

॥संहतीकार्यसाधिका, शिलम परमभूषणम॥

**Shetkari Shikshan Prasarak Mandal's  
KRISHNA MAHAVIDYALYA RETHARE BK.**

**Department of Commerce**  
**PROGRAM SPECIFIC OUTCOMES**  
**AND**  
**COURSE OUTCOMES**  
**FOR OUTCOME-BASED EDUCATION**

Shetkari Shikshan Prasarak Mandal's

**KRISHNA MAHAVIDYALAYA, RETHARE BK**

**DEPARTMENT OF COMMERCE**

**PROGRAMME OUTCOMES**

**Academic Year 2017-2018**

After completion of the B. Com. programme, the students will develop ability:

Pos–A To understand the principle and areas of Commerce and management.

POs –B To understand the basic knowledge of accounting

POs –C To face the modern-day challenges in commerce and business in relation to globalization.

POs –D The course offers a number of value based and job-oriented knowledge which progress to the valuing and organization levels.

POs –E The Course develops basic knowledge of statistical techniques applicable to business along with the concepts in Insurance, Banking, Marketing and e-commerce.

POs –F The program also empowers the graduates to appear for various competitive examinations or choose the post graduate programme of their choice.

POs – G The students become capable of doing a business of their choice or choosing a profession or can become employees having basic knowledge and skill required for such activities.

After completion of the programme, the students will developability:

Shetkari Shikshan Prasarak Mandal's

**KRISHNA MAHAVIDYALAYA, RETHARE BK**

**DEPARTMENT OF COMMERCE**

**COMMERCE COURSE OUTCOMES**

**Academic Year 2017-2018**

**B.Com. (Commerce )**

**Annexure-C**

**Course Outcomes:**

**B.Com. I: Management Principles and Applications**

By the end of this Course students should be able to know about:

CO1. Understand the management and administrations in the business

CO2. Acquire theories of management by experts to develop managerial role.

CO3. Implement of the functions of management viz. planning, organizing, decision making controlling etc. in the business to achieve the goals of business.

CO4. Learn motivational aspects and the promotional keys by motivation in the business.

CO5. Enhance leadership and the ways of business communication.

**B.Com. I : Financial Accounting**

By the end of this Course students should be able to know about:

CO1. Understand the financial accounting process in the business.

CO2. Acquire the knowledge of financial accounting.

CO3. Prepare the financial statements practically with accounting principles, conventions and standards.

CO4. Study the role of Chartered Accountants, Company Secretaries, Cost Accountants, Tax consultants' accountant, auditor, tax consultants.

CO5. Participate in different commercial and economic activities

CO6. Enhance qualities through practical accounting system with tally with GST

**B.Com. I : Principles of Marketing**

By the end of this Course students should be able to know about:

CO1. Understand the concept of marketing management to develop marketing skills

CO2. Learn consumer behavior in the business environment through marketing management.

CO3. Gain the implementation of 4Ps in the marketing mix.

CO4. Enhance research qualities, marketing segment, target marketing, positioning in the business after learning marketing aspects.

CO5. Understand service marketing, as expected in the marketing environment.

**B. Com. Part I- Micro Economics**

By the end of this Course students should be able to know about:

CO1. Know the decision making of consumers

CO2. Identify the nature of revenue and cost of production.

CO3. Comprehend the demand function and production function.

CO4. Realize various production theories.

CO5. Clarify the meaning of marginal, average, total revenue marginal, average and total cost and its implication

CO6. Understand pricing in different markets & judge the factors responsible for pricing

**B. Com. Part I: Insurance**

By the end of this Course students should be able to know about:

CO1. Enable to understand meaning, scope, need and characteristics of insurance

CO2. Get information about various procedures of taking life insurance policy.

CO3. Know about the structure, setup and function of life insurance business.

CO4. Know about the various type of insurance.

**B. Com. Part II: Fundamentals of Entrepreneurship**

By the end of this Course students should be able to know about:

CO1. Understand the concept of entrepreneurship and qualities, functions and role of entrepreneurship in changing environment.

CO2. Understand the obstacles in entrepreneurship in business career.

CO3. Know the entrepreneurship development concept and different institutions for its development.

CO4. Understand the concepts of MSMEs, its importance and MSME policies.

CO5. Understand women entrepreneurship, their problems and remedies to solve the problems as well as getting knowledge of rural entrepreneurship.

CO6. Understand about project report of small scale units to prepare the project report in his business career and also getting insights of stories of successful entrepreneurs such as Tata, Dhirubai Ambani 'Vargis Kurian, Vitthal Kamat and getting motivated to start the career in business.

### **B. Com. Part II Corporate Accounting**

By the end of this Course students should be able to know about:

CO1. Understand the issues of shares and debenture with different aspects of market and get the knowledge of how to make an investment in financial securities in the stock market

CO2. Get the knowledge of how to establish a company and to determine the profitability before and after incorporation of the company.

CO3. Receive the knowledge of Tally software for computerized accounting, enabling them to get a job opportunity as an accountant.

CO4. Understand the role of accounting standard in respect of companies and learn the practical issues related.

CO6. Develop ability to understand computer application through Tally and become employable in firms, companies.

CO7. Get ability to demonstrate accounting for issue of debentures and redemption of debentures.

CO9. Simulate practice of preparing financial statements as per the provisions of Indian Companies Act 2013.

### **B. Com. Part II: Macro Economics**

By the end of this Course students should be able to know about:

CO1. Identify the basic concept and theories of Macro Economics

CO2. Get awareness about changing Macro Economics Policies and Theories

CO3. Understand various concepts such as GDP, GNP, NNP, Per Capital, Disposable income, Per capita income and national income.

CO4. Identify the factors determining gross domestic product, employment, the general level of prices and interest rate.

CO5. Realize the law of markets, consumption function and investment function.

CO6. Judge the role of fiscal policy, monetary policy in developing economy.

CO7. Know features, phases and theories of trade cycle.

### **B. Com. Part II: Money and Financial System**

By the end of this Course students should be able to know about:

CO1. Understand the nature, functions and issues related to money, banking and non banking financial intermediaries and financial system.

CO2. Know about changing role of banking and financial intermediaries in the process of growth & development.

CO3. Realize the term structure, role and functions of RBI, NBFIs, Development Banks, Commercial Banks, Money Market, Capital Market and Forex .

CO4. Get knowledge of the changing paradigms in Indian Banking.

### **B. Com. Part II: Business Statistics**

By the end of this Course students should be able to know about:

CO1. Make familiar with statistical tools which are relatively used in business.

CO2. Impart the ability to collect present, analyze and interpret data

CO3. Predict trend values by using list square methods in regression

CO4. Understand how to collect, present, analyze and interpret the data.

**B.COM. III: Business Environment**

By the end of this Course students should be able to know about:

CO1. Understand characteristic features of structural changes in Indian Economy.

CO2. Comprehend the nature and impact of new economic reforms on the Indian Economy.

CO3. Know the problem of unemployment, poverty, rising economic and social inequality and problems of regional imbalances in India

CO4. Evaluate the changing role of agricultural, industrial and service sector and foreign sector in Indian Economy

CO5. Measure the problems and prospects of cottage and small scale industries, and industrial sicknesses

**B.COM. III: Business Regulatory Framework**

By the end of this Course students should be able to know about:

CO1. Get provided with fundamental information about the Indian Legal System related to the business.

CO2. Get knowledge the laws, functions of the court.

CO3. Understand the basic principles of law that apply to business organizations

CO4. Study business law in the global context.

CO5. Gain knowledge of legal environment in which a consumer and business operations

**B.COM. III: Modern Management Practices**

By the end of this Course students should be able to know about:

CO1. Understand the modern concepts of management practices about the growing size and complexity of business.

CO2. Understand the concept of strategic management. Getting known with the corporate governance and social responsibility from different areas of social responsibilities.

CO3. Understand the new concepts in management.

CO4. Get known with modern management and understanding MBO.

### **B.COM. III: Co -Operative Development**

By the end of this Course students should be able to know about:

CO1. Understand the Principles of Co-Operation and Co-Operative Movement in India.

CO2. Know the Structure, types, functions, problems and remedies agricultural and Non – agricultural Credit Co – operative institution.

CO3. Evaluate the impact of Globalization on co – operative Movement.

CO4. Get basic knowledge of cooperative society and its administration.

CO5. Understand New Economic policy since 1991 and co – operative Movement.

### **B.COM. III: Advanced Accountancy (Paper I, II, III & IV)**

By the end of this Course students should be able to know about:

CO1. Understand the utility of advanced accountancy, auditing, taxation in practices with accounting software.

CO2. Visit banks, insurance companies etc for better understanding of working and functioning

CO3. Develop their potential and skill for employment opportunities as accountant, auditor and tax consultant in various firms.

CO4. Pursue the master degrees for advanced and professional knowledge.

*Vaidya*  
(Patil V.S.)  
HOD



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