

## *B. Com (BPS)*

### *Course Outcome*

S No.	Subject	Course Outcome
<b>CORE PAPER</b>		
1	Core - Financial Accounting - I	<p>CO1 : To analyze business transactions using accrual basis accounting according to Generally Accepted Accounting Principles (GAAP).</p> <p>CO2 : To manually prepare journal entries and post to ledger accounts using double-entry accounting procedures.</p> <p>CO3 : Aware preparation Final accounts.</p> <p>CO4 : Have knowledge in the accounting practice prevailing and knowledge in bill exchange.</p> <p>CO5 : Have knowledge to prepare Income and Expenditure statement.</p>
2	Core Practical - Financial Accounting - I	<p>CO1 : To analyze business transactions using accrual basis accounting according to Generally Accepted Accounting Principles (GAAP).</p> <p>CO2 : To manually prepare journal entries and post to ledger accounts using double-entry accounting procedures.</p> <p>CO3 : Aware preparation Final accounts.</p> <p>CO4 : Have knowledge in the accounting practice prevailing and knowledge in bill exchange.</p> <p>CO5 : Have knowledge to prepare Income and Expenditure statement.</p>
3	Core - Financial Accounting - II	<p>CO1 : Identify the factors to be considered when choosing a depreciation method</p> <p>CO2 : Evaluate the performance the department with previous result.</p> <p>CO3 : To analyse the licenses for Royalties.</p> <p>CO4 : To evaluate the inventory, prit and loss account the Business</p> <p>CO5 : Get the knowledge about partnership admission, retirement &amp; death, insolvency</p>
4	Core Practical - Financial Accounting - II	<p>CO1 : After successfully qualifying practical examination, students will be awarded certificate to work with well-known accounting software.</p> <p>CO2 : Student will do by their own create company, enter accounting voucher entries including advance voucher entries, do reconcile bank statement, do accrual adjustments, and also print financial statement.</p> <p>CO3 : Students do possess required skill and can also be employed as Tally data entry operator.</p>

		<p>CO4 : This is a beginner course tally. ERP covering the topics basics accounting and inventory in tally.</p> <p>CO5 : It's designed to handle accounts in simple.</p>
5	Core - Corporate Accounting	<p>CO1 : To Understand the regulatory environment in which the companies operate</p> <p>CO2 : To develop the ability to use the fundamental accounting equation to effect business transactions on an organization's accounting records and financial statements.</p> <p>CO3 : To analysis foundation in accounting and reporting requirements to understand and relevant Indian Accounting Standards</p> <p>CO4 : To evaluate issue bonus shares and treatment prior period profits</p> <p>CO5 : To Revaluation Value goodwill and shares under various methods</p>
6	Core Practical - Corporate Accounting	<p>CO1 : Understand the regulatory environment in which the companies operate.</p> <p>CO2 : Develop the ability to use the fundamental accounting equation to effect business transactions on an organization's accounting records and financial statements.</p> <p>CO3 : Create reporting requirements the Companies Act and relevant Indian Accounting Standards</p> <p>CO4 : Summarize issue bonus shares and treatment prior period profits</p> <p>CO5 : To Revaluation Value goodwill and shares under various methods</p>
7	Core – Cost and Management Accounting	<p>CO1 : To understand the role management accounting information in assisting management in undertaking planning, performance measurement, controlling and decision-making</p> <p>CO2 : To apply traditional and contemporary approaches to product costing in job, process and activity-based costing environments</p> <p>CO3 : Use standard costs to prepare budgets for planning and control purposes</p> <p>CO4 : To Identify relevant information for decision making purposes in order to produce financial analyses for a range of decisions such as product-mix, pricing, outsourcing and special orders</p> <p>CO5 : To figure out the contractual issues in an agency</p>
8	Core Practical - Cost and Management Accounting	<p>CO1 : To understand the role management accounting information in assisting management in undertaking planning, performance measurement, controlling and decision-making</p> <p>CO2 : To apply traditional and contemporary approaches to product costing in job, process and activity-based costing environments</p> <p>CO3 : Use standard costs to prepare budgets for planning and control purposes</p>

		<p>CO4 : To Identify relevant information for decision making purposes in order to produce financial analyses for a range decisions such as product-mix, pricing, outsourcing and special orders</p> <p>CO5 : To figure out the contractual issues in an agency</p>
9	Core -Insurance Principles and Practices	<p>CO1 : To make the students understand the various services fered and various risks faced by banks</p> <p>CO2 : To make them aware various banking innovations after nationalization To give them an overview about insurance industry.</p> <p>CO3 : To make the students understand various principles, provisions that govern the Life General Insurance Contracts.</p> <p>CO4 : Use standard costs to prepare budgets for planning and control purposes.</p> <p>CO5 : To figure out the contractual issues in an agency.</p>
10	Core Practical - Insurance Principles and Practices	<p>CO1 : To make the students understand the various services fered and various risks faced by banks.</p> <p>CO2 : To make them aware various banking innovations after nationalization To give them an overview about insurance industry.</p> <p>CO3 : To make the students understand various principles, provisions that govern the Life General Insurance Contracts.</p> <p>CO4 : Use standard costs to prepare budgets for planning and control purposes.</p> <p>CO5 : To figure out the contractual issues in an agency.</p>
11	Core - Capital Market and Investment	<p>CO1 : Creating awareness on SEBI, its objectives, powers, management &amp; functions.</p> <p>CO2 : Familiarizes the students with the mechanism capital market operations.</p> <p>CO3 : Understanding the practical aspects primary market operations &amp; book building process.</p> <p>CO4 : Creating an insight into the functions stock exchange and their working.</p> <p>CO5 : Develops an adequate working knowledge DEMAT Accounts, depository system, NSDL &amp; CDSL.</p>
12	Core Practical - Capital Market and Investment	<p>CO1 : Creating awareness on SEBI, its objectives, powers, management &amp; functions.</p> <p>CO2 : Familiarizes the students with the mechanism capital market operations.</p> <p>CO3 : Understanding the practical aspects primary market operations &amp; book building process.</p>

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		CO5 : Develops an adequate working knowledge DEMAT Accounts, depository system, NSDL & CDSL.
<b>DSC CORE</b>		
13	DSC Core 1 - Computer Application in Business	CO1 : Understand basics computer– input devices, output devices, operating system - based content CO2 : Perform word processing, data creation, editing and formatting software. CO3 : Get the knowledge to calculate, organize, edit and present the nu sheet. CO4 : Utilize database for creating files, perform queries, and create form CO5 : Integrate Microsoft Access applications in business for creation da
14	DSC Core Practical - Computer Application in Business	CO1 : To apply computer resources Business and Academics. CO2 : To construct business and academic documents using Microsoft Word CO3 : To construct business and academic documents using Microsoft EXCEL CO4 : To develop presentations containing animation and graphics using Microsoft PowerPoint. CO5 : To integrate Microsoft Access applications in business for creations database.
		CO1 : To acquire knowledge on concept caller buyer and buyer's behavior CO2 : To study about the motivation CO3 : To gain knowledge on customers personality CO4 : To know about the consumers perception CO5 : To gain knowledge about consumer attitudes
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CO2		CO2 : To study about the motivation
CO3		CO3 : To gain knowledge on customers personality
CO4		CO4 : To know about the consumers perception
CO5		CO5 : To gain knowledge about consumer attitudes
17	DSC Core – Managing Decision for BPS	CO1 : To understand about the BPO sector. CO2 : Develop business models that support a company's strategic object CO3 : Analyze the key business processes that drive the value chain an c throughout the entire product life cycle.

		<p>CO4 : Work effectively on team projects and research assignments respecting the diversity to all team members.</p> <p>CO5 : Evaluate current global business issues and their impact.</p>
18	DSC Core Practical - Managing Decision for BPS	<p>CO1 : To understand about the BPO sector.</p> <p>CO2 : Develop business models that support a company's strategic objectives. Analyze the key business processes that drive the value chain an organization throughout the entire product life cycle.</p> <p>CO3 : Work effectively on team projects and research assignments respecting the diversity to all team members.</p> <p>CO4 : assignments respecting the diversity to all team members.</p> <p>CO5 : Evaluate current global business issues and their impact.</p>
19	DSC Core - Financial Services	<p>CO1 : The course provides a complete package finance and financial services related subjects so that the students are well equipped with the functional aspects the various types financial products and services available in our country.</p> <p>CO2 : The curriculum provides knowledge about banking, insurance, investments and portfolio management, international finance etc.</p> <p>CO3 : The course vast employment potential in the banking sector, insurance sector, investment and merchantbanking activities, capital markets, share Broking and derivatives market.</p> <p>CO4 : The course provides the knowledge about Mutual fund.</p> <p>CO5 : The subject finance, provides the knowledge about Credit Ratings.</p>
20	DSC Core Practical - Financial Services	<p>CO1 : The course provides a complete package finance and financial services related subjects so that the students are well equipped with the functional aspects the various types financial products and services available in our country.</p> <p>CO2 : The curriculum provides knowledge about banking, insurance, investments and portfolio management, international finance etc.</p> <p>CO3 : The course vast employment potential in the banking sector, insurance sector, investment and merchant banking activities, capital markets, share Broking and derivatives market.</p> <p>CO4 : The course provides the knowledge about Mutual fund.</p>

		CO5 : The subject finance, provides the knowledge about Credit Ratings.
21	DSC Core - Company Law	<p>CO1 : Explains the basic concepts company law and provide the knowledge company, shares and kinds the company.</p> <p>CO2 : Understand the memorandum association, describes the memorandum association and article association.</p> <p>CO3 : Describes the use prospectus in a company by understanding contents prospectus along with statement in prospectus and its remedies</p> <p>CO4 : Illustrates the relationship between company and debenture holders. Interprets the management company its borrowing and legal position.</p> <p>CO5 : Identify the Companies Act, provides effective time bound winding up process. It also provides for aspects such as new grounds winding up.</p>
22	DSC Core Practical - Company Law	<p>CO1 : To know the company meaning and characteristics</p> <p>CO2 : To examine the types companies.</p> <p>CO3 : To Understand the formation the companies</p> <p>CO4 : To realize companies MOA.</p> <p>CO5 : To evaluate companies' prospectus and valuation shares</p>
23	DSC Core -Business Law	<p>CO1 : To know about the contract Act.</p> <p>CO2 : To evaluate breach contract.</p> <p>CO3 : To analyze partnership Act.</p> <p>CO4 : To evaluate Sales Act in India.</p> <p>CO5 : To know about bailment, guarantees and warranties.</p>
24	DSC Core Practical - Business Law	<p>CO1 : To know about the contract Act.</p> <p>CO2 : To evaluate breach contract.</p> <p>CO3 : To analyze partnership Act.</p> <p>CO4 : To evaluate Sales Act in India.</p> <p>CO5 : To know about bailment, guarantees and warranties.</p>
25	DSC Core - Taxation	<p>CO1 : Know about various basic concepts used in Income tax Act. Impart knowledge on the provisions Income tax law and practice and make students</p> <p>CO2 : Compute the assessment practices under the various heads income.</p> <p>CO3 : Enable students to develop experience in identifying tax issues and applying the income tax Law to arrive at reasoned solutions to problems.</p>

		<p>CO4 : Described about the provisions salary income, House property &amp; business or profession and their computation Exemplify professional judgments and advice on issues relating to tax payable by Individuals, and companies and</p> <p>CO5 : other business structures in order to calculate an amount tax payable or advice on a dispute that may alter the amount tax payable</p>
26	DSC Core Practical - Taxation	<p>CO1 : Know about various basic concepts used in Income tax Act. Impart knowledge on the provisions Income tax law and</p> <p>CO2 : practice and make students Compute the assessment practices under the various heads income. Enable students to develop experience in identifying tax</p> <p>CO3 : issues and applying the income tax Law to arrive at reasoned solutions to problems.</p> <p>CO4 : To know about the provisions salary income, House property &amp; business or profession and their computation. Exemplify personal judgments and advice on issues relating to tax payable by Individuals, and companies and</p> <p>CO5 : other business structures in order to calculate an amount tax payable or advice on a dispute that may alter the amount tax payable</p>
27	DSC Core – Marketing Management	<p>CO1 : To understood Principles marketing management, market segmentation Product life cycle, pricing, branding To develop a better appreciation and understanding the</p> <p>CO2 : role marketing in a business organization specifically, and in our society at large.</p> <p>CO3 : To provide opportunities to analyze marketing activities within the firm</p> <p>CO4 : To apply marketing concepts and theories to realistic marketing situations</p> <p>CO5 : To getting knowledge about branding and advertising</p>
28	DSC Core Practical - Marketing Management	<p>CO1 : On successful completion this course, the students should have understood Principles marketing management, market segmentation Product life cycle, pricing, branding To develop a better appreciation and understanding the role</p> <p>CO2 : marketing in a business organization specifically, and in our society at large.</p> <p>CO3 : To provide opportunities to analyze marketing activities within the firm</p> <p>CO4 : To allow you to apply marketing concepts and theories to realistic marketing situations</p> <p>CO5 : To getting knowledge about branding and advertising</p>

29	DSC Core - Financial Management	CO1 : Familiarize Participants with Fundamentals FinancialManagement in an organization. CO2 : Explore and Develop the Financial Environment in which Firms and Managers Must Operate. CO3 : Evaluate the Concepts Financial Management and Investment, Financing and Dividend Policy Decisions a Business Concern. CO4 : Analyze the Complexities Associated with Management Cost Funds in the Capital Structure. CO5 : Apply and Leverage and EBIT, EPS Analysis Associate with Financial Data in the Corporate.
30	DSC Core Practical - Financial Management	CO1 : Familiarize Participants with Fundamentals FinancialManagement in an organization. CO2 : Explore and Develop the Financial Environment in which Firms and Managers Must Operate. CO3 : Evaluate the Concepts Financial Management and Investment, Financing and Dividend Policy Decisions a Business Concern. CO4 : Analyze the Complexities Associated with Management Cost Funds in the Capital Structure. CO5 : Apply and Leverage and EBIT, EPS Analysis Associate with Financial Data in the Corporate.
31.	DSC Core -Campus to Industry Transition	CO1 : To develop the interpersonal skills to fit in the corporate culture. CO2 : To inculcate business etiquette. CO3 : Acquire time management by incorporating various tasks. CO4 : To learn the conflict management by applying problem solving techniques. CO5 : Enhancing self-esteem and social skills.
32.	DSC Core Practical-Campus to Industry Transition	CO1 : To develop the interpersonal skills to fit in the corporate culture. CO2 : To inculcate business etiquette. CO3 : Acquire time management by incorporating various tasks. CO4 : To learn the conflict management by applying problem solving techniques. CO5 : Enhancing self-esteem and social skills.
33.	DSC Core – Business Communication	CO1 : To give students a comprehensive view communication, and the role communication in establishing a favorable outside the firm environment, as well as an effective internal communications program. CO2 : Draft and Relate the effective business correspondence with brevity and clarity. CO3 : Assess their Critical thinking by designing and developing clean and lucid writing skills.



		<p>CO4 : Analysis the various levels organizational communication and barriers while developing an understanding Communication as a process in an organization.</p> <p>CO5 : Develop their effective interpersonal skills and the ability to work effectively in teams diverse composition.</p>
34.	DSC Core Practical- Business Communication	<p>CO1 : To give students a comprehensive view communication, and the role communication in establishing a favorable outside the firm environment, as well as an effective internal communications program.</p> <p>CO2 : Draft and Relate the effective business correspondence with brevity and clarity.</p> <p>CO3 : Assess their Critical thinking by designing and developing clean and lucid writing skills.</p> <p>CO4 : Analysis the various levels organizational communication and barriers while developing an understanding Communication as a process in an organization.</p> <p>CO5 : Develop their effective interpersonal skills and the ability to work effectively in teams diverse composition.</p>
<b>ALLIED</b>		
35	Allied – Managerial Economics	<p>CO1 : Apply economic reasoning to the analysis selected contemporary economic problems.</p> <p>CO2 : Understand how households (demand) and businesses (supply) interact in various market structures to determine price and quantity goods and services produced and consumed.</p> <p>CO3 : Analyze the efficiency and equity implications government interference in markets.</p> <p>CO4 : Evaluate the intent and outcomes government stabilization policies designed to correct macroeconomic problems.</p> <p>CO5 : Use economic problem-solving skills to discuss the opportunity increasing globalization the world economy.</p>
36	Allied – Principles Management	<p>CO1 : Discuss and communicate the management evolution and how it will affect future managers.</p> <p>CO2 : Observe and evaluate the influence historical forces on the current practice management.</p> <p>CO3 : Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.</p> <p>CO4 : Imbibe adaptations to an uncertain environment and identify techniques managers use to influence and control the internal environment.</p> <p>CO5 : Practice the process management's four functions: planning, organizing, leading, and controlling.</p>
37	Allied – Research Methodology	<p>CO1 : To know the basic research and formation problems.</p> <p>CO2 : Understand and apply the major types research designs and errors.</p>

		<p>CO3 : Formulate clearly defined scaling techniques and report writing.</p> <p>CO4 : Analyse and summaries the basic terms such as mean, medium and mode.</p> <p>CO5 : To comprehend T-Test, Chi Square-Test.</p>
38	Allied – Indian Economy	<p>CO1 : To expose the students to different sectors and issues the Indian Economy.</p> <p>CO2 : To Understood the nature and structure Indian Economy.</p> <p>CO3 : To gain skills in identifying different issues and examining them in the globalized era.</p> <p>CO4 : To understand the various economics models and tools required to run a business.</p> <p>CO5 : Use economic problem-solving skills to discuss the opportunities and challenges the increasing globalization the world economy.</p>
39	Allied – Agricultural Economics India	<p>CO1 : Understand the basic elements economics aspects and Indian Rural Economy.</p> <p>CO2 : Develop the Agricultural Labour and Mechanization Agriculture.</p> <p>CO3 : Understand the theories Agricultural Marketing, Pricing and measures to improve the marketing system.</p> <p>CO4 : To know the law Agricultural Finance and Agricultural Refinance.</p> <p>CO5 : Understand the Land Tenure system in India, tenancy Legislation and land ceiling.</p>
40	Allied – Entrepreneurial Development	<p>CO1 : To know about the role the entrepreneur in India and around and the globe, understand the benefits and drawbacks entrepreneurship and students has to avoid them; entrepreneurial failure.</p> <p>CO2 : To develop student’s ability to create, lead and coordinate projects within the textile and fashion sector. It also intends to provide tools and methods in order to make use entrepreneurial thinking to develop a business project.</p> <p>CO3 : Students will be able to define, identify and/or apply the principles new venture financing, growth financing, and growth financing for existing businesses.</p> <p>CO4 : To understand process women entrepreneur and how faced their problems.</p> <p>CO5 : To understand difference between Micro, small and medium Enterprises.</p>
41	Allied - Business Environment	<p>CO1 : Conduct an in-Depth Analysis a Specific Component the Business Environment and Relate it to Organization.</p> <p>CO2 : Analyze the Environment a Business from the Legal &amp; Regulatory, Macroeconomic, Cultural, Political, Technological and Natural Perspectives.</p>

		<p>CO3 : Demonstrate and Develop the Conceptual Framework Industrial Policies and Regulations in Business Environment and Generate Interest in International Business.</p> <p>CO4 : Critically Assess the Social Responsibility Business Environment an Organization Using Selected Strategic Tools.</p> <p>CO5 : Integrate the Globalization Indian Business Environment and its Important Role Ethical Behavior.</p>
42	Skill Enhancement Courses - Retail Environment	<p>CO1 : To Understand the ways that retailers use marketing tools and techniques to interact with their customers.</p> <p>CO2 : To Exhibit an in-depth awareness national and international benchmarking and best practices in retailing.</p> <p>CO3 : To Compare and contrast a range common market research tools in order to evaluate the most appropriate tool for a unique research question.</p> <p>CO4 : To Design and implement a research tool in response to a client brief within a team or individually.</p> <p>CO5 : To Summaries a market research project and reflect on constructive feedback to improve the summary.</p>
43	Skill Enhancement Courses - Banking Theory Law and Practice	<p>CO1 : Evaluate the procedure for opening, operation and closing various types deposit accounts.</p> <p>CO2 : Analysis the features different types Negotiable Instruments like Cheque, Bill Exchange, Promissory Note, etc.</p> <p>CO3 : Apply the role paying banker and collecting banker and Understand the general and special relationship between the banker and the customer.</p> <p>CO4 : Create awareness features and types Negotiable instruments in Indian Bank.</p> <p>CO5 : Analysis the duties and responsibilities paying banker and collecting banker.</p>
44	Skill Enhancement Courses - Corporate Finance	<p>CO1 : Identify the major sources short-term financing available to the firm.</p> <p>CO2 : Identify relevant cash flows for capital budgeting projects and apply various methods to analyze projects.</p> <p>CO3 : Apply techniques to project financial statements for forecasting long-term financial needs.</p> <p>CO4 : Analyze financial statements using standard financial ratios liquidity, activity, debt, profitability, and market value.</p> <p>CO5 : Explain the role short-term financial management, and the key strategies and techniques used to manage cash, marketable securities, accounts receivable and inventory.</p>
45	Skill Enhancement Courses - Business Ethics	<p>CO1 : To make the students to understand about the ethic prevailing in the business.</p> <p>CO2 : Identify the management ethics and its performing in an</p>

		<p>organization.</p> <p>CO3 : Understanding the concept social responsibility business.</p> <p>CO4 : To know about the ethical cultures and values in management.</p> <p>CO5 : Understanding the relevance values in management.</p>
46	Skill Enhancement Courses - Services Marketing	<p>CO1 : Demonstrate an extended understanding the similarities and differences in services and tangible Products.</p> <p>CO2 : Demonstrate knowledge segmentation and approach to target market.</p> <p>CO3 : Develop strategies and positioning product/services in the market.</p> <p>CO4 : Specify and analyse the consumers' expectation in services</p> <p>CO5 : To acquire knowledge on emerging trends in service marketing.</p>
47	Skill Enhancement Courses - Portfolio Management	<p>CO1 : Know the Portfolio strategies</p> <p>CO2 : Study the various approaches to security analysis</p> <p>CO3 : Reduced operational risk for investors and strengthening fiduciary controls</p> <p>CO4 : Understand Portfolio construction and performance evaluation</p> <p>CO5 : To acquire knowledge on portfolio construction</p>
48	Skill Enhancement Courses - Customer Relationship Management	<p>CO1 : Understand the concepts CRM and analyze the customer loyalty, optimizing the customer relationship management. Educate the students on the practical knowledge with</p> <p>CO2 : customer services its application in marketing and apply basic marketing concepts to solving marketing challenges.</p> <p>CO3 : Develop insights to students about technological revolution and corporate culture in CRM.</p> <p>CO4 : Analyze the infrastructure, services and organizations involved in current and emerging CRM practices.</p> <p>CO5 : Determine the customer relationship management is developed to other business and its importance to the success the business entity.</p>
49	Skill Enhancement Courses - Principles Auditing	<p>CO1 : Articulate knowledge fundamental audit concepts.</p> <p>CO2 : Apply critical thinking skills and solve auditing problems through the use case studies.</p> <p>CO3 : Explain the legal framework under which Internal Control, Internal Check and Internal Audit.</p> <p>CO4 : Demonstrate the ability to undertake research on significant auditing issues and to keep up-to-date with developments in auditing voucher.</p> <p>CO5 : Outline the role verification and valuation assets.</p>
<b>ELECTIVE</b>		

50	Elective -Goods & Service Tax	<p>CO1 : This course aims to build upon the principles income tax law as covered in an introductory undergraduate income tax law subject</p> <p>CO2 : Demonstrate knowledge the fundamental principles tax law, including income tax, GST and fringe benefit tax law as it applies to a wide variety different business types in Australia such as companies, trusts, partnerships and sole proprietors.</p> <p>CO3 : Evaluate and synthesis information and existing knowledge from a number sources.</p> <p>CO4 : Communicate ideas effectively in informal group discussions</p> <p>CO5 : Demonstrate knowledge some the more topical taxation issues affecting businesses in Australia in today's economy.</p>
51	Elective -Logistics and Supply Chain Management	<p>CO1 : Explain and illustrate the significance logistics operations within a globalized context.</p> <p>CO2 : Examine the key challenges and levels risks involved in international logistics to ensure it operates appropriately within global context.</p> <p>CO3 : Describe and explain logistics services and operations on an international scale.</p> <p>CO4 : Demonstrate a critical understanding the various transport modes available and their characteristics in international logistics.</p> <p>CO5 : Apply international logistics knowledge and practices in international trade operations.</p>
52	Elective -Brand Management	<p>CO1 : Demonstrate to difference between Product and Brands.</p> <p>CO2 : Evaluate the pros and cons brand extension.</p> <p>CO3 : To know the brand equity and Positioning &amp; Repositioning brands..</p> <p>CO4 : To equip with buyer behaviour concepts and to formulate and justify Buying Decision Behaviour.</p> <p>CO5 : Analyse the buyer problem, buyer decision making process and Post-purchase Behaviour.</p>
53	Elective -E-Commerce	<p>CO1 : To Identify and understand Business models and strategy e-commerce.</p> <p>CO2 : To Acquire knowledge in Computers.</p> <p>CO3 : To Know more about Network service and payment system in e-commerce.</p> <p>CO4 : To Understand the E- On line banking and various delivery channels.</p> <p>CO5 : To Know about E-commerce technology and security issues.</p>
54	Elective -International Business	<p>CO1 : Analyse the role and impact foreign trade on national economic development.</p>

		<p>CO2 : To acquire knowledge on Euro currency market GATT – WTO, World Bank and IMF – Functions.</p> <p>CO3 : To Know the differences between export marketing and domestic marketing</p> <p>CO4 : To Analyse the past trend and present position India’s imports and exports</p> <p>CO5 : To broaden knowledge on Foreign exchange and its administration</p>
55	Elective -International Finance	<p>CO1 : Assess the environment international finance and its implications on international business.</p> <p>CO2 : Define and measure foreign exchange risks and to identify risk management strategies.</p> <p>CO3 : Apply the Integrate global developments with the changing business environment in India.</p> <p>CO4 : Generalize the process and techniques used to make international investment decisions.</p> <p>CO5 : Analyses the nature and functioning foreign exchange markets, determination exchange rates and interest rates and their forecasting.</p>
56	Elective -Advertisement and Sales Promotion	<p>CO1 : To know the use advertising and sales promotion as a marketing tool.</p> <p>CO2 : To describe advertising and sales promotional appeals.</p> <p>CO3 : To understand the selection media.</p> <p>CO4 : To know the means testing effectiveness advertising and sales promotion.</p> <p>CO5 : To understand the different types sales promotion.</p>
57	Elective -Financial Markets and Institutions	<p>CO1 : Apply different company valuation techniques to determine the prices.</p> <p>CO2 : Describe the characteristics different types debt securities. Describe different theories how interest rates are determined and explain the relationship between the terms maturity.</p> <p>CO3 : Understand the mechanics and conventions the foreign exchange market.</p> <p>CO4 : Describe the types securities that company can use to raise the equity capital.</p>
58	Elective -Human Resource Management	<p>CO1 : Acquired knowledge on HRM, its environment, methods selection, and Interview techniques.</p> <p>CO2 : Gained knowledge on training and career development.</p> <p>CO3 : Students learnt about remuneration and welfare measures.</p> <p>CO4 : Gained facts about labour relation and Industrial disputes.</p> <p>CO5 : Students learnt about Human resource audit, nature and approaches.</p>
59	Elective -Strategic	<p>CO1 : Allocate resources to align with goals.</p>

	Management	<p>Setting strategic priorities naturally filters budget and manpower.</p> <p>CO2 : Increase efficiency the financial objective could be to increase resources.</p> <p>CO3 : To analysis an organization's resources in order to achieve its goals.</p> <p>CO4 : To enlarge policies and plans to achieve those allocating resources to implement the plans.</p> <p>CO5 : To achieve the action goals in the competitive environment.</p>
60	Elective -Management Information System	<p>CO1 : Understand the leadership role Management Information Systems in achieving business competitive advantage through informed decision making.</p> <p>CO2 : Analyse and synthesize business information and systems to facilitate evaluation strategic alternatives.</p> <p>CO3 : Effectively communicate strategic alternatives to facilitate decision making.</p> <p>CO4 : Identify the major management challenges to building and using information systems in organizations.</p> <p>CO5 : Identify managerial risks related to information system organization processing and utilizing.</p>
61	Elective -Enterprise Resource Planning	<p>CO1 : Understand the basic concepts ERP and how its derived and Developed from various resources</p> <p>CO2 : Easily accessing with the help knowing the benefits Enterprise Resource planning.</p> <p>CO3 : Inscribe the various Modules processing in the ERP</p> <p>CO4 : Exercise the Evaluation ERP and accessing the ERP related Technologies.</p> <p>CO5 : Exercise the other related Technologies ERP.</p>
62	Elective -Cyber Law	<p>CO1 : To know the basic concepts which lead to the formation and execution electroniccontracts.</p> <p>CO2 : To enlighten the students' knowledge on the basic application Cyber Law in e-Commerce in India.</p> <p>CO3 : To growing awareness on privacy is another upcoming trend.</p> <p>CO4 : To improve cyber security professionals' skills and citizen sensitization and awareness.</p> <p>CO5 : To Know the Information Technology and Electronic Governance</p>