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NAAC Grade 'B' (CGPA : 2.49)



“ज्ञान, विज्ञान आणि सुसंस्कार यांसाठी शिक्षणप्रसार” – शिक्षणमहर्षी डॉ. बापूजी साळुंखे

Shri Swami Vivekanand Shikshan Sanstha, Kolhapur's

शिक्षणमहर्षी बापूजी साळुंखे महाविद्यालय, कराड

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Affiliated to Shivaji University, Kolhapur - College No. N.G.C. 3584/797 V.C. 2

Jr. College App. No. - HSC/84-85/Kop. Div./18782-85 H.S.C Board No. - 21.02.010 UDISE No. - 27310208405



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Programme Outcomes (POs)

After completing **B. Com.** degree programme, students will be able to:

PSO 1.	Apply knowledge of management theory and methods to solve business problems.
PSO 2.	Develop analytical and critical thinking skills for marketing related decision making.
PSO 3.	Ability to analyze and communicate legal and ethical aspects of business.
PSO 4.	Become familiar with modern statistical tools for analysing business problems.
PSO 5.	Use communication skills effectively in personal, social and professional life..
PSO 6.	Develop decision-making skills at personal and professional levels.
PSO 7.	Use knowledge of various specializations in accounting, costing, banking and finance with practical exposure helps to stand out in the organization.

Programme Specific Objectives (PSOs):

PSO 1.	Lifelong learning to apply key aspects of marketing as well as management in a dynamic business world.
PSO 2.	To pursue a successful career in various industries, service sector, marketing research and entrepreneurship.
PSO 3.	To develop an understanding of professional, ethical and social issues relevant to participation and leadership in our Communities
PSO 4.	To learn relevant advanced accounting career skills by applying qualitative and quantitative knowledge to their future careers in business.
PSO 5.	Acquiring knowledge skills in various areas of Communication, decision-making, innovation and problem-solving in daily business activities.
PSO 6.	Acquisition of systematic subject skills in various disciplines such as Finance, Auditing and Taxation, Accounting, Management, Communication and Marketing.

Course Outcomes (COs)

Principles of Marketing Semester I

- CO1: To summarize information in the field of marketing.
- CO2: Recognizing the importance of Consumer behaviour.
- CO3: Developing approaches to market selection.
- CO4: Differentiating the view of rural marketing and other sectors.
- CO5: Applying knowledge with recent developments in the marketing world.
- CO6: Developing attitudes in the field of marketing research.

Principles of Marketing Semester II

- CO7: To describe the product and its related items.
- CO8: To explain pricing and its policies.
- CO9: Identify types of routes and distribution channels.
- CO10: To discuss the retail sector.
- CO11: Developing creativity in advertising.
- CO12: To identify various avenues of promotional activities.

Insurance Semester I

- CO13: To explain the insurance sector.
- CO14: Identify the types of life insurance policies.
- CO15: Creating awareness among students about life insurance policies.
- CO16: To discuss about LIC in India.
- CO17: To evaluate the functioning of IRDA.
- CO18: Creating awareness about careers in insurance.

Insurance Semester II

CO19: To explain the importance of fire insurance.

CO20: Developing awareness about marine insurance.

CO21: To discuss various insurances.

CO22: To summarize the general insurance business in India.

CO23: Separation of general and life insurance sectors.

CO24: To evaluate the performance of public and private insurance Companies.

Management Principles and Applications Semester I

CO25: To discuss the principles and functions of business management.

CO26: To describe the Concepts of planning and decision making.

CO27: Creating awareness among students about organizing.

CO28: To measure the importance of direction and Communication skills.

CO29: Distinguish between the terms authority and responsibility.

CO30: Applying the importance of Communication in the field of management.

Management Principles and Applications Semester II

CO31: To explain motivation and its importance.

CO32: Applying leadership styles and techniques in business.

CO33: Separation of Coordination and Control.

CO34: To discuss emerging issues in management.

CO35: To check the significance of change.

CO36: Identify the Concept of Corporate social responsibility.

Financial Accounting Semester I

- CO37: To apply basic accounting knowledge in business.
- CO38: Identify freight accounting knowledge.
- CO39: To solve problems related to integration.
- CO40: To evaluate the significance of accounts of businesses.
- CO41: To discuss the accounting of a non-profit organization.
- CO42: Distinguish between accounting Concepts and Conventions.

Financial Accounting Semester II

- CO43: To resolve issues related to Conversion of single entry to double entry.
- CO44: To discuss Computerized accounting.
- CO45: Able to handle accounting software.
- CO46: To discuss Conversion of partnership firms into limited Companies.
- CO47: To differentiate between stock creditor method and branch trading, profit and loss A/c.
- CO48: To measure the importance of vouchers.

B.Com-II

Corporate Accounting Semester III & IV

- CO49: Discuss and know the accounting entries of issue and forfeiture and reissue of shares.
- CO50: Display the accounting for issue of debentures and redemption of debentures.
- CO51: Reconciliation of Financial Statements in accordance with the provisions of the Indian Companies Act, 2013.
- CO52: To implement basic accounting process on Tally ERP.
- CO53: To discuss the procedure for issuing shares, debentures, bonds or securities.

CO54: To apply books of accounts in Computerized accounting.

Corporate Accounting Semester IV

CO55: Explain profit/loss accounting entries before incorporation.

CO56: Differentiate the value of shares under different methods.

CO57: Calculate accounting for liquidation of Companies.

CO58: Implement and practice Store Accounting through Tally ERP.

CO59: Preparation of Books of Accounts on Computerized Accounting.

CO60: To discuss bankruptcy Codes and bankruptcy.

Fundamentals of Entrepreneurship Semester III

CO61: Identifying theoretical knowledge of entrepreneurship.

CO62: Developing entrepreneurial qualities and skills.

CO63: To explain to the students the steps involved in the creation of small scale enterprises.

CO64: To familiarize students with recent trends and Concepts in entrepreneurship.

CO65: Applying Entrepreneurship Theory.

CO66: Differentiating between MSMEs and Large Enterprises.

Fundamentals of Entrepreneurship Semester IV

CO67: To explain family business in India.

CO68: Distinguishing Conceptual Knowledge of Service and Agricultural Entrepreneurship.

CO69: To discuss business plan and project report.

CO70: To illustrate student entrepreneurship success stories.

CO71: To clarify the project plan.

CO72: To clarify opportunities in services and agriculture sector.

B.Com-III

Advanced Accountancy Paper I Semester V

CO73: Practice preparing financial statements of banks.

CO74: Show accounting of farm produce.

CO75: Simulate the accounting situation of an insurance claim.

CO76: Explain accounting process on Tally with GST.

CO77: Implement a hire purchase system in businesses.

CO78: Distinguish between a loss stock policy and a profit policy.

Advanced Accountancy Paper III Semester VI

CO79: To understand the basic Concepts of Cost accounting.

CO80: Explain and apply the terms of financial statement analysis.

CO81: To use various ratios in business.

CO82: Knowing the cash flow of the application.

CO83: To explain accounting process on tally with GST.

CO84: To distinguish between financial statements and balance sheets.

Advanced Accountancy Paper II Semester V

CO85: Identify Concepts and types of audits.

CO86: To distinguish between audit and investigation.

CO87: To discuss specific matters of an audit of financial statements.

CO88: To explain the audit of a Company.

CO89: To difference between a special audit and an audit report.

CO90: To explain the principles of auditing.

Advanced Accountancy Paper IV Semester VI

- CO91: To identify residential status and its effect on tax liability.
- CO92: Applying the Concept of exemption from Income.
- CO93: To know the Computation of Income from various sources.
- CO94: Explaining the basic Concepts of Income tax and basis of duty.
- CO95: To assess the basic Concepts of GST.
- CO96: To difference between GST and other indirect taxes.

Industrial Management Paper – I & III

- CO97: To make students familiar with the subject industrial management.
- CO98 ;To expose the students the importance and applicability of industry management.
- CO;99; To make students familiar with the subject industrial management.
- CO;100; To Expose the students the importance and applicability of industrial management

Industrial Management Paper – II & IV

- CO101; To make students familiar with the subject human resource management.
- CO102; To expose the students the importance and applicability of human resource management.
- CO103; To make students familiar with the subject industrial management.
- CO104; To expose the students the importance and applicability of industry management.

Business Regulatory Framework Semester V

- CO105: To clarify Concepts and rules of Contract.
- CO106 To discuss the importance of labor laws.

CO107: Distinguishing between Employees' State Insurance Act and Gratuity Act.

CO108: To apply knowledge of Sale of Goods Act and GST.

CO109: Introduction to Indian Partnership Law.

CO110: To clarify the Limited Liability Partnership Act.

Business Regulatory Framework Semester VI

CO111: To discuss the Companies Act 2013.

CO112: Introduction to SEBI and Consumer Protection Act.

CO113: To explain Competition law.

CO114: To describe business transition and cyber laws.

CO115: To discuss the Negotiable Instruments Act.

CO116: To distinguish between trademarks, Copyrights, patents and industrial designs.

Modern Management Practices Semester V

CO117: To explain the Contribution of thinkers to modern management practices.

CO118: To discuss the importance and applicability of various modern management practices.

CO119: Imparting Modern Management Knowledge.

CO120: To differentiate between CRM and SCM.

CO121: To explain the Concept of emotional and social intelligence.

CO122: Identifying the Concept of learning and talent management.

Modern Management Practices Semester VI

CO123: To explain the knowledge of TQM.

CO124: Differentiating between Chinese and Japanese management practices.

CO125: Planning Event Management and Performance Management.

CO126: Using time and stress management Concepts.

CO127: Developing Leadership Styles.

CO128: To discuss the 8 keys of Japanese quality management techniques.

Money and Financial System Paper I

CO129: Explain the functions of money and the measurement of money supply.

CO130: Analyze the functions of Commercial banks and types of banks.

CO131: Explain banking business and its importance, process of credit creation and its limitations.

CO132: Interpret the changing nature of the banking business.

CO133: Explain banking system in India and its functioning.

CO134: Identify recent trends in the banking system.

Money and Financial System Paper II:.

CO135: Explain the function of RBI in India.

CO136: Prepare consultancy and guidance for investment in financial markets.

CO137: Analyze the business practices of NBFCs and AIFIs in providing the required expertise.

CO138: Explain the administrative structure, functions and roles of NABARD and SIDBI.

CO139: Identify the administrative structure, functions and roles of NHB and EXIM Bank.

Cooperative Development Paper I

CO140: Explain the meaning, definition, characteristics and principles of cooperation.

CO141: Analyze the role of cooperation in economic development.

CO142: Identify agricultural and non-agricultural credit cooperative s.

CO143: Explain co-operative banking and various credit institutions in India.

CO144: Analyze the types, management, progress and problems of urban cooperative banks.

CO145: Analyze the role and problems of consumer cooperative s as well as sugar cooperative s.

Cooperative Development Paper II

CO146: Explain cooperative laws and fund management.

CO147: Interpret organizational arrangements for cooperative education and training.

CO141: Interpret the nature, registration, legislation and audit of housing co-operative societies.

CO148: Explain the nature and components of audit of co-operative housing societies.

CO149: Explain cooperative audit system and provisions.

CO150: Analyze the responsibilities and powers of a fellow auditor

Economics (B.Com)

Microeconomics Paper I

CO1: Explain demand and consumer behavior along an indifference curve.

CO2: Use the indifference curve in real life.

CO3: Analyze the importance of demand forecasting in business decision making and various methods of demand forecasting.

CO4: Apply firm theory to business situations.

CO5: Explain the production cost curve and the firm's revenue curve. CO6: Apply the tools of consumer behavior to business situations.

Microeconomics Paper II

CO7: Explain firm and industry equilibrium in the short run and long run by measuring producer surplus under perfect competition.

CO8: Explain price fixing and price discrimination under monopoly as well as the measurement of monopoly power.

CO9: Analyze the characteristics of monopolistic competition and the equilibrium of a firm in the short run and long run under monopolistic competition.

CO10: Define price war, price leadership and kinky demand curve under oligopoly market.

CO11: Support Ricardo's and modern theories of rent, money and real wages and wage differentials.

CO12: Explain the liquidity preference theory of interest and the bearing and uncertainty Theory of leverage.

Macroeconomics Paper I

CO13: Analyze the concept of macroeconomics including the variables and elements of macroeconomics.

CO14: Explain the relevance of national income, concept and its applications in economic policy making.

CO15: Explain methods of measuring national income with difficulties and importance.

CO16: Analyze the changing value of money and its effects on the economy.

CO17: Support the Keynesian theory of employment.

CO18: Explain the process of production and employment creation through investment And consumption.

Macroeconomics Paper II

CO19: Explain the business cycle phenomena in the economy.

CO20: Apply practical judgment at their professional level in the future.

CO21: Analyze the public finance system of a state and its impact on the economy.

CO22: Explain and impact of a state's public finance system on the nation's citizens.

CO23: Support trade and business practices through international trade theory and other Relevant concepts.

CO24: Explain the international currency exchange system and the determination of exchange rates.

Business Environment Paper I

CO25: Explain the relationship between business environment and sustainable development.

CO26: Analyze the current status of Indian agriculture, agricultural value policy and marketing issues.

CO27: Support Food Security and Agricultural Renewal Action Plan.

CO28: Industrial Policy of 1991, MSME, Explain the progress of industrial sector in the era of globalization.

CO29: Identify the problems of Indian economy such as population, unemployment and poverty, income inequality etc.

CO30: Analyze the problems of rural and urban economy.

Business Environment Paper II

CO31: Analyze the concept of liberalization, privatization and globalization.

CO32: Explain the implementation and impact of liberalization, privatization and globalization on the Indian economy.

CO33: Support financial planning and services sector in India.

CO34: Explain the need for foreign capital in India and the policy of the Government of India towards foreign capital.

CO35: Identify the relationship between the Indian rupee and foreign exchange with multinational companies.

CO36: Enhance objectives and performance of IMF18, IBRD19, WTO20 and SAARC21.