



Criterion : II – Teaching-Learning and Evaluation

Metric : 2.6.1 – Programme Outcomes (POs), Programme Specific Outcomes (PSOs) and Course Outcomes (COs) – B.B.A

Year : 2015 - 2020



FATIMA COLLEGE (AUTONOMOUS), MADURAI – 625018

NAME OF THE PROGRAMME: BBA

PROGRAMME CODE: USBA

PROGRAMME OUTCOMES:

The learners will be able to

PO1: acquire knowledge of fundamental concepts and subject specific academic competency.

PO2: enhance the communicative skills and gain confidence to disseminate knowledge through oral and written communication effectively.

PO3: think critically, evaluate analytically and apply the expertise of their discipline in real life.

PO4: appreciate literary, economic, cultural, socio-psychological and environmental diversity.

PO5: pursue and attain meaningful goals, develop positive attitude to gain self-awareness, self-esteem, self-discipline and self-motivation.

PO6: acquire employability and entrepreneurial skills

PO7: evolve as responsible citizens and leaders.



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PROGRAMME SPECIFIC OUTCOMES:

PSO1: Identify and describe current domestic and international business trends

PSO2: Explain how proper business management benefits consumers and employees

PSO3: Define the basic rules related to human resources management

PSO4: Compare and contrast the different types of business ownership

PSO5: Evaluate and classify various marketing strategies

PSO6: Gain knowledge on the preparation of final accounts, cost accounting & management accounting.

PSO7: Apply the theoretical knowledge in the projects/internship to gain career related experience.

PSO8: Develop critical thinking abilities that allow them to work ethically and professionally with people of diverse cultural and gender backgrounds.



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2019 - 2020

COURSE CODE	COURSE TITLE	COURSE OUTCOMES
19U1CC1	Business Communication	<p>CO 1: To demonstrate the necessary of effective communication.</p> <p>CO 2: To design different kinds of business letters</p> <p>CO 3: To compile complaints and adjustment letters</p> <p>CO 4: To prepare letters for public authorities and other agencies.</p> <p>CO 5: To analyze and draft the different types of business report.</p>
19U1CC2	Fundamentals of Management	<p>CO 1: To apply the management concept in functional areas.</p> <p>CO 2: To demonstrate the need for planning and decision making for progressive existence of a firm.</p> <p>CO 3: To compile the strengths of Departments.</p> <p>CO 4: To analyse the different performance appraisal methods.</p> <p>CO 5: To compare the difference between tall and flat span of management.</p>



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19U1AC1	Business Statistics	<p>CO 1: Identify statistical tools needed to solve various business problems.</p> <p>CO 2: The student is able to collect, organize, and represent data, and be able to recognize and Describe relationships.</p> <p>CO 3: The student is able to understand and use the basic measure of central tendency which helps to identify behaviour of data. It acts as a representative figure for the entire mass of data.</p> <p>CO 4: Compute measures of dispersion to know the extent of variability in central values and measure the spread or dispersion, understand it, and identify its causes to provide a basis for action.</p> <p>CO 5: Recognize the basic concepts of correlation and regression. Perform a regression analysis, and compute and interpret the coefficient of correlation.</p> <p>CO 6: Identify the changes in economic activity and predict future events using index numbers. Spot out the underlying forces leading to a particular trend using time series.</p> <p>CO 7: Develop the skill of performing the calculations needed for</p>
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		various methods of analysis. Choose a statistical method for solving practical problems
19U1NME1	Soft Skills Development	<p>CO 1: Learn to have an increased awareness of leadership skills within the context of their daily life.</p> <p>CO 2: Acquire thorough knowledge and understanding of multiple facts of team management.</p> <p>CO 3: To give the learners extensive practices to develop the LS (Listening and Speaking) skill-set.</p> <p>CO 4: To identify some of the essential soft skills needed for effective management.</p>
19U2CC3	Financial Accounting	<p>CO 1: Identify the underlying principles, characteristics and objectives of a set of financial statements.</p> <p>CO 2: Explain and apply accounting concepts, principles and conventions;</p> <p>CO 3: Prepare ledger accounts using double entry bookkeeping and record journal entries Accordingly</p> <p>CO 4: Enable the students to understand the need for making</p>



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		<p>adjustments while preparing final accounts</p> <p>CO 5: Facilitate students to convert incomplete records into systematic accounting</p> <p>Identify the methods of calculating depreciation charges.</p> <p>Have knowledge about nonprofits organisation able to prepare accounts for such organizations</p>
19U2CC4	Managerial Economics	<p>CO 1: To predict the economic goal of the firm to access the importance of decision making.</p> <p>CO 2: To analyse demand and supply condition and access the position of the company.</p> <p>CO 3: To compare and contrast basic market types and mechanism of competition and their business implications.</p> <p>CO 4: To formulate and estimate the production function.</p> <p>CO 5: To identify the computation of National Income and business cycle.</p>
19U2AC2	Mathematics for	<p>CO 1: Identify the axioms of a system of set theory.</p>



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	Management	<p>CO 2: Solve systems of linear equations by use of the matrix.</p> <p>CO 3: Discern effects of various types and methods of simple and compound interest account.</p> <p>CO 4: Introduce the students how to use Variables For Formulating differential equations.</p> <p>CO 5: Learn the applications of break even analysis.</p>
19U2NME2	Soft Skills Development	<p>CO 1: Learn to have an increased awareness of leadership skills within the context of their daily life.</p> <p>CO 2: Acquire thorough knowledge and understanding of multiple facts of team management.</p> <p>CO 3: To give the learners extensive practices to develop the LS (Listening and Speaking) skill-set.</p> <p>CO 4: To identify some of the essential soft skills needed for effective management.</p>
COURSE CODE	COURSE TITLE	COURSE OBJECTIVES
U3CC5	Organisational Behaviour	<ul style="list-style-type: none"> Analyse the behaviour of individuals and groups in organizations



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		<p>in terms of the key factors that influence organizational behaviour.</p> <ul style="list-style-type: none"> Assess the potential effects of organizational level factors (such as structure, culture and change) on organizational behaviour. Identify the various leadership styles and the role of leaders in a decision making process. Analyse organizational behavioral issues in the context of organizational behaviour theories, models and concepts. Explain group dynamics and demonstrate skills required for working in groups (Team Building)
U3CC6	Marketing Management	<ul style="list-style-type: none"> Identify core concepts of marketing and the role of marketing in business and society. Ability to develop marketing strategies based on product, price, place and promotion objectives. Understand the procedure for price determination of marketing firms. Ability to communicate the unique marketing mixes and selling propositions for specific product offerings. Demonstrate the critical thinking skills and analyze Modern



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		marketing in the Indian context.
U3CC7	Cost Accounting	<ul style="list-style-type: none"> • To critique financial accounting and to outline the need of cost accounting. • To demonstrate the types and elements of costing and cost sheet. • To evaluate reorder level, EOQ, minimum level, maximum level, average level and the methods of material issues such as LIFO, FIFO, and simple average and weighted average method. • To critique the methods of remuneration such as time wage system, piece wage system, halsey plan, rowan plan, taylor's differential piece rate system, merrick multiple piece rate system, gantt's task and bonus plan, and group bonus scheme. • To apply the different methods of absorption of overheads such as machine hour rate method, direct material cost method, direct labour cost method, and direct labour hour method. • To prepare reconciliation statement relating to cost and financial accounts.
U3CC8	Financial Services	<ul style="list-style-type: none"> • Students learn how to manage investments and financial risks in order to assist Clients with meeting their financial goals.



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		<ul style="list-style-type: none"> Students understand financial services offered by financial intermediaries such as nonbanking finance companies, banks and financial institutions. Students find out the role of SEBI in electronic trading Students gain practical knowledge about the various types of card available in the society and their effective uses Enable the students to identify the role of credit rating agencies , factoring and securitization
K3ACU3	Business Communication (offered to B.Com CA-Dept)	<ul style="list-style-type: none"> To demonstrate the necessary of effective communication. To design different kinds of business letters To compile complaints and adjustment letters To prepare letters for public authorities and other agencies. To analyze and draft the different types of business report.
U3SB1	Soft Skills Development- Essentials of communicative Skills	<ul style="list-style-type: none"> Enhancing the overall communicative skills of the students.
U4CC9	Human Resource Management	<ul style="list-style-type: none"> Familiarize the students with methods and techniques of HRM and equip them with the application of the HRM tools in real



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		world business situations.
U4CC10	Operations Management	<ul style="list-style-type: none"> • To demonstrate about production management function and to identify best plant layout. • To predict prospective way of routing, sequencing and scheduling. • To prepare the flow chart and to explain work study and method study. • To use the materials in optimal way to carry proper production management. • To access the essence of quality circle and inventory control.
U4CC11	Management Accounting	<ul style="list-style-type: none"> • To recall financial accounting and to outline management accounting and financial statement analysis. • To identify the different types of ratios and explain its applications • To prepare funds flow and cash flow statements. • To apply the managerial applications of CVP analysis • To assess the various variances such as material cost, price, usage, mix and yield variances. • To evaluate the various budgets such as production, flexible, cash, sales and zero based budgets



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U4CC12	Services Marketing	<ul style="list-style-type: none"> • Appreciate the challenges facing the services marketing in traditional commercial marketing, e-marketing and non commercial environments • Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix, and the four unique traits of services marketing; • Recognize the challenges faced in services delivery as outlined in the services gap model.
K4ACU4	Principles of Marketing (Offered to B.Com with Comp. Appln. Dept)	<ul style="list-style-type: none"> • Identify evidence of marketing in everyday life • Develop an ability to understand and develop the marketing mix for an organization • Find out the strategy of product mix, life cycle of product, branding concept and packaging • To consider the various decision areas within marketing and the tools and methods used by marketing managers for making decisions. • Develop an ability to assess the impact of the environment on



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		<p>marketing function</p> <ul style="list-style-type: none"> • Should be able to develop suitable marketing strategies in light of the environment.
U4SB2	Soft Skills Development- Interpersonal skills and Team Building	<ul style="list-style-type: none"> • Learn to have an increased awareness of leadership skills within the context of their daily life. • Acquire thorough knowledge and understanding of multiple facts of team management. • To give the learners extensive practices to develop the LS (Listening and Speaking) skill-set. • To identify some of the essential soft skills needed for effective management.
U5CC13	Financial Management	<ul style="list-style-type: none"> • Demonstrate an understanding of the overall role and importance of the finance function. • Identify and evaluate the necessary tools to use in managing a company's net daily cash position. • Understand the importance of making decisions regarding the purchase of long-term assets or the start of a business project that will last more than one year through capital budgeting



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		<ul style="list-style-type: none"> • Able to frame a proper capital structure which enhances the value of the firm • Identify the type of dividend policy followed in firm
U5CC14	Tax Laws	<ul style="list-style-type: none"> • To identify the taxes existing in India. • 2. To assess the residential status of different Individuals. • 3. To compute Income from Salary and House Property of Individuals. • 4. To assess the taxable income of firm and partners. • 5. To plan Input Tax Credit relating Central Goods and Services Tax Act 2017.
U5CC15	Case Analysis	<ul style="list-style-type: none"> • Enhanced ability to critically analyze a business strategy • Improved ability to integrate of ideas from the range of business and economics disciplines that are components of a business strategy • Ability to development new strategies that lead to competitive advantage • Appreciation of the need to provide strong justification and support for strategic choices



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		<ul style="list-style-type: none"> Understanding of the team-based approach to problem identification and resolution
U5CC16	Business Law	<ul style="list-style-type: none"> Understand the primacy of contract, offer and acceptance Know the essential requirement of a valid agency contract; rights and duties of an agent and a principal. Expose and apply the different types contract in business. Enable students to understand the various acts followed by factories. Familiarize them with provident act & pension act.
U5ME1	International Business Management	<ul style="list-style-type: none"> To explain the concept of globalization and internationalization. To compare between international corporation, multinational company, global company and transnational corporate. To demonstrate the need of international production and human resource management. To compile the functions of International marketing To apply the techniques of International risk management.
U5ME2	Strategic Management	<ul style="list-style-type: none"> Develop an understanding of the concepts, tools and techniques



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		<p>of corporate strategic management so as to enable them to develop analytical and conceptual skills and the ability to look at the totality of situations.</p> <ul style="list-style-type: none"> • Learn the role that various models developed by different thinkers to improve strategic thinking. • Enable students to understand basics of strategies adapted by business firms . • Understand the environmental factors affecting the management of business. • Familiarize them with the formulation, implementation & evaluation of strategies.
U5SB3	Soft Skills Development- Leadership Skills	<ul style="list-style-type: none"> • Clearly articulate an understanding of setting vision and mission as a leader. Identify and describe several theories of leadership • Learn to have an increased awareness of leadership skills within the context of their daily life. • Acquire thorough knowledge and understanding of multiple facts of team management • Strong leaders build strong teams. Hence, this course also



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		attempts to understand managing and building teams.
U5SB4	Employability Skills-I	<ul style="list-style-type: none"> • Critically evaluate various real life situations by resorting to analysis of key issues and factors • Demonstrate various principles involved in solving mathematical problems and thereby reducing the time taken for performing job functions.
U6CC17	Operations Research	<ul style="list-style-type: none"> • Understand and reinforce the analytical skills already learned and further increase the managerial responsibility for operations tasks. • Understand concepts and terminology of Linear Programming from formulation of mathematical models to their optimization using Simplex Method. • Application of how to reduce the cost under Transportation. • To understand applications of queuing theory in business. • Use critical path analysis and programming evaluation production and review techniques for timely project scheduling and completion. • Model competitive real world phenomena using concepts from



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		game theory.
U6CC18	Entrepreneurship	<ul style="list-style-type: none"> To analyze the qualities, functions and types of entrepreneurs. To plan organize and execute a project with the goal of bringing new products and service to the society. To identify and analyze the problems faced by women entrepreneurs. To compute the difference between financial and non-financial institutions. To use the recent policy and initiatives in MSME.
U6CC19	Environment of Business	<ul style="list-style-type: none"> To know about business environment including micro and macro environment To analyze objectives of business, culture, social responsibility, consumerism and corporate governance in Indian Context. To assess New Industrial Policy 1991, IDRA Act and Privatisation in India. To outline the functions, economic roles of State and fundamental rights, duties and preamble, and responsibilities of business to government and vice-versa.



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		<ul style="list-style-type: none"> To Evaluate technology, IT revolution and business environment, globalization and technology transfer.
U6ME3	Retail Management	<ul style="list-style-type: none"> Become familiar with how the retail industry works Understand the growth of organized retailing in India Learn how the retail store is designed to attract customers Major strategies used by retailers Understand how to create a shopping experience that builds customer loyalty. Learn how to receive, present and maintain merchandise. Learn how to identify, hire, retain and build retail personnel talent. Learn the functions that support service and sales. Understand the areas of accountability for retail management Understand how the role of the manager impacts the success of a retail business
U6ME4	Consumer Behaviour	<ul style="list-style-type: none"> Identify the major influences in consumer behaviour and Reasons behind the Rise of Consumerism. Distinguish between Personal and Psychological factors in



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		<p>Consumer Behaviour Implement appropriate combinations of Social Class, Culture & Group Dynamics</p> <ul style="list-style-type: none"> • Establish the relevance of model of Consumer decision making theories and decision making • Recognize social and ethical implications of marketing actions on consumer behaviour • Use most appropriate techniques to apply market solutions
U6ME5	Industrial Relations	<ul style="list-style-type: none"> • Demonstrate descriptive knowledge of the field of industrial relations. • Apply the essential concepts of industrial relations and their interrelationship at the personal, organizational and national levels. • Recognize and consider the social, historical issues within industrial relations. Investigate solutions to industrial relations problems based on research and assessment of current practices. • Communicate your knowledge of industrial relations in both written and verbal formats reactive to both audience and purpose.
U6ME6	Training and	<ul style="list-style-type: none"> • To demonstrate the importance of training.



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	Development	<ul style="list-style-type: none"> To compare the concept of on the job and off the job training. To access the uses of different methods of training. To analyze the factors for successful training activity. To discuss the essence of management by objectives
U6SB5	Soft Skills Development- Employability Skills-II	<ul style="list-style-type: none"> Critically evaluate various real life situations by resorting to analysis of key issues and factors Demonstrate various principles involved in solving mathematical problems and thereby reducing the time taken for performing job functions.
U6SB6	Psychological Inputs for Self Development	<ul style="list-style-type: none"> To identify the nature of human being and personality and locus of control To assess self image and factors influencing positive self image To demonstrate emotional intelligence required for successful managers and to critique emotional competency, maturity and sensitivity. To outline sources of stress and ways to reduce stress. To communicate the stages of Yoga.



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2018 - 2019

COURSE CODE	COURSE TITLE	COURSE DESCRIPTION
U1CC1	Business Communication	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U1CC2	Fundamentals of Management	<ul style="list-style-type: none"> It helps the student to learn how to organizes the resources, integrates the resources in effective manner to achieve goals.
U1AC1	Business Statistics	<ul style="list-style-type: none"> This course provides learner the opportunity to expand their knowledge and skills of the Statistical Concepts and a personal development experience towards the needs of statistical data analysis.
U1NME1	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer groups, subordinates, superior, clients and customers in



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		a organization.
U2CC3	Financial Accounting	<ul style="list-style-type: none"> This subject helps to understand the basic accounting concepts and their application in business and develops the skill needed to analyze financial statements effectively, and gain knowledge on the preparation of financial statements.
U2CC4	Managerial Economics	<ul style="list-style-type: none"> It helps the students to identify how pricing and production strategies help to meet the short-run objective quickly and effectively.
U2AC2	Mathematics for Management	<ul style="list-style-type: none"> The purpose of having Mathematics in this course is to make the students understand and appreciate how Mathematics can be used as a tool or aid in decision-making. and to understand applications of matrices in business.
U2NME2	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer



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		groups, subordinates, superior, clients and customers in a organization.
U3CC5	Organisational Behaviour	<ul style="list-style-type: none"> Course helps to understand individual and group behaviour, communication, conflict and various management styles, motivational techniques and coordination in the work environment and apply these concepts to the development of an organization's human resources.
U3CC6	Marketing Management	<ul style="list-style-type: none"> This paper focus on the basic concepts in marketing to cater the needs of marketing industries and to enable the students to understand the elements of the complex world of marketing
U3CC7	Cost Accounting	<ul style="list-style-type: none"> Imparts knowledge relating to cost sheet, inventory levels and controls, remuneration and incentives of labour, treatment of overheads and how to reconcile cost and financial books
U3CC8	Financial Services	<ul style="list-style-type: none"> Imparting basic understanding of various concepts and



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		terms relating to financial services and encouraging the students to practically involve in such services and related transactions.
K3ACU3	Business Communication (offered to B.Com CA-Dept)	<ul style="list-style-type: none"> • This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U3SB1	Soft Skills Development- Essentials of communicative Skills	<ul style="list-style-type: none"> • Enhancing the overall communicative skills of the students
U4CC9	Human Resource Management	<ul style="list-style-type: none"> • Familiarize the students with methods and techniques of HRM and equip them with the application of the HRM tools in real world business situations.
U4CC10	Operations Management	<ul style="list-style-type: none"> • This paper guide the students • To learn planning, organizing and supervising in the contexts of production, manufacturing or the provision of services and it is delivery-focused, ensuring that an organization successfully turns inputs to outputs in an



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		efficient manner.
U4CC11	Management Accounting	<ul style="list-style-type: none"> Provides knowledge relating to financial statements, ratio analysis, funds flow and cash flow analysis, marginal costing, standard costing and budgetary control and their application in managerial decision making
U4CC12	Services Marketing	<ul style="list-style-type: none"> This subject assist students to understand the marketing principles and to impart knowledge about how market the service product and enable to connect their experience in the service sector.
K4ACU4	Principles of Marketing (Offered to B.Com with Comp. Appln. Dept)	<ul style="list-style-type: none"> This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world
U4SB2	Soft Skills Development-	<ul style="list-style-type: none"> Gives the skill to build and foster empowering



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	Interpersonal skills and Team Building	relationship, Keeping positive interpersonal relations with colleagues ensure that an environment of productivity and success at work is created. Team building course helps to exhibit accountability, cohesiveness and collaboration .
U5CC13	Financial Management	<ul style="list-style-type: none"> • Make wider understanding of tools that are used to value investment projects and to provide knowledge using concepts, methods & procedures involved in managerial decision making.
U5CC14	Tax Laws	<ul style="list-style-type: none"> • Expose the students to residential status, the calculation of income under the head salary, house property, assessment of firms and Goods and Services Tax
U5CC15	Case Analysis	<ul style="list-style-type: none"> • The core purpose of this course is to make the students get into the habit of diagnosing problems, analyzing and evaluating alternatives and formulating workable plans of actions through classroom participation and discussion.
U5CC16	Business Law	<ul style="list-style-type: none"> • Afford basic knowledge in business laws which are needed



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		for observing the code of conduct in business. And To impart basic knowledge of the Indian Industrial legislations.
U5ME1	International Business Management	<ul style="list-style-type: none"> Studying international business allows the students to see how globalization has brought about an increasing 'connectedness' of businesses, markets, people and information across countries.
U5SB3	Soft Skills Development- Leadership Skills	<ul style="list-style-type: none"> Emphasis on behaviour of leader, Leadership Styles and Leadership Development .It includes attitudes, Goal setting ,Time Management, Self motivation and Swot analysis
U5SB4	Employability Skills-I	<ul style="list-style-type: none"> Imparting the knowledge and skills for enhancing the career opportunities.
U6CC17	Operations Research	<ul style="list-style-type: none"> Recognize various inventory models Investigate network analysis on elements of scheduling by CPM and PERT techniques and to introduce the students how to use variables for formulating complex mathematical models in



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		management.
U6CC18	Entrepreneurship	<ul style="list-style-type: none"> This paper motivates the students to create jobs and the conditions for a flourishing society and the revolutions may improve our standard of living.
U6CC19	Environment of Business	<ul style="list-style-type: none"> Highlight the students the importance of environmental factors such as economic, political, social, cultural, technology, etc., and their impact on business
U6ME3	Retail Management	<ul style="list-style-type: none"> This course provides the student with a comprehensive view of retailing, an analysis of the retail environment and exposure to issues and developments in the industry. Retailing is changing today, and the successful business will know how to identify, adapt, and plan with these changes
U6ME5	Industrial Relations	<ul style="list-style-type: none"> Imparting knowledge relating to industrial relations, industrial conflicts, trade unions, collective bargaining and industrial relations issues etc.,



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U6SB5	Soft Skills Development- Employability Skills-II	<ul style="list-style-type: none"> Imparting the knowledge and skills for enhancing the career opportunities.
U6SB6	Psychological Inputs for Self Development	<ul style="list-style-type: none"> Helps to understand their personality and to manage contradictions between their public personal and their private self. It includes self image, Emotional Intelligence, Stress management and Yoga.

2017-2018

COURSE CODE	COURSE TITLE	COURSE DESCRIPTION
U1CC1	Business Communication	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U1CC2	Fundamentals of Management	<ul style="list-style-type: none"> It helps the student to learn how to organizes the resources, integrates the resources in effective manner to



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		achieve goals.
U1AC1	Business Statistics	<ul style="list-style-type: none"> This course provides learner the opportunity to expand their knowledge and skills of the Statistical Concepts and a personal development experience towards the needs of statistical data analysis.
U1NME1	Soft Skills Development	<ul style="list-style-type: none"> It emphasises on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer groups, subordinates, superior, clients and customers in a organisation.
U2CC3	Financial Accounting	<ul style="list-style-type: none"> This subject helps to understand the basic accounting concepts and their application in business and develops the skill needed to analyze financial statements effectively, and gain knowledge on the preparation of financial statements.
U2CC4	Managerial Economics	<ul style="list-style-type: none"> It helps the students to identify how pricing and production strategies help to meet the short-run objective quickly and



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		effectively.
U2AC2	Mathematics for Management	<ul style="list-style-type: none"> The purpose of having Mathematics in this course is to make the students understand and appreciate how Mathematics can be used as a tool or aid in decision-making. and to understand applications of matrices in business.
U2NME2	Soft Skills Development	<ul style="list-style-type: none"> It emphasises on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer groups, subordinates, superior, clients and customers in a organization.
U3CC5	Organisational Behaviour	<ul style="list-style-type: none"> Course helps to understand individual and group behaviour, communication, conflict and various management styles, motivational techniques and coordination in the work environment and apply these concepts to the development of an organization's human resources.



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U3CC6	Marketing Management	<ul style="list-style-type: none"> This paper focus on the basic concepts in marketing to cater the needs of marketing industries and to enable the students to understand the elements of the complex world of marketing
U3CC7	Cost Accounting	<ul style="list-style-type: none"> Imparts knowledge relating to cost sheet, inventory levels and controls, remuneration and incentives of labour, treatment of overheads and how to reconcile cost and financial books
U3CC8	Financial Services	<ul style="list-style-type: none"> Imparting basic understanding of various concepts and terms relating to financial services and encouraging the students to practically involve in such services and related transactions.
K3ACU3	Business Communication (offered to B.Com CA-Dept)	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U3SB1	Soft Skills Development- Essentials of communicative	<ul style="list-style-type: none"> Enhancing the overall communicative skills of the



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	Skills	students
U4CC9	Human Resource Management	<ul style="list-style-type: none"> Familiarize the students with methods and techniques of HRM and equip them with the application of the HRM tools in real world business situations.
U4CC10	Operations Management	<ul style="list-style-type: none"> This paper guide the students To learn planning, organizing and supervising in the contexts of production, manufacturing or the provision of services and it is delivery-focused, ensuring that an organization successfully turns inputs to outputs in an efficient manner.
U4CC11	Management Accounting	<ul style="list-style-type: none"> Provides knowledge relating to financial statements, ratio analysis, funds flow and cash flow analysis, marginal costing, standard costing and budgetary control and their application in managerial decision making
U4CC12	Services Marketing	<ul style="list-style-type: none"> This subject assist students to understand the marketing principles and to impart knowledge about how market the service product and enable to connect their experience in



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		the service sector.
K4ACU4	Principles of Marketing (Offered to B.Com with Comp. Appln. Dept)	<ul style="list-style-type: none"> This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world
U4SB2	Soft Skills Development- Interpersonal skills and Team Building	<ul style="list-style-type: none"> Gives the skill to build and foster empowering relationship, Keeping positive interpersonal relations with colleagues ensure that an environment of productivity and success at work is created. Team building course helps to exhibit accountability, cohesiveness and collaboration .
U5CC13	Financial Management	<ul style="list-style-type: none"> Make wider understanding of tools that are used to value investment projects and to provide knowledge using concepts, methods & procedures involved in managerial decision making.



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U5CC14	Tax Laws	<ul style="list-style-type: none"> Expose the students to residential status, the calculation of income under the head salary, house property, assessment of firms and Goods and Services Tax
U5CC15	Case Analysis	<ul style="list-style-type: none"> The core purpose of this course is to make the students get into the habit of diagnosing problems, analysing and evaluating alternatives and formulating workable plans of actions through classroom participation and discussion.
U5CC16	Business Law	<ul style="list-style-type: none"> Afford basic knowledge in business laws which are needed for observing the code of conduct in business. And To impart basic knowledge of the Indian Industrial legislations.
U5ME1	International Business Management	<ul style="list-style-type: none"> Studying international business allows the students to see how globalization has brought about an increasing 'connectedness' of businesses, markets, people and information across countries.
U5SB3	Soft Skills Development-	<ul style="list-style-type: none"> Emphasis on behaviour of leader, Leadership Styles and Leadership Development .It includes attitudes, Goal setting



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	Leadership Skills	,Time Management, Self motivation and Swot analysis
U5SB4	Employability Skills-I	<ul style="list-style-type: none"> • Imparting the knowledge and skills for enhancing the career opportunities.
U6CC17	Operations Research	<ul style="list-style-type: none"> • Recognize various inventory models Investigate network analysis on elements of scheduling by CPM and PERT techniques and to introduce the students how to use variables for formulating complex mathematical models in management.
U6CC18	Entrepreneurship	<ul style="list-style-type: none"> • This paper motivates the students to create jobs and the conditions for a flourishing society and the revolutions may improve our standard of living.
U6CC19	Environment of Business	<ul style="list-style-type: none"> • Highlight the students the importance of environmental factors such as economic, political, social, cultural, technology, etc., and their impact on business
U6ME3	Retail Management	<ul style="list-style-type: none"> • This course provides the student with a comprehensive



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		view of retailing, an analysis of the retail environment and exposure to issues and developments in the industry. Retailing is changing today, and the successful business will know how to identify, adapt, and plan with these changes
U6ME5	Industrial Relations	<ul style="list-style-type: none"> Imparting knowledge relating to industrial relations, industrial conflicts, trade unions, collective bargaining and industrial relations issues etc.,
U6SB5	Soft Skills Development- Employability Skills-II	<ul style="list-style-type: none"> Imparting the knowledge and skills for enhancing the career opportunities.
U6SB6	Psychological Inputs for Self Development	<ul style="list-style-type: none"> Helps to understand their personality and to manage contradictions between their public personal and their private self. It includes self image, Emotional Intelligence, Stress management and Yoga.



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2016 - 2017

COURSE CODE	COURSE TITLE	COURSE DESCRIPTION
U1CC1	Business Communication	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U1CC2	Fundamentals of Management	<ul style="list-style-type: none"> It helps the student to learn how to organizes the resources, integrates the resources in effective manner to achieve goals.
U1AC1	Business Statistics	<ul style="list-style-type: none"> This course provides learner the opportunity to expand their knowledge and skills of the Statistical Concepts and a personal development experience towards the needs of statistical data analysis.
U1NME1	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer



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		groups, subordinates, superior, clients and customers in a organization.
U2CC3	Financial Accounting	<ul style="list-style-type: none"> This subject helps to understand the basic accounting concepts and their application in business and develops the skill needed to analyze financial statements effectively, and gain knowledge on the preparation of financial statements.
U2CC4	Managerial Economics	<ul style="list-style-type: none"> It helps the students to identify how pricing and production strategies help to meet the short-run objective quickly and effectively.
U2AC2	Mathematics for Management	<ul style="list-style-type: none"> The purpose of having Mathematics in this course is to make the students understand and appreciate how Mathematics can be used as a tool or aid in decision-making. and to understand applications of matrices in business.
U2NME2	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public



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		Speaking .It promotes communication skills with Peer groups, subordinates, superior, clients and customers in a organization.
U3CC5	Organisational Behaviour	<ul style="list-style-type: none"> Course helps to understand individual and group behaviour, communication, conflict and various management styles, motivational techniques and coordination in the work environment and apply these concepts to the development of an organization's human resources.
U3CC6	Marketing Management	<ul style="list-style-type: none"> This paper focus on the basic concepts in marketing to cater the needs of marketing industries and to enable the students to understand the elements of the complex world of marketing
U3CC7	Cost Accounting	<ul style="list-style-type: none"> Imparts knowledge relating to cost sheet, inventory levels and controls, remuneration and incentives of labour, treatment of overheads and how to reconcile cost and financial books



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U3CC8	Financial Services	<ul style="list-style-type: none"> Imparting basic understanding of various concepts and terms relating to financial services and encouraging the students to practically involve in such services and related transactions.
K3ACU3	Business Communication (offered to B.Com CA-Dept)	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports.
U3SB1	Soft Skills Development- Essentials of communicative Skills	<ul style="list-style-type: none"> Enhancing the overall communicative skills of the students.
U4CC9	Human Resource Management	<ul style="list-style-type: none"> Familiarize the students with methods and techniques of HRM and equip them with the application of the HRM tools in real world business situations.
U4CC10	Operations Management	<ul style="list-style-type: none"> This paper guide the students To learn planning, organizing and supervising in the contexts of production, manufacturing or the provision of services and it is delivery-focused, ensuring that an



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		organization successfully turns inputs to outputs in an efficient manner.
U4CC11	Management Accounting	<ul style="list-style-type: none"> Provides knowledge relating to financial statements, ratio analysis, funds flow and cash flow analysis, marginal costing, standard costing and budgetary control and their application in managerial decision making
U4CC12	Services Marketing	<ul style="list-style-type: none"> This subject assist students to understand the marketing principles and to impart knowledge about how market the service product and enable to connect their experience in the service sector.
K4ACU4	Principles of Marketing (Offered to B.Com with Comp. Appln. Dept)	<ul style="list-style-type: none"> This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world



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U4SB2	Soft Skills Development- Interpersonal skills and Team Building	<ul style="list-style-type: none"> Gives the skill to build and foster empowering relationship, Keeping positive interpersonal relations with colleagues ensure that an environment of productivity and success at work is created. Team building course helps to exhibit accountability, cohesiveness and collaboration .
U5CC13	Financial Management	<ul style="list-style-type: none"> Make wider understanding of tools that are used to value investment projects and to provide knowledge using concepts, methods & procedures involved in managerial decision making.
U5CC14	Tax Laws	<ul style="list-style-type: none"> Expose the students to residential status, the calculation of income under the head salary, house property, assessment of firms and Goods and Services Tax
U5CC15	Case Analysis	<ul style="list-style-type: none"> The core purpose of this course is to make the students get into the habit of diagnosing problems, analyzing and evaluating alternatives and formulating workable plans of actions through classroom participation and



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		discussion.
U5CC16	Business Law	<ul style="list-style-type: none"> Afford basic knowledge in business laws which are needed for observing the code of conduct in business. And To impart basic knowledge of the Indian Industrial legislations.
U5ME1	International Business Management	<ul style="list-style-type: none"> Studying international business allows the students to see how globalization has brought about an increasing 'connectedness' of businesses, markets, people and information across countries.
U5SB3	Soft Skills Development- Leadership Skills	<ul style="list-style-type: none"> Emphasis on behaviour of leader, Leadership Styles and Leadership Development .It includes attitudes, Goal setting ,Time Management, Self motivation and Swot analysis
U5SB4	Employability Skills-I	<ul style="list-style-type: none"> Imparting the knowledge and skills for enhancing the career opportunities.
U6CC17	Operations Research	<ul style="list-style-type: none"> Recognize various inventory models Investigate network



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		analysis on elements of scheduling by CPM and PERT techniques and to introduce the students how to use variables for formulating complex mathematical models in management.
U6CC18	Entrepreneurship	<ul style="list-style-type: none"> This paper motivates the students to create jobs and the conditions for a flourishing society and the revolutions may improve our standard of living.
U6CC19	Environment of Business	<ul style="list-style-type: none"> Highlight the students the importance of environmental factors such as economic, political, social, cultural, technology, etc., and their impact on business
U6ME3	Retail Management	<ul style="list-style-type: none"> This course provides the student with a comprehensive view of retailing, an analysis of the retail environment and exposure to issues and developments in the industry. Retailing is changing today, and the successful business will know how to identify, adapt, and plan with these changes
U6ME5	Industrial Relations	<ul style="list-style-type: none"> Imparting knowledge relating to industrial relations,



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		industrial conflicts, trade unions, collective bargaining and industrial relations issues etc.,
U6SB5	Soft Skills Development- Public Relations management	<ul style="list-style-type: none"> To impart knowledge with the basic principles of public relations to enhance the ability to communicate effectively and successfully, as are important to the person entering the profession.
U6SB6	Psychological Inputs for Self Development	<ul style="list-style-type: none"> Helps to understand their personality and to manage contradictions between their public personal and their private self. It includes self image, Emotional Intelligence, Stress management and Yoga.



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Year : 2015 - 2020



2015-2016

COURSE CODE	COURSE TITLE	COURSE DESCRIPTION
U1CC1	Business Communication	<ul style="list-style-type: none"> This paper helps to make the students understand various aspects of Business Letters and help them to draft various letters and reports
U1CC2	Fundamentals of Management	<ul style="list-style-type: none"> It helps the student to learn how to organizes the resources, integrates the resources in effective manner to achieve goals.
U1AC1	Business Statistics	<ul style="list-style-type: none"> This course provides learner the opportunity to expand their knowledge and skills of the Statistical Concepts and a personal development experience towards the needs of statistical data analysis.
U1NME1	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public Speaking .It promotes communication skills with Peer



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Year : 2015 - 2020



		groups, subordinates, superior, clients and customers in a organization.
U2CC3	Financial Accounting	<ul style="list-style-type: none"> This subject helps to understand the basic accounting concepts and their application in business and develops the skill needed to analyze financial statements effectively, and gain knowledge on the preparation of financial statements.
U2CC4	Managerial Economics	<ul style="list-style-type: none"> It helps the students to identify how pricing and production strategies help to meet the short-run objective quickly and effectively.
U2AC2	Mathematics for Management	<ul style="list-style-type: none"> The purpose of having Mathematics in this course is to make the students understand and appreciate how Mathematics can be used as a tool or aid in decision-making. and to understand applications of matrices in business.
U2NME2	Soft Skills Development	<ul style="list-style-type: none"> It emphasizes on the Personality of the student by mastering interpersonal skills, creative skills and Public



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		Speaking .It promotes communication skills with Peer groups, subordinates, superior, clients and customers in a organization.
U3CC5	Organisational Behaviour	<ul style="list-style-type: none"> Course helps to understand individual and group behaviour, communication, conflict and various management styles, motivational techniques and coordination in the work environment and apply these concepts to the development of an organization's human resources.
U3CC6	Marketing Management	<ul style="list-style-type: none"> This paper focus on the basic concepts in marketing to cater the needs of marketing industries and to enable the students to understand the elements of the complex world of marketing
U3CC7	Cost Accounting	<ul style="list-style-type: none"> Imparts knowledge relating to cost sheet, inventory levels and controls, remuneration and incentives of labour, treatment of overheads and how to reconcile cost and financial books



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U3CC8	Financial Services	<ul style="list-style-type: none"> Imparting basic understanding of various concepts and terms relating to financial services and encouraging the students to practically involve in such services and related transactions.
K3ACU3	Managerial Economics (offered to B.Com CA-Dept)	<ul style="list-style-type: none"> It helps the students to identify how pricing and production strategies help to meet the short-run objective quickly and effectively.
U3SB1	Soft Skills Development- Essentials of communicative Skills	<ul style="list-style-type: none"> Enhancing the overall communicative skills of the students
U4CC9	Human Resource Management	<ul style="list-style-type: none"> Familiarize the students with methods and techniques of HRM and equip them with the application of the HRM tools in real world business situations.
U4CC10	Operations Management	<ul style="list-style-type: none"> This paper guide the students To learn planning, organizing and supervising in the contexts of production, manufacturing or the provision of services and it is delivery-focused, ensuring that an



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		organization successfully turns inputs to outputs in an efficient manner.
U4CC11	Management Accounting	<ul style="list-style-type: none"> Provides knowledge relating to financial statements, ratio analysis, funds flow and cash flow analysis, marginal costing, standard costing and budgetary control and their application in managerial decision making
U4CC12	Services Marketing	<ul style="list-style-type: none"> This subject assist students to understand the marketing principles and to impart knowledge about how market the service product and enable to connect their experience in the service sector.
K4ACU4	Principles of Marketing (Offered to B.Com with Comp. Appln. Dept)	<ul style="list-style-type: none"> This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world



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U4SB2	Soft Skills Development- Interpersonal skills and Team Building	<ul style="list-style-type: none"> Gives the skill to build and foster empowering relationship, Keeping positive interpersonal relations with colleagues ensure that an environment of productivity and success at work is created. Team building course helps to exhibit accountability, cohesiveness and collaboration .
U5CC13	Financial Management	<ul style="list-style-type: none"> Make wider understanding of tools that are used to value investment projects and to provide knowledge using concepts, methods & procedures involved in managerial decision making.
U5CC14	Tax Laws	<ul style="list-style-type: none"> Expose the students to residential status, the calculation of income under the head salary, house property, assessment of firms and Goods and Services Tax
U5CC15	Case Analysis	<ul style="list-style-type: none"> The core purpose of this course is to make the students get into the habit of diagnosing problems, analyzing and evaluating alternatives and formulating workable plans of actions through classroom participation and discussion.



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Year : 2015 - 2020



U5CC16	Business Law	<ul style="list-style-type: none"> Afford basic knowledge in business laws which are needed for observing the code of conduct in business. And To impart basic knowledge of the Indian Industrial legislations.
U5ME1	International Business Management	<ul style="list-style-type: none"> Studying international business allows the students to see how globalization has brought about an increasing 'connectedness' of businesses, markets, people and information across countries.
U5SB3	Soft Skills Development- Leadership Skills	<ul style="list-style-type: none"> Emphasis on behaviour of leader, Leadership Styles and Leadership Development .It includes attitudes, Goal setting ,Time Management, Self motivation and Swot analysis
U5SB4	Employability Skills	<ul style="list-style-type: none"> Imparting the knowledge and skills for enhancing the career opportunities.
U6CC17	Operations Research	<ul style="list-style-type: none"> Recognize various inventory models Investigate network analysis on elements of scheduling by CPM and PERT techniques and to introduce the students how to use



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		variables for formulating complex mathematical models in management.
U6CC18	Entrepreneurship	<ul style="list-style-type: none"> This paper motivates the students to create jobs and the conditions for a flourishing society and the revolutions may improve our standard of living.
U6CC19	Environment of Business	<ul style="list-style-type: none"> Highlight the students the importance of environmental factors such as economic, political, social, cultural, technology, etc., and their impact on business
U6ME3	Retail Management	<ul style="list-style-type: none"> This course provides the student with a comprehensive view of retailing, an analysis of the retail environment and exposure to issues and developments in the industry. Retailing is changing today, and the successful business will know how to identify, adapt, and plan with these changes
U6ME6	Training and Development	<ul style="list-style-type: none"> Exposing the students towards Training and Development, an on- going process in any organization, which enhances employees of an organization to grow as a person and acquire maturity of thoughts and action.



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U6SB5	Soft Skills Development- Public Relations management	<ul style="list-style-type: none"> To impart knowledge with the basic principles of public relations to enhance the ability to communicate effectively and successfully, as are important to the person entering the profession.
U6SB6	Psychological Inputs for Self Development	<ul style="list-style-type: none"> Helps to understand their personality and to manage contradictions between their public personal and their private self. It includes self image, Emotional Intelligence, Stress management and Yoga.

