

**DEVI AHILYA VISHWAVIDYALAYA, INDORE**

**School of Commerce**

**1.1.1**

**Program outcome and course outcome**



**The institute offers following programmes in management and in commerce.**

1. *MBA(FT) 5years integrated programme*
2. *MBA(FT) 2 years*
3. *B.COM (ATM) 4 years*
4. *M.COM (AFC) 2 years*
5. *M.COM(BM) 2 years*
6. *Ph.D. Coursework*

Following are the programmes specific outcome, programme outcome and course outcome of the various programmes offered by the institute.

**NAME OF THE PROGRAMME: MBA(FT)5 years integrated programme**

**Course code:CM6A**

***Program objectives***

1. Make students aware with current conceptual and theoretical models, issues, and concerns in international business and foreign trade.

2. Make students aware with current practices, issues, and concerns in international business and foreign trade.

3. Apply current business practices to the management of international businesses and foreign trade.

4. Make students aware with significant differences in business practices in different parts of the world and understand how these differences affect managing companies in various countries.

5. Evaluate and critique business practices in various countries throughout the world to determine the better practices in these countries and how they can be applied to other countries.

***Program specific outcomes***

PSO- 1: The ability to understand, analyse and apply key systematic and apply management concepts in the areas related to marketing, human resources and finance for efficient running of the business organisation of varying complexity in competitive areas.

PSO-2: On successful completion of this course, to inculcate knowledge on personality, perception, motivation, job satisfaction, morale, group dynamics, leadership traits, counselling and guidance, etc.

PSO-3 Moulding the students in such a way which will make them have superficial knowledge about everything in foreign trade and in depth knowledge about core subjects.

PSO-4: Justifying the need and necessity of having covered in variant of traditional programme with a high degree of contentment.

PSO-5: To explore the fundamental knowledge in international operation. To gain an in-depth knowledge about various customs procedures pertaining to imports and exports.

PSO-6: To strengthen the learner’s knowledge in unitization concept and INCOTERMs used in international business.

PSO-7: The aim of this course is to introduce the concepts of international business organizations in terms of effective logistics service to the customers through export and import.

PSO-8: This course is intended to offer a good understanding of nature of worldwide line shipping trade including its structure and organisation specially related to the container trade. To understand the methods of operations, technology and terminology used in EXIM business.

PSO-9: To explore the fundamental knowledge in logistics operation. Learners will know the impact of logistics

***Course Outcome***

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| **MBA(FT) 5years** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | MFT-5101 | English | * Give practice to learners, reading, listening, and writing skills * Systematically strengthen the understanding and use of the language * Familiarize students with functional use of grammar * Understanding the use of grammar * Building interpersonal skills * Improving reading, writing, and listening skills * Enhancing the command on the language * Improving creative thinking |
| 2 | MFT-5102 | Financial Accounting | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. |
| 3 | MFT-5103 | Fundamentals of Foreign Trade | * Exposure to the world of foreign trade and its various aspects. * Understand the techniques used in foreign trade and its implementation in the real world. |
| 4 | MFT-5104 | Principles of Micro Economics | * To impart basic knowledge of Micro Economics this is required for a management Student. * Students will be well equipped with the knowledge of economic terms. * Take decisions by finding a balance between the demand and supply. * Forecast the threats with present economic conditions and its effect on the business units. |
| 5 | MFT-5105 | Principles to Business Administration | * Improve the management skills that will help to become efficient future managers * Improves understanding of business and its world. * Understand what different management skills, theories, principle and its implementation in real world. |
| 6 | MFT-5106 | Introduction to Computers | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 7 | MFT-5201 | Marketing Management | * Exposure to the marketing concepts, tools and techniques of marketing that help in developing abilities and skills required for marketing functions. * Introduction to different facets of marketing that includes strategic planning, research, product development, promotion and pricing of products. * Understanding the theories of marketing and its relevance to the real world of marketing. |
| 8 | MFT-5202 | Business Environment | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 9 | MFT-5203 | Principles of Macro Economics | * Understanding the economic concepts and theories that are linked to the behavior of economic agents, markets, industry and firm structures, legal institutions, social norms, and government policies. * Ability to integrate theoretical knowledge with quantitative and qualitative evidence and explain past economic events and to formulate the future predictions for further policy making. |
| 10 | MFT-5204 | Business Laws | * Exposing to the world of legal environment in which a consumer and businesses operates. * Well equipped with knowledge of legal procedures used in business world. * Enable to understand the relationship between law and economic activities * Aware about the legal principles that are involved in a business. * Building an acceptable attitude and viewpoints that are ethical and socially responsible in legal environment. |
| 11 | MFT-5205 | Cost Accounting | * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 12 | MFT-5206 | Foreign Language-1 | * Enhancing the linguistic skills by learning the languages grammar and vocabulary. * Enabling to conversing and understanding the foreign language. * Familiarizing the students to the culture, and different aspects of foreign country |
| 13 | MFT-5301 | W T O & Major Institutions in FT | * Developing insight to various facets of WTO and knowledge about WTO. * Recognizing the various trade organizations of the globe * Knowing the role and functioning of various organizations. * Understanding the impact of world trade on Indian economy and rights and impositions given by these trading authorities. |
| 14 | MFT-5302 | Human Resource Management | * Enables them to become better leaders by enhancing their skills in managing human resources. * Understanding the concepts of basic Human resource management strategies. * Inculcate the practices and techniques for performance evaluation, team building, mentorship. |
| 15 | MFT-5303 | EXIM Procedure and Documentation | * Familiarize with the export import policy of India * Equipped with the information of the authorities dealing directly with export import of the country. |
| 16 | MFT-5304 | Business Mathematics and Statistics | * Enhancing the skills of mathematics * Understanding the use of mathematics in business world * Understanding the concept and its applications. * Improved knowledge of different techniques used in mathematics that are useful for decision making. * Understanding the importance of statistics in decision making. * Equipping with knowledge to understand the implementation of statistical techniques in the business world. * Making effective and efficient decisions with the help of statistics. |
| 17 | MFT-5305 | Management Accounting | * To equip the students with the mathematical and statistical techniques and their application to business problems. * Understand basic principles and relationship of Management Accounting with other accounting branches. * Understand utility of budgetary control and various types of budgeting process. * Understanding with standard costing method. * Understand with marginal costing as a tool of decision making. * Find different kind of approach to analyse financial accounting, with the help of other tools like fund flow and cash flow statement. |
| 18 | MFT-5306 | Foreign Trade Information System | * Develop an understanding of structure and role of management information systems in business. * Recognizing the importance of knowing the meaning, importance of MIS in business organizations and its components. * Formulating strategy to make decisions using MIS decision making process. * Significance of transacting through the transaction processing system, documenting the documentation and generating the report. * Enhancing the knowledge about different types of Information systems like Business information system, Accounting and financial information system, etc. * Familiarizing with the advantages of modern MIS like MRP, MRP-II, ERP systems and SAP. |
| 19 | MFT-5401 | Quality Control in FT | * Enhancing the understanding of the quality of products to deal in foreign market. * Identifying which certification are necessary for dealing in foreign market. * Understanding the full document process for foreign trade. * Better insight to the understanding of the law i.e.Export and Import Act. * Understand how to manage the total quality and how shall they handle the complaints if they find legal issues. |
| 20 | MFT-5402 | Management of MNCs | * To provide detailed information about the formation and functioning of Multinational companies in the light of ongoing changes in the world economy. * Enhances the skills to work in MNCs. * Acquaint the knowledge about the functioning of MNCs. * Equip with the information regarding the challenges and opportunities a MNC poses in the market. |
| 21 | MFT-5403 | India’s Prospects in Foreign Trade | * Learn about history of India’s foreign trade before and after independence. * Understand India’s components and composition of BOP & BOT * Enhanced knowledge about total trade of India per year * Learn trade and trade relation with other countries. * Identify calculate, review and learn the total composition of major product exported imported by India. |
| 22 | MFT-5404 | Packaging and Distributaries  Channels | * To help student learn the essentials of packaging the goods for export and export marketing channels. * Importance of packaging in manufacturing * Learning about various objectives of sound packaging * Role of marking & labeling in packaging * Learning about various Channels of distribution * Selection of distribution channels in export market |
| 23 | MFT-5405 | Transportation and Material  Handling in Foreign Trade | * Exposure to knowledge regarding the transporting and handling of the material. * Understanding about product transportation. Importance, Principles, elements, advantages & disadvantages of transportation. * Understanding transportation & logistics practices in Road, Rail, Air & water transport. * Knowledge of various types of warehousing & material handling. * Learning the types of legal aspects & documentation related with Road, Rail, Water, Air & Multimodal Transport. * Understanding about new innovations & challenges in Transportation &Material handling. |
| 24 | MFT-5406 | EXIM Policy of India | * To acquaint students with the theoretical framework of international trade policy and trade promotion measures, especially with to India. * Understand the meaning, importance of foreign trade, risk in foreign trade, direction and composition of foreign trade * Helps the functions of policy making bodies and institutions * Describe import institutions and export promotion policies * Ability to understand the infrastructure support for export promotion * Equips with the idea of foreign direct investment in India |
| 25 | MFT-5501 | Consumer Behaviour | * Understand the consumer behavior and the various kinds of consumers. * Acknowledging the relationship between consumer behavior and the marketing concept, the societal marketing concept, as well as segmentation, targeting and positioning * Recognizing the relationship between consumer behavior and customer value, customer satisfaction, trust, and retention * Understanding the usage of new technologies that are enabling marketers to satisfy the wants and desires of the consumers |
| 26 | MFT-5502 | State Trading in India | * Understanding how pricing is done for each and every article sold to the consumer. * Knowledge about the reasonable price. * Ensuring the interest of both the parties i.e. consumers as well as farmers * Minimize the violent price fluctuations in the market. |
| 27 | MFT-5503 | Global Business Environment | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 28 | MFT-5504 | India’s Foreign Trade-Trends And Strategies | * Understanding the strategies to be implemented to maximize the trade. * Using various techniques provided by the old theories in the present context * Formulating the strategies keeping in mind a 360 degree overview of the market. |
| 29 | MFT-5505 | Direct Taxes | * Making aware about the direct tax * Knowing the mechanism of taxation * Acquiring the knowledge of tax planning * Helps in formulating and taking investment decisions * Understanding the legal compliance’s towards income tax of the country. |
| 30 | MFT-5506 | Entrepreneurship | * Increase in demand- a need for trained professionals has been recognized. * Students will be able to chalk out successful plan and execute Entrepreneurship Skills in the market. |
| 31 | MFT-5601 | Export Incentive and  Institutional Support | * Enhance the knowledge about investing in the foreign market benefits provided by the government * Creating awareness about the institutions providing support to the export businesses. * Understanding the procedure of getting license, maintaining the license, duties and responsibilities a license bore with. * Promoting the students to pursue career in export businesses. |
| 32 | MFT-5602 | Foreign Trade Promotion in  India | * Demonstrating the role an advertisement plays in promoting products. * Understanding the needs and wants of different customers from all over the world * Bifurcating the customers in to various segments * Understanding the role media in promoting the goods and services to the world. * Knowing about the export promoting agencies, sales promoting agencies. * Brief introduction to the EXIM policy. |
| 33 | MFT-5603 | Financial Management | * Enhancing the understanding of basic concept of managing financial facets of organizations. * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world. * Learn to take financial decisions and resolving financial problems. |
| 34 | MFT-5604 | Indirect Taxes | * Students will learn about the indirect tax structure of the country. * It helps to develop knowledge of different taxation. * GST course covers the practical aspects of Good and Service Tax (GST) including registration, returns and in-depth accounting and recording of GST transactions. It will help to student in future, if they do their own business. * Students can use their knowledge for own tax management, tax planning. * This knowledge will help for better job opportunity in future. |
| 35 | MFT-5605 | Quantitative Techniques in  Foreign Trade | * The course aims at building capabilities in the students for analyzing different situations in the industrial/ business scenario involving limited resources and finding the optimal solution within constraints. * Analyses any real life system with limited constraints and depict it in a model form. * Convert the problem into a mathematical model. * Solve the mathematical model manually. * Understand variety of problems such as assignment, transportation, travelling salesman etc. * Understand different queuing situations and find the optimal solutions using models for different situations. * Simulate different real life probabilistic situations using Monte Carlo simulation technique. * Develop a report that describes the model and the solving technique, analyse the results and propose recommendations in language understandable to the decision-making processes in Management. |
| 36 | MFT-5606 | E-commerce | * Acknowledging the basics of e- commerce and e- business. * Understand the utility of internet facility in commercial transactions. * Ability to distinguish between traditional marketing and online marketing * Able to make business models for online business. * Knowledge of various security threats and its technological solutions. |
| 37 | MFT-5701 | International Marketing Management and CB | * Exposure to the marketing concepts, tools and techniques of marketing that help in developing abilities and skills required for marketing functions. * Introduction to different facets of marketing that includes strategic planning, research, product development, promotion and pricing of products. * Understanding the theories of marketing and its relevance to the real world of marketing. * Understand the consumer behavior and the various kinds of consumers. * Acknowledging the relationship between consumer behavior and the marketing concept, the societal marketing concept, as well as segmentation, targeting and positioning * Recognizing the relationship between consumer behavior and customer value, customer satisfaction, trust, and retention * Understanding the usage of new technologies that are enabling marketers to satisfy the wants and desires of the consumers |
| 38 | MFT-5702 | Multinational Financial Management | * Enhancing the basic concept of managing financial facets of organizations with respect to multinational financial system * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world of multinational system. * Learn to take financial decisions and resolving financial problems in the multinational financial system of the organizations. |
| 39 | MFT-5703 | Managerial Economics | * Familiarize the students with the laws of Economics in relation to practical life of economy. * Understanding the industry practical application * Develop the decision making ability |
| 40 | MFT-5704 | Accounting for Managers | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 41 | MFT-5705 | Insurance and Risk Management in Foreign  Trade | * Improving knowledge about IRDAI and its various features. * Understanding the risk associated in the foreign trade and the various types of risks * Understanding the various solutions provided to the customers of foreign trade by the insurance company to deal with the risks posed by the vulnerable situations. |
| 42 | MFT-5706 | Foreign Language II | * Enhancing the linguistic skills by learning the languages grammar and vocabulary. * Enabling to conversing and understanding the foreign language. * Familiarizing the students to the culture, and different aspects of foreign country |
| 43 | MFT-5707 | Statistical Analysis and Research Methodology | * Developing the basics of statistics, about performing research in business area. * Recognizing the process of designing a research study and relevance of different parts of research. * Familiarizing the ethical issues in research including the issue of quantitative and qualitative research. |
| 44 | MFT-5801 | Global Business Communication and Public Relations | * Enhancing the communication skills via all the mediums and modes. * Understanding the power of being crisp and clear about the ideas to be communicated in business organization and to its world. * Learning the skills of making meeting minutes, letter writing, agendas and communicating to the right person at the right time and at right place. |
| 45 | MFT-5802 | Export Import Management | * Understanding the nature, importance, advantages and theories of the international business. * Familiarity with international financing agencies * Better insight of both national and international business environment. * Familiarity with alliances, mergers, joint ventures, etc. around the globe. * Knowing the payment transaction channel in the international market. |
| 46 | MFT-5803 | Business Ethics | * Understanding the meaning of ethics and issues related to unethical practices. * Applicability of ethics in various department is known * Knowing the code of conduct on the basis of effective ethical programs * Learning to take ethical decisions for the organization. * Deep insight of the working environment in which business operates. * Comprehending the mechanism of corporate governance. |
| 47 | MFT-5804 | Computer Application in Foreign Trade | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 48 | MFT-5805 | Taxation in Foreign Trade | * Making aware about the direct tax * Knowing the mechanism of taxation * Acquiring the knowledge of tax planning * Helps in formulating and taking investment decisions * Understanding the legal compliance’s towards income tax of the country. * Students will learn about the indirect tax structure of the country. * It helps to develop knowledge of different taxation. * GST course covers the practical aspects of Good and Service Tax (GST) including registration, returns and in-depth accounting and recording of GST transactions. It will help to student in future, if they do their own business. * Students can use their knowledge for own tax management, tax planning. * This knowledge will help for better job opportunity in future |
| 49 | MFT-5806 | Services Marketing in Foreign Trade | * Introduction to the revolutionary market of the industry i.e. service industry. * Enables the student to acquire the necessary skills required in the competent world of service sector. * Inculcates service culture in to the pupils. |
| 50 | MFT-5807 | Research Project (Minor)\* | * In depth knowledge of subject chosen for the study that may enhance deeper insights about the subject knowledge. * Capable enough to contribute to research and development in the organization. * Using a holistic view to enable the students to think critically, independently and creatively so that they may formulate and deal with complex issues. * Equipped with sufficient problem-solving techniques so that the plan formulated is adequate and capable enough to solve the query. * Enhancing the skills like critical thinking and integrating things in order to solve the issues. * Capable enough to present the ideas clearly and sharply. * Capable to discuss the conclusions drawn with their knowledge on the basis of documents available in the written format. * Understanding the value of ethical research work done by them and others. |
| 51 | MFT-5901 | International HRM and OB | * Enables them to become better leaders by enhancing their skills in managing human resources. * Understanding the concepts of basic Human resource management strategies. * Inculcate the practices and techniques for performance evaluation, team building, mentorship. Understanding and gaining the knowledge of factors affecting motivation with its theories that are beneficial for today’s competitive environment. * Acknowledging the factors affecting Organizational behavior shaping Personality, Perception and learning processes of employees. |
| 52 | MFT-5902 | Marketing Strategies in FT | * Classifying the strategies before entering the export market * Understanding the use of theoretical concepts in international marketing * Conducting research to know how to reach to the customers. * Applying various marketing strategies to influence the customers. * Enabling to figure out the merits and demerits of the issue and provide solutions accordingly. * Improved professional experience by going through evidence-based approach. * Focussing on the importance of the international market and its customers. |
| 53 | MFT-5903 | Case Studies in Foreign Trade | * Exposure to the real-world problems under a safe environment. * Understanding the issues evolved during that time period and how the organization have dealt with them. * Enhancing problem solving skills of the students * Promoting the students to think creatively, independently and critically. * Ability to propose possible solutions to the discussion among peers. * Building team spirit and leadership quality. |
| 54 | MFT-5904 | Foreign Exchange and Exchange Control | * Understanding the foreign exchange theories and its various aspects. * Understanding the mechanism of FEMA * Understanding the foreign exchange issues and problems posed by the dealers. * Understanding the risk associated with the foreign exchange market * Understanding the role of hedging the risk of foreign market. * Understanding various techniques of derivatives to overcome the risk. * Understanding the term devaluation |
| 55 | MFT-5905 | International Business Laws | * Develop a deep understanding of the laws of international business. * Understanding the legal principles of international trade for formulating strategies that compatible with law as well as with the organizations |
| 56 | MFT-5906 | EXIM Financing | * In depth knowledge of fund-raising sources in export import business. * Understanding the various tools used in financing the export-import business-like documentary bills, etc. * Knowing about the pre shipment and post shipment financing of the products * Understanding the functioning and mechanism of EXIM bank of the country. |
| 57 | MFT-5907 | International Logistics and Supply Chain Management | * Exposure to knowledge regarding the transporting and handling of the material. * Understanding about product transportation. Importance, Principles, elements, advantages & disadvantages of transportation. * Understanding transportation & logistics practices in Road, Rail, Air & water transport. * Knowledge of various types of warehousing & material handling. * Learning the types of legal aspects & documentation related with Road, Rail, Water, Air & Multimodal Transport. * Understanding about new innovations & challenges in Transportation &Material handling. |
| 58 | MFT-51001 | Export incentives and Institutional support | * Enhance the knowledge about investing in the foreign market benefits provided by the government * Creating awareness about the institutions providing support to the export businesses. * Understanding the procedure of getting license, maintaining the license, duties and responsibilities a license bore with. * Promoting the students to pursue career in export businesses. |
| 59 | MFT-51002 | Export pricing and Product planning | * Understanding the factors affecting the price of a product in the export market * Familiarize with the various types of pricing techniques * Implementing the most efficient strategy in pricing * Understanding the need for planning the product according to the requirement of the customers * Estimating the life cycle of the product. * Knowing about the factors that affect the packaging of the product. |
| 60 | MFT-51003 | International economies and Trade theories | * Understanding the international trade theories. * Understanding the concept of international finance and its facets. * Understanding the policies implemented on foreign market. * Knowing about the various international agencies supporting export products and its mechanism * Understanding the concept of international investment in financial market. |
| 61 | MFT-51004 | International Advertising and Brand Management | * Enhancing the knowledge about international advertising and its aspects. * Knowledge about the global advertising agencies for promoting the products in the international market * Building brand image in the global market. * Developing strategies to make a product a global brand by using various branding techniques used in advertising. |
| 62 | MFT-51005 | Financial and Derivatives market in India | * Understanding the terminologies used in the financial institutions and markets * Knowing the use of financial institution and markets * Understanding the relationship of economic activities and financial market. * Enabling the students to understand the functioning of financial institutions and markets. * Enhancing knowledge about different types of derivative securities used in financial risk management. * Using information technology to obtain information concerning financial instruments in the derivatives. |
| 63 | MFT-51006 | Major research project/ Industrial project | * In depth knowledge of subject chosen for the study that may enhance deeper insights about the subject knowledge. * Capable enough to contribute to research and development in the organization. * Using a holistic view to enable the students to think critically, independently and creatively so that they may formulate and deal with complex issues. * Equipped with sufficient problem-solving techniques so that the plan formulated is adequate and capable enough to solve the query. * Enhancing the skills like critical thinking and integrating things in order to solve the issues. * Capable enough to present the ideas clearly and sharply. * Capable to discuss the conclusions drawn with their knowledge on the basis of documents available in the written format. * Understanding the value of ethical research work done by them and others. |

**NAME OF THE PROGRAMME: MBA(FT) 2 years**

**Course code:CM5A**

***Program objectives***

1. Make students aware with current conceptual and theoretical models, issues, and concerns in international business and foreign trade.

2. Make students aware with current practices, issues, and concerns in international business and foreign trade.

3. Apply current business practices to the management of international businesses and foreign trade.

4. Make students aware with significant differences in business practices in different parts of the world and understand how these differences affect managing companies in various countries.

5. Evaluate and critique business practices in various countries throughout the world to determine the better practices in these countries and how they can be applied to other countries.

***Program specific outcomes***

PSO- 1: The ability to understand, analyze and apply key systematic and apply management concepts in the areas related to marketing, human resources and finance for efficient running of the business organisation of varying complexity in competitive areas

PSO-2: On successful completion of this course, to inculcate knowledge on personality, perception, motivation, job satisfaction, morale, group dynamics, leadership traits, counselling and guidance, etc.

PSO-3 Moulding the students in such a way which will make them have superficial knowledge about everything in foreign trade and in depth knowledge about core subjects.

PSO-4: Justifying the need and necessity of having covered in variant of traditional programme with a high degree of contentment.

PSO-5: To explore the fundamental knowledge in international operation. To gain an in-depth knowledge about various customs procedures pertaining to imports and exports.

PSO-6: To strengthen the learners knowledge in unitization concept and INCOTERMs used in international business.

PSO-7: The aim of this course is to introduce the concepts of international business organizations in terms of effective logistics service to the customers through export and import.

PSO-8: This course is intended to offer a good understanding of nature of worldwide line shipping trade including its structure and organisation specially related to the container trade. To understand the methods of operations, technology and terminology used in EXIM business.

PSO-9: To explore the fundamental knowledge in logistics operation. Learners will know the impact of logistics

***Course Outcomes***

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| **MBA(FT) 2years** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | MFT-2101 | Management Concepts and Organizational Behavior | * Improve the management skills that will help to become efficient future managers * Improves understanding of business and its world. * Understand what different management skills, theories, principle and its implementation in real world. * Understanding the evolution of Organizational Behavior. * Understanding and gaining the knowledge of factors affecting motivation with its theories that are beneficial for today’s competitive environment. * Acknowledging the factors affecting Organizational behavior shaping Personality, Perception and learning processes of employees. * Understanding the various concepts like: Interpersonal Processes and Behaviors, Team Development, Foundations of Group Behavior and Group Dynamics, Developing Work Teams, Team Effectiveness & Team Building for Organizational benefit. |
| 2 | MFT-2102 | Global Business Environment | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 3 | MFT-2103 | Managerial Economics | * Familiarize the students with the laws of Economics in relation to practical life of economy. * Understanding the industry practical application * Develop the decision making ability |
| 4 | MFT-2104 | Accounting for Managers | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 5 | MFT-2105 | Export Import Policy, Procedure and Documentation | * To acquaint students with the theoretical framework of international trade policy and trade promotion measures, especially with to India. * Understand the meaning, importance of foreign trade, risk in foreign trade, direction and composition of foreign trade * Helps the functions of policy making bodies and institutions * Describe import institutions and export promotion policies * Ability to understand the infrastructure support for export promotion * Equips with the idea of foreign direct investment in India |
| 6 | MFT-2106 | World Trade Organizations | * Developing insight to various facets of WTO and knowledge about WTO. * Recognizing the various trade organizations of the globe * Knowing the role and functioning of various organizations. * Understanding the impact of world trade on Indian economy and rights and impositions given by these trading authorities. |
| 7 | MFT-2107 | Foreign Language-I **(FRENCH)** | * Enhancing the linguistic skills by learning the languages grammar and vocabulary. * Enabling to conversing and understanding the foreign language. * Familiarizing the students to the culture, and different aspects of foreign country |
| 8 | MFT-2201 | Quantitative Techniques for Foreign Trade | * The course aims at building capabilities in the students for analyzing different situations in the industrial/ business scenario involving limited resources and finding the optimal solution within constraints. * Analyses any real-life system with limited constraints and depict it in a model form. * Convert the problem into a mathematical model. * Solve the mathematical model manually. * Understand variety of problems such as assignment, transportation, travelling salesman etc. * Understand different queuing situations and find the optimal solutions using models for different situations. * Simulate different real life probabilistic situations using Monte Carlo simulation technique. * Develop a report that describes the model and the solving technique, analyse the results and propose recommendations in language understandable to the decision-making processes in Management. |
| 9 | MFT-2202 | Export-Import Management | * Understanding the nature, importance, advantages and theories of the international business. * Familiarity with international financing agencies * Better insight of both national and international business environment. * Familiarity with alliances, mergers, joint ventures, etc. around the globe. * Knowing the payment transaction channel in the international market. |
| 10 | MFT-2203 | India’s Foreign Trade: Trends, Prospects and Strategies | * Learn about history of India’s foreign trade before and after independence. * Understand India’s components and composition of BOP & BOT * Enhanced knowledge about total trade of India per year * Learn trade and trade relation with other countries. * Identify calculate, review and learn the total composition of major product exported imported by India. |
| 11 | MFT-2204 | International Economics & Trade Theories | * Understanding the international trade theories. * Understanding the concept of international finance and its facets. * Understanding the policies implemented on foreign market. * Knowing about the various international agencies supporting export products and its mechanism * Understanding the concept of international investment in financial market. |
| 12 | MFT-2205 | Financial Management | * Enhancing the understanding of basic concept of managing financial facets of organizations. * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world. * Learn to take financial decisions and resolving financial problems. |
| 13 | MFT-2206 | Global Business Communication and Public Relations | * Enhancing the communication skills via all the mediums and modes. * Understanding the power of being crisp and clear about the ideas to be communicated in business organization and to its world. * Learning the skills of making meeting minutes, letter writing, agendas and communicating to the right person at the right time and at right place. |
| 14 | MFT-2207 | Computer Application in FT | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 15 | MFT-2208 | Personality Development | * Learning the various aspects of soft skills for good personality and knowing about the meaning of a personality, different facets of personality, communication among individuals and business. * Understanding the importance of soft skills in both personal as well as professional life |
| 16 | MFT-2301 | Foreign Exchange and Exchange Control | * Understanding the foreign exchange theories and its various aspects. * Understanding the mechanism of FEMA * Understanding the foreign exchange issues and problems posed by the dealers. * Understanding the risk associated with the foreign exchange market * Understanding the role of hedging the risk of foreign market. * Understanding various techniques of derivatives to overcome the risk. * Understanding the term devaluation |
| 17 | MFT-2302 | Insurance and Risk Management in FT | * Improving knowledge about IRDAI and its various features. * Understanding the risk associated in the foreign trade and the various types of risks * Understanding the various solutions provided to the customers of foreign trade by the insurance company to deal with the risks posed by the vulnerable situations. |
| 18 | MFT-2303 | Multinational Financial Management | * Enhancing the basic concept of managing financial facets of organizations with respect to multinational financial system * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world of multinational system. * Learn to take financial decisions and resolving financial problems in the multinational financial system of the organizations. |
| 19 | MFT-2304 | International Marketing Management and Consumer Behavior | * Exposure to the marketing concepts, tools and techniques of marketing that help in developing abilities and skills required for marketing functions. * Introduction to different facets of marketing that includes strategic planning, research, product development, promotion and pricing of products. * Understanding the theories of marketing and its relevance to the real world of marketing. * Understand the consumer behavior and the various kinds of consumers. * Acknowledging the relationship between consumer behavior and the marketing concept, the societal marketing concept, as well as segmentation, targeting and positioning * Recognizing the relationship between consumer behavior and customer value, customer satisfaction, trust, and retention   Understanding the usage of new technologies that are enabling marketers to satisfy the wants and desires of the consumers |
| 20 | MFT-2305 | International Human Resource Management and OB | * Enables them to become better leaders by enhancing their skills in managing human resources. * Understanding the concepts of basic Human resource management strategies. * Inculcate the practices and techniques for performance evaluation, team building, mentorship. Understanding and gaining the knowledge of factors affecting motivation with its theories that are beneficial for today’s competitive environment. * Acknowledging the factors affecting Organizational behavior shaping Personality, Perception and learning processes of employees. |
| 21 | MFT-2306 | International Business Laws | * Develop a deep understanding of the laws of international business. * Understanding the legal principles of international trade for formulating strategies that compatible with law as well as with the organizations |
| 22 | MFT-2307 | Statistical Analysis and Research Methodology | * Developing the basics of statistics, about performing research in business area. * Recognizing the process of designing a research study and relevance of different parts of research. * Familiarizing the ethical issues in research including the issue of quantitative and qualitative research. |
| 23 | MFT-2401 | EXIM Financing | * In depth knowledge of fund-raising sources in export import business. * Understanding the various tools used in financing the export-import business-like documentary bills, etc. * Knowing about the pre shipment and post shipment financing of the products * Understanding the functioning and mechanism of EXIM bank of the country. |
| 24 | MFT-2402 | Taxation in Foreign Trade | * Making aware about the direct tax * Knowing the mechanism of taxation * Acquiring the knowledge of tax planning * Helps in formulating and taking investment decisions * Understanding the legal compliance’s towards income tax of the country. * Students will learn about the indirect tax structure of the country. * It helps to develop knowledge of different taxation. * GST course covers the practical aspects of Good and Service Tax (GST) including registration, returns and in-depth accounting and recording of GST transactions. It will help to student in future, if they do their own business. * Students can use their knowledge for own tax management, tax planning. * This knowledge will help for better job opportunity in future |
| 25 | MFT-2403 | Export Incentives and Institutional Support | * Enhance the knowledge about investing in the foreign market benefits provided by the government * Creating awareness about the institutions providing support to the export businesses. * Understanding the procedure of getting license, maintaining the license, duties and responsibilities a license bore with. * Promoting the students to pursue career in export businesses. |
| 26 | MFT-2404 | Export Pricing and Product Planning | * Understanding the factors affecting the price of a product in the export market * Familiarize with the various types of pricing techniques * Implementing the most efficient strategy in pricing * Understanding the need for planning the product according to the requirement of the customers * Estimating the life cycle of the product. * Knowing about the factors that affect the packaging of the product. |
| 27 | MFT-2405 | International Logistics & Supply Chain Management | * Exposure to knowledge regarding the transporting and handling of the material. * Understanding about product transportation. Importance, Principles, elements, advantages & disadvantages of transportation. * Understanding transportation & logistics practices in Road, Rail, Air & water transport. * Knowledge of various types of warehousing & material handling. * Learning the types of legal aspects & documentation related with Road, Rail, Water, Air & Multimodal Transport. * Understanding about new innovations & challenges in Transportation &Material handling. |
| 28 | MFT-2406 | Foreign Language – II **(GERMAN)** | * Enhancing the linguistic skills by learning the languages grammar and vocabulary. * Enabling to conversing and understanding the foreign language. * Familiarizing the students to the culture, and different aspects of foreign country |
| 29 | MFT-2407 | Research Project \* | * In depth knowledge of subject chosen for the study that may enhance deeper insights about the subject knowledge. * Capable enough to contribute to research and development in the organization. * Using a holistic view to enable the students to think critically, independently and creatively so that they may formulate and deal with complex issues. * Equipped with sufficient problem-solving techniques so that the plan formulated is adequate and capable enough to solve the query. * Enhancing the skills like critical thinking and integrating things in order to solve the issues. * Capable enough to present the ideas clearly and sharply. * Capable to discuss the conclusions drawn with their knowledge on the basis of documents available in the written format. * Understanding the value of ethical research work done by them and others. |

**NAME OF THE PROGRAMME: B.COM (ATM) 4 years**

**Course code:CM4A**

***Program objectives***

1. To provide holistic education for all-round development of the students.

2. Priority is given for improving the analytical and communication skills of the students.

3. Enriching the knowledge of the students on contemporary issues (Subject experts are invited).

4. Student presentations are encouraged in order to improve their confidence, negotiation and communication skills.

5. Students are encouraged to participate in intra, inter collegiate seminars and workshops conducted frequently.

6. Creating professionally competent graduates with bright career prospects.

***Program specific outcomes***

PSO- 1: Demonstrate knowledge of accounting analysis techniques utilized in business decision making.

PSO-2: Employ cutting edge tools and technologies to analyze commercial Data.

PSO-3: Understanding of the key technologies in commercial business markets.

PSO-4: Use of Data Science technologies in finance and marketing analytics.

***Course Outcomes***

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| **B. Com (ATM)** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | BCM-1110 | English | * Give practice to learners, reading, listening and writing skills * Systematically strengthen the understanding and use of the language * Familiarize students with functional use of grammar * Understanding the use of grammar * Building interpersonal skills * Improving reading, writing and listening skills * Enhancing the command on the language   Improving creative thinking |
| 2 | BCM-1111 | Hindi | * Give practice to learners, reading, listening and writing skills * Systematically strengthen the understanding and use of the language * Familiarize students with functional use of grammar * Understanding the use of grammar * Building interpersonal skills * Improving reading, writing and listening skills * Enhancing the command on the language   Improving creative thinking |
| 3 | BCM-1210 | Financial Accounting | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. |
| 4 | BCM-1310 | Business Mathematics | * Enhancing the skills of mathematics * Understanding the use of mathematics in business world * Understanding the concept and its applications. * Improved knowledge of different techniques used in mathematics that are useful for decision making. |
| 5 | BCM-1410 | Business Economics | * Familiarize the students with the laws of Economics in relation to practical life of economy. * Understanding the industry practical application * Develop the decision-making ability |
| 6 | BCM-1510 | Principles & Practices Of Management | * Improve the management skills that will help to become efficient future managers * Improves understanding of business and its world * Understand what different management skills, theories, principle and its implementation in real world. |
| 7 | BCM-1610 | Introduction To Computer | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 8 | BCM - 2110 | French | * Enhancing the linguistic skills by learning the languages grammar and vocabulary. * Enabling to conversing and understanding the foreign language. * Familiarizing the students to the culture, and different aspects of foreign country |
| 9 | BCM - 2210 | Business Environment in India | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 10 | BCM - 2310 | Principle Of Marketing | * Exposure to the marketing concepts, tools and techniques of marketing that help in developing abilities and skills required for marketing functions. * Introduction to different facets of marketing that includes strategic planning, research, product development, promotion and pricing of products. * Understanding the theories of marketing and its relevance to the real world of marketing. |
| 11 | BCM - 2410 | Cost Accounting | * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 12 | BCM - 2510 | Business Statistics | * Understanding the importance of statistics in decision making. * Equipping with knowledge to understand the implementation of statistical techniques in the business world. * Making effective and efficient decisions with the help of statistics. |
| 13 | BCM - 2610 | Data Base Management System | * Equipping with the basic knowledge of database management systems. * Enabling students to database design, develop database models. * Making students understand structured query language as a tool to retrieve data from databases. * Enhancing the knowledge of advance tools of Data Mining and Warehousing. |
| 14 | BCM - 3110 | Business Communication & Report Writing | * Enhancing the communication skills via all the mediums and modes. * Understanding the power of being crisp and clear about the ideas to be communicated in business organization and to its world. * Enabling them to write the report for business and forecasting the future about the organization in the reports. * Learning the skills of making meeting minutes, letter writing, agendas and communicating to the right person at the right time and at right place. |
| 15 | BCM-3111 | Web Designing | * Code a handful of useful HTML & CSS examples * Build semantic, HTML & CSS web page * Write basic scripts * Use Names, Objects, and Methods * Add Interactivity to a Web Page * Create Dynamic Web Pages using Java Script in HTML forms. |
| 16 | BCM - 3210 | Corporate Accounting | * Gaining the primitive basic knowledge about corporate accounting. * Better understanding of the types of transactions faced by corporate * Learning concepts like, underwriting of securities, legal provisions, etc. |
| 17 | BCM - 3310 | Advanced Financial Accounting | * Familarize and evolve a deeper insight to the accounting principles for effective business operation * Defining the functions of accountancy for communicating, reporting and assuring the information * Familaririzing with the various types of financial accounts used in the business world. * Understanding the financial statements with better insight of knowledge. * Estimating the future of the business by using various types of accounts |
| 18 | BCM - 3410 | Business Legislation | * Exposing to the world of legal environment in which a consumer and businesses operates. * Well equipped with knowledge of legal procedures used in business world. * Enable to understand the relationship between law and economic activities * Aware about the legal principles that are involved in a business. * Building an acceptable attitude and viewpoints that are ethical and socially responsible in legal environment. |
| 19 | BCM - 3510 | Organizational Behaviour | * Understanding the evolution of Organizational Behavior. * Understanding and gaining the knowledge of factors affecting motivation with its theories that are beneficial for today’s competitive environment. * Acknowledging the factors affecting Organizational behavior shaping Personality, Perception and learning processes of employees. * Understanding the various concepts like: Interpersonal Processes and Behaviors, Team Development, Foundations of Group Behavior and Group Dynamics, Developing Work Teams, Team Effectiveness & Team Building for Organizational benefit. |
| 20 | BCM - 3610 | Financial Market Operation | * Better understanding the tools of financial markets. * Understanding the financial markets and its various instruments. * Understanding the primary market, IPOs and secondary market. |
| 21 | BCM-3611 | International Business | * Understanding the nature, importance, advantages and theories of the international business. * Familiarity with international financing agencies * Better insight of both national and international business environment. * Familiarity with alliances, mergers, joint ventures, etc. around the globe. * Knowing the payment transaction channel in the international market. |
| 22 | BCM - 4110 | Fundamental of Investment | * Developing deep understanding of investment techniques used for investing in various forms ofsecurities * Equips with the knowledge of functioning of mutual funds, investment strategies and portfolio management services * Understand the significance of equity research and estimating the path for organization to excel by leveraging the analysis. * Provides information that enables to give recommendation based on both fundamental and technical analysis |
| 23 | BCM-4111 | Consumer Protection | * Understanding the consumer buying behaviour, and providing solutions to satisfy the dissatisfied consumers. * Learn to pursue consumers by following the consumer protection act. * Knowing about how to file a complaint in case of dissatisfaction of products or services. * Able to analyse the role of regulatory bodies in the industry. |
| 24 | BCM - 4210 | Advanced Corporate Accounting | * Understanding the concept of terminology. * Understanding the concept accounting in holding and subsidiary company. * Understanding accounting concepts in public utility companies. * Understanding concepts according in banking and insurance companies. |
| 25 | BCM - 4310 | Management Accounting | * To equip the students with the mathematical and statistical techniques and their application to business problems. * Understand basic principles and relationship of Management Accounting with other accounting branches. * Understand utility of budgetary control and various types of budgeting process. * Understanding with standard costing method. * Understand with marginal costing as a tool of decision making. * Find different kind of approach to analyse financial accounting, with the help of other tools like fund flow and cash flow statement. |
| 26 | BCM - 4410 | Company Law | * Students would be able to understand the applicability of Law to Individual, business. * Command over fundamental principles of Contract. * Become more vigilant towards the laws of financial institutions in banking, SEBI and other legal matters. |
| 27 | BCM - 4510 | Fundamental of Banking & Insurance | * Building the concept of fundamentals of risk in Insurance and Banking * Enhancing the knowledge of banking system in India, retail and corporate products of banks in India. * Getting the idea of payment and settlement systems in India. * Knowing the functions of RBI and its parts. * Opening the world of legal environment for Insurance and banking. * Understanding basic principal and practices of Insurance in India. |
| 28 | BCM - 4610 | E-Commerce & Online Marketing | * Acknowledging the basics of e- commerce and e- business. * Understand the utility of internet facility in commercial transactions. * Ability to distinguish between traditional marketing and online marketing * Able to make business models for online business.   Knowledge of various security threats and its technological solutions. |
| 29 | BCM-4611 | Retail Management | * Understanding the basic concept of retail management and its various facets * Able to analyse the retail industry * Able to recoginize retail industry for career opportunities * Understanding the strategic planning and retail management decision process. |
| 30 | BCM - 5110 | Investment in Stock Market | * Developing deep understanding of investment techniques used for investing in various forms ofsecurities * Equips with the knowledge of functioning of mutual funds, investment strategies and portfolio management services * Understand the significance of equity research and estimating the path for organization to excel by leveraging the analysis. * Provides information that enables to give recommendation based on both fundamental and technical analysis |
| 31 | BCM-5111 | E-Accounting & Taxation with GST | * Understanding the basics of accounting information system * Learning the software Tally for performing accounting activities electronically. * GST course covers the practical aspects of Good and Service Tax (GST) including registration, returns and in-depth accounting and recording of GST transactions. It will help to student in future, if they do their own business. * Students can use their knowledge for own tax management, tax planning. |
| 32 | BCM - 5210 | Direct Taxes | * Making aware about the direct tax * Knowing the mechanism of taxation * Acquiring the knowledge of tax planning * Helps in formulating and taking investment decisions * Understanding the legal compliance’s towards income tax of the country. |
| 33 | BCM - 5310 | Goods & Service Tax (GST) and Customs Law | * Students will learn about the indirect tax structure of the country. * It helps to develop knowledge of different taxation. * GST course covers the practical aspects of Good and Service Tax (GST) including registration, returns and in-depth accounting and recording of GST transactions. It will help to student in future, if they do their own business. * Students can use their knowledge for own tax management, tax planning. * This knowledge will help for better job opportunity in future. |
| 34 | BCM - 5410 | Financial Management | * Enhancing the understanding of basic concept of managing financial facets of organizations. * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world. * Learn to take financial decisions and resolving financial problems. |
| 35 | BCM-5411 | Public Finance | * Understanding the government finance and its implication on the economy of the country. * Developing concepts like public revenue, public deficit, expenditure, GDP, etc. * Able to acknowledge the functions of treasury operations. |
| 36 | BCM - 5510 | Field Project/Internships/  Apprentices | * Presents with new opportunities and challenges to deal with * Gaining technical knowledge in the practical world of field, organization. * Exposure of working directly under the professionals of that field chosen by the student. * Able to figure out the true potential to withstand the practical issues with the study done. * Achieving the most important target of work life i.e. experience that helps in getting job. * Helps to know the actual interest and create more new interest that are more specific. * Provides the ability to learn under a safe environment. * Teaches the importance of work-life balance and office dynamics |
| 37 | BCM - 6110 | Corporate Tax Management | * Enhancing the knowledge with the concept of tax planning and corporate tax. * Introduction to Corporate Tax Planning, GST Concepts, procedure of GST * Decisions related to Tax Planning Tax Management with respect to corporate |
| 38 | BCM - 6210 | Human Resource Management | * Enables them to become better leaders by enhancing their skills in managing human resources. * Understanding the concepts of basic Human resource management strategies. * Inculcate the practices and techniques for performance evaluation, team building, mentorship,etc. |
| 39 | BCM-6211 | Financial Institution & Market | * Understanding the terminologies used in the financial institutions and markets * Knowing the use of financial institution and markets * Understanding the relationship of economic activities and financial market. * Enabling the students to understand the functioning of financial institutions and markets. |
| 40 | BCM - 6310 | Advanced Auditing | * Enable students to know the audit process in each and every part of business. * Equips with the knowledge of how auditing work is done with rules * Help to examine the truthfulness of recorded information. * Understand the importance of audited balance sheet for further process. * Overall, it opens way to become an auditor as per chartered accountant act. |
| 41 | BCM-6311 | Management Information System | * Develop an understanding of structure and role of management information systems in business. * Recognizing the importance of knowing the meaning, importance of MIS in business organizations and its components. * Formulating strategy to make decisions using MIS decision making process. * Significance of transacting through the transaction processing system, documenting the documentation and generating the report. * Enhancing the knowledge about different types of Information systems like Business information system, Accounting and financial information system, etc. * Familiarizing with the advantages of modern MIS like MRP, MRP-II, ERP systems and SAP. |
| 42 | BCM - 6410 | Strategic Tax Management | * Student understand basics of Taxation. * Helps in planning Tax burden. * Helps in corporate sector working. * Helps new entrepreneur to choose sectors and segment wisely. * Makes students aware of deductions made available by govt. |
| 43 | BCM - 6510 | Field Project/Internships/  Apprentices | * Presents with new opportunities and challenges to deal with * Gaining technical knowledge in the practical world of field, organization. * Exposure of working directly under the professionals of that field chosen by the student. * Able to figure out the true potential to withstand the practical issues with the study done. * Achieving the most important target of work life i.e. experience that helps in getting job. * Helps to know the actual interest and create more new interest that are more specific. * Provides the ability to learn under a safe environment. * Teaches the importance of work-life balance and office dynamics |
| 44 | BCM - 7110 | Operational Research | * Understanding Operations Research concept in business and management. * Relevance of Operations Research in decision-making. * Policy of Replacement for equipment, which deteriorates gradually, and the replacement of items that fail suddenly. * Various kinds of Decision-Making Environment (risk, certainty, uncertainty), Concept of Decision Tree. * Analyze the basic concept structure queuing system, Queuing Models. |
| 45 | BCM - 7210 | Advanced Marketing & Market Research | * Developing research skills among the students. * Equipping with the analytical tools to do the research * Builds ability to define the problem, solve the issue systematically. * Understanding the use of data collection, analysis of data, communication of result for further discussion. |
| 46 | BCM-7211 | Entrepreneurship Development | * Increase in demand- a need for trained professionals has been recognized. * Students will be able to chalk out successful plan and execute Entrepreneurship Skills in the market. |
| 47 | BCM - 7310 | Research Methodology | * Developing the basics about performing research in business area. * Recognizing the process of designing a research study and relevance of different parts of research. * Familiarizing the ethical issues in research including the issue of quantitative and qualitative research. |
| 48 | BCM - 7410 | Advanced Cost Accounting | * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 49 | BCM - 7510 | Field Project/Internships/  Apprentices | * Presents with new opportunities and challenges to deal with * Gaining technical knowledge in the practical world of field, organization. * Exposure of working directly under the professionals of that field chosen by the student. * Able to figure out the true potential to withstand the practical issues with the study done. * Achieving the most important target of work life i.e. experience that helps in getting job. * Helps to know the actual interest and create more new interest that are more specific. * Provides the ability to learn under a safe environment. * Teaches the importance of work-life balance and office dynamics |
| 50 | BCM - 8110 | Financial Reporting and Analysis | * Able to read, understand, interpret and analyse financial reports. * Building knowledge of accounting principles and policies and its impact on financial report * Deeper knowledge of accounting concepts and techniques. * Provide the ability to make fine financial decisions in the real world of business. |
| 51 | BCM - 8210 | Personal Tax Planning | * Making aware about the direct tax * Knowing the mechanism of taxation * Acquiring the knowledge of tax planning * Helps in formulating and taking investment decisions * Understanding the legal compliance’s towards income tax of the country. |
| 52 | BCM - 8310 | Advanced Statistical Analysis | * Better insight to the probability concepts. * Knowing the use of hypothesis and sampling techniques. * Knowing the benefits of hypothesis testing * Understanding the various statistical tools in depth. |
| 53 | BCM - 8410 | Field Project/Internships/  Apprentices/  Research Project | * Presents with new opportunities and challenges to deal with * Gaining technical knowledge in the practical world of field, organization. * Exposure of working directly under the professionals of that field chosen by the student. * Able to figure out the true potential to withstand the practical issues with the study done. * Achieving the most important target of work life i.e. experience that helps in getting job. * Helps to know the actual interest and create more new interest that are more specific. * Provides the ability to learn under a safe environment. * Teaches the importance of work-life balance and office dynamics |

**NAME OF THE PROGRAMME: M.COM (AFC) 2 years**

**Course code:CM5B**

***Program objectives***

1. Enables to understand and use practical tools of finance required in decision making.
2. Develops understanding of how financial markets work in practice and how to use it in a professional environment.
3. The course aims at developing skills to do a thorough analysis of financial statements and use them as basis for financial and banking decision making.
4. The course provides hands on, practical approach to understand, analyze, and duly compare published financial statements in the light of various accounting norms in force.
5. The course also aims at developing key foundations of finance, banking the valuation principles and schemes in general, the understanding of the requirement of return with risk, valuation of various asset classes’ projects, etc.

***Program specific outcomes***

PSO – 1: Students will be able to demonstrate progressive learning of various tax issues and tax forms related to individuals. Students will be able to demonstrate knowledge in setting up a computerized set of accounting books

PSO – 2: Students will demonstrate progressive affective domain development of values, the role of accounting in society and business.

PSO – 3: Students will learn relevant financial accounting career skills, applying both Quantitative and qualitative knowledge to their future careers in business.

PSO – 4: Students will learn relevant managerial accounting career skills, applying both quantitative and qualitative knowledge to their future careers in business.

PSO – 5: Leaners will gain thorough systematic and subject skills within various disciplines of commerce, business, accounting, economics, finance, auditing and marketing.

PSO – 6: Learners will be able to recognise features and roles of businessmen, entrepreneur, managers, consultant, which will help learners to possess knowledge and other soft skills and to react aptly when confronted with critical decision making.

PSO–7: Learners will be able to prove proficiency with the ability to engage in competitive exams like CA, CS, ICWA and other courses.

PSO – 8: Leaners will acquire the skills like effective communication, decision making, problem solving in day to day business affaires

PSO – 9: Learners will involve in various co-curricular activities to demonstrate relevancy of foundational and theoretical knowledge of their academic major and to gain practical exposure.

PSO – 10: Learners can also acquire practical skills to work as tax consultant, audit assistant and other financial supporting services.

PSO -11: Learners will be able to do higher education and advance research in the field of commerce and finance

***Course Outcomes***

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| **M.Com AFC** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | MAFC-1011 | Accounting for Managers | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 2 | MAFC-1021 | Business Environment | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 3 | MAFC-1031 | Inventory Accounting-MGMT. &  Control | * Familiarize with the significance of inventories as a componentof working capital * Awareness of important tools of inventorycontrol. |
| 4 | MAFC-1041 | Managerial Economics | * Familiarize the students with the laws of Economics in relation to practical life of economy. * Understanding the industry practical application * Develop the decision making ability |
| 5 | MAFC-1051 | Quantitative Methods For Business | * The course aims at building capabilities in the students for analyzing different situations in the industrial/ business scenario involving limited resources and finding the optimal solution within constraints. * Analyses any real life system with limited constraints and depict it in a model form. * Convert the problem into a mathematical model. * Solve the mathematical model manually. * Understand variety of problems such as assignment, transportation, travelling salesman etc. * Understand different queuing situations and find the optimal solutions using models for different situations. * Simulate different real life probabilistic situations using Monte Carlo simulation technique. * Develop a report that describes the model and the solving technique, analyse the results and propose recommendations in language understandable to the decision-making processes in Management. |
| 6 | MAFC-1061 | Computer Application in Business | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 7 | MAFC-2011 | Management Accounting and Financial Analysis (Elective Generic) | * To equip the students with the mathematical and statistical techniques and their application to business problems. * Understand basic principles and relationship of Management Accounting with other accounting branches. * Understand utility of budgetary control and various types of budgeting process. * Understanding with standard costing method. * Understand with marginal costing as a tool of decision making. * Find different kind of approach to analyse financial accounting, with the help of other tools like fund flow and cash flow statement. |
| 8 | MAFC-2021 | Management Concept and Organizational Behaviour (Core) | * Improve the management skills that will help to become efficient future managers * Improves understanding of business and its world. * Understand what different management skills, theories, principle and its implementation in real world. * Understanding the evolution of Organizational Behavior. * Understanding and gaining the knowledge of factors affecting motivation with its theories that are beneficial for today’s competitive environment. * Acknowledging the factors affecting Organizational behavior shaping Personality, Perception and learning processes of employees. * Understanding the various concepts like: Interpersonal Processes and Behaviors, Team Development, Foundations of Group Behavior and Group Dynamics, Developing Work Teams, Team Effectiveness & Team Building for Organizational benefit. |
| 9 | MAFC-2031 | Corporate Financial Accounting(Core) | * Exposure to maintain company accounts as per company law and accounting standards * Allows to handle accounting adjustments related to companies. |
| 10 | MAFC-2041 | Corporate Legal Framework(Core) | * Learning of legal aspects in making contract, sale and purchase of goods, negotiable instruments in banking system * Familiarize with the relevant provisions of various influencing laws |
| 11 | MAFC-2051 | Corporate Tax Planning and Management(Core) | * Enhancing the knowledge with the concept of tax planning and corporate tax. * Introduction to Corporate Tax Planning, GST Concepts, procedure of GST * Decisions related to Tax Planning Tax Management with respect to corporate |
| 12 | MAFC-2061 | Database Management System(Core) | * Equipping with the basic knowledge of database management systems. * Enabling students to database design, develop database models. * Making students understand structured query language as a tool to retrieve data from databases. * Enhancing the knowledge of advance tools of Data Mining and Warehousing. |
| 13 | MAFC-2071 | Personality development (Soft Skill) | * Learning the various aspects of soft skills for good personality and knowing about the meaning of a personality, different facets of personality, communication among individuals and business. * Understanding the importance of soft skills in both personal as well as professional life |
| 14 | MAFC-3011 | Financial Institutions and Markets | * Understanding the terminologies used in the financial institutions and markets * Knowing the use of financial institution and markets * Understanding the relationship of economic activities and financial market.   Enabling the students to understand the functioning of financial institutions and markets. |
| 15 | MAFC-3021 | Project Planning & Control | * Enable the pupils with the various techniques used for project planning. * Develop skills that help in project analysis and planning * Allows to make analysis of project, project implementation and project control. |
| 16 | MAFC-3031 | Security Analyses and Portfolio  Management | * Developing deep understanding of investment techniques used for investing in various forms ofsecurities * Equips with the knowledge of functioning of mutual funds, investment strategies and portfolio management services * Understand the significance of equity research and estimating the path for organization to excel by leveraging the analysis. * Provides information that enables to give recommendation based on both fundamental and technical analysis |
| 17 | MAFC-3041 | Strategic Management & Corp.  Restructuring | * Enhancing the decision marking skills * Enabling the students to handle the uncertain situations of the dynamic business world. * Helping to formulate new policies or ideas to overcome the negative circumstances of the business. |
| 18 | MAFC-3051 | Financial Management & Control | * To equip the students with the mathematical and statistical techniques and their application to business problems. * Understand basic principles and relationship of Management Accounting with other accounting branches. * Understand utility of budgetary control and various types of budgeting process. * Understanding with standard costing method. * Understand with marginal costing as a tool of decision making. * Find different kind of approach to analyse financial accounting, with the help of other tools like fund flow and cash flow statement. * Enhancing the understanding of basic concept of managing financial facets of organizations. * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world. * Learn to take financial decisions and resolving financial problems. |
| 19 | MAFC-3061 | E- Business and AIS | * Acknowledging the basics of e- commerce and e- business. * Understand the utility of internet facility in commercial transactions. * Ability to distinguish between traditional marketing and online marketing * Able to make business models for online business. * Knowledge of various security threats and its technological solutions. |
| 20 | MAFC-4011 | International Finance | * Acquiring the in-depth knowledge of international finance issues, international financing/ investingactivities and international financial markets. * Develop the knowledge, capability and skills necessary for making sound financial decisions for a multinational organization. |
| 21 | MAFC-4021 | Management Information andControl System | * Develop an understanding of structure and role of management information systems in business. * Recognizing the importance of knowing the meaning, importance of MIS in business organizations and its components. * Formulating strategy to make decisions using MIS decision making process. * Significance of transacting through the transaction processing system, documenting the documentation and generating the report. * Enhancing the knowledge about different types of Information systems like Business information system, Accounting and financial information system, etc. * Familiarizing with the advantages of modern MIS like MRP, MRP-II, ERP systems and SAP. |
| 22 | MAFC-4031 | International Business Environment | * Well equipped with the practical application of the factors that affect business in the real world. * Concepts like: nature & structure of Economy, Terminologies of Indian Economy, Economic Reforms, Economic Policies are imparted for knowledge enhancement. * Familiarize with technological advancement and its effect on various stakeholders of society. |
| 23 | MAFC-4041 | Derivatives and Risk Management | * Enhancing knowledge about different types of derivative securities used in financial risk management. * Appertaining the critical thinking skills to complex business problems including, identification and examining of relevant issues and information, generating and evaluating possible solutions to problems. * Using quantitative analytical skills to identify and analyze material facts that are affecting in derivative issues, * Proposing the solutions by using appropriate problem-solving techniques to risk management and derivatives issues. * Using information technology to obtain information concerning financial instruments in the derivatives. |
| 24 | MAFC-4051 | Advanced Auditing | * Enable students to know the audit process in each and every part of business. * Equips with the knowledge of how auditing work is done with rules * Help to examine the truthfulness of recorded information. * Understand the importance of audited balance sheet for further process. * Overall it opens way to become an auditor as per chartered accountant act. |
| 25 | MAFC-4061 | MRP | * In depth knowledge of subject chosen for the study that may enhance deeper insights about the subject knowledge. * Capable enough to contribute to research and development in the organization. * Using a holistic view to enable the students to think critically, independently and creatively so that they may formulate and deal with complex issues. * Equipped with sufficient problem-solving techniques so that the plan formulated is adequate and capable enough to solve the query. * Enhancing the skills like critical thinking and integrating things in order to solve the issues. * Capable enough to present the ideas clearly and sharply. * Capable to discuss the conclusions drawn with their knowledge on the basis of documents available in the written format. * Understanding the value of ethical research work done by them and others. |

**NAME OF THE PROGRAMME: M.COM (Bank Management) 2 years**

**Course code:CM5C**

***Program objectives***

1. Enables to understand and use practical tools of finance required in decision making.
2. Develops understanding of how financial markets work in practice and how to use it in a professional environment.
3. The course aims at developing skills to do a thorough analysis of financial statements and use them as basis for financial and banking decision making.
4. The course provides hands on, practical approach to understand, analyze, and duly compare published financial statements in the light of various accounting norms in force.
5. The course also aims at developing key foundations of finance, banking the valuation principles and schemes in general, the understanding of the requirement of return with risk, valuation of various asset classes’ projects, etc.

***Program specific outcomes***

PSO- 1 The M. Com. (BM) course offers an opportunity for graduates to acquire theoretical as well as practical inputs in commerce.

PSO - 2 A Master's graduate in commerce has the advantage of entering a career either in academics, research or, alternatively, in other professional areas of commerce and finance such as taxation, consultancy and financial services.

PSO- 3 On the successful completion of the M.Com, students will acquire strong subject-matter expertise in finance, financial instruments and markets.

PSO- 4 Acquire strong subject-matter expertise in finance, financial instruments and markets.

PSO -5 Students will acquire advanced theoretical knowledge and research capabilities in their preparation for academic and research focused careers.

PSO- 6 Updated knowledge on research methods, techniques and the process and to develop skills in the application of research methods for business problem solving

***Course Outcomes***

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| **M.Com BM** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | MBM-1011 | Accounting for managers | * Familiarizes the students with the concepts of accounting also enables them to acquire the ability to develop and use the accounting and system as an aid for decision making. * Builds an insight about the meaning of basic accounting terminologies related to accounting, business management and finance. * Identify the accounting as an area for career development. * Masters the ability to apply the accounting concepts for various businesses. * Introduction to terms used in cost accounting * Better understanding about evaluation of cost of products. * Determining the per unit cost with the help of various techniques used in cost accounting. * Enabling them to make efficient decisions for the production unit of the business. |
| 2 | MBM-1021 | Banking law & practice | * Provides the insight to legal and regulatory framework of the banks. * Equips with the knowledge of regularizing the securitization and reconstruction of the financial assets. * Awareness about the banking laws in which banks functions. |
| 3 | MBM-1031 | Fundamentals of banking system | * Students will be able to provide financial assistance to the banks when required by them while performing job in the industry. * Builds the understanding of functioning of banks * Understanding the relationship between customers and banks. * Enhancing the knowledge about the various types of facilities bank provides. |
| 4 | MBM-1041 | Managerial economics | * Familiarize the students with the laws of Economics in relation to practical life of economy. * Understanding the industry practical application * Develop the decision making ability |
| 5 | MBM-1051 | Quantitative methods for business | * The course aims at building capabilities in the students for analyzing different situations in the industrial/ business scenario involving limited resources and finding the optimal solution within constraints. * Analyses any real life system with limited constraints and depict it in a model form. * Convert the problem into a mathematical model. * Solve the mathematical model manually. * Understand variety of problems such as assignment, transportation, travelling salesman etc. * Understand different queuing situations and find the optimal solutions using models for different situations. * Simulate different real life probabilistic situations using Monte Carlo simulation technique. * Develop a report that describes the model and the solving technique, analyse the results and propose recommendations in language understandable to the decision-making processes in Management. |
| 6 | MBM-1061 | Computer application in business | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 7 | MBM-2011 | Management Accounting and Financial Analysis (Elective Generic) | * To equip the students with the mathematical and statistical techniques and their application to business problems. * Understand basic principles and relationship of Management Accounting with other accounting branches. * Understand utility of budgetary control and various types of budgeting process. * Understanding with standard costing method. * Understand with marginal costing as a tool of decision making. * Find different kind of approach to analyse financial accounting, with the help of other tools like fund flow and cash flow statement. |
| 8 | MBM-2011 | Special accounting for banking firm | * Acquaint with the knowledge of accounting procedures and system of the banking firms * Better understanding of various techniques used the functioning of the banks. |
| 9 | MBM-2021 | Communication skills for bankers | * Enhancing the communication skills via all the mediums and modes. * Understanding the power of being crisp and clear about the ideas to be communicated in business organization and to its world. * Learning the skills of communicating to the right person at the right time and at right place. |
| 10 | MBM-2031 | Macro -economic  Environment and banking | * Understanding the economic concepts and theories that are linked to the behavior of economic agents, markets, industry and firm structures, legal institutions, social norms, and government policies. * Ability to integrate theoretical knowledge with quantitative and qualitative evidence and explain past economic events and to formulate the future predictions for further policy making. |
| 11 | MBM-2041 | Foreign trade & bank  Finance | * Acquainting the knowledge of theoretical framework of international trade policy and trade promotion measures, especially with reference to India. * Enable to learn basics terms of international banking and international finance. * Ability to understand the foreign exchanges across the world. * Understanding the risk, a banking industry faces on the international platform. * Recognizing the techniques of banking and finance to deal with the real time issues |
| 12 | MBM-2051 | HRM in banks | * Enables them to become better leaders by enhancing their skills in managing human resources. * Understanding the concepts of basic Human resource management strategies.   Inculcate the practices and techniques for performance evaluation, team building, mentorship. |
| 13 | MBM-3011 | Financial management | * Enhancing the understanding of basic concept of managing financial facets of organizations. * Enables to gain systematic, efficient, and actual knowledge of financial management that can be applied in real world. * Learn to take financial decisions and resolving financial problems. |
| 14 | MBM-3021 | Commercial bank  Management | * Learning the different types of operations and functional activities of banking institutions. * Ability to examine and apply basic financial concept in to the management of banking system. * Enable to evaluate the performance of banks * Understanding the basics of capital, lending, depositing, withdrawing |
| 15 | MBM-3031 | Risk management in banking | * Understanding the risk faced by the banking sector * Learning to identify, assess and mitigate these risks * Getting the basic knowledge about credit risk, market risk, operational risk, etc. * Knowing about the role of BASEL in risk management. |
| 16 | MBM-3041 | Development & merchant banking | * Builds better understanding about the Merchant banking and its various regulations * Familiarizing with concepts of merchant banker, mechanism of public issue management, SEBI guidelines, etc. * Understanding the trends in portfolio management, credit rating, etc. * Providing exposure to various types of financial services like, leasing, hire purchasing, financial evaluation * Building the concept of venture capital, fund based financing services, bill discounting, etc. |
| 17 | MBM-3051 | Statistical analysis and methodology | * Developing the basics of statistics, about performing research in business area. * Recognizing the process of designing a research study and relevance of different parts of research. * Familiarizing the ethical issues in research including the issue of quantitative and qualitative research. |
| 18 | MBM-3061 | E-banking (including mobile banking) | * Equipping the pupils with necessary skills and knowledge to achieve the competencies to stand in the market of e-banking. * Understanding the basic terminologies of e-banking, e-cash, e-payment system. * Familiarizing with operations of e-banking system * Knowing the contribution of e-banking in the electronic financial globalization. |
| 19 | MBM-4011 | Foreign exchange  Management | * Equipping with the knowledge of basics of Foreign Exchange management concepts * Acquainting with the knowledge of foreign exchange market * Deeper insights to the risk associated with the foreign exchange and the measurements to cut them out * Understanding the hedging benefit to mitigate the foreign exchange risk. |
| 20 | MBM-4021 | Co-operative credit and banking | * Understanding the banking products and services provided by the banks. * Understanding the concept of corporate credit and its various facets. * Deep knowledge of negotiable instruments. * Knowing about the duties and liabilities of the bankers towards its various types of customers |
| 21 | MBM-4031 | Marketing of banking  Services/products | * Exposure to the marketing concepts, tools and techniques of marketing that help in developing abilities and skills required for marketing functions. * Introduction to different facets of marketing that includes strategic planning, research, product development, promotion and pricing of products. * Understanding the theories of marketing and its relevance to the real world of marketing. |
| 22 | MBM-4041 | Individual investment & portfolio management | * Developing deep understanding of investment techniques used for investing in various forms ofsecurities * Equips with the knowledge of functioning of mutual funds, investment strategies and portfolio management services * Understand the significance of equity research and estimating the path for organization to excel by leveraging the analysis. * Provides information that enables to give recommendation based on both fundamental and technical analysis |
| 23 | MBM-4051 | Bank audit | * Know the significance of financial statements, its users. * Knowing how much financial errors can affect the financial statement and its impact may hamper the position of organization in the industry. * Learning the role of Auditor in auditing the financial statements. * Provides opportunities in career to the pupils if they wish to continue in the field of accounting and finance. |
| 24 | MBM-4061 | Project- report  MRP | * In depth knowledge of subject chosen for the study that may enhance deeper insights about the subject knowledge. * Capable enough to contribute to research and development in the organization. * Using a holistic view to enable the students to think critically, independently and creatively so that they may formulate and deal with complex issues. * Equipped with sufficient problem-solving techniques so that the plan formulated is adequate and capable enough to solve the query. * Enhancing the skills like critical thinking and integrating things in order to solve the issues. * Capable enough to present the ideas clearly and sharply. * Capable to discuss the conclusions drawn with their knowledge on the basis of documents available in the written format. * Understanding the value of ethical research work done by them and others. |

**NAME OF THE PROGRAMME: Ph.D. Coursework**

**Course code:CM9Z**

***Program objectives***

1. Developing analytical skills to solve the intricate research problems
2. Understanding the need of research in the present world.
3. Enhancing knowledge of statistical tools and techniques used in business research.

***Program specific outcomes***

PSO- 1Developing solutions to the pertaining problems with the help of knowledge of facts and figures.

PSO - 2 Enhancing the systematic enquiring capabilities and capacities to deal with the issues of the society.

PSO- 3 Help society to solve their problems with the help of the research work done.

PSO- 4 Proposed work may present new models to the society to flourish.

***Course Outcomes***

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| **Ph.D. Coursework** | | | |
| **S.No.** | **Course Code** | **Course Name** | **Course Outcome** |
| 1 | PHD-001 | Research Methodology | * Developing the basics of statistics, about performing research in business area. * Recognizing the process of designing a research study and relevance of different parts of research. * Familiarizing the ethical issues in research including the issue of quantitative and qualitative research. |
| 2 | PHD-002 | Review of published research in the relevant field | * Understanding the previous work done by the researchers. * Differentiating and finding similarity among the previous work with current work to be done * Able to identify the research gap and formulate research questions accordingly * Understanding the mechanism of writing down the reviews of the literature available. |
| 3 | PHD-003 | Computer Application | * To Impart Basic Knowledge About Computer with Application of Various Packages. * Reveal the knowledge of generation of computer and input output devices with the block diagram of computer. * Enhancing the idea about the types of memories and operating system. * Familiarity with the function of MS-Office by using different functions. * Develop the knowledge of internet and service used in internet. |
| 4 | PHD-004 | Advance course in the subject of Research | * Better insight to the probability concepts. * Knowing the use of hypothesis and sampling techniques. * Knowing the benefits of hypothesis testing * Understanding the various statistical tools in depth. |
| 5 | PHD-005 | Research and Publication Ethics | * Understanding the research ethics theories * Understanding the need of ethical ways to be followed by the researcher. |