

Programme :M.Com

Course Outcomes of Course “Business Economics”

- CO1. Describe the nature and scope of managerial economics, demand analysis and growth model of the firm.
- CO2. Learn the techniques of production function and cost analysis.
- CO3. Comprehend the market forms and apply the pricing techniques to determine the price of factors of production.
- CO4. Apply the knowledge of national income accounting and cost of living measurement in real world situations.
- CO5. Assimilate the product and financial market equilibrium and decipher monetary and fiscal policies.
- CO6. Describe the trade cycles in the open economy and exchange rate determination
- CO7. Annotate the nature and scope of managerial economics and the firm behavior.
- CO8. Explain production and cost analysis and the relationship of production and cost thereof.
- CO9. Describe the different market structures and determination of prices in product and input markets.
- CO10. Measure the national income and illustrate the nature of employment and inflation.

Course Outcomes of Course “International Business”

- CO1. Understand the importance and scope of international business and identify the main drivers of globalization that have led to the expansion of international business. Identify the basic decisions regarding entry of a firm into international business and evaluate the different modes of entry into international business.
- CO2. Analyse the changing dimensions of international trade and appreciate the role of trade theories in explaining trade patterns in different industries.
- CO3. Assess the political realities of world trade and measures taken by governments to intervene in international trade.
- CO4. Critically examine theories of international investment and bring out their relevance in global investment scenario.
- CO5. Appreciate the role international organisations like WTO in regulating global trade and investment.
- CO6. Examine the differences in the political, legal, economic and cultural environment of various countries and their implications for international business decisions.
- CO7. Understand the evolution and working of the International Monetary System and the role of international economic institutions such as IMF and World Bank in regulating international economic environment.
- CO8. Appreciate the rationale and implications of regional economic integration and understand the levels of economic integration.
- CO9. Developing an understanding of the importance, scope and drivers of international business activity and evaluating the different modes of entry in international business.
- CO10. Analyzing the dimensions of international trade, appreciating the role of trade theories in explaining trade patterns and understanding the political realities of international trade.

Course Outcomes of Course “Capital Market”

- CO1. Understand the environment of investment and risk return framework.
- CO2. Analyse bonds in terms of valuation, yields and risks as well as build up immunized bond portfolio.
- CO3. Analyse equity shares using different approaches and models.
- CO4. Construct, analyze, select and evaluate portfolios along with a deep understanding of Capital market theory and associated models.
- CO5. Understand and analyse futures and options, use various options trading strategies and critically examine various innovations in derivatives market.

- CO6. Explain investment decision process, various types of investors as well as calculate various types of risks and returns.
- CO7. Calculate value and yields of bonds and analyse them in terms of valuation, yields and risks.
- CO8. Determine value of equity shares using different approaches and models as well as explaining various behavioral biases.
- CO9. Calculate portfolio risk and return, construct portfolios and explain capital market theory
- CO10. Explain financial derivatives, analyse various options trading strategies and critically examine various innovations in derivatives market

Course Outcomes of Course “Portfolio Management”

- CO1. Understand and analyse futures and options, use various options trading strategies and critically examine various innovations in derivatives market.
- CO2. Calculate portfolio risk and return, construct portfolios and explain capital market theory
- CO3. Explain financial derivatives, analyse various options trading strategies and critically examine various innovations in derivatives market .
- CO4. Understand translation, transaction, and economic exposure to exchange rate changes.
- CO5. Understand portfolio management techniques and its risk.
- CO6. Understand financial viability of capital expenditure plans and risk in financial decision making.
- CO7. Demonstrate the procedure for examining financial viability of capital expenditure plans undertaken by Multinational companies and their implications on the parent and subsidiary companies along with risk in financial decision making
- CO8. Explain the translation, transaction, economic exposure to exchange rate changes and various kind of foreign exchange risks along with techniques of hedging these risk.
- CO9. Evaluate the portfolio management techniques and risk management in international investment .
- CO10. Analyze equity shares using different approaches and models.

Course Outcomes of Course “Organizational Behavior”

- CO1. Understand the theoretical development of organizational behavior and its importance in managing people at the work place.
- CO2. Understand the behaviour of the people as individual and members of the group.
- CO3. Understand the foundation of group dynamics and the nature of conflict and its management.
- CO4. Distinguish between manager, boss and a leader and learn the theories of leadership.
- CO5. Understand different types of organizational structures, organizational climate and to know the importance of organizational culture apart from learning how to deal with change and stress.
- CO6. Explain the development of organizational behavior and its importance in managing people at the workplace.
- CO7. Demonstrate the different dimensions of individual behavior
- CO8. Explain the foundation of group dynamics and management of different types of workplace conflict
- CO9. Analyze the overlapping role of manager, boss and leader and to develop required skills.
- CO10. Explain different types of organizational structures and organizational climate to appreciate the importance of organizational culture and learn to deal with change and stress.

Course Outcomes of Course “Business Statistics”

- CO1. Develop an understanding of the theory of probability, rules of probability and probability distributions.
- CO2. Comprehend the decision making process under uncertainty using statistical tools.
- CO3. Become aware of the concepts in sampling, sampling distributions and estimation.
- CO4. Understand the meaning and process of hypothesis testing including one-sample and two-sample tests.

- CO5. Appreciate the importance and application of non-parametric tests in hypothesis testing.
- CO6. Comprehend the decision making process under uncertainty using statistical tools.
- CO7. Carry out the arithmetical operations of addition, subtraction multiplication and division using surds, Rationalize denominators of surds and indices
- CO8. Solve practical business problems using AP and GP model.
- CO9. Acquire knowledge on quantitative analysis and to use statistical techniques for analysis of business data.
- CO10. Understand the theory of probability, rules of probability and probability distributions.

Course Outcomes of Course “Advanced Financial Accounting”

- CO1. Develop insights into financial analysis of business organizations.
- CO2. Understand about amalgamation and reorganization of business.
- CO3. Summarize the consolidated financial statement and balance sheet for holding companies
- CO4. Understand and apply financial accounting tools and techniques for managerial decision making.
- CO5. Enhance the knowledge of contemporary issues in accounting
- CO6. Identify differences between various forms of accounting—Financial, Managerial and Cost and the role of a Management Accountant
- CO7. Identify cost according to their associated activities and apply costing techniques for computing cost of products or services
- CO8. Prepare income statements using variable costing and absorption costing
- CO9. Make various managerial decisions on the basis of learning about concepts and issues involved therein.
- CO10. Acquire the knowledge to manage the finance and financial requirements in business.
- CO11. Compare the financial statements and financial analysis.
- CO12. Become experts in corporate account management like holding account, amalgamation etc.
- CO13. Acquire the knowledge of solving current issues of organization in accounting using innovative techniques.
- CO14. Provide in-depth understanding of all core areas specifically Advanced Accounting,

Course Outcomes of Course “Business Research Methods”

- CO1. Understand the knowledge and skill related to conduct of research related to business.
- CO2. Understand the meaning and importance of correlation and regression analysis including both simple and multiple correlation and regression
- CO3. Become aware of the concepts in sampling, sampling distributions and estimation
- CO4. Appreciate the importance and application of non-parametric tests in hypothesis testing.
- CO5. Familiarize the students with the technicalities of executing a research assignment.
- CO6. Comprehend the decision making process under uncertainty using statistical tools.
- CO7. Become aware of the concepts in sampling, sampling distributions and estimation.
- CO8. Understand the meaning and process of hypothesis testing including one-sample and two-sample tests.
- CO9. Appreciate the importance and application of non-parametric tests in hypothesis testing.
- CO10. Understand the importance of statistical techniques in business

Course Outcomes of Course “Advanced Cost Accounting”

- CO1. Identify differences between various forms of accounting—Financial, Managerial and Cost and the role of a Management Accountant
- CO2. Identify cost according to their associated activities and apply costing techniques for computing cost of products or services
- CO3. Prepare income statements using variable costing and absorption costing

- CO4. Make various managerial decisions on the basis of learning about concepts and issues involved therein.
- CO5. Prepare different forms of budgetary statements, identify and control cost at a responsibility center assigned to a manager, analyze and report performance of the assigned responsibility center.
- CO6. Know the process costing with normal and abnormal loss
- CO7. To update the standard costing methods
- CO8. Understand the concept and difference of Variable and absorption cost and preparation and interpretation income statement under both costing approaches for decision making purpose. CVP analysis is about breaking down and presentation of financial information for business decision making process.
- CO9. Understand the concept, applicability and uses of Activity Based Costing system in dynamic business environment. Also to understand why and how ABC system overcome limitation of traditional costing system
- CO10. Understand the concepts and difference of Budgeting and Standard Costing and their applicability in the cost control process in an organization

Course Outcomes of Course “Optional (FMAIS): Financial Derivative Markets”

- CO1. Understand various features of derivatives market
- CO2. Understand the hedging investments like forwards and futures contracts and its working strategies
- CO3. Know the hedging investments with special focus on options contracts
- CO4. Enable the students to aware about methods of valuation of options
- CO5. Understand the students the risk involved in capital market operations
- CO6. Analyze various investment options in terms of risk and return.
- CO7. Understand the importance of derivatives and its techniques
- CO8. Understand the importance of speculators in stock market
- CO9. Familiarize the current development in stock markets.
- CO10. Understand the concept of portfolio management.

Course Outcomes of Course “International Financial Management”

- CO1. Understand the basic concepts of Multinational firms, environment of international financial management and foreign exchange market;
- CO2. Understand financial viability of capital expenditure plans and risk in financial decision making;
- CO3. Analyze issues related to various finance functions of MNCs;
- CO4. Understand translation, transaction, and economic exposure to exchange rate changes;
- CO5. Understand portfolio management techniques and its risk.
- CO6. Explain the basic concepts related to the Multinational firms and environment of international financial management
- CO7. Demonstrate the procedure for examining financial viability of capital expenditure plans undertaken by Multinational companies and their implications on the parent and subsidiary companies along with risk in financial decision making
- CO8. Analyze the issues related to various finance functions of MNCs and international transfer pricing
- CO9. Explain the translation, transaction, economic exposure to exchange rate changes and various kind of foreign exchange risks along with techniques of hedging these risk
- CO10. Evaluate the portfolio management techniques and risk management in international investment.

Course Outcomes of Course “Foreign Trade Policy”

- CO1. Evaluate the foreign trade policy and it’s economic relations.
- CO2. Realize the role of Indian government in promoting India’s foreign trade.

- CO3. Develop the skills among students to anticipate various regulatory and legal aspects related to foreign trade.
- CO4. Describe export documentation, cargo insurance and manage export operations .
- CO5. Understand the role of export marketing facilitators for in foreign trade.
- CO6. Appreciate the role of documentation in international trade.
- CO7. Assess the importance of terms of contract from an international perspective.
- CO8. Evaluate the different methods of payments used in international trade.
- CO9. Understand the evolution and current state of the foreign trade.
- CO10. Understand the basic considerations that drive the foreign trade.

Course Outcomes of Course “Management Science”

- CO1. Understand different decision-making situations in business and the role of different quantitative approaches in solving them.
- CO2. Learn the quantitative approaches to problem solving in business situations constrained by availability of resources or alternatives.
- CO3. Ensure prudent and cost-effective decision making in Transportation, Assignment and Trans-shipment problems.
- CO4. Learn various models of EOQ and using simulated situations to solve the problems related to inventory and queuing management.
- CO5. Work on project scheduling and controlling problems using PERT & CPM techniques.
- CO6. Use Markov Chains decision process and Theory of Games to the decision situations requiring prediction about outcomes.
- CO7. Perceive the meaning, purpose, and tools of decision science and explaining the applications and limitations of the same.
- CO8. Developing understanding of Linear Programming (LP) for optimum allocation of resources with different approaches. Maximization and Minimization problems to be covered too.
- CO9. Presenting students with critical path calculations of a project schedule using concepts of PERT & CPM and the fundamental concept of an activity network .
- CO10. Familiarize with managerial decision making using Markov Chains decision process and Theory of Games.

Course Outcomes of Course “Strategic Marketing Management”

- CO1. Familiarize with the fundamentals of marketing to enable them to take better marketing decisions.
- CO2. To discuss and understand the nuances and complexities involved in various product and pricing decisions.
- CO3. Analyze effective distribution decisions for products and services.
- CO4. Design the Promotion-Mix strategies advertising campaigns.
- CO5. To make the students aware about the current trends in marketing to enable them to take proactive measures while taking marketing decisions.
- CO6. Demonstrate the process of new product development and process of pricing of product/services and various decisions related to it. Also make them aware about its implication.
- CO7. Explain marketing as a field of study and identify the trends in marketing affecting marketers decision making .
- CO8. Apply the Servqual model of services marketing and adapting the customer relationship management for better marketing results.
- CO9. Critically analyse the relevant factors resulting into better distribution decisions and promotion-mix.
- CO10. Explain marketing as a field of study and identify the trends in marketing affecting marketers decision making.

Course Outcomes of Course “Strategic Marketing Management”

- CO1. Create a framework for effective corporate governance by understanding the role and responsibility of different stakeholders in large corporates and how their interplay results in alternate governance structures in different countries.
- CO2. Appreciate the accountability of corporations towards its stakeholders and society and to create an integrated value framework for sustainability.
- CO3. Serve as an effective board member, build professional boards and as senior managers contribute to strengthening board performance.
- CO4. Know rights and responsibilities of shareholders.
- CO5. Build and monitor systems that have strong internal control to prevent corporate frauds.
- CO6. Appropriately address ethical issues such as conflicts of interest and insider trading.
- CO7. Conduct board and company meetings and prepare corporate reports.
- CO8. Produce a framework for effective corporate governance by understanding the role and responsibility of different stakeholders in large corporate and how their interplay results in alternate governance structures in different countries.
- CO9. Competency to raise the accountability of corporations towards its stakeholders and society to create an integrated value framework for sustainability.
- CO10. Proficiency to serve as an effective board member, build professional boards and as senior managers contribute to strengthening board performance.

Course Outcomes of Course “Human Resource Management”

- CO1. Develop a perspective of Strategic Human Resource Management and be able to distinguish the strategic approach to human resources from the traditional functional approach.
- CO2. Align the HR strategy with overall corporate strategy and to apply functional strategies of HR.
- CO3. Develop a theoretical base through existing research in the domain of SHRM and its practice.
- CO4. Link HR with firm performance and evaluate HR effort.
- CO5. Provide an overview of contemporary issues related to SHRM and its unfolding areas in future.
- CO6. Explain the perspective of SHRM and distinguish between the strategic approaches to human resources from the traditional functional approach.
- CO7. Demonstrate the existing SHRM practices as followed in different organizations.
- CO8. Explain an overview of contemporary issues related to SHRM and its unfolding areas in future.
- CO9. Evaluate HR efforts and link HR with firm performance.
- CO10. Evaluate the relationship of HR strategy with overall corporate strategy and craft effective functional strategies.

Course Outcomes of Course “Risk and Insurance Management”

- CO1. Appreciate the role of Insurance in Risk Management.
- CO2. Comprehend the regulatory environment of insurance.
- CO3. Understand the basic considerations that drive the operation of insurance.
- CO4. Determine the various forms of insurance that can arise in practice.
- CO5. Develop products for life, general and health insurance.
- CO6. Demonstrate the ability to appropriately choose and develop life insurance products.
- CO7. Determine the various forms of general insurance that can arise in practice.
- CO8. Recognize the different forms of health insurance and role of TPAs
- CO9. Understand the legal aspects of insurance.
- CO10. Understand the legal aspects of insurance

Course Outcomes of Course “Corporate Accounting and IFRS”

- CO1. Understand the concept, applicability, and uses of IFRS In dynamic business environment.
- CO2. Familiarize with the recent developments in International Accounting Standards and various financial reporting practices at the global level.
- CO3. Develop awareness about Corporate Accounting in conformity with the provisions of Companies Act and Accounting as per Indian Accounting Standards
- CO4. Enhance skills about accounting standards
- CO5. Provide detailed information about the applicability of financial reporting system in india.
- CO6. Develop an understanding of the Contemporary Issues in Accounting
- CO7. Help to analyze global financial reports.
- CO8. Understand the importance of global financial reporting system
- CO9. Developing an understanding of the importance, scope and drivers of international business activity
- CO10. Understand the growing importance of international business.

Course Outcomes of Course “Management Theory and Practice”

- CO1. Discuss and communicate the management evolution and how it will affect future managers.
- CO2. Observe and evaluate the influence of historical forces on the current practice of management.
- CO3. Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate own position on such issues.
- CO4. Explain how organizations adapt to an uncertain environment and identify techniques managers use to influence and control the internal environment.
- CO5. Practice the process of management's four functions: planning, organizing, leading, and controlling.
- CO6. Identify and properly use vocabularies within the field of management to articulate one's own position on a specific management issue and communicate effectively with varied audiences.
- CO7. Evaluate leadership styles to anticipate the consequences of each leadership style.
- CO8. Gather and analyze both qualitative and quantitative information to isolate issues and formulate best control methods.
- CO9. Understand the recent developments in the field of financial management.
- CO10. Enable the students to solve managerial problems.

Course Outcomes of Course “Entrepreneurship Development”

- CO1. Familiarize with the fundamentals of entrepreneurship and its role in economic development and to motivate them towards entrepreneurial activities.
- CO2. Understand the concept of entrepreneurial leadership and stimulate them to think innovative as entrepreneurs.
- CO3. Write effective business plans for establishing and managing any business venture.
- CO4. Know how to skills among students to rise the funding for the business from different sources for a startup venture.
- CO5. Form a business entity in the light of the legal and regulatory framework in India.
- CO6. Explain entrepreneurship fundamentals and its role in economic development
- CO7. Demonstrate the traits of entrepreneurial leadership and stimulate them to think innovative as entrepreneurs.
- CO8. Explain critical and important environmental factors to be analyzed while writing an effective business plan for a new business.
- CO9. Demonstrate various sources of funding for the business and skills to generate funds
- CO10. Explain how to form a business entity in the light of the legal and regulatory framework in India.

Course Outcomes of Course “Business Ethics and Corporate Social Responsibility”

- CO1. Create a framework for effective corporate governance by understanding the role and responsibility of different stakeholders in large corporate and how their interplay results in alternate governance structures in different countries.
- CO2. Appreciate the accountability of corporations towards its stakeholders and society and to create an integrated value framework for sustainability.
- CO3. Serve as an effective board member, build professional boards and as senior managers contribute to strengthening board performance.
- CO4. Know about rights and responsibilities of shareholders.
- CO5. Build and monitor systems that have strong internal control to prevent corporate frauds.
- CO6. Appropriately address ethical issues such as conflicts of interest and insider trading.
- CO7. Conduct board and company meetings and prepare corporate reports.
- CO8. Ability to produce a framework for effective corporate governance by understanding the role and responsibility of different stakeholders in large corporate and how their interplay results in alternate governance structures in different countries
- CO9. Ability to exercise rights and responsibilities when shareholders
- CO10. Ability to build and monitor systems that have strong internal controls to prevent corporate frauds.

Course Outcomes of Course “Labour Legislation”

- CO1. Understand the regulatory aspects and the broader procedural aspects involved in labour laws and Rules there under.
- CO2. Imbibe the legal and procedural aspects relating to labour laws.
- CO3. Analyze and apprehend the provisions of Labour laws regarding the concepts and reasons.
- CO4. Synthesize meetings and decisions with the implications of judicial pronouncements.
- CO5. Equip with framework provided for safety of labors.
- CO6. Comprehend and evaluate working, their functions, duties and obligations including participants therein.
- CO7. Understand the regulatory aspects and the broader procedural aspects involved in pensions and provident fund processes.
- CO8. Acquire various compensatory benefits available to workers under state insurance act and understand the administration processes involved in the same.
- CO9. Comprehend and analyse the working of pension, provident fund, state insurance or compliance departments of factories.
- CO10. Judge the actual organisational situations in context of industrial disputes and build synthesis via case-based learning and handle industrial disputes with detailed knowledge of actual organisational scenarios.

Course Outcomes of Course “Retail Management”

- CO1. Understand the premise of financial planning and identify the financial goals of retailers.
- CO2. Critically evaluate the investment instruments suitable for retailers in different time span.
- CO3. Apply appropriate financial instruments to manage individuals’ finances.
- CO4. Analyze primary market.
- CO5. Understand the retail planning.
- CO6. Demonstrate the different dimensions of individual behavior
- CO7. Analyze the overlapping role of manager, boss and leader and to develop required skills.
- CO8. Explain different types of retail structures and retail climate to appreciate the importance of retail culture and learn to deal with change and stress.
- CO9. Appreciate the rationale and implications of regional economic integration and understand the levels of economic integration.

CO10. Analyze the changing dimensions of Retail management and appreciate the role of retail trade theories in explaining trade patterns .

Course Outcomes of Course “E-Commerce”

CO1. Demonstrate an understanding of the foundations and importance of E-commerce

CO2. Demonstrate an understanding of retailing in E-commerce by:

- a. analyzing branding and pricing strategies,
- b. using and determining the effectiveness of market research
- c. Assessing the effects of disintermediation.

CO3. Analyze the impact of E-commerce on business models and strategy

CO4. Describe Internet trading relationships including Business to Consumer, Business-to-Business, Intra-organizational.

CO5. Describe the infrastructure for E-commerce

CO6. Describe the key features of Internet, Intranets and Extranets and explain how they relate to each other.

CO7. Discuss legal issues and privacy in E-Commerce

CO8. Assess electronic payment systems

CO9. Recognize and discuss global E-commerce issues.

CO10. Understand various challenges involved in modern ecommerce business