



**SGSPM's**  
**Arts & Commerce College Sinnar**  
**COLLEGE,**  
**Department of Commerce**  
**Course Outcomes- CBCS 2019 Pattern**



**Programme Outcomes:**

**After successfully Completing B.Com. programme, students will able to**

**PO1:** In depth knowledge, understanding and skills in commerce

**PO2:** students can get skills regarding various aspects like Marketing Manager, Selling Manager

**PO3:** Increase Capability of the students to make decisions at personal & professional level

**PO4:** Grow the skill of applying concepts and methods used in Commerce for real life difficulties

**PO5:** Habit well recent Trends in Business, Administrations and Industries

**PO6:** Use recent technologies effectively to communicate ideas in the area of commerce & management

**PO7:** Students can self-sufficiently start up their own Business

**PO8:** Students can independently start up their own Business

**PO9:** The awareness of different specializations in Marketing , costing, banking and finance with the practical exposure helps the students to stand in organization

**PO10:** Develops communication skills and build confidence to face the challenges of the corporate world.

**Programme Specific Outcomes**

**PSO 1:-** Students will prove progressive affective domain development of values, the role of accounting in society an business

**PSO 2:-** Empowers learners to prove themselves in different Professional examinations like CA, CS, CAT, GRE, CMA, MPSC, UPSC etc.

**PSO 3 :** Students will learn relevant managerial accounting career skills, applying both quantitative and qualitative knowledge to their future careers in business.

**PSO 4 :** -Learners further move towards research in the field of Commerce.

**PSO 5 :** Students will able to demonstrate quantitative and qualitative knowledge in key areas of organization behaviour.

**PSO 6:** Students will able to evaluate national and international issue and discussion on economic, commercial and business related topics

<b>Course Outcome</b>	
<b>F.Y.B.Com.</b>	
<b>Financial Accounting- I</b>	
CO1	To impart knowledge of basic accounting concepts
CO2	To create awareness about application of these concepts in business world
CO3	To impart skills regarding Computerized Accounting
CO4	To impart knowledge regarding finalization of accounts of various establishments.
<b>Business Mathematics &amp; Statistics- I</b>	
CO1	To introduce the basic concepts in Finance and Business Mathematics and Statistics
CO2	To familiar the students with applications of Statistics and Mathematics in Business
CO3	To acquaint students with some basic concepts in Statistics.
CO4	To learn some elementary statistical methods for analysis of data.
CO5	The main outcome of this course is that the students are able to analyze the data by using some elementary statistical methods
<b>Marketing and Salesmanship- I</b>	
CO1	To introduce the basic concepts in Marketing.
CO2	To give the insight of the basic knowledge of Market Segmentation and Marketing Mix
CO3	To impart knowledge on Product and Price Mix.
CO4	To establish link between commerce, business and marketing.
CO5	To understand the segmentation of markets and Marketing Mix. To enable students to apply this knowledge in practicality by enhancing their skills in the field
CO6	of Marketing.
<b>Banking &amp; Finance – I</b>	
CO1	To provide knowledge of fundamental of Banking.
CO2	To give the insight of the basic knowledge of various Banking concepts.
CO3	To conceptualize Banking operations.
CO4	To develop the working capability of students in Banking sector.
CO5	To Make the students aware of Banking Business and practices.
CO6	To enable students to apply this knowledge in practicality by enhancing their skills in the f

	<b>Financial Accounting- II</b>
O1	To impart knowledge of various software used in accounting
CO2	To impart knowledge about final accounts of charitable trusts
CO3	To impart knowledge about valuation of intangible assets
CO4	To impart knowledge about accounting for leases
	<b>Compulsory English-II</b>
CO1	To develop oral and written communication skills of the students so that their employability enhances
CO2	To develop overall linguistic competence and communicative skills of students
	<b>Business Economics (Micro) – II</b>
CO1	To understand the basic concepts of micro economics.
CO2	To understand the tools and theories of economics for solving the problem of decision making by consumers and producers.
CO3	To understand the problem of scarcity and choices.
	<b>Business Mathematics and Statistics – II</b>
CO1	To introduce the basic concepts in Finance and Business Mathematics and Statistics
CO2	To familiar the students with applications of Statistics and Mathematics in Business
CO3	To acquaint students with some basic concepts in Statistics.
CO4	To learn some elementary statistical methods for analysis of data.
CO5	The main outcome of this course is that the students are able to analyze the data by using some elementary statistical methods
	<b>Banking and Finance</b>
CO1	To develop the working capability of students in banking sector
CO2	To Make the Students aware of Banking Business and practices.
CO3	To enlighten the students regarding the new concepts introduced in the banking system.
	<b>Marketing and Salesmanship- Fundamental of Marketing- II</b>
CO1	To introduce the concept of Salesmanship.
CO2	To give insight about various techniques required for the salesman.
CO3	To inculcate the importance of Rural Marketing.
CO4	To acquaint the students with recent trends in marketing and social media marketing.

	<b>Value Education(Add-on)</b> The course is designed to inculcate the values which are an utmost need of the hour to overcome various challenges. The students will learn to adopt and implement the suitable values at appropriate time, understand various challenges in value adoption in this
CO1	contemporary world, use the 'Reflection method' to explore values from inside out. The course is expected to acquaint students with the core values such as physical, mental and spiritual aspects of personality, developing respect for the dignity of individual and the society, inculcation of spirit of patriotism and national integrity and developing tolerance towards
CO2	understanding of different religious faiths as well. The course will help students to be a better human being and a strong pillar of society.

	<b>S.Y.B.Com.</b>
	<b>Business communication III</b>
CO1	Described about principles of effective communication.
CO2	Classifying the different kinds of business letters and its purpose.
CO3	Acquired knowledge about requirement of different types of correspondence and How to write the same.
CO4	Analyses and preparation of reports & minutes of meeting.
CO5	Described different forms of communication, its importance & need Fax, E-mail Etc.
	<b>Business Management III</b>
CO1	Described about different management theories Taylor & Fayol.
CO2	Acquired knowledge on scientific management F.W.Taylor.
CO3	Understands about PODSCORB.
CO4	Described about different concept like staffing, departmentation & delegation.
CO5	Understands about co-ordination & controlling
	<b>Corporate Accounting III</b>
CO1	Acquired knowledge on issue of shares.
CO2	Understand the knowledge on issue of debentures.
CO3	Describe the calculation of profits prior to incorporation and company final Accounts.
CO4	Understand the accounting treatment for valuation of goodwill & shares.
CO5	Analyse the alterations of share capital.
	<b>Elements of Company Law III</b>
CO1	To develop general awareness of Elements of Company Law among the students.
CO2	. To understand the Companies Act 2013 and its provisions.
CO3	. To have a comprehensive understanding about the existing law on formation of new company in India
CO4	To create awareness among the students about legal environment relating to the company law.

CO5	To acquaint the students on e-commerce, E governance and e-filing mechanism relating to
	<b>Business Economics III</b>
CO1	To familiarize the students with the basic concept of Macro Economics and its application
CO2	To aware students about Gross National Product (GNP), Net National Product (NNP) ,Income at Factor cost or National Income at Factor Prices ,Per Capita Income , Personal Income ( PI ) ,Disposable Income etc
	<b>Marketing Management-III</b>
CO1	To introduce the concept of Marketing Management.
CO2	To give the students the basic knowledge of Marketing Management to be a successful modern
CO3	marketer.
CO4	To inculcate knowledge of various aspects of marketing management through practical approach.
CO5	To interpret the issues in marketing and their solutions by using relevant theories of marketing
	<b>Business communication IV</b>
CO1	Described about principles of effective communication.
CO2	Classifying the different kinds of business letters and its purpose.
CO3	Acquired knowledge about requirement of different types of correspondence and How to write the same.
CO4	Analyses and preparation of reports & minutes of meeting.
CO5	Described different forms of communication, its importance & need Fax, E-mail Etc.
	<b>Business Management IV</b>
CO1	Described about different management theories Taylor & Fayol.
CO2	Acquired knowledge on scientific management F.W.Taylor.
CO3	Understands about PODSCORB.
CO4	Described about different concept like staffing, depart mentation & delegation.
CO5	Understands about co-ordination & controlling
	<b>Corporate Accounting IV</b>
CO1	Acquired knowledge on issue of shares.
CO2	Understand the knowledge on issue of debentures.
CO3	Describe the calculation of profits prior to incorporation and company final Accounts.
CO4	Understand the accounting treatment for valuation of goodwill & shares. Analyse the alterations of share capital.
	<b>Elemenmts of Company Law IV</b>
CO1	To develop general awareness among the students about management of company
CO2	To acquaint the students about E Governance and E Filing under the Companies Act, 2013.
CO3	To equip the students about the various meetings of Companies and their importance.
CO4	To make students capable of becoming good human resource of the corporate sector.
CO3	To study the new age of entrepreneur and to know in details of entrepreneurship.
	<b>Marketing Management-IV</b>
CO1	To create awareness and impart knowledge about the basics of Marketing Management which is the basic foundation of marketing subject.

S.Y.B.Com.	Sem. III & IV Business Economics (Macro)	<ul style="list-style-type: none"> <li><input type="checkbox"/> To familiarize the students to the basic theories and concepts of Macro Economics and their application.</li> <li><input type="checkbox"/> To study the relationship amongst broad aggregates.</li> <li><input type="checkbox"/> To impart knowledge of business economics.</li> <li><input type="checkbox"/> To understand macroeconomic concepts.</li> <li><input type="checkbox"/> To introduce the various concepts of National Income.</li> <li><input type="checkbox"/> To familiarize the students to the basic theories and concepts of Macro Economics and their application.</li> <li><input type="checkbox"/> To understand the theories of money.</li> <li><input type="checkbox"/> To understand the phases of trade cycle and policy measures to elongate the trade cycle.</li> <li><input type="checkbox"/> To understand various concepts related to public finance.</li> <li><input type="checkbox"/> To understand credit creation of banks and money measures of RBI.</li> </ul>
S.Y.B.Com.	Sem. III & IV Banking & Finance (Indian Banking System)	<ul style="list-style-type: none"> <li><input type="checkbox"/> To provide the knowledge about Indian Banking System.</li> <li><input type="checkbox"/> To create the awareness about the role of banking in economic development.</li> <li><input type="checkbox"/> To provide the knowledge about working of Central Banking in India.</li> <li><input type="checkbox"/> To know the functioning of private and public sector banking in India.</li> <li><input type="checkbox"/> To provide the knowledge of Cooperative Banking in India</li> <li><input type="checkbox"/> To analyze the functioning of Development Banking</li> <li><input type="checkbox"/> To create the awareness about Banking Sector Reforms</li> <li><input type="checkbox"/> To understand the role of various committees on Banking Sector Reforms.</li> </ul>

T.Y.B.Com.	Sem. V & VI Banking and Finance-Special Paper II (Financial Markets and Institutions in India)	<input type="checkbox"/> To acquaint the students with Indian Financial System and its various segments. <input type="checkbox"/> To make the students aware about Indian Money Market. <input type="checkbox"/> To analyse and understand the functions of Indian Capital Market. <input type="checkbox"/> To enable the students the functioning of Foreign Exchange Market. <input type="checkbox"/> To familiarize students about various basic concepts of stock market. <input type="checkbox"/> To analyse the types and process of stock trading. <input type="checkbox"/> To enable the students to understand the functions and working of Non -Banking Financial Institutions in India. <input type="checkbox"/> To enable the students to acquire sound knowledge of Regulatory Bodies in India.
T.Y.B.Com.	Sem. V & VI Banking and Finance-Special Paper III (Banking Law and Practices in India)	<input type="checkbox"/> To familiarize the Banking Laws and Practice in correlation to the Banking System in India. <input type="checkbox"/> To understand the legal aspects of Banking transactions and its implication as a Banker and as a customer. <input type="checkbox"/> To familiarize the students with the Banking Laws and Practices in India. <input type="checkbox"/> To make students capable of understanding and applying the legal and practical aspects of banking to help them technically sound in banking parlance. <input type="checkbox"/> To familiarize students about concept and types cybercrimes in banking. <input type="checkbox"/> To understand the aspects of paying and collecting banker. <input type="checkbox"/> To analyse the banker and customers relationship. <input type="checkbox"/> To enable the students to apply the legal and practical aspects of bank advances.

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	<b>Business Regulatory Framework</b>
CO1	To provide conceptual knowledge about the framework of business Law in India.
CO2	To orient the students about the legal aspect of business. To create awareness among the students about legal environment relating to the Contract
CO3	Law, Partnership Act, Sale of Goods Act in India
CO4	To understand the emerging issues relating to e-commerce, e-transaction issues and E Contracts
	<b>Auditing &amp; Taxation</b>
CO1	Described about the concept of auditing, types and methods of auditing. Acquired knowledge about vouching of cash & credit transaction, verification of assets &
CO2	liabilities. Described about preparation of different methods & auditors responsibility Regarding
CO3	depreciation & reserves. Comprehend the knowledge about appointment of different types of auditor, Their rights and
CO4	duties.
CO5	Acquired knowledge about audit in EDP environment. Impart knowledge on the provisions of Income tax law and practice and make students compute
CO6	the assessment practices under the various heads of income.
CO7	Acquire knowledge about taxation, Rates of tax & Residential status.
	<b>Advanced Accounting</b>
CO1	Described about preparation of branch accounts, inter branch and head office Accounts Acquired knowledge on preparation of departmental accounts with respect to Apportionment of
CO2	overheads.
CO3	Calculation of interest on hire purchase and instalment system. Described about new profit sharing ratio and calculation of profit during admission of a new
CO4	partner and retirement of partner.
CO5	Computing the accounting treatment during death of a partner and dissolution of a partner
	<b>Indian Global Economics</b>
CO1	To impart knowledge of business economics
CO2	Students understand the problem of scarcity and choices.
	<b>Marketing Management- (SPI II)</b>
CO1	Understand the concept of marketing and various types of market.
CO2	Knowledge on segmentation of market and Consumer behaviour.
CO3	Analyses of marketing mix and pricing strategies.
	<b>Marketing Management- (SPL III)</b>
CO1	Classification of channels of distribution and promotional activities.
CO2	Awareness on recent trends used by the marketers and Consumer Protection act.

*Kaukhar*  
**HOD**

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