

SEM V & SEM VI

BCOM		Learning Objectives & Outcomes
1	FINANCIAL ACCOUNTING & AUDITING VII- FINANCIAL ACCOUNTING	<ul style="list-style-type: none"> ➤ To acquaint the student learners with the preparation of final accounts of companies as per Indian Companies Act, 2013 and the revised format of financial statements. ➤ To focus on the accounting treatment in case of Amalgamation of companies as specified in AS-14 and understand the preparation of Balance Sheet of the transferee company ➤ To account for investments as per AS-13 ➤ To understand the need for International Reconstruction and Accounting thereof. ➤ To learn the concepts of Buy back of shares and its accounting procedure. ➤ To learn the concepts of Limited Liability Partnership (LLP) ➤ To learn the concepts of Liquidation of Companies and its accounting treatments
2	FINANCIAL ACCOUNTING & AUDITING VIII - COST ACCOUNTING	<ul style="list-style-type: none"> ➤ To learn the concept & role of cost accounting in the management of manufacturing & nonmanufacturing companies ➤ To learn definition of cost & their impact on value creation in manufacturing & nonmanufacturing companies ➤ Learning to use accounting methods of cost calculation ➤ Identifying the specifics of different costing methods ➤ Learning the techniques of cost control ➤ Understanding the applicability of each cost control techniques to specific industry ➤ Analysis and interpretation of specific cost method ➤ Learning the importance of material cost & methods to control stock cost ➤ Learning to devise labour wage plans

3	COMMERCE V	<p>To provide conceptual understanding and clarity of marketing terms and strategies.</p> <ul style="list-style-type: none"> <input type="checkbox"/> To focus on different elements of marketing mix such as product, price, promotion and place. <input type="checkbox"/> To emphasis the significance of Marketing Research, Marketing Information System, Customer Relationship Management, Market Segmentation, Branding etc. <input type="checkbox"/> To acquaint the students with challenges of marketing in the competitive business environment including global marketing. <input type="checkbox"/> To highlight the importance of various Careers in Marketing. <p>Learning Outcomes:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Understanding Human Resource Planning and Human Resource Management <input type="checkbox"/> Knowledge about significance of Training and Development, Mentoring, Counselling etc. <input type="checkbox"/> Motivational theories and its Applications. <input type="checkbox"/> Transition in Human Resource Management.
4	BUSINESS ECONOMICS V	<p>This paper covers macroeconomic overview of Indian economy. The overall approach of this paper is to examine the performance and progress of the various sectors of the economy after 1991.</p>

5	EXPORT MARKETING PAPER-I	
6	COMPUTER SYSTEMS & APPLICATIONS PAPER -I	

7	DIRECT & INDIRECT TAXATION PAPER-I	<ul style="list-style-type: none">➤ To gain knowledge about the direct laws in force for the relevant previous year and to provide an insight into procedural aspects for assessment of tax liability for various assessee➤ To understand the basic principles underlying the Income Tax Act➤ To know heads of Income➤ To know the various deductions available under Chapter VIA➤ To compute the taxable income of an assessee
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BAF

1	COST ACCOUNTING - III	<ul style="list-style-type: none">➤ To understand Uniform Costing and Inter-Firm Comparison➤ To understand the integrated System and Non Integrated system of Accounts➤ To Understand Operating Costing➤ To understand process costing-Equivalent Units of Production and Inter-process Profit➤ To understand Activity based Costing System
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2	FINANCIAL MANAGEMENT - II	<p>To understand Strategic Financial Management</p> <p>To Understand Capital Budgeting-project Planning & Risk Analysis</p> <p>To understand capital structure theories and dividend decision</p> <p>To Understand Mutual Fund and bond Valuation</p> <p>To understand the Credit management policies</p>
3	TAXATION - IV (INDIRECT TAXES - II)	<p>To understand the introduction to indirect taxation and GST</p> <p>To Understand Levy and collection of GST</p> <p>To concept of Supply</p> <p>To understand Documentation</p> <p>To Understand Input tax Credit and computation of GST</p> <p>To Registration</p>

4	MANAGEMENT APPLICATIONS	<p>To understand Marketing Management To understand Production of management To Understand Human Resource Management To To understand Financial Managment</p>
5	FINANCIAL ACCOUNTING - V	<p>To gain Knowledge of underwriting of shares & debentures To understand Buy back of shares to understand AS-14- Amalgamation, absorption & external Reconstruction To understand Liquidation of companies</p>

6	FINANCIAL ACCOUNTING - VI	To understand Final Accounts of Banking Company To Final accounts of insurance company To understand Non-Banking Financial Companies To understand valuation of Goodwill and shares To understand Accouting for Limited Liability Partnership
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BBI

1	FINANCIAL REPORTING & ANALYSIS(CORPORATE BANKING & INSURANCE)	<p>The course provides a user perspective on the role of accounting and financial reporting in capturing and conveying economic information about an organisation. Through a series of workshops, case studies and exercises, you will acquire confidence in using the concepts and vocabulary of accounting to analyse and communicate about business performance and resource allocation. You will become familiar with the format and use of financial statements and the role of accounting in making business decisions.</p>
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2	AUDITING - I	<p>Ø Auditing is by far the most important process in maintaining and evaluating an organization's finances, internal controls, and transparency. Maintaining these parameters will help the organization achieve business objectives, Prevent fraud and misappropriation of assets, monitor compliance with company and government policy and help assure customers, shareholders, and investors.</p> <p>Ø The process of auditing is complex and organizations seek qualified professionals who can perform internal and external audits.</p> <p>Ø The course aims to provide you with the skills necessary to carry out audits, corporate governance, evaluate internal controls and identify and mitigate risks by making suitable recommendations.</p> <p>Ø Our workshop gives you a step-by-step overview of all the modules covered in the exam with detailed courseware and practical exercises. You will learn through live application about auditing</p>
3	Strategic Management	

4	INTERNATIONAL BANKING AND FINANCE	<ul style="list-style-type: none"> Ø Identify the key aspects of international trade and calculate its potential gains to participating nations. Ø Describe the characteristics of foreign exchange markets, identify the different currency regimes, and measure the gains/losses from engaging in speculative and arbitrage activities. Ø Judge whether international parity conditions are met and predict the impact of imbalances on foreign exchange markets. Ø Calculate common measures of foreign exchange risk. Ø Illustrate the use of currency derivatives to achieve a desired level of foreign exchange risk exposure. Ø Identify the major elements of long-and short-term international capital movements. Ø Evaluate cross-border investment opportunities, and describe a multinational firm’s decision-making process for long-term capital
5	RESEARCH METHODOLOGY	<p>The course has been designed with the certain objectives:</p> <ul style="list-style-type: none"> Ø Understand some basic concepts of research and its methodologies. Ø Identify appropriate research topics. Ø Select and define appropriate research problem and parameters. Ø Prepare a project proposal (to undertake a project). Ø Organize and conduct research (advanced project) in a more appropriate manner. Ø Write a research report and thesis.

6	FINANCIAL SERVICES MANAGEMENT	<p>This course is designed for students to understand the financial system and its components and their working and also the behavioral aspects of finance. Specific topics include: an introduction to the basics of finance, how to evaluate risk and expected return, the behavioral aspect of investment hire purchase, venture capital and how they work and also the legalities in them.</p>
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BFM

1	Marketing in Financial Services	Understand and Analyse Market, Service Market Segmentation, Issues in Marketing of Services, Customer Satisfaction
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2	Technical Analysis	Awareness about Technical Analysis,Candle stick charts, Dow Theory,Risk Management, trading strategies
3	Corporate Accounting	Awareness about Redemption of preference shares & debentures, Amalgamation of companies, capital reduction & internal reconstruction

4	Direct Tax	
5	Financial Derivatives	Introdcution about Derivatives, Futures & Options, Pricing of futures, trading clearing and settlement of options & futures

6	Business Ethics and CG	

BMS

1	LOGISTICS & SUPPLY CHAIN MANAGEMENT	
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2	CORPORATE COMMUNICATION & PUBLIC RELATIONS	
3	SERVICES MARKETING	

4	E-COMMERCE & DIGITAL MARKETING	
5	STRATEGIC MARKETING Management	

6	CUSTOMER RELATIONSHIP MANAGEMENT	
7	INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT	

8	Financial Accounting	
9	COMMODITY & DERIVATIVE MARKETS	

10	Taxation	
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BIM

1	CORPORATE ACCOUNTING	To understand Valuation of shares, Final Accounts, Investment Accounting
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2	BUSINESS ETHICS	To understand Application of Ethical Theories, Organisational Ethics, Social Responsibilities , Global Economy
3	RISK MANAGEMENT	To understand Fundamentals, Capital Markets and Credit Markets risk Management, Risk Measurement,

4	MERCHANT BANKING	To Understand Capital Fund, Issue management Process, Due and diligence
5	INTERNATIONAL FINANCE	To understand Global financial Environment , Euro Currency market, International Bond Market, Obstacles

6	RESEARCH METHODOLOGY	To understand Data Collection and Processing, Data Analysis and Interpretation, Advance Statistical Techniques, Research Report
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BTM SEM- V

1	Transport Costing & Pricing	
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2	Transport Insurance & Risk Mgt	
3	Strategic Management	

4	Transport Planning	
5	Port Operation and Management	

6	Marine Time Transport & Economics	
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BMS	
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1	LOGISTICS & SUPPLY CHAIN MANAGEMENT	<ul style="list-style-type: none"> • To provide students with basic understanding of concepts of logistics and supply chain management • To introduce students to the key activities performed by the logistics function. • To provide an insight in to the nature of supply chain, its functions and supply chain systems. • To understand global trends in logistics and supply chain management
2	CORPORATE COMMUNICATION & PUBLIC RELATIONS	<ul style="list-style-type: none"> • To provide the students with basic understanding of the concepts of corporate • communication and public relations • To introduce the various elements of corporate communication and consider their roles in managing organizations • To examine how various elements of corporate communication must be coordinated to communicate effectively • To develop critical understanding of the different practices associated with corporate communication

3	SERVICES MARKETING	<ul style="list-style-type: none"> • To understand distinctive features of services and key elements in services marketing • To provide insight into ways to improve service quality and productivity • To understand marketing of different services in Indian context
4	E-COMMERCE & DIGITAL MARKETING	<ul style="list-style-type: none"> • To understand increasing significance of E-Commerce and its applications in <ul style="list-style-type: none"> • Business and Various Sectors • To provide an insight on Digital Marketing activities on various Social Media platforms and its emerging significance in Business <ul style="list-style-type: none"> • To understand Latest Trends and Practices in E-Commerce and Digital Marketing, • Marketing, along with its Challenges and Opportunities for an Organisation.

5	STRATEGIC MARKETING Management	
6	CUSTOMER RELATIONSHIP MANAGEMENT	<ul style="list-style-type: none">• To Understand the Concept of CRM & Implementation of CRM.• To Provide an insight into CRM marketing initiatives, customer services & designing CRM Strategy.• To Understand New Trends in CRM, Challenges & Opportunities for Organisations• To Understand the importance of Data Management in CRM.

7	INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT	<ul style="list-style-type: none">• To acquaint the learners with various concepts of finance.• To understand the terms which are often confronted while reading newspapers, magazines, etc for better correlation with the practical world to understand various models and techniques of security and portfolio analysis
8	Financial Accounting	

9	COMMODITY & DERIVATIVE MARKETS	<ul style="list-style-type: none"> • To understand the concepts related to Commodities and Derivatives market • To study the various aspects related to options and futures • To acquaint learners with the trading, clearing and settlement mechanism in derivatives market.
10	Taxation	<ul style="list-style-type: none"> • Demonstrate knowledge of the concepts, principles, and rules of taxation of individuals and small businesses; • Recognize tax planning opportunities and recommend appropriate tax saving strategies for decision making; Hindi Vidya Prachar Samiti's Ramniranjan Jhunjhunwala College of Arts, Science & Commerce T.Y.BMS Syllabus Semester V & VI Page 51 of 74 <ul style="list-style-type: none"> • Address tax situations for a variety of taxpayers, such as wage earners, salespersons, owners of small business, professionals, investors, home and rental property owners, farmers, etc., • Provide students with an understanding of the income tax system in a range of contexts. • Provide knowledge of fundamental concepts of income tax laws. <ul style="list-style-type: none"> • Enable students to develop experience in identifying tax issues

PROGRAMS AND COURSES OUTCOMES

Sr. No.	Semester - I & II			
	F.Y.B.Com	Learning Objectives & Outcomes		
1	Accountancy and Financial Management - I	Understanding the basic accounting concepts & principles and Learning to prepare final accounts of a manufacturing concern. Learning the methods of maintaining and recording of stocks. To understand the different forms of business enterprises & their accounting. To learn the preparation of Departmental Accounts. To learn the accounting procedure of Inland Branches. To learn the accounting procedure of Hire Purchase Transactions. To understand the concepts of consignment and its accounting procedures.		
2	Commerce - I	Better understanding of Business Process, Understanding impact of Environment on Business, Importance of Planning for Business success, Entrepreneurship as Career option		
3	Business Economics - I	This paper provides an overall introduction to economics as dealing with the problems of allocation of scarce resources in optimum manner. It aims to build a familiarity with the basic tools of consumer and producer theory, the operation of markets and optimization in an economic context. In order to explain economic issues and solutions in a practical manner, the concepts are to be discussed with case studies and numerical		
4	Business Communication - I	After successful completion of the course, the learner should have enhanced Listening, Speaking, Reading and Writing skills and should be prepared to meet the challenges of Communication in the business world Learning outcomes. It helps to develop an awareness about the complexity of communication in a dynamic business environment, effective oral, writing and listening skills among learners, demonstrate the effective use of communication technology.		
5	Environmental Studies - I			
6	Foundation Course - I	Students will understand the Indian society and the disparity that prevails, Students will be sensitized and have a basic understanding of issues on human rights, the constitution and political processes, Students will be inculcated with knowledge about stress and conflict, and learn to deal with		
7	Mathematical and Statistical Technique - I	To orient students about the technique of data analysis. <ul style="list-style-type: none"> • To introduce the techniques of data collection and its presentation. • To emphasize the need for numerical summary measures for data analysis. 		
	F.Y.B.Com (Accounting & Finance)			
1	Financial Accounting - I	1	Financial Accounting - II	
2	Cost Accounting - I	2	Auditing - I	
3	Financial Management - I	3	IFS	
4	Business Communication - I	4	Business Communication -	
5	Foundation Course -I	5	Foundation Course -II	
6	Commerce - I	6	Business Law - I	
7	Business Economics - I	7	Business Mathematics	
	F.Y.B.Com (Banking & Insurance)			
1	Environment and Management of Financial Services	1	Principles and Practices of Banking & Insurance	
				After learning this course, Students will be introduced to equity markets and trading in equity markets. Ø Currency markets and different

2	Principles of Management	<p>Discuss and communicate the management evolution and how it will affect future managers.</p> <p>Ø Observe and evaluate the influence of historical forces on the current practice of management.</p> <p>Ø Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.</p> <p>Ø Explain how organizations adapt to an uncertain environment and identify techniques managers use to <u>influence and control the</u></p>	2	Business Law	<ul style="list-style-type: none"> • From courses that familiarise students with different law procedures and how laws are made, to corporate governance, e-commerce, business economics and strategic management business law allows for a wide range of study choices. • Business law courses usually include both theoretical and applied learning, featuring real case studies. • The study of business law also aims at developing advanced writing and communication, negotiation, research and presentation skills. • Business law students can choose between different specialisations such as international business law, European business law, or international <u>commercial and business law</u>.
3	Financial Accounting - I	<p>Ø Effectively define the needs of the various users of accounting data and demonstrate the ability to communicate such data effectively, as well as the ability to provide knowledgeable recommendations.</p> <p>Ø Apply appropriate judgment derived from knowledge of accounting theory, to financial analysis and decision making.</p> <p>Ø To record the basic journal entries.</p> <p>Ø Memorize how to calculate</p>	3	Financial Accounting - II	<p>The main aim of this course is to give students the additional skills and knowledge required for their career development. Holders of the Graduate Diploma will be able to demonstrate detailed knowledge and critical understanding of the major theories and concepts in accounting and finance.</p> <p>Ø The Graduate Diploma in Accounting and Finance aims to provide students.</p> <p>Ø To develop students' competence and practical skills in accounting and finance. Ø To lay the foundation for future pathway and continuing professional development.</p> <p>Ø To provide students with the relevant knowledge and</p>
4	Business Communication - I	<p>This programme has been specially developed on the basis of interactions with BBI Department students and teachers.</p> <p>It addresses the fundamental need to express clearly through the verbal as well as formal communication</p>	4	Business Communication - II	<p>The effective use of various types of oral, written and digital communication modes geared to a range of business audiences the planning, research, management and communication of a project for a business high level team work and analysis of team process the employment of effective techniques to resolve conflict and negotiate in a business setting the articulation of the acquisition of the above skills in an individual skills audit and professional</p>

5	Foundation Course - I	Discuss the basic aspects and problems relating to elementary, secondary and higher education. Ø Describe the role of various organizations functioning in India at Analyze the Govt. of India initiatives in providing alternatives schooling (non-formal education and adult education) Ø Identify some of the important modern trends in education – population education, sex education, value oriented	5	Foundation Course - II	This course aims to present some important vignettes of a complex, highly diverse India that is also witnessing unprecedented changes since its formal independence in 1947 from Great Britain. Ø The lectures revolve around social dimensions of change, the continuing influence of ancient texts on contemporary India, political democracy, economic transition from the state to the market, gender relations, India's economic globalisation and changing world view. Ø While one of the objectives is to capture the multifaceted process of change, the course also critically examines some of the tensions inherent in these changes. For example, how does gender inequality play itself out in a changing Indian society, how do the modernist
6	Business Economics -I	After Completing the course, students will be able to: Ø Discuss about Demand and Supply Ø Explain Elasticity and its applications Ø Explain how pricing work Ø Explain price discrimination and labour market	6	Organizational Behavior	This is an introductory course in organizational behavior. The primary objective of this course is to teach learners about the effects of organizational structures and interpersonal processes on the behavior of employees in organizations. Ø You will also learn about the wider implications organizational behavior has on the effectiveness, efficiency and overall business success of organizations. Ø This course will teach you to think about the entire organization and examine how it behaves. Throughout the course, the emphasis is
7	Quantitative Methods - I	Ø Understanding statistics is essential to understand research in the social and behavioral sciences. Ø In this course, the students will learn the basics of statistics; not just how to calculate them, but also how to evaluate them. Ø This course will also prepare the students for the next course in the specialization - the course Inferential Statistics. Ø In the first part of the course we will discuss methods of descriptive statistics. The students will learn what cases and variables are and how the students can compute measures	7	Quantitative Methods - II	Demonstrate a broad, systematic and critical knowledge of the mathematical, statistical and computing methods appropriate for specifying mathematical problems in banks and other financial institutions. Ø Demonstrate a comprehensive understanding of the most common applications of mathematics in finance and recent extensions thereof. Ø Demonstrate an ability to select and apply numerical methods appropriate for the solution of financial problems, and Ø Demonstrate familiarity with emerging mathematical techniques appropriate in banks and other financial institutions.
<u>F.Y.B.Com (Financial Markets)</u>					
1	Financial Accounting - I	accounting, Introduction to financial statements, preparation of final accounts	1	Financial Accounting - II	shares & debentures, corporate accounting, share valuation, Indian Accounting Standards

2	Introduction to Financial System	To understand overview of financial system, financial markets, financial regulators, financial instruments	2	Principles of Management	To understand the nature of management, planning & decision making, organising, management control
3	Business Mathematics	Create awareness about ration, percentage, profit & loss, interest annuity calculation, shares & mutual fund	3	Business Statistics	Create awareness about statistics, measures of central tendency, correlation, regression, linear programming problems
4	Business Communication - I	Create awareness about theory of communication, obstacles to	4	Business Communication - II	Create awareness about presentation skills, group communication, business correspondence, language & writing skills
5	Foundation Course - I	Society, disparity, Indian Constitution & Politics	5	Foundation Course - II	Understanding the concept of globalisation, human rights, ecology, stress, managing stress
6	Business Environment	To know in detail about business environment, business & society,	6	Environmental Science	Understand environment, natural resources, environment & economic activity, environment management
7	Business Economics - I	Create awareness about Demand, Production, Market Structure, Pricing	7	Computer Skills - I	Create awareness about computer hardware, windows, internet, word, excel
	FYBIM (Investment Management)			SEM -II	
1	Basic of Investment and Wealth creation	To understand General Principles of investment, Financial Mathematics, Risk	1	Introduction to Wealth Management	To understand overview, Role of Insurance, Retirement planning, Estate Planning
2	Introduction to Accounting	To Recognise Classification of Incomes and Expenses and Accounting Standard, Financial Account, Hire Purchase	2	Introduction to Accounting	To understand Investment Accounting, Foreign currency Transaction, Non- trading Institution, Service Industry, Issue of Shares and Debenture, Redemption of Preference shares
3	Introduction to Financial System	To understand Intermediation and Non-Intermediation, FIs and Financial	3	Introduction to Financial Markets	To understand Capital and Money markets, Foreign Exchange Market, Commodity and Derivatives Market, Market Exchange and
4	Business Communication	To understand Theories of Communication, Obstacles,	4	Business Communication	To understand Presentation Skills, Group Communication, Correspondence, Language and writing Skills
5	Foundation Course	To understand Indian Society, Disparity, Indian Constitution and understanding	5	Foundation Course	To understand Globalisation of Indian Society, Human rights, ecology, understanding stress and conflicts, managing stress and
6	Business Economics - I	To understand Demand Analysis, Supply and Production decision, Cost of	6	Introduction to Financial Intermediaries	To understand basic of Fin. Int. , Taxonomy of Fin. Int., Theories and management of Fin. Int
7	Quantitative Techniques	To understand Data frequency distribution, representation, Measure of Central	7	Investment Banking	To understand concept, Risk and return, Various activities of Investment Banking
	<u>F.Y.BTM (B.Com Transport Management)</u>	SEMESTER -I			SEMESTER - II
1	Transport Management	To understand	1	Logistic and Supply Chain Management	
2	Road & Road Transport		2	Air Transport	

3	Railway Transport		3	Shipping and Water Transport	
4	Business Communication - I		4	Business Communication	
5	Foundation Course		5	Foundation Course	
6	Business Economics - I		6	Traffic Management	
7	Business Mathematics		7	Financial Accounting	
<u>F.Y.B.M.S (B.Com Management Studies)</u>					
1	Introduction to Financial Accounts	<ul style="list-style-type: none"> • Recognize and understand ethical issues related to the accounting profession. • Prepare financial statements in accordance with Generally Accepted Accounting Principles. • Employ critical thinking skills to analyze financial data as well as the 	1	Principal of Marketing	<ul style="list-style-type: none"> • To make the students understand the concept of marketing along with orientation of firms. • To make the students aware about the Marketing Environment, along with consumer behaviour • To make the students aware of Market research, 4p's of Marketing, segmentation, Positioning, targeting different markets Market share.
2	Business Law	<ul style="list-style-type: none"> • The objective of this course is to provide the students with practical legal knowledge of general business law issues. • It aims at providing a rich fund of contemporary knowledge , time tested principles, basic concepts, emerging ideas, evolving theories, latest technique , ever changing procedures & practices in the field of Law. 	2	Industrial Law	<ul style="list-style-type: none"> • To demonstrate an understanding of the role of law in regulating industrial conflict; • To demonstrate an understanding of the legal regulation of trade unions; • To demonstrate the skills required in applying legal rules and principles to factual situations in problem solving exercises.
3	Business Statistics	<ul style="list-style-type: none"> • Understand meaning, nature and importance of statistics and to develop the ability to analyze and interpret data. • To provide an understanding for the graduate business students on statistical concepts, know the main properties of each statistical tools and select the most appropriate one for use with a given set of data. • Enable students to apply basic statistical 	3	Business Mathematics	<ul style="list-style-type: none"> • Understanding basic terms in areas of business calculus and financial mathematics • To understand mathematical concepts, principles of calculus and applications, matrix algebra in business & economics • Solve basic Maths problems using whole numbers, fractions decimals. • Communicate Mathematics effectively. • Use Interpolation to derive as simple function from a set of discrete data points so that the function passes through all the given data points

4	Business Communication - I	<ul style="list-style-type: none"> To sensitize the learners to the different types of channels of communication and importance of effective business communication in the professional world. To give knowledge to the learners regarding the barriers to effective 	4	Business Communication- II	<ul style="list-style-type: none"> To guide the learners for presentation skills(How to make power point presentation, effective use of transparencies, Effective use of OHP) To give knowledge to the learners regarding group communication (Interview, meetings, Conference, and Public relations. To sensitize the learners to the different types Trade Letters (order, Credit and status enquiry Collection.
5	Foundation Course - I	<ul style="list-style-type: none"> Social issues and society outlook on gender basis, physically handicap Women in politics and their achievement Indian constitution and our fundamental rights on an Indian citizen Child abuse, child trafficking 	5	Foundation Course - II	<ul style="list-style-type: none"> Understanding the concepts of liberalization, privatization and globalization Human Rights, Understanding concepts of Environment, Ecology and their interconnectedness Causes of stress and conflict in individuals and society; Types of conflicts and use of coping mechanisms for managing
6	Foundation of Human Skills	<ul style="list-style-type: none"> To Understand the Human Nature with respect to Heredity & Environment To Understand briefly the environmental factors - Personality, Attitude, Thinking, Learning & Perception 	6	Business Environment	<ul style="list-style-type: none"> To understand Business Environment - Micro & Macro To briefly understand Micro & Macro environment with relation to Political, Legal, Social, Cultural, Technological & Competitive Environment To Understand International Environment along with challenges & investment opportunities for Indian Industry
7	Business Economics - I	<ul style="list-style-type: none"> To give knowledge to the learners regarding demand and changes in response to changes in price. To introduce the concept of consumer is supply and forecasting their purchases. To avail of different market structure and pricing of different goods including stock market 	7	Principal of Mangement	<ul style="list-style-type: none"> To understand the evolution of Management thoughts contributed by F.W Taylor, Henry Fayol & Others. To understand the different levels of management To understand briefly the concept of PODSCORB
Sr. No.	Semester - III		Sr. No.	Semester - IV	
	<u>S.Y.B.Com</u>				

1	Accountancy and Financial Management - III	<ul style="list-style-type: none"> ➤ To acquaint the student learners with the preparation of final accounts of partnership firm ➤ Understand the effect of the following on financial statements: carriage inward and carriage outward, sales and purchases returns, discounts received and given etc. ➤ To learn order of payment of liability in Piecemeal Distribution of Cash. ➤ To learn objectives of Amalgamation. ➤ To learn Accounting Procedure for closing the books of old firm and new firm ➤ To learn Accounting treatment for conversion of firm in the form of a company ➤ To acquaint the student learners with the preparation of final accounts of companies as per Indian Companies Act, 2013 and the revised format of financial statements. ➤ To learn accounting procedure for redemption of Preference Shares ➤ To learn accounting procedure for redemption of debentures ➤ To understand the concept of Pre and Post Incorporation Profits and the accounting treatment thereof.
2	Financial Accounting and Auditing - V- Introduction to Management Accounting	<p>To understand the need of Management Accounting</p> <ul style="list-style-type: none"> ➤ To know the difference between Management Accounting and Financial Accounting ➤ To learn the function of Management Accountant ➤ To learn to compute various financial ratios and its interpretation. ➤ To critically analyse and provide recommendations to improve the operations of organisations through the application of management accounting techniques. ➤ To learn to estimate the required working capital ➤ To understand objectives and concepts of auditing and gain working knowledge of generally accepted auditing procedures and of techniques and skills needed to apply them in audit. ➤ Define audit and understand the objectives of audit- basic principles
3	Commerce - III	<ul style="list-style-type: none"> <input type="checkbox"/> Holistic Application of Management for Business Success. <input type="checkbox"/> Importance of good Planning, Organising and Delegation <input type="checkbox"/> Effective communication. <input type="checkbox"/> Leadership traits <input type="checkbox"/> Personality development. Knowledge about Production Planning and Control. <input type="checkbox"/> Effective Inventory Management System. <input type="checkbox"/> Knowledge about Internationally accepted Quality Standards. <input type="checkbox"/> Financial Literacy and virtue of saving through investment. <input type="checkbox"/> Knowledge about functions of Stock Market, Depositories, Credit Rating Agencies and SEBI.
4	Business Economics - III	<p>An overall approach to macroeconomics is to examine the economy as a whole. This paper is an introduction to the basic analytical tools of macroeconomics to evaluate macro economic conditions such as inflation, unemployment and growth. It is designed to make system of overall economy understandable and relevant. The aim is to provide a clear explanation of many aspects of aggregate economic variables to inspire a consistent way of thinking about key macroeconomic phenomena. It intends to familiarize the commerce students with basic concepts of macroeconomics and with certain common features of economic occurrence in the real world.</p>
5	Advertising - I OR Computer Programming - I	<ul style="list-style-type: none"> <input type="checkbox"/> Understanding the importance of Advertising in today's world <input type="checkbox"/> Knowledge about different forms of Advertising <input type="checkbox"/> Functions of Advertising Agency. <input type="checkbox"/> Job Opportunities in Advertising Industry. Different Medias used in Advertising. <input type="checkbox"/> Drafting of Advertising Copy. <input type="checkbox"/> Creative Thinking

6	Foundation Course - III	i. Students will be sensitized to issues on human rights, ecology, and, science and technology. ii. Students will have a basic understanding of Competitive examinations. iii. Students will be inculcated with scientific temper and the use of technology in everyday life.		
7	Business Law - I	Better Understanding of the legality behind entering a Valid Contract. <input type="checkbox"/> Informed consumer in respect of Sale of Goods <input type="checkbox"/> Transition in Negotiable Instruments about Information Technology Act. <input type="checkbox"/> Better knowledge about company laws <input type="checkbox"/> Awareness about Rights of Patent holder, Copyright holder, Trademark holder etc. <input type="checkbox"/> Knowledge about different forms of partnership <input type="checkbox"/> Information about consumer rights and Dispute Redressal Forums.		
	<u>S.Y.B.Com (Accounting &</u>			
1	Information Technology in Accountancy - I		1	Information Technology in Accountancy - II
2	Foundation Course - II		2	Foundation Course - II
3	Business Law - II		3	Business Law (Company
4	Business Economics - II		4	Research Methodology in Accounting & Finance
5	Financial Accounting - III		5	Financial Accounting - IV
6	Cost Accounting - II		6	Management Accounting (Introduction to
7	Taxation - III (Direct Tax - I)		7	Taxation - III (Direct Taxes
	<u>S.Y.B.Com (Transport</u>	SEMESTER - III		SEMESTER -IV
1	Production and Quality Management	To understand Product and Production, Productivity & Quality, TQM, Quality	1	Procurement Management To understand Purchases scope , strategies and Policies, Sourcing Strategies, Relationship and performance measurement, Strategic
2	Custom Procedure & Cargo Handling	To understand Role and documentation, Cargo Handling, Procedure of Handling	2	Management Accounting To understand Budget, Cost Accounting, Marginal and Absorption Costing
3	Transport & Environment management	To understand Environment Laws and Remedies, Audit and Waste Management,	3	Taxation and Transportation To understand Direct Tax, PGBP and TDS, Indirect Tax, Additional Taxes
4	IT in Transport	To understand E- Commerce and ICT, Computer organisation and Internet, ICT	4	IT in Transportation To understand Excel, Advanced Excel, Introduction to Remote sensing and GPS, E- Business
5	Service Marketing	To understand Marketing Mix, Managing Quality in Service Marketing,	5	Multi Modal Transport To understand Multi Modal Transport system, Regulatory Reforms, Global Perspectives
6	Warehousing and Inventory Control	To understand Warehousing, Warehouse Operation, Warehouse Management, Inventory Management and Control	6	Surveys in Transport To understand Data Collection and Processing, Data Analysis and Interpretation, Advance techniques in report writing
7	Transport Law	To understand laws relating to roadways, Railways and Shipping laws, Multimodal and Custom Laws, Law relating to	7	Business Economics To understand Transport Economics, Demand and Supply of Transport, Pricing of Transport, Growth and Development

	S.Y.B.Com (Banking & Insurance)				
1	Information Technology in Banking & Insurance - I	<p>Various e business models</p> <ul style="list-style-type: none"> Ø Induction of techno management Ø IT Applications in Banking Sector Ø MS PowerPoint Presentation Ø MS Office packages for Institutional 	1	Information Technology in Banking & Insurance - II	<p>The course attempts to familiarise students with:</p> <ul style="list-style-type: none"> Ø E-commerce, its significance and its application Ø E banking and its background and uses Ø MS office applications and their application in Banking & Insurance Sector
2	Foundation Course - II	<p>This module aims at familiarizing the candidates with the fundamentals of banking and provides some basic insights into the policies and practices followed in the Indian banking system.</p>	2	Foundation Course - II	<ul style="list-style-type: none"> Ø This course intends to provide a basic understanding of the insurance mechanism. Ø It explains the concept of insurance and how it is used to cover risk. Ø How insurance is transacted as a business and how the insurance market operates are also explained. Ø The relationship between insurers and their customers and the importance of insurance contracts are discussed. Some commonly used insurance terms are also listed out.
3	Financial Markets	<p>The course is structured to help understand the basic concepts relating to different avenues of investment, the primary and the secondary market, the derivatives market and financial statement analysis.</p> <ul style="list-style-type: none"> Ø To get a basic understanding of the 	3	Corporate and Security Law	<p>Acquire a comprehensive overview of securities laws and regulations in India.</p> <ul style="list-style-type: none"> Ø This course will cover a range of regulations under the Securities and Exchange Board of India. With increasing growth of the Indian capital markets and access to savings of the general public, this course is necessary for all professionals seeking to understand the regulations governing capital markets, listing of securities, and raising of public funds.
4	Direct Taxation	<p>Demonstrate knowledge of the concepts, principles, and rules of taxation of individuals and small businesses;</p> <ul style="list-style-type: none"> Ø Recognize tax planning opportunities and recommend appropriate tax-saving strategies for decision making; Ø Address tax situations for a variety of taxpayers, such as wage earners, salespersons, owners of small business, professionals, investors, home and rental property 	4	Business Economics - II	<p>This course is designed to create an understanding of that field of economics dealing with the performance, structure, behaviour and decision making of an economy as a whole, as an aggregate.</p> <ul style="list-style-type: none"> Ø It also teaches how to apply these principles to a wide variety of situations in both your personal and professional lives. In this way, the Power of Macroeconomics will help you prosper in an increasingly competitive and globalized environment. Ø It encompasses in it such factors such as national income, output, consumption, unemployment, inflation, savings, investment, international trade and finance.

5	Management Accounting	<p>Ø Explain the nature and the processes of businesses and how management accounting plays important roles in their decision-making scenarios.</p> <p>Ø Explain how management accounting contributes to financial reporting, how it is different from financial accounting, and how management accounting ideas and practices are relevant to business decisions: short</p>	5	Cost Accounting	<p>Learning objectives of this course is on different strategies for cost accounting, including the designation of certain costs for certain purposes.</p> <p>Ø This course emphasizes the development of good cost accounting strategies to promote effective decision-making.</p> <p>Ø The course aims to familiarise students about flexible and master budgeting, break-even analysis, cost estimation and behaviour, cost allocation, pricing decisions, and activity-based costing.</p>
6	Organizational Behavior		6	Customer Relationship	
7	Risk Management	<p>To understand the concept of Risk Management and Derivatives, Transaction, Translation and Economic Risk Faced by Corporate, Transaction, Position, Settlement, Presettlement, Gap/Mismatch Risk faced by Banks, Internal and External Hedging, Foreign Currency Derivative Instruments for Risk Management, Forward, Futures, Swaps and Options, Country Risk Management.</p>	7	Wealth Management	<p>This course covers the entire spectrum of financial services / products from banking, insurance, pension fund, mutual fund, derivatives, and debt market to micro credit. This comprehensive course aims as under :</p> <ul style="list-style-type: none"> o To create a cadre of competent practitioners of financial advisors / counsellors in the country. o To provide candidates with competencies required to act as an Independent Financial Advisor. o To enable candidates to possess the needed skills and knowledge to understand clients needs, attitudes and fears. o To enable candidates to design appropriate finance planning strategies suitable to individual clients. o To enable candidates to meet the clients wealth creation and
	<u>S.Y.B.Com (Financial Markets)</u>				
1	Debt Markets - I		1	Debt Markets - II	
2	Equity Markets- I		2	Equity Markets - II	
3	Commodities Markets		3	Merchant Banking	
4	Business Law - I		4	Business Law - II	
5	Foundation Course I Money Markets		5	Foundation Course I Foreign Exchange Markets	
6	Management Accounting		6	Corporate Finance	
7	Computer Skills- II		7	Business Economics - II	
	<u>MARKETING</u>			<u>MARKETING</u>	
1	Consumer Behavior	To understand the types of consumers	1	Information Technology in	
2	Social Marketing		2	Ethics & Governance	

3	Information Technology in Business Management - I	<ul style="list-style-type: none"> To learn basic concepts of information technology, its support and role in management for managers. Module 2 comprises of practical hands on training required for Office Automation. It is expected to have practical sessions of latest MS-Office software. 	3	Managerial Economics - II	
4	Environmental Management	<ul style="list-style-type: none"> Here we learn about our environment and how we can make our earth a 	4	Business Research Methods	
5	Business Planning and	<ul style="list-style-type: none"> Entrepreneurship is one of the major 	5	Production & Total Quality	
6	Accounting for Managerial Decisions	<ul style="list-style-type: none"> To acquaint management learners with basic accounting fundamentals. To develop financial analysis skills among 	6	Integrated Marketing Communication	<ul style="list-style-type: none"> To equip the students with knowledge about the nature, purpose and complex construction in the planning and execution of an effective
7	Strategic Management	The objective of this course is to learn the management policies and	7	Tourism Marketing	
S.Y.B.M.S (B.Com Management Studies)					
MARKETING				MARKETING	
1	Consumer Behavior	<ul style="list-style-type: none"> To understand the types of consumers To understand the consumer's decision making process To Understand & Analyse Consumer Information 	1	Information Technology in Business Management - II	
2	Social Marketing		2	Ethics & Governance	
3	Information Technology in Business Management - I	<ul style="list-style-type: none"> To learn basic concepts of information technology, its support and role in management for managers. Module 2 comprises of practical hands on training required for Office Automation. It is expected to have practical sessions of latest MS-Office 	3	Managerial Economics - II	
4	Environmental Management	<ul style="list-style-type: none"> Here we learn about our environment and how we can make our earth a better place to live. With water conservation, proper sanitation and proper garbage 	4	Business Research Methods	
5	Business Planning and Entrepreneurial Management	<ul style="list-style-type: none"> Entrepreneurship is one of the major focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers. 	5	Production & Total Quality Management	

