

Narayan Zantye College of Commerce

S.Y.B.Com

Course Outcomes

Semester III

Course: Business Finance (CC 9)

Upon completion of this course, students will be able to:

CO1: Understand the basics of finance and develop a financial plan for a business enterprise for various periods.

CO2: Apply financial principles in collection and utilisation of finance.

CO3: Gain knowledge of basis considered for determining the amount of fixed and working capital.

CO4: Determine the amount of capital required using the theories of capitalisation.

CO5: Understand the importance of having balanced capitalisation.

CO6: Devise a sound capital structure based on the various factors.

Course: Fundamentals of Cost Accounting (CC - 10)

Upon completion of this course, students will be able to:

CO1: Explain the various concepts of Cost Accounting and Financial Accounting.

CO2: Explain the terms waste, scrap, spoilage and defective work.

CO3: Compute total cost, cost per unit and estimated cost by preparing cost sheet.

CO4: Apply the concepts of contract costing and prepare Contract Accounts.

CO5: Apply the concepts of process costing and prepare process accounts.

CO6: Compute the cost of Joint products and By products

Course: Entrepreneurship Development (CC 11)

CO1: The students will be motivated to take up entrepreneurship as Career option.

CO2: The students will be made aware of various incentives available for entrepreneurs under Central & State Government Schemes.

CO3: The students will be imparted knowledge of preparing a Business Plan and evaluate the feasibility and viability of the Business Plan.

Course: Business Laws (SEC 1)

By opting this subject students can have the following take aways :-

CO1: Basic understanding of the mechanisms of business contract with reference to various provisions related to the Acts/ Regulations.

CO2: An overview of Business (Mercantile) Laws and regulations in India.

CO3: Knowledge of basic drafting skills in business law.

CO4: Knowledge of business laws will make them aware about their rights in the business venture.

CO5: Can answer competitive exams.

Course: New Venture Planning (SEC 1)

The Course intends to impart extensive knowledge about activities need to carry out by Entrepreneur to set-up his/her Enterprise. The course endeavours to familiarize students in detail about the how entrepreneur to propel with idea and same need to convert concept and subsequently into final goods. The course present in a way that one should be able to:

CO1: To get students acquainted about the concept of venture Planning.

CO2: Understanding entrepreneurial process an entrepreneur undertake to set-up Enterprise.

CO3: To analyse and use of various tools and techniques for generating idea.

CO4: Students to comprehend the Legal challenges that could face by Entrepreneur/Businessmen.

CO5: Discussion about Forms of Business.

CO6: Understanding the multiple avenues available to Entrepreneur to raise finance.

CO7: Armed with knowledge which enable students how to prepare Business plan to start new venture.

Course: Computer Applications for Business (GE 3)

After completion of the course, students will be able to

CO1: Understand the usefulness of information technology tools for business operations

CO2: Be familiar with various applications of Information and Communication technologies in business and with the mechanism for conducting business transactions through electronic means

CO3: Be familiar with the processes needed to develop, report, and analyze business data that involves use of spreadsheet and spreadsheet add-ins to solve business problems.

Course: Business Statistics I (GE 3)

Graphs and diagrams in Business statistics syllabus helps the students to compute T.Y. Project work. Probability and probability distribution section in statistics, deals with “chance “of appearing or non-appearing of certain event. This chance can be found using theoretical concepts.

Statistics is a science pertaining to collection, organization analysis and interpretation of data. It is applicable to wide variety of academic, discipline, from natural and social science to humanities. Statistics also used for making decisions, planning policies, in government and business.

Forecasting techniques: As title suggests, from systematically arranged data values, Inference can forecasted, estimated or drawn as to how intermittent or future values of project under study will be situated. This is very much useful to plan for the future.

Course: Business Environment I (GE 3)

The Course intends to cover the different aspect of Business Environment, including its impact on Business activities. The course endeavours to familiarize students about present business and its environment in a way that one should be able to:

CO1: To develop an understanding among students about business and Its Internal and External environments.

CO2: Understanding of Elements/Components of Both (Internal & External) environments.

CO3: Discussion on components of external environment in detail.

CO4: Analyses and indentifying of opportunities and threats exist in environment which has impact on Business.

CO5: Examining each aspect of Business Environment through Macro-Environment components.

Course: Fundamentals of Rural Marketing (GE 3)

At the end of the course, the students will be able to:

CO1: Understand the concept and profile of Rural markets.

CO2: Distinguish between rural and urban markets.

CO3: Identify the forces which influences rural marketing

CO4: Understand meaning and bases of rural market segmentation

CO5: Know the rural consumer profile and buying pattern

CO6: Understand the problems and opportunities in rural marketing in India

CO7: Know various concepts like fake brands, co-operative marketing, micro finance etc.

Course - Economics of Resources (GE 4)

Upon completion of this course, students will be able to

CO1: Understand and explain economy and environment interaction, their interlinkages, trade offs etc

CO2: Analyse problems like externality, market failure, and ways of internalizing external cost

CO3: Understand and explain the importance of resources, impact of economic development on resources

CO4: Analyse different issues related to energy resource and water resource.

CO5: Understand the need for sustainable development in relation to growing concerns about the depletion of natural resources and its availability for future use

CO6: Explain and analyse different aspects related to health care and education (benefits, access to these services, expenditure on these services etc)

CO7: Evaluate the role of education and health in human resource development and economic development

Course: Training and Development (GE 4)

CO1: Students will be able to understand the concept of training & learning and the concept of programmed instructions which used as one of the training methods in an organization.

CO2: Students will be able to gain idea about how training and development needs are identified & assessed and how to design and develop training curriculum & training materials.

CO3: Students will be able to gain knowledge about the stages of training and different training methods undertaken in an organization.

CO4: Students will be able to understand in detail how training is evaluated and to assess the emerging trend of training & development in India.

Course: Consumer Behaviour (GE 4)

The Course provides comprehensive insight about behaviour of consumer to Businesses/Companies. It covers from Concept of consumer behaviour, Post purchase behaviour till Market regulations. The course outcome present in a way that students should be able to:

CO1: To understand the importance to carry out study by Businesses on consumer.

CO2: Interpretation of consumer behaviour by understanding internal state of consumer.

CO3: Able to comprehend multiple environmental factors that influence consumer behaviour.

CO4: Attain familiarity about consumer buying behaviour process.

CO5: Examining individual and Organisational consumer decision making process.

CO6: Analysis on post purchase behaviour.

CO7: Getting acquainted with Market regulation prevails in system.

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Semester IV

Course: Fundamentals of Investment (CC 12)

After completion of the course, students will be able to

- CO1:** Describe the general structure of financial market.
- CO2:** Evaluate bonds and equity securities on the basis of risks and returns.
- CO3:** Apply fundamental and technical analysis to value stocks.
- CO4:** Explain options, forwards and futures & their use as hedging instruments.
- CO5:** Understand the investor grievances and redressal system.

Course: Income Tax (Direct Tax) (CC 13)

Upon completion of this course, students will be able to:

- CO1: Explain** different provisions of Income Tax Act with regards to Definitions, Residential Status, Exemptions and Exclusions.
- CO2: Explain** different provisions with regards to Income from Salaries and Profit and Gains of Business or Profession.
- CO3: Compute** taxable income from Salaries and Profit and Gains of Business or Profession and Gross Total Income.
- CO4: Apply** provisions of Income Tax Act with regards to deductions from Gross Total Income.
- CO5: Compute** Net Taxable Income and Tax Liability of an individual assessee.

Course: Accounting for Service Organisations (CC 14)

- CO1:** Students will gain knowledge on practical aspects of accounting for service organizations such as banks, general insurance companies, underwriters and hotels

Course: Companies Act & IPR Laws (SEC 2)

On completion of this Unit students should be able to :-

CO1: Critically appreciate the role of corporations and corporate/company laws in the society.

CO2: Apply IPR Laws to real problems and analyze social impact of IPR Laws and policy.

CO3: Knowledge of basic drafting skills in company and IPR law.

CO4: Can answer Company Secretaries Exams.

CO5: Help corporations in their normal functioning and help them to take efficient decisions.

Course: Collective Bargaining and Negotiations skills (SEC 2)

On completion of the course, students will be able to

CO1: Understand the concept and theories of collective bargaining.

CO2: Be exposed to the required skills in negotiating a contract.

Course: Computer Application for Business II (GE 5)

After completion of the course, students will be able to

CO1: Understand the usefulness of information technology tools for business operations

CO2: Be familiar with various applications of Information and Communication technologies in business and with the mechanism for conducting business transactions through electronic means

CO3: Be familiar with the processes needed to develop, report, and analyze business data that involves use of spreadsheet and spreadsheet add-ins to solve business problems.

Course: Business Statistics II (GE 5)

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Course: Business Environment II (GE 5)

CO1: Students will be able to analyze economic system and the policies that affect the business environment in India.

CO2: Students will be able to gain knowledge about impact of legal environment on the business and the various Indian laws related to environment.

CO3: Students will be able to understand international environment in India and its impact on Indian industry.

CO4: Students will be able to become familiar with business environment in Goa, the functioning of local self-government and environmental movements in Goa.

Course: Practices in Rural Marketing (GE 5)

At the end of the course, the students will be able to:

CO1: Understand the concept of distribution in rural markets.

CO2: Know the emerging channels of distribution in rural markets.

CO3: Identify the constraints in promotion and communication in rural marketing.

CO4: Understand the media mix and types of media.

CO5: Know the role and qualities of salesman in marketing.

CO6: Understand the problems faced by sales personnel in rural marketing.

CO7: Know the concept of agricultural marketing and its importance

CO8: Recall the role of agricultural marketing in economic development.

CO9: Understand the problems and challenges in agricultural marketing.

Course: Indian Economy (GE 6)

CO1: To enable the students to grasp the current economics problem in Indian.

CO2: To highlight the important economic sectors and challenges faced by them in the recent year.

CO3: To acquaint students with the major policy regimes of government to resolve problem in agriculture, industry and service of India.

CO4: To enable students to understand the change in policy focus from central planning to process of market integration of Indian Economy with other markets in the world.

Course: Compensation Management (GE 6)

CO1: Students will be able to understand the concept and the theories of compensation.

CO2: Students will be able to gain knowledge about compensation strategies, compensation policies and the laws related to compensation in India.

CO3: Students will be able to know various components of compensation and the components and approaches to international compensation.

CO4: Students will be able to gain practical knowledge about payroll accounting.

Course: Salesmanship and Sales Management (GE 6)

After completion of this course, the students will be able to:

CO1: Understand the basic concepts of salesmanship.

CO2: Gain knowledge about the selling process and essentials of being a good salesman.

CO3: Understand how the sales department and sales organisations operate.

CO4: Get acquainted with the recruitment, selection and training procedures of sales force.