactions

PSO3   Knowledge in undertaking capital market operations

PSO4   Ability to analyse and solve business problems using statistical techniques

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: I

UB01CBVI01   INSURANCE AND FINANCIAL MARKETING - I

CO1   Understand Classification of Risk Methods of Holding Risk Management of Risk (Meaning, Features, Importance)

CO2   Understand Nature of insurance contract Functions Importance Benefits

CO3   Understand Importance Characteristics Types Double insurance

CO4   Understand Objectives Duties and power Role of IRDA

UB01CBVI02   INDIAN CAPITAL MARKET

CO1   Understand Financial Market in India , Characteristic Interlinked between Money Market and capital Market

CO2   Understand Money Market, Call Money Short Notice Money Discount and Finance House of India Term money Market Commercial Bills

CO3   Understand Government Securities Market Features Repos Market Significance of Market

CO4   Understand Capital Market New Issues Market Derivatives Markets

UB01CBVI03 PRACTICES OF GENERAL INSURANCE

CO1   Understand Structure, Classification, Salient features of Indian general insurance market Development of international insurance market Global relationship

CO2   Understand General insurance act 1972 GIC Structure in India Functions of GIC Progress of GIC

CO3   Understand Insurance contract & elements Components of an insurance policy Contents of insurance proposal form Claim forms

CO4   Understand Preliminary procedure Process of claim management Modes of settlement Recoveries Identifying claim

UB01CBVI04 PC SOFTWARE - I

CO1   Understand Word Processing Tool

CO2   Understand Spreadsheet Tool

CO3   Understand Advance Spreadsheet Facilities & Presentation Tool

CO4   Prepare Project work from unit I, II and III

UB01FBVI01 BUSINESS ORGANIZATION AND MANAGEMENT

CO1   Understand and learn Characteristics of business Classification of business activities Interrelation ship between industry, commerce, trade, Functions of business

CO2   Understand and learn Sole proprietorship: Concept, characteristics, merits and demerits Partnership : Concept, characteristics, Types, advantages and disadvantages Joints Stock Company: Concept, Features, types of companies, advantages and disadvantages Cooperative society: Concept, characteristics, distinction between cooperative and company

CO3   Understand and learn nature, purpose, functions, managerial process Planning: Nature & purpose, objectives, strategies, polices and planning premises Organizing: Nature & Purpose of organization, Types of Organization: Line & Functional Organization

CO4   Understand and learn Directing: Meaning, characteristics & purpose Motivation: Meaning & significance, theories of motivation- Maslow& Herzberg theory Leadership: Meaning & nature, leadership styles Controlling: Meaning characteristics, importance & process

UB01FBVI02 MICRO ECONOMICS - I

CO1   This course provides an opportunity to the students to study Nature and Scope of Economics, Importance of Economics Basic concepts of economics: Goods, Utility, Price and Value, Wealth & Welfare, Equilibrium, Factors of Production , Micro and Macro economics: Meaning, Definition, Differences

CO2   The students get a detailed knowledge determinants of demand, law of demand, change in demand & Quantity demand Meaning of supply, determinants of supply, the law of supply, change in supply, equilibrium price & Changes in equilibrium Price

CO3   Make students understand Price Elasticity of Demand, Cross Elasticity of Demand , Income Elasticity of Demand Factor Affecting price Elasticity of Demand Importance

of the Price Elasticity

CO4   They will be understanding the Law of diminishing Marginal utility Law of Equi-Marginal utility Indifference Curve Analysis Revealed Preference Theory

UB01FBVI03   BUSINESS LAW - I

CO1   The course explains Nature and classification of contract General provision relating to Offer and Acceptance, Consideration, Capacity of parties, Free Consent,

CO2   Students will learn about Indian Contract Act -1872 and its Nature and classification of contract General provision

CO3   Students are able to Indian Contract Act -1872 Legality of Object Void Agreement Contingent Contract Performance of Contact

CO4   The students acquire knowledge Specific Contracts Indemnity and Guarantee

UB01FBVI04   BUSINESS COMMUNICATION - I

CO1   The students are enabled to acquire knowledge Concepts, Definition & Attributes of Communication Objectives Of business communication Process of communication Importance of effective communication in business

CO2   The students will be stimulated enough to think and act over Etiquettes for: Meeting, Telephone/ Cell phone Conversation, Etiquettes at work place(internal-superiors, peers &subordinates) Etiquettes with stakeholders (external-Suppliers & customers)

CO3   It will help students to familiarize with Verbal & Non Verbal Communication

CO4   It will help them to have better understanding Forms & Layout of business Letter Letters of Enquiry, Complaints Reply and adjustments Sales Promotions letters

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: II

UB02CBVI01 INSURANCE AND FINANCIAL MARKETING - II

CO1   The students can learn and understand the Insurance Mechanism , Fundamental Principles of Insurance Importance of life & general insurance Growth of evolution of insurance business in India with specific reference to post liberalization

CO2   They are able to have the understanding of Sources of Risk Risk Identification "Insurance Policy" as a financial product

CO3   They will acquire knowledge about types of Organizations Procedure for setting up an insurance business

CO4   Make students understand Marketing insurance products including E-Marketing Actuarial Meaning & Definition Actuarial role

UB02CBVI02   PRACTICES OF LIFE INSURANCE

CO1   The course would enable the students to understand the Meaning Types Life insurance

CO2   They can understand significance and relevance of the knowledge about the Life Insurance corporation of India General Insurance corporation of India

CO3   Students will learn the Law relating to life insurance Definition & Meaning Difference between insurance and Assurance Features of life insurance

CO4   Students will learn about need Criticism of public sector insurance Ways of privatization Contribution

UB02CBVI03 SECURITIES MARKET

CO1   They can analyze Organization & Structure of Indian Securities Market Factors affecting Investments decision of an Indian Investor

CO2   They are able to have the description of Protection to retail investor Vanishing companies of nineties Pricing of IPO's & possible economic offences

CO3   Students will acquire knowledge about Overview Companies Act 2013
      Securities contracts Regulation Act 1956

CO4   The course would enable the Department of Company affairs Department of
      Economics affairs SEBI RBI

UB02CBVI04 COMPUTER APPLICATION IN BUSINESS -II

CO1   They will acquire knowledge about basic structure of an HTML document
      Creating an HTML document Mark up Tags Heading-Paragraph Line Breaks
      HTML Tags.

CO2   They are able to learn Working with Text Working with Lists, Tables and
      Frames Working with Hyperlinks, Images and Multimedia Working with
      Forms and controls

CO3   They will be able to create the Web Site Saving the site Working on the web
      site Creating web site structure Creating Titles for web pages Themes-
      Publishing web sites.

CO4   Students will prepare and learn practically from Project work under unit I, II
      and III

UB02FBVI01 BUSINESS ORGANIZATION AND MANAGEMENT - II

CO1   Students will learn about definition, characteristics, Elements, process,
      principles of decision making, characteristics of good & effective decision,
      Administrative problems in decision making, types of decisions

CO2   Understanding meaning, sources of recruitment. Selection : meaning, need,
      importance, stages of selection procedure Training: meaning, needs,
      importance & types Development: Meaning, importance & Methods
      /Techniques of development

CO3   Understanding characteristics Need and importance Principles or essential of
      effective coordination Techniques of coordination Types of coordination
      Problems in coordination

CO4   Students will understand the Factors responsible for realization of SR SR of
      business towards different groups Business ethics: concept, Ethics and
      Business ethics Needs of Business ethics Principles of Business ethics Factors
      affecting business ethics, Benefits of business ethics

UB02FBVI02 MICRO ECONOMICS - II

CO1 Developing the ability to explain Accounting cost & economic cost, opportunity cost, fixed cost and variable cost, total cost, average cost, average fixed cost, average variable cost, marginal cost and inter relationships. long run average cost curve Revenue curves

CO2 Understanding theories and principles in Production and Production function

CO3 Acquiring the necessary on Meaning, Types, Concept of factor Productivity and cost Marginal Productivity Theory of Distribution Theory of Rent, Wages & Profit

CO4 To make the students learn Pricing Under Different Market Conditions

UB02FBVI03 BUSINESS LAW - II

CO1 To enhance the further knowledge of students about Nature of contract of sale Conditions and Warranties Transfer of property in goods Performance of contract of sale unpaid services

CO2 It enables students to understand Definitions and characteristics of Negotiable Instruments Types of Negotiable Instruments Features and difference: Promissory notes, bills of exchanged, cheques

CO3 The students will be able to Crossing of cheques Types of Crossing Negotiation Dishonored

CO4 The students will acquire the knowledge about Salient features and objectives of Act Definition, Consumer, Complain, Complainants, Grievances Redressal Machinery

UB02FBVI04 BUSINESS COMMUNICATION - II

CO1 Students will be able to meaning, Importance & Objectives Principles of communication Techniques of effective communication Barriers of effective communication

CO2 The students will learn how to Written - Oral - Face-to-face - Silence Communication Skills, Merits and limitations of each type Cross cultural dimensions of business communication technology and communication Ethical

& legal issues in Business communication

CO3   The students will understand the need and functions of business letters Planning & layout of business letter Kinds of business letters - Essentials of effective correspondence

CO4   This course will help the students in gaining knowledge about effective oral communication Techniques of effective speech Media of oral communication (Face-to-face conversation - Teleconferences - Press Conference – Demonstration - Radio Recording - Dictaphone – Meetings - Rumor - Demonstration and Dramatisation - Public address system - Grapevine - Group Discussion - Oral report - Closed circuit TV).

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: III

UB03FBVI01 HUMAN RESOURCE MANAGEMENT- I

CO1   The present course will make Human Resource Management Characteristics of Human Resource Management Objectives of Human Resource Management Importance of Human Resource Management Scope of Human Resource Management Functions of Human Resource Management Evolution of the concept of Human Resource Management

CO2   This course will help students to understand Objectives of Human Resource Planning Need & Importance of Human Resource Planning Process of Human Resource Planning Problems in Human Resource Planning

CO3   Students will be able to Objectives of Career Planning Process of Career Planning Advantages and Limitation of Career Planning

CO4   After completing this course Difference between HRM & HRD Need and Significance of HRD Principles of HRD Employee Counselling Six Sigma

UB03FBVI02: ENVIRONMENT STUDIES–I

CO1   The students will come to know the scope, Importance. Renewable and Non Renewable Resources, Equitable use of resources for sustainable lifestyles

CO2   It endeavours the students to know about Forest Resources, Water Resources, Mineral Resources, Energy Resources, Land Resources. Role of Individual in conservation of Natural Resources Case Study on various resources

CO3   Students will get knowledge about Structure, Function. Types, Characteristics, Threats of following ecosystems Forest, Grassland, Desert and Aquatic Ecosystems Role of Individuals in sustaining the above types of Ecosystems

CO4   After completing this course, the students will be able to know about Types – Genetic, Species, Ecosystem Biodiversity at Global National and Local Levels India as a mega diversity nation Threats & conservation of Biodiversity

UB03FBVI03 SOFT SKILLS FOR BUSINESS

CO1   The course enables the learner understand the importance, objectives of communication Process of communication, Types, Nonverbal communication- Body language, gestures, postures, Facial expression, Dress code. The cross cultural Dimensions of business communication Listening & speaking. Eliciting Response, Business and social etiquette

CO2   The course assists the student in understanding the principles of effective speaking & presentations Speech for introduction of a speaker Speech for vote of thanks Occasional speech Use of technology

CO3   The course describes how to Participate and conduct group discussions Brain storming, e-meeting Preparing Agenda and minutes of the meeting

CO4   The course will help in drafting the bio data Prepare the career plan

UB03FBVI04 BANKING LAWS AND PRACTICES

CO1   Students will be able to understand the Provision of RBI act 1935, Banking Regulation Act 1949, Prevention of Money Laundering Act,2002 Government and RBI's Power opening new banks Amalgamation and Mergers power of control advances Corporate governance

CO2   It helps in understanding the Case laws on responsibility of paying and collecting banker indemnities of Guarantees Obligation of banker, law relating to Securities Valuation of securities, special features of Recovery of Debts Due to banks and financial institutions Act,2013

CO3   To provide information about The legal relationship between banker and customer Unincorporated bodies Financial advice, letters of introduction and other services Rendered by banks Special features of the relationship between banker and customer The mutual rights and duties, Power to combine Different accounts

CO4   Students will be able to understand about the IT applications in banking , computer based information systems for banking Electronic fund management, Electronic commerce and banking Customer relationship management

UB03CBVI01 INSURANCE & FINANCIAL MARKETING-III

CO1   The course enables the student to understand the meaning and facets, need, and IRDA's guidelines- both pre-sale and post-sale. Advisor's/Broker's role in servicing. Answering queries and complaints of customers.

CO2   The course will help in understanding the premium notice, premium collection and processing,, lapse intimation, revival, alterations, no forfeiture- surrender and paid up, loans, foreclosure,, issue of duplicate policy, and other services under the policy.

CO3   It helps in gaining the knowledge Maturity and death claims- documents required and the procedure to make a claim, processing of claims, early and fraudulent claims, supplementary benefit payments, and claimant's title. Settlement options. Claim concession. Repudiation of claims and grievance redressal.

CO4   After completing this course, the students will be able to understand meaning, and need. Salient features, and how much. Claim settlement- tackling inflated and fraudulent claims.

UB03CBVI02 GENERAL INSURANCE-I

CO1   The students will understand clearly the Motor Insurance the Motor Vehicles Act, 1988- chapter-I, IV, V, X, XI, and XII. Types of policy- comprehensive contents

CO2   It will provide knowledge about the Motor and Marine Insurance Motor-Add-on- benefits. Claim Settlement- own damage and third party liability- conciliation forums and out of court settlements. Drive towards safer roads. Marine Insurance- Contract

CO3   Students will learn t Marine Insurance types of policy, Commencement, duration, and termination of risk, Marine losses, expenses and liability Policy Form- the old and the new (MAR) with current set of clauses.

CO4   It helps the students to know about the Fire Insurance Contract- meaning and salient features, Standard Fire and Special Perils Policy- recital, coverage, exclusions, conditions, and add-on-covers. Special Polices-reinstatement, declaration, and floater. Theory of rating.

UB03CBVI03 FINANCIAL MARKETING-I

CO1 It enable student to understand the Insurance advisor profession- threats and problems. Buying motives for insurance- love and fear, Selling techniques-inside response and conditioned response. Selling points

CO2 The course contents will make the students understand the Meaning and importance. Insurance a distribution led product. Channels-In person-advisors and brokers, advisor's edge, Distance mode-meaning, form, benefits, and guidelines. Multi distribution strategy

CO3 This course will enable the students to learn the Stages-prospecting, meaning, importance and methods. Pre-approach- meaning and importance. Approach

CO4 It will provide the knowledge about the Large sales force-merits and demerits. Management- meaning, importance and role the sales manager. Process-planning, organising, direction- rewards and motivation, and control. Setting sales targets, Management information system

UB03CBVI04 BASIC TALLY 9.2

CO1 What is accounting- Type of accounting- Classification of Income & Expenditures Rules for Debit and Credit, Type of vouchers Transaction of business , Journal Entry , Adjustments- Final Accounts

CO2 Create Company, Creates Groups, Create Ledgers, and Voucher Entries for all kinds of Transaction, Display Reports and all features of software.

CO3 Inventory Management: Need and Importance of Inventory Management, Vouchers for Inventory transactions, Creating Groups, Categories, Unit of Measures, Go down and Stock Items, Transaction of inventory of a business, Display and reporting of Inventory statements- Accounting and inventory reports in tally.

CO4 Practical training in detail for all features from Unit-I and II

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: IV

UB04FBVI01 HUMAN RESOURCE MANAGEMENT- II

CO1   The purpose of this course is to provide students with a thorough grounding in Performance Appraisal and Compensation

CO2   It helps the students how to learn Promotion and Transfer

CO3   It enables the students to understand Industrial Relations: and Industrial Disputes

CO4   It enables the students to understand Occupational Health and Safety

UB04FBVI02 ENVIRONMENTAL STUDIES II

CO1   This course will help the students to understand Solid waste Management: Causes, effects and control measures of urban and industrial wastes. Disaster management: floods, earthquake, cyclone and landslides , Tsunami, Drought

CO2   It enables the students to learn the Urban problems related to energy Water conservation, rain water harvesting, and watershed management Environmental ethics: Issues and possible solutions. Climate change, global warming, acid rain, ozone layer depletion

CO3   This course will help the students to know about the Population growth, variation among nations. Population explosion, Family Welfare Programme. Role of nformation Technology in Environment and human health

CO4   It enables the students to gain knowledge about the Urban future, Rural Development and Business Responsibility

UB04FBVI03 PUBLIC RELATIONS & CORPORATE COMMUNICATION

CO1   After completing this course, the students will be able to understand the importance of Attitude, Meaning of positive thinking and positive attitude Ways to build positive attitude, effects of negative attitude and measures to overcome in personal & professional life

CO2   It helps in acquiring the knowledge about the Doing things for the right purpose Setting and achieving goals Importance of goal setting Methods to achieve set goals

CO3 Students will be able to understand the process of communication, forms, communication gap Listening skills, basics of managerial speaking skills Body language- how to develop matter for a speech Effective use of presentation aids' Preparation of Resume

CO4 It will provide the knowledge about Career of planning Awareness of different Sources of information Choosing a career and career counselling.

CO1 It will enable the students to have Skill development, Extempore speeches , just a minute Role play

UB04FBVI04 INSURANCE LAWS AND PRACTICES

CO1 Programme would provide them the base of Insurable interest Indemnity , Nature of Insurance Contract, Features of insurance contract, types of insurance Market players and their roles-Agents , brokers, surveyors & loss Assessors

CO2 The students are enabled to acquire knowledge in application of principles in life insurance contract, Representation Assignment and nomination, Tax law implications Stamp duties, role and Function of life insurance companies.

CO3 With the help of this course, the students will understand the Standard Fire & Special Perils Policy. Terrorism Cover. Tariff System. Special Policies.

CO4 : The course will help the students to understand application of principles in General Insurance contacts, structure of the policy Insurance documentation, Underwriting and Rating Claims Procedures, Underinsurance, condition of Average, Salvage.

UB04CBVI01 INSURANCE & FINANCIAL MARKETING-IV

CO1 It helps the students to understand the Concepts, causes, degree, classification, and cost, Insurable risk, Risk and economic development, Psychology and attitude towards risk, Managing risk and uncertainty. Cash flow at risk, Value at risk

CO2 The students will acquire the knowledge about risk management-concept, evolution, purpose, scope, importance and its future, Managerial Aspects-goals, identification, evaluation, risk response, and plan administration

CO3 Understanding the Features as per Contract Act, special features, evidence and documents. Payment of premium , e-insurance policy and Insurance

Repositories. KYC norms

CO4　The students will understand the meaning and purpose. Forms and Types-
facultative, treaty, proportional, and non- proportional. National Reinsurer GIC
Insurance companies as consumers

UB04CBVI02 GENERAL INSURANCE-II

CO1　This course will help the students in gaining knowledge about Personal
Accident and Travel Insurance

CO2　The students will understand the details of Liability Insurance

CO3　The present course will make students capable of understanding Public
Liability

CO4　This course will help students to understand different types of insurances like
Burglary insurance, s. Householders' and Shopkeepers 'package policies,
Jewellery(Gold) insurance. Wedding (event) insurance. Credit insurance. Pet
insurance.

UB04CBVI03 FINANCIAL MARKETING-II

CO1　Understanding of insurance market

CO2　Students will be able to understand Strategies for marketing of insurance

CO3　It helps in understanding the Promotion of insurance

CO4　Students will be able to know the Brand building, Promotional Marketing
IRDA's role,

UB04CBVI04 OPERATION MANAGEMENT

CO1　The students will understand the Operating System and operation
management, ; functions of manufacturing and operations (Transport, supply
and service) -

CO2　It will provide knowledge about the meaning, concept and types of production
process (Job, Lot, Batch and Mass Production)

CO3　This course will help the students to understand the techniques of work study,
Charts & Diagrams (Man machine chart with examples, Flow process chart
and String diagram)

CO4　It helps the students to know about the Operation/Production Planning and
Control

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: V

UB05FBVI01 ORGANIZATION BEHAVIOR-I

CO1　It will provide the knowledge about Conceptual foundations, Significance, Challenges, Opportunities for OB and Personality and Concept and determinants, The Big five model Type A and Type B personality

CO2　The course contents will make the students aware basics of Attitudes, Sources and types; Theories of attitude; Cognitive dissonance, theory, Overview of Major job attitudes, Job satisfaction, Organizational commitment and prejudice

CO3　This course will enable the students to Nature and types, Sources of emotions and moods, Managing emotions at work Emotional intelligence: Concept and dimensions

CO4　It helps the students to understand the nature and significance of perception, Factors influencing perception Perceptual process, Perceptual distortions and improving perception.

UB05FBVI02 SELF-DEVELOPMENT SKILLS

CO1　 Student will be able to understand and learn the Interpersonal skills

CO2　It enables the students to understand the different Attitudes and emotional intelligence

CO3　This course will help the students to know the Vision, Goal setting & Time management

CO4　After completing this course, the students will get trained for Career planning

UB05FBVI03 ASPECTS OF COMPUTER

CO1　Help understand the Components of a Computer System

CO2　Help students learn and explain Input & Output Devices

CO3　Students will be able to understand the Common backing storage media (including CD and DVD (Rs and RWs), floppy disc, hard disc, memory sticks/pen drives, flash memory cards etc.

CO4　The students will be able to acquire knowledge about Difference between main/internal memory and backing storage: relative benefits of each in terms

of speed and permanence. Data Types Data Types: logical/Boolean, alphanumerical/text, numeric (real and integer), date, File, record, field and key field

UB05FBVI04 ENTREPRENEURSHIP DEVELOPMENT

CO1 The course contents will make the students to understand the nature, and characteristics of entrepreneurship Emergence of entrepreneurial women entrepreneurs Socio-economic environment and the entrepreneur

CO2 The course contents will let the students to the concept of Joint Stock Company, Public company, Private Company, Government company, Partnership firm, Hindu undivided family and Innovation and entrepreneurship, Entrepreneurial behavior and motivation

CO3 The students will be able to acquire knowledge and skills for Entrepreneurial Development Programmes

CO4 Students should be able to learn Small Business as a Seed Bed of Entrepreneurship

UB05CBVI01 FINANCIAL ACCOUNTING-I

CO1 Will enable students to differentiate between Branches of Accounting: Financial accounting and management accounting

CO2 Students should be able to understand branches of Accounting: Financial accounting and management accounting

CO3 The course contents will let the students to understand the objects of providing depreciation Methods of recording depreciation (Merits & Demerits) Depreciation of different assets Accounting standard

CO4 The students will be able to acquire knowledge on Bank reconciliation statement

UB05CBVI02 INSURANCE MARKETING

CO1 This course will help the students to understand This course will help the students to understand about the push product. Sales jobs and its elements. Attributes of a strong salesperson. Insurance advisor profession- threats and problems. Buying motives for insurance- love and fear.

CO2 To give the students an understanding channels-In person-advisors and brokers, advisor's edge. Banc assurance benefits, future and open architecture. Distance

mode-meaning, form, benefits, and guidelines.

CO3   The students will understand the meaning and importance. Stages-prospecting-meaning, importance, and methods. Pre-approach- meaning and importance. Approach- selling yourself, uncovering the need, need analysis, presentation, features and benefits, relating benefit with need,

CO4   The students will understand the large sales force-merits and demerits. Management- meaning, importance and role the sales manager

UB05CBVB03 E BANKING

CO1   This course will help the students to understand the meaning, Features, Benefits, Limitations Types of E-Banking Traditional banking Vs E banking

CO2   The students will learn about on line Banking & Information Technology and Impact of Technology on Banks

CO3   This course will help the students in gaining knowledge about risk concern areas Security problems of E-banking Types of threats, Control procedure.

CO4   The students will understand the recommendations of RBI group on internet banking, technology and security standards, Basel committee's electronic banking group. Information System Security(ISS) – Need and objectives of ISS, Controls required in ISS

UB05CBVI04 INTERNSHIP PROJECT

Each student of Vocational Courses shall undergo Practical Internship of four weeks during the vacations in an approved Business/Industrial/Govt./Service organization. The objective of this training is to make the student acquainted with the industrial / business working environment. After completion of the training they will have to submit a training report.

CO1   Study of Secondary data from Books, Journal and magazine Articles, Newspaper Articles, Websites, Electronic & Physical Data bases, Etc

CO2   2 Primary Data Collection through Interviews, Discussions & Other Research Instruments. Students are encouraged to pursue the research in the public/ private sector banks.

Bachelor of Vocation (INSURANCE AND FINANCIAL MARKETING) Semester: VI

UBO6FBVI01 ORGANIZATION BEHAVIOR-II

CO1   Students will get to know about organization behavior needs and trends with emerging issues prevailing

CO2   Students will learn about personality traits and attitude formation

CO3   Students will understand about learning theories and emotional intelligence

CO4   Students will get to know about organization structure and culture

UBO6FBVI02 VIBRANT SKILLS FOR BUSINESS

CO1   The students will understand the different skills to manage business

CO2   The students will understand the theories of business

CO3   The students will be able to efficiently develop their business

UBO6FBVI03 ADVANCE ASPECTS OF COMPUTER

CO1   Students will be able to learn the concepts of computer, its working, characteristics, merits and applications. Use of number systems, inter-conversion of number system and computer codes.

CO2   This course will give an understanding of the concepts of I/O devices, computer memory.

CO3   Understanding of the software, working of operating system, language translators and system utilities.

CO4   They would be able to use word processor, spreadsheet and PowerPoint presentations.

UBO6FBVI04 INSURANCE & FINANCIAL MARKETING

CO1   Create awareness among the students about the nature of insurance and the principles that governs insurance.

CO2   Understand in detail about options

CO3   Differentiate the types of options

CO4   Analyse the practical trading methods

UBO6CBVI01 FINANCIAL MANAGEMENT - II

CO1   Familiarising students with the basic objectives of Financial management

CO2   Proper understanding of profit maximization and wealth maximization concepts

CO3   Introducing the concept of cost of capital and its application in business

CO4   Introducing the concept of cost of capital and its application in business

UBO6CBVI02 SERVICE MARKETING

CO1   The students will understand Customer Research Customer Segmentation and Customer Equity

CO2   Understand Customer Equity and Life time Value

CO3   The Students will learn customer participation and service pricing

CO4   The students can identify Customer relationship management

UBO6CBVI03 INVESTMENT MANAGEMENT

CO1   Understanding the money and bond markets; Money market instruments; Bond market instruments; Equity markets; Equity instruments; Derivatives markets; Managed funds; Exchange traded funds; Exchange trading and over-the-counter trading

CO2   Learning the history of financial innovation; Recent financial innovations (e.g., floating rate debt, zero-coupon bonds, poison-pill securities, swaps, futures); Investment returns in equity and bond markets; Equity premium puzzle.

CO3   Gaining knowledge on historical mutual fund performance; Market efficiency and behavioural finance; Return based trading strategies; Performance of hedge funds; Statistical arbitrage.

CO4   Examining the Risk capital allocation; Put option protection; Portfolio insurance with calls; Nonlinear payoffs; Extreme risk; Hedging volatility; Hedging credit risk.

UBO6CBVI04 PROJECT IN HOUSE

The Students will have to carry out Projects with Business/Industrial/Govt./Service organization, to gain the practical experience of Insurance and Financial markets

UBO6CBVI05 CONTEMPORARY RESEARCH-II

CO1   Understand Market Research

CO2   Understand the Divisions of Marketing Research

CO3   Understand Quantitative Market Research

CO4   Understand Qualitative Market Research

Bachelor of Vocation
(SUPPLY CHAIN AND LOGISTICS)

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor of Vocation –(Supply Chain and Logistics) Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1   The B.Voc SCL programme focuses on all development (theoretical practical and personality) needs of the students

PO2   All contents are mapped with current I.T Industrial requirements

PO3   Total Focus on Practical Knowledge Of Computer Technology. It will help them to create a Good Base to Work in I.T Department Jobs

PO4   Course based on Projects concerning design, development and maintenance of software. Students will also learn about the organizational and managerial part of a development process.

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1   This program specifically focuses on Students skill improvement with good conceptual Knowledge, Practical Knowledge and communication skill.

PSO2   This Program provides projects design & development, maintenance of software. Re engineering in software with innovation

PSO3   engineering in software with innovation. PSO 5: This Program will develop entrepreneurship, creativity and leadership skill in student

PSO4   engineering in software with innovation. PSO 5: This Program will develop entrepreneurship, creativity and leadership skill in student

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: I

UB01FBVS01 Business organization & Management-I

CO1 Acquire knowledge regarding principles of management.

CO2 - Develops understanding about the structure of organization.

CO3 Examine the conditions of modern techniques in management.

CO4 Get a detailed idea relating to schools of management thought.

UB01FBVS02 Micro Economics-I

CO1 Students will learn the nature and objective of studying Economics and further how consumers behave in the market to get maximum satisfaction through various theories of consumer behaviour

CO2 Students will be aware about decisions which producers take for maximizing production

CO3 Making students understand the types and techniques of minimizing cost by the business units

CO4 Students will learn the concepts of revenue and cost and how to achieve break-even point.

UB01FBVS03 Business Law-I

CO1 It endeavours the students to know about company, shares and types of company

CO2 Students will get knowledge about private company in India and development of India co. act.

CO3 The students will come to know that how prospectus is formed and how it can be scanned.

CO4 After completing this course, the students will be able to know about various sources of borrowings for company and they can use it as investment purpose in future.

UB01FBVS04 Business Communication-I

CO1 The course would empower the student to acquire in-depth knowledge of principal of oral and written communication, principal of business communication and develop the skill for developing and delivery effective presentation.

CO2 The course content will cater to the needs of the basic requirement like knowledge of internet, e-mailing etc; and the basic documentation using by an organization like letter, memo, notice, minute, and agenda

CO3 To make the student aware of effective business writing & research approach and information collections.

UB01CBVS01 Supply chain & Logistics-I

CO1 Develop a working knowledge of concepts and methods related to designing and managing operations and supply chains. Develop a skill set for quality and process improvement

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: II

UB02FBVS01 Business organization & Management-II

CO1   Will help the students to understand the spectrum of business activity. Contribution of manufacturing and service sectors in Indian economy.

CO2   Provide the student to understand the concept of globalization, liberalization and privatization.

CO3   Enable the students to understand which steps should be taken while setting up a business enterprise and to achieve the knowledge about benefits and limitations of small enterprises.

UB02FBVS02 Micro Economics-II

CO1   Understanding markets classified on the basis of autonomy and power of sellers and buyers and its significance

CO2   Students will learn about pricing decisions, output decisions, advertising decisions, which individual can take to capture the market.

CO3   Students will learn how market can be made consumer friendly

CO4   Learning the significance of theories of functional distribution viz., profit, rent, interest and wages their distribution and criteria.

UB02FBVS03 Business Law-II

CO1   This course will help the students to demonstrate the relationship between law and Economic activity by developing in the student an awareness of legal principles.

CO2   Enable the students to develop acceptable attitudes and view points with respect to Business ethics and social responsibility

CO3   Enable the students to come in contract according to Sale of Goods act 1930

CO4   Helps the students to aware from the unfair trade practices by the seller and also provide the information regarding the customer support services.

UB02FBVS04 Business Communication-II

CO1 Enable students learn the importance of business communication and to understand all aspects of communication.

CO2 Make students learn the different levels of communication, channels of communication, mode of communication, consequences of miscommunication methods and policies or making verbal and non-verbal, oral and written, online and offline communication effective and productive.

CO3 Enable the students to learn various steps regarding the various types of communication.

CO4 Helps the students how to write the report.

UB02CBVS01 Supply chain & Logistics-II

CO1 Create awareness about the supply chain activities taken in order to deliver the goods

CO2 Produce skills how to organize the delivery of reliable service

CO3 Know students how to maintain the availability of goods for sale to customers

UB02CBVS02 Strategic Management

CO1 Students gain knowledge about the concepts and elements of business policy; its functions in business world.

CO2 Students understand about the analysis of environment and its relation with enterprises; SWOT analysis and various other models

CO3 Students gain complete knowledge about the case studies and how it is an important tool of planning.

CO4 This course develops the student's ability to think strategically.

UB02CBVS03 Indian Financial Market

CO1 This course will help the students to develop the ability to analyze complicated financial problems

CO2 It enables the students to work in the field of finance successfully.

CO3 It helps the students to demonstrate ability of financial management and forecast.

CO4 This course will encourage the students to acquire research skills, innovation and course in financial management.

UB02CBVS04 Computer Application in Business-II

CO1 Understand the operations of windows operating system, desktop, text editing and printouts in word pad

CO2 Understand the operations of MS WORD-(Editing , Formatting, inserting)

CO3　Understand the various operations in MS-Excel

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: III

UB03FBVS01 Human Resource Management-I

CO1 Understand the Meaning - definitions, objectives and importance of HRM

CO2 Understand the Meaning of Training and Induction

CO3 Understand the methods of training

CO4 Understand human resource planning

UB03FBVS02 Environmental studies-I

CO1 The course created concern among the students on energy conservation and environmental protection.

UB03FBVS03 Soft skills for business

CO1 Acquire soft skills on planning, preparing and delivering public speech

UB03FBVS04 Banking Laws & Practice

CO1 The course demonstrates comprehensive principal of banking laws and its relationship to banks and customer. Describe banking systems how it works.

CO2 The course imparts knowledge about reserve bank of India and its policies, regulations and function.

CO3 The course depicts an awareness of law and practice in banking context. Engage in critical analysis of the practice of banking law from a range of perspectives.

CO4 To making aware the student of negotiable instruments and its feature and organizes information as it relates to the regulation of banking product and services.

UB03CBVS01 Supply chain & Logistics-III

CO1 Learn to evaluate e-commerce markets and transactions, including supply chains.

CO2 They acquire an understanding of the new concepts of marketing: CRM and Supply Chain Management

UB03CBVS02 Warehouse Management

CO1　Understanding significance of proper maintenance of store

CO2　Understanding methods of using cleaning equipment

CO3　Recognising the importance of clean store

UB03CBVS03 Principles of Logistics information system

CO1　Understand and apply core knowledge of programming, networking, databases, and system design

CO2　Identify the nature and importance of advertising, marketing and logistics management and its practical implementation

CO3　Acquire knowledge about the meaning of Logistics management, Elements of logistics and phases in it.

UB03CBVS04 Tally 9.2

CO1　This course helps students to work with well-known accounting software i.e. Tally ERP.9

CO2　Student will learn to create company, enter accounting voucher entries including advance voucher entries, do reconcile bank statement, do accrual adjustments, and also print financial statements, etc. in Tally ERP.9 software

CO3　Accounting with Tally certificate course is not just theoretical program, but it also includes continuous practice, to make students ready with required skill for employability in the job market.

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: IV

UB04FBVS01 Human Resource Management-II
CO1   Familiarize the students with the human resource management processes

CO2   Sensitize them to the training process and techniques

CO3   Provide appropriate knowledge and skills required for selecting, developing and managing human resources.

CO4   Create awareness regarding the different motivational techniques.

UB04FBVS02 Environmental studies-II
CO1   Create awareness among students regarding environmental degradation and the importance of sustainable development.

UB04FBVS03 Public relations and corporate communication
CO1   Understand the concept and practice of public relations

CO2   Enables students to determine public relations

CO3   Helps gain skills in the practical art of conducting PR campaigns.

CO4   Reviews the components of a public relations campaign

UB04FBVS04 Insurance Laws & Practice
CO1   Awareness about life insurance policy and its types

UB04CBVS01 Supply chain & Logistics-IV
CO1   Acquire knowledge about the meaning of Logistics management, Elements of logistics and phases in it

UB04CBVS02 International Logistic Management
CO1   Identify the nature and importance of advertising, marketing and logistics management and its practical implementation at an International level

UB04CBVS03 Supply chain Management
CO1   Understand Supply Chain Management

CO2   They acquire an understanding of the new concepts of marketing: CRM and Supply Chain Management.

UB04CBVS04 Operations Management

CO1 Develop and implement operational plans.

CO2 Develop a problem solving skills and the ability to work under pressure.

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: IV

UB05FBVS01 Organization Behaviour -I

CO1 Understand the Nature and scope of OB

CO2 Understand Behaviour Dynamics

CO3 Understand Group Behaviour

CO4 Understand the Change Management

UB05FBVS02 Self-Development skills

CO1 Learn how to implement HRD programmes to improve the effectiveness of organizations through self development of employees at all levels.

UB05FBVS03 Aspect of computer

CO1 Enable learners to understand the basics of computer organization, gain functional knowledge of the hardware used in computers and the basic knowledge of digital fundamentals, Microsoft office tools and networking

CO2 Build a basic understanding for learning core topics like networking, operating systems, etc.

CO3 The learners will be introduced to digital fundamentals, the different Microsoft Office tools and basic networking.

UB05FBVS04 Entrepreneurship Development

CO1 Understand the basics of entrepreneurship

CO2 Will gain useful information on project identification, formulation, design and preparing a project report

CO3 Able to understand and apply the techniques and processes that can be used to identify

CO4 Know the various governmental organizations encouraging the setting up of new ventures whether small or large

UB05CBVS01 Supply chain and logistics – V

CO1 Supply chain strategy: achieving strategic fit (Zara, Dell); dual sourcing; network design;

CO2 Supply chain risk pooling: centralization, postponement, Omni channel

CO3 Supply chain coordination: sales & operations planning (S&OP)

UB05CBVS02 Transportation and distribution management

CO1   Understand the pre-requisites of distribution – comparison of distribution networks

CO2   Understand Role of transportation , transportation principles and participants

CO3   Understand Transportation performance costs and value measures – understanding – comparing

CO4   E-commerce – intelligent transport management system

UB05CBVS03 Manufacturing & Operations Management

CO1   Understand the Concepts, Scope & Importance of Manufacturing & OperationsManagement Interrelationship between Materials & Operations Management

CO2   Understand the methods of Quantity Assurance namely Sampling, SQC, Vendor rating, Self-Certification

CO3   Understand thee Production Planning and Control – Meaning, Scope & Procedure Plant Layout – Concept & Methods

CO4   Understand the Plant Maintenance – importance & Methods Just – in – Time Manufacturing

UB05CBVS04 Contemporary Research-I

CO1   Understand Market Research

CO2   Understand Marketing Research and Decision Making

CO3   Understand the Analysis of Data

CO4   Understand the Possible Sources of Insights

Bachelor of Vocation (SUPPY CHAIN AND LOGISTICS) Semester: VI

UB06FBVS01 Organization behaviour –II

CO1   Understand Why do people behave as they do at work?

CO2   Understand Why do people behave as they do at work?

CO3   What can be learned from theory and research to become effective future managers?

CO4   How can individuals, groups and whole organizations work together more effectively within the increasing pace of corporate change, dramatic restructuring and downsizing and Advanced global competition?

UB06FBVS02 Vibrant skills for Business

CO1   It helps in utilizing constructive negotiation and conflict management skills. It improves communication skills of the students and helps them in facing interviews.

CO2   Decision making abilities and conflict management skills

UB06FBVS03 Advance Aspect of computer

CO1   Learn about the fundamentals of computer, history of computer. Students should be able to know about different types of memory and storage devices.

CO2   Understanding the concept of input and output devices of computers and how they work.

CO3   Recognize when to use Microsoft office programs to create professional and academic documents

UB06FBVS04 Business Management

CO1   To make the students learn how management technique is to be adopted to run the organization effectively by using principle of management.

CO2   Understand the importance of administration and management.

CO3   The students will understand the relation between individuals, groups, departments and between levels of management

CO4   It describe the students about delegation and decentralization and the details about planning and MBO.

UB06CBVS01 Supply chain and logistics – VI

CO1   Learn to evaluate e-commerce markets and transactions, including supply chains.

UB06CBVS02 Courier Sales Executive

CO1   Study Productivity; distribution and exchange of goods and services; collection, processing and preservation of data; collection, processing and storage of data; dissemination of information; organizational management and legal control.

CO2   Study Different phases of customer services, Customer Service for Competitiveness, Value-Added Logistical Service

CO3   Understand Requirements of Logistics in E-Commerce, E-Logistics Structure and Operation, Logistic Resource Management (LRM)

UB06CBVS03 Warehouse supervisor planning

CO1   Understand decision Making Using Warehouse Information, ICT Applications in a Warehouse

CO2   Understand Warehouse Operations, Receiving inventory, Picking inventory, Locating inventory, Organising inventory, Dispatching inventory, Equipment Used for a Warehouse

CO3   Understand Organization Structure in Merchandise Management, Warehousing Function Model, Stock Valuation

UB06CBVS04 Contemporary Research-II

CO1   Facilitated the basic knowledge about social science research in an objective and analytical way .

CO2   Enabled the students to test/challenge existing theories & revise them in the light of new evidence.

CO3   Helped the students to charter new horizons in scientific exploration, suggest new concepts and also to formulate effective socio- economic policies.

CO4   Helped the students to formulate research problem, research design, sample design, data collection, analysis, dissemination of findings and writing of research report.

Bachelor of Vocation
(SOFTWARE DEVELOPMENT)

PROGRAM OUTCOMES (Pos)

After completing 3 years for Bachelor of Vocation –(Software Development) Programme, students would gain a thorough grounding in the fundamentals of management and business and the outcome will be

PO1   The B.Voc. SD programme focuses on all development (theoretical practical and personality) needs of the students

PO2   All contents are mapped with current I.T Industrial requirements

PO3   Total Focus on Practical Knowledge Of Computer Technology. It will help them to create a Good Base to Work in I.T Department Jobs

PO4   Course based on Projects concerning design, development and maintenance of software. Students will also learn about the organizational and managerial part of a development process.

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1   This program specifically focuses on Students skill improvement with good conceptual Knowledge, Practical Knowledge and communication skill.

PSO2   This Program provides projects design & development, maintenance of software. Re engineering in software with innovation

PSO3   engineering in software with innovation. PSO 5: This Program will develop entrepreneurship, creativity and leadership skill in student

PSO4   engineering in software with innovation. PSO 5: This Program will develop entrepreneurship, creativity and leadership skill in student

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: I

US01FBVS05 BASICS OF I.T (PC SOFTWARE)

CO1 The course provides basic knowledge of computers, its installation, the fundamental hardware components and the role of each of these components that helps in future aspects

CO2 It helps students to represent their documents in better and effective form and helps them to use basic and advance features provided by MS-Word

CO3 Students get the theoretical knowledge of use of various functions, formulas that can be further implemented to make their documents more readable. Charts, pivot tables etc features can be incorporated through MS-EXCEL

CO4 Ability to present their data in form of slides that helps students in job point of view. MS Access provides ability to maintain the database that helps students in various courses also

US01FBVS06 MATHEMATICS-I

CO1 Write set notation to indicate whether an object is, or is not, an element of a set. Perform the set operations of complement, intersection, union and set difference when given several sets. Visualize sets in a Venn diagram

CO2 : Students completing this course will be able to express a logic sentence in terms of predicates, quantifiers, and logical connectives

CO3 Have a better understanding of sets, functions, and relations. Students will be able to simplify, evaluate and analyze functions and expressions. Students will be able to model real situations using functions.

CO4 Able to create links, to set source, designing for the links, lists, different types of lists available according to the need of data that is to be represented, tables, to include heading, captions, use of cols pan, rows pan etc. to enhance the designing of websites.

US01FBVS08 LOGICAL ORGANIZATION OF COMPUTERS

CO1   Interpret the functional architecture of computing systems

CO2   Identify, compare and assess issues related to ISA, memory, control and I/O functions. (Applying, Analyzing, Evaluating)

CO3   Design and analyze solutions in the area of computer architecture. (Analyzing, Creating)

CO4   Write ISA level code for RISC and CISC machines.

US01FBVS09 BUSINESS COMMUNICATION – I

CO1   Familiarize with the basics of Communication, process, barriers, models and theories of communication.

CO2   Understands the verbal and nonverbal communication, oral presentation, self presentation that boost their overall personality and self- confidence. Also they get to know the importance of body language.

CO3   Ability to learn vocabulary, prefix/suffix, synonyms/antonyms, one word. substitution, spellings. Also develop fluency by using correct grammar that improves their written communication ability.

CO4   Ability to gain proper use of Language. Knowledge to attend and behave in interviews and also learn presentation skills

US01CBVS05 ALGORITHMS AND PROGRAMMING

CO1   Familiarize with the basic concepts of C Language, Operators, Control Structure, Introduction to Problem Solving, Simple Arithmetic Problems, Functions

CO2   Able to understands use of Structures of C Programming, Function as building blocks, Language Fundamentals, Character set, C Tokens,

CO3   Get to know the various decision making structures, Loop Control structures,

CO4   Get to understand the break keyword, continue keyword, goto keyword, exit function

US01CBVS06 MANAGEMENT INFORMATION SYSTEM

CO1   Understanding MIS, History of MIS, Impact of MIS, Role and Importance, MIS Categories, Managers and Activities in IS, Types of Computers Used by Organizations in Setting up MIS, Hardware support for MIS

CO2   Conceptual Foundations, The Decision Making Process , System Approach to Problem Solving, The Structure of Management Information

System

CO3   Kinds of Information Systems: Introduction, Types of Management Systems Concepts of Management Organization

CO4   *Planning and Control:* Introduction, Differences between planning and control information, Systems Analysis, Systems Design

US01CBVS07 PRACTICALS-1

CO1   Implementation of point, line, circle drawing algorithms, various polygon filling algorithms in C language.

CO2   Implement various transformations, clipping algorithms that help in animations. Able to create designs for aircrafts, buildings, machines with the use of graphics.

CO3   Helps students to create real life projects and to implement them.

CO4   Implement codes to design and develop websites and to place them on the server.

US01CBVS08 PRACTICALS-2

CO1   Students will be able to understand the Computer Crimes and different types of Viruses in computer. They get to know the installation of various operating systems as well as various software

CO2   Student will be able to understand to create a Simple Program using. Looping with the help of for, while, do while loops, and able to solve decision making problem using if else, Switch, nested if else

CO3   Student will be able to understand how to create and use Arrays and Functions such as user defined and built-in. They get to know the concept of reusability of code

CO4   Student will be able to create a Structure and Union in C Program and will be able to solve errors. Get to know about the user defined type. Students learn to take input and to produce output with the help of files.

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: II

US02FBVS05 SOFTWARE ANALYSIS AND DESIGN

CO1   Introduce software process models such as the waterfall and evolutionary models

CO2   Understand software requirements and the SRS document

CO3   Understand the approaches to verification and validation including static analysis, and reviews

CO4   Understand the software testing approaches such as unit testing and integration testing

US02FBVS06 MATHEMATICS-II

CO1   Explain more ideas of conics sections

CO2   Introduce Circular and hyperbolic functions of a complex variable

CO3   Explain rank of a matrices, Characteristic roots and characteristic vectors.

CO4   In this course fundamental ideas of Mathematical Logic , sets and functions, Ordered sets & Lattices and some concepts of matrices like its rank, Characteristic roots, characteristic vectors etc are explained in a detailed manne

US02FBVS08 HUMAN RIGHTS

CO1   Students understand human rights, value human rights, and take responsibility for respecting, defending, and promoting human rights

CO2   Students understand to work together to bring about human rights, justice, and dignity for all

CO3   Students identify and adopt personal and social values that they can call on to guide their decisions, relationships, work, and life as a whole

CO4   Students develop a depth of character and a clear sense of their own identity, integrity, and what they believe to be important in life.

US02FBVS09 BUSINESS COMMUNICATION – II (NEW)

CO1   Familiarize with the basics of Communication, process, barriers, models and theories of communication

CO2   Understands the verbal and nonverbal communication, oral presentation, self presentation that boost their overall personality and self- confidence.

CO3   Ability to learn vocabulary, prefix/suffix, synonyms/antonyms, one word, Substitution, spellings. Also develop fluency by using correct grammar that improves their written communication ability

CO4   Ability to gain proper use of Language. Knowledge to attend and behave in interviews and also learn presentation skills

US02CBVS05 Data Structure and Programming

CO1   Students will be able to understand introduction, algorithm complexity, and Linked list operations in detail

CO2   Students will be able to learn the concepts of Stack, Queue and all the different types of tree and operations on them in detail

CO3   Student will be able to understand the concepts Graph, sorting and searching in Detail

CO4   Student will be able to understand the concepts of Files & its type, Storages devices, hashing in detail

US02CBVS06 BASICS OF RDBMS

CO1   Students will be able to analyze database design and basics of Data Models, methodology and understand the application of database system in real life

CO2   Student will be able to understand the overview of oracle 9i and will be able to understand the data definition language (DDL) commands.

CO3   Student will be able to understand how to retrieve and manage the data by using the concept of dm commands they can Operation Like Functions, Joins, Grouping on data in Database.

CO4   : Student will be able to understand the relationship between pl and sql language languages they can get the Knowledge of Control Structures and Embedded SQL

US02CBVS07 PRACTICALS-3

CO1   Students will be able to create different types of arrays and perform operations on them and they will be able to perform different operations on linked list like insertion, deletion, merging, sorting et

CO2   Student will be able to Perform the different Operations on Queue, priority queue, circular queue etc. and Tree. They will be able to write the programs for various types of trees like b trees, b+ trees, and AVL tree.

CO3   Student will be able to perform searching and sorting Algorithm. They can write program for heap sort, merge sort.

CO4   Student will be able to perform tasks on File Handling and Hashing. They actually get the practical knowledge of data storage in computer memory.

US02CBVS08 PRACTICALS-4

CO1   Get to know the implementation of basic coding features, initialization of variables.

CO2   Develop the habit of coding in an effective manner with the use of loops, control statements, inheritance, pointers, templates etc

CO3   Able to design codes for various applications.

CO4   Get to know the practical implementation of codes and to create projects, games etc.

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: III

US03FBVS01 PROJECT MANAGEMENT & MIS

CO1   Students will be able to understand Microsoft Project Server and Microsoft Project Web Access Understanding project management Basics and processes Understanding project stakeholders, Keys to successful Project management

CO2   Students will be able to understand Setting up resources in the project Adding work & material resources, Removing a resource, Resource working time calendars Assigning work and material resources to task

CO3   Students will be able to understand Office automation systems Transaction processing systems Management information systems Decision support systems Executive information systems Expert systems

CO4   Students will be able to understand Management Information Systems (MIS) – Importance and Evolution Logical foundations of MIS, Typical MIS Information and managerial effectiveness Business information systems

US03FBVS02 DATA COMMUNICATION AND NETWORKING

CO1   Get to know the Classification of computer networks Introduction and differences among Local Area Networks (LANs), Metropolitan Area Networks (MANs), Wide Area Networks (WANs) Meaning of the basic terms : topology, data rate, modulation rate, spectrum, bandwidth, server, host

CO2   Get to know the Various types of transmission media - guided transmission media : magnetic media, twisted pair, coaxial cables, fiber optics, The concept of multiplexing, Frequency Division Multiplexing (FDM) vs. Time Division Multiplexing (TDM)

CO3   Able to learn the OSI Reference model Examples of protocols for different layers of the OSI model Introduction to wireless networks Communication satellites Introduction to geosynchronous satellites

CO4   Get to know the LAN Topologies : Bus, Star, Ring, Tree, Complete (Mesh) Introduction to Carrier Sense Multiple Access (CSMA) protocol for LAN functions of various networking components : modems, amplifiers, repeaters, hubs, switches, bridges, routers, gateway

US03FBVS03 COMPUTER BASED NUMERICAL AND STATISTICAL METHODS

CO1 Student will be able to understand Absolute, Relative and Percentage error The method of successive bisection, algorithm and examples The method of false position, algorithm and examples The method of iterative (Newton-Raphson), algorithm and examples Secant method, illustration and algorithm

CO2 Students will be able to learn the interpolation with equal intervals - finite difference table The Gregory- Newton formula for forward and backward interpolation corresponding algorithms and examples Interpolation for unequal intervals using Newton's formula for divided differences Lagrange interpolation

CO3 Student will be able to understand the definition and examples of differentiation Higher order derivative of standard functions up to second order for Newton's forward and backward difference formula. The Gauss-Seidel iterative method Comparison of direct and iterative methods

CO4 Student will be able to understand the Utility of Time Series Analysis Components of Time Series : Secular trend, Seasonal variation, Cyclical variation and Irregular variation (Only introduction) Moving average method, Simple average method

US03FBVS04 DATABASE CONCEPTS AND DATA STRUCTURES

CO1 Concepts of database, fields, records Creation of a database file Data types Modify structure of a database file

CO2 Arithmetic functions, Date and time functions, String manipulation functions, Logical functions, Database related functions, Miscellaneous functions Creating, editing and executing command files Making decision Loops Working with multiple database files at a time

CO3 Primitive and non-primitive data structures and operations on them Linear and non-linear data structures Introduction to stacks, operations on stacks Applications of stacks

CO4 Types of queues : Simple queues, Circular queues, Double ended queues Introduction to linked lists Types of linked lists Singly linked lists, Doubly linked lists, Circular linked lists Applications of linked lists

US03CBVS01 OBJECT ORIENTED PROGRAMMING WITH C++

CO1 Structured programming vs. object oriented programming Basic OOP concepts : objects , classes , encapsulation , data hiding , inheritance, polymorphism Introduction to C++: structure of a C++ program , data types , variables, constants, expressions, statements and operators

CO2 Basic I/O in C++ Arrays in C++ : introduction, declaration, initialization of one , two and multi-dimensional arrays, operations on arrays Working with strings : introduction, declaration, string manipulation and arrays of string

Classes and objects in C++

CO3   library and user-defined functions, parameters passing, default arguments Functions overloading , inline functions, friend functions and virtual functions Inheritance: Introduction , derived class declaration, forms of inheritance, Inheritance and member access ability

CO4   Operator overloading : Introduction, overloaded operators, unary operator overloading, operator keyword, operator return values, binary operators overloading, introduction to overloading with friend function Usages of Pointers in C++

US03CBVS02 PRACTICALS – V

CO1   Learn to design websites, web pages with the help of basic tags that help in writing concise and efficient codes.

CO2   Able to create links, to set source, designing for the links, lists, different types of lists available according to the need of data that is to be represented, tables, to include heading, captions, use of cols pan, rows pan etc. to enhance the designing of websites

CO3   Able to implement various graphics features in the web pages with the help of graphics tags. WebPages can be designed more effectively with the use of various text editing and formatting tags

CO4   Get to design the web pages with the help of CSS, Java Script. Get to know the designing of user interactive forms used for various registration purposes. Students get to know the creation of different types of dialog boxes and can include various events and actions

US03CBVS03 PRACTICALS – VI

CO1   Students will be able to create a simple java programs using Different Data types, Tokens and they can get the Practical Knowledge Of Byte Code, Java Development Kit also

CO2   Student will be able to solve Decision making problems by using looping with the help of for, while, do while loops They can also solve real life problems like eligibility or any other condition based decision by using if else, switch statements

CO3   Student will be able to perform the Operations on Arrays, Vector, multithreading. They can also perform different operations on String so that they can Store, Access and manipulate the real life Data by Java

CO4   Student will be able to Understand and Manage Error, Exception. After that they will be able to handle and solve any Exception in Program .They can also able to Perform different types of operation on File by Java Program. They will be able to access any file by using Java Program

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: IV

US04FBVS05 FUNDAMENTAL OF OPERATING SYSTEM

CO1   Explore the necessary components and functions of an operating system.

CO2   Study the different CPU scheduling techniques; this gives a clear picture about how an operating system handles different types of tasks. Memory management policies are dealt to give information about how the main memory can be handled by an operating system.

CO3   Study the different types of algorithms, which can be used for the same. The subject deals with all these algorithms, which is of great help for an operating system designer

CO4   A case study about UNIX is also dealt as part of this subject.

US04FBVS06 OPERATIONS RESEARCH

CO1   Introduce students to use quantitative methods and techniques for effective decision–making; model formulation and applications that are used in solving business decision problems

US04FBVS08 PROGRAMMING FOR THE WEB (JAVA SCRIPT +PHOTO+ COREL)

CO1   The aim of this course is to provide learners with an understanding of the object oriented concepts which helps in the field of programming, management of data, etc. and of Java programming which helps to explore the object oriented nature of the language and the multiplatform versatility offered by it.

CO2   This course focuses on the concepts of object oriented programming language and the different constructs for creating applications in java

US04FBVS09 PUBLIC RELATIONS AND CORPORATE COMMUNICATION (NEW)

CO1   Students get introduced to Concept and vitality OF PR

CO2   They learn details about basic process under

CO3   They learn about presentation skills; how to be more effective while communicating with others either formally or informally

US04CBVS05 PHP

CO1 Familiarize with the basic concepts of PHP and able to develop program by using PHP scripts.

CO2 Understands the conditions and iterations process in programming and implement them

CO3 Ability to learn knowledge about arrays and their functions and also make use of date and time functions.

CO4 Ability to make use of files and directories and also familiar with database and Error handling

US04CBVS06 LOOP USING JAVA

CO1 The aim of this course is to enable learners to develop databases and query them using SQL.

CO2 This course allows users to implement databases

US04CBVS07 PRACTICALS-7 (PHP+SCRIPT)

CO1 Familiarize with the basic concepts of PHP and able to develop program by using PHP scripts.

CO2 Understands the conditions and iterations process in programming and implement them

CO3 Ability to learn knowledge about arrays and their functions and also make use of date and time functions.

CO4 Ability to make use of files and directories and also familiar with database and Error handling

US04CBVS08 PRACTICALS-8 (JAVA+TOOLS-1)

CO1 Familiarize with the basic concepts of Core Java practically.

CO2 Able to connect java code with database and also understands client server relations necessary for a project

CO3 Ability to develop User Interface for a Java Desktop Applications

CO4 Able to develop Bean class in java.

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: V

US05FBVS01 SOFTWARE ENGINEERING

CO1   Study about the Evolving Role of Software - Software Process characteristics - Software development Phases - Effort and Error Distribution

CO2   Study about the Software Requirement Specification (SRS) and Needs of SRS, Problem Analysis, Structuring Information - UML Introduction - SRS : Characteristics and Components Specification language (Structured English, Regular Expression and Decision Table) - SRS : Structure and Validation

CO3   Understand the System Design - introduction - Design Objectives and Principles - Design Concepts - Top down and Bottom up approach, Problem Partition, Abstraction, Modularity, Module Level concept, Coupling, Cohesion

CO4   Understand the Structured programming, Information Hiding − Programming style, Internal documentation − Verification (code reading) − Introduction : Testing, Error, Fault, Failure & Reliability

US05FBVS02 DATA COMMUNICATION AND NETWORKING

CO1   Learn the basic working of Computer networks : definition and advantages − Classification of computer networks − Introduction and differences among Local Area Networks (LANs), Metropolitan Area Networks (MANs), Wide Area Networks (WANs)

CO2   Get to know the various types of transmission media - guided transmission media : magnetic media, twisted pair, coaxial cables, fiber optics − Introduction to the concept of modulation, types of modulation, serial transmission vs. parallel transmission, synchronous transmission v/s asynchronous transmission, circuit switching, packet switching

CO3   Able to understand Protocol significance and hierarchies, Design issues for the layers − The OSI Reference model − Examples of protocols for different layers of the OSI model , Introduction to wireless networks

CO4   Able to understand types and characteristics of Local Area Networks − LAN Topologies : Bus, Star, Ring, Tree, Complete (Mesh) − Introduction to Carrier Sense Multiple Access (CSMA) protocol for LAN − functions of various networking components

US05FBVS03 COMMUNICATION SKILLS-V

CO1 Able to understand Interpersonal skills

CO2 Able to understand Attitude and emotional intelligence

CO3 Students get to implement Vision, Goal setting & Time management:

CO4 Ability to understand Career planning

US05FBVS04 ORGANIZATIONAL DEVELOPMENT

CO1 Organization Development & Management development, features & Objectives of organization Development, Values of Organization Development, process of organization development.

CO2 Sensitive training, Managerial Grid, Survey feedback, Process of consultation, system for Management and Management by Objectives.

CO3 Meaning, Nature, Reasons for organizational Change, Factors in organizational change - Planned Change: Meaning, Factors in planned Change, Objectives of planned change and process of planned change.

CO4 Concept, Approaches to measure effectiveness, Goal approach, Behavioural approach, system-resource approach strategic constituencies approach. Criteria for Organizational Effectiveness

US05CBVS01 VISUAL PROGRAMMING

CO1 Introduction to .NET Framework and VB.NET, .NET Architecture, .NET Languages, Microsoft Intermediate Language (MSIL), The Just-In-Time (JIT) compiler, Working with Assemblies, The .NET framework class library − VB.NET - introduction, applications and types of project − Introduction to Visual Studio IDE

CO2 VB.NET Basics, Use of conditional statement (if), multi branching statement (select) and With…End With statement, − Looping Statement: DO, FOR, FOR EACH..NEXT and WHILE, Working with EXIT, CONTINUE and WITH statements − Working with procedures – introduction, types, use of parameters, parameter passing, calling procedures

CO3 Developing Windows Forms, Exception Handling, Working with basic controls – Button, CheckBox, CheckedListBox, ComboBox, DateTimePicker, GroupBox, HScrollBar, RadioButton, VscrollBar, Label, ListBox, PictureBox, TextBox and Time controls.

CO4 ADO.NET – introduction and applications − ADO.NET – architecture (connected and disconnected) − Database connectivity using ADO.NET − Use of Data sources, Server Explorer and working with DataSet

US05CBVS02 ADVANCED RDBMS

CO1 Consequences of poor database design - The process of database normalization - Functional dependencies - Lossless joins and dependency preservation - 1NF, 2NF, 3NF, BCNF

CO2 nit 2: Basics of PL/SQL - PL/SQL - Introduction and advantages - Understanding PL/SQL Block structure - Fundamentals of PL/SQL Language - data types (BOOLEAN, CHAR,NUMBER, DATE, VARCHAR2), variables, constants and expressions (CASE expression) - Operators

CO3 SELECT..INTO statement - Working with cursor : introduction, types, attributes and processing (i.e. Declaring, opening, fetching and closing), using parameterized cursor, using cursor FOR loop - Error Handling : introduction, advantages of exceptions, types of exceptions

CO4 Stored procedures – introduction, creating, modifyi ng, executing and dropping procedures - Stored functions – introduction, creating, modifyin g, executing and dropping Functions

US05CBVS03 PRACTICALS-9

CO1 Understand the applications of DBMS, difference between file systems vs. DBMS, identify the data models ,understand DBMS structure

CO2 Understands the relational algebra concepts, selection ,projection ,relational calculus which helps in understanding queries

CO3 Able to learn DDL commands, DML commands, queries

CO4 Understands the need of normalization, Normal forms I, II, III, IV BCNF

US05CBVS04 PRACTICALS-10

CO1 It helps to understand the use of IDE (integrated development environment). Creates their own Apps with basic features.

CO2 Implement various component and tool to their application and create a small stand alone software which they can use in their daily life also they can make some small gaming product with the help of these contents

CO3 Helps to understand the code implementation in arrays and loops. Students get to know the concept of functions, data files. These concept help in searching files in system and other application on disk

CO4 Students get to implement the concept of MFC, its various functions. They learn the 130 database connectivity in the project with the help of MS- SQL Server and ODBC connectivity.

Bachelor of Vocation (SOFTWARE DEVELOPMENT) Semester: VI

US06FBVS01 FUNDAMENTAL CONCEPTS OF INFORMATION SECURITY

CO1   Develop an understanding of information assurance as practiced in computer operating systems, distributed systems, networks and representative applications.

CO2   Gain familiarity with prevalent network and distributed system attacks, defenses against them, and forensics to investigate the aftermath.

CO3   Develop a basic understanding of cryptography, how it has evolved, and some key encryption techniques used today.

CO4   Develop an understanding of security policies (such as authentication, integrity and confidentiality), as well as protocols to implement such policies in the form of message exchanges

US06FBVS05 BASICS OF CYBER LAW

CO1   Make Learner Conversant With The Social And Intellectual Property Issues Emerging From 'Cyberspace.

CO2   Develop The Understanding Of Relationship Between Commerce And Cyberspace;

CO3   Give Learners In Depth Knowledge Of Information Technology Act And Legal Frame Work Of Right To Privacy, Data Security And Data Protection

CO4   Make Study On Various Case Studies On Real Time Crimes

US06FBVS06 COMMUNICATION SKILLS-VI (OLD)

CO1   It guides students on professional path. It helps to write detailed business reports, minutes of meeting

CO2   It helps students to understand professional obligation. It helps to improve grammar skills of the students

CO3   It enables students to plan and manage business projects and communication strategy. It enables students to conduct effective business research and communication process and findings in a range of business documents and oral communication

CO4   It helps in utilizing constructive negotiation and conflict management skills. It improves communication skills of the students and helps them in facing interviews

US06FBVS07 CORPORATE SOCIAL RESPONSIBILITY

CO1   Understand the responsibilities towards society

CO2   Understand the importance of the society and its existence

CO3   Understand the relationship between government, society and business

US06FBVS08 VIBRANT SKILLS FOR BUSINESS (NEW)

CO1   Develop effective systems and implement business plans and talent management

CO2   Learn the different techniques of skills for business

CO3   Understand the change in the environment of the business and develop the skills in tune to the environment

US06CBVS05 APPLICATION DEVELOPMENT

CO1   To *develop application* using data and their Structures and operations

CO2   Will be able to represent the data in the real world

CO3   Study the basic taxonomy

US06CBVS02 SERVER SIDE PROGRAMMING

CO1   Student will be able to understand the basic concepts of object oriented Programming

CO2   Students will be able to understand the basics terminologies,

US06CBVS03 PRACTICALS-11 (ASP.NET)

CO1   Familiarize with the basic concepts of .NET Programming and how to implement and work with concepts

CO2   Able to understands use of data types, and also learn to stop abnormal terminations via using exception handling

US06CBVS04 PRACTICALS-12(IN HOUSE PROJECT)

CO1   Objective of Project work is to gain industrial knowledge on the implementation of the various software development concepts

CO2   Each and Every student will have assign individually one Project Work and they have made them by using the software tools/ languages that they have learned.

CO3   Able to gain practical knowledge and implement all learning concepts in form of a application

CO4   Also Able to make and design User interface for their Applications which includes forms, all types of buttons, database etc. able to access data from file.

Perform real life functions like take input from user, perform operation on data accordingly and provide