

Study & Evaluation Scheme

of

Bachelor of Commerce

[Applicable for Batch 2018-21]

Version-2018

[As per CBCS guidelines given by UGC]



Approved in BOS	Approved in BOF	Approved in Academic Council
05-04-2018	07/06/2018	11-06-2018 Vide Agenda No. 1.7.3

Quantum University, Roorkee

22 KM Milestone, Dehradun-Roorkee Highway, Roorkee (Uttarakhand) Website: www.quantumuniversity.edu.in

Quantum University, Roorkee Study & Evaluation Scheme

Study Summary



Name of the Faculty	Faculty of Commerce and Finance
Name of the School	Quantum School of Graduate Studies
Name of the Department	Department of Commerce and Finance
Program Name	B.Com
Duration	3 Years
Medium	English

Evaluation Scheme

Type of Papers	Internal Evaluation	End Semester Evaluation	Total (%)			
	(%)	(%)	,			
Theory	40	60	100			
Practical/ Dissertations/Project Report/	40	60	100			
Viva-Voce						
Internal Evalua	tion Components (Theory Papers)				
Sessional Examination I		50 Marks				
Sessional Examination II		50 Marks				
Assignment –I		25 Marks				
Assignment-II		25 Marks				
Attendance		50 Marks				
Internal Evaluati	ion Components (P	ractical Papers)				
End Semeste	r Evaluation (Pract	tical Papers)				
ESE Quiz	30 Marks					
ESE Practical Examination 50 Marks						
Viva- Voce	20 Marks					

Structure of Question Paper (ESE Theory Paper)

The question paper will consist of 5 questions, one from each unit. Student has to Attempt all questions. All questions carry 20 marks each. Parts a) and b) of question Q1 to Q5 will be compulsory and each part carries 2 marks. Parts c), d) and e) of Q1 to Q5 Carry 8 marks each and the student may attempt any 2 parts.

Important Note:

- 1. The purpose of examination should be to assess the Course Outcomes (CO) that will ultimately lead to attainment of Programme Outcomes (PO). A question paper must assess the following aspects of learning as planned for a specific course i.e Remember, Understand, Apply, Analyze, Evaluate & Create (reference to Bloom's Taxonomy). The standard of question paper will be based on mapped BL level complexity of the unit of the syllabus, which is the basis of CO attainment model adopted in the university.
- 2. Case Study / Case-let is essential in every question paper (wherever it is being taught as a part of pedagogy) for evaluating higher-order learning. Not all the courses might have case teaching method used as pedagogy.
- 3. There shall be continuous evaluation of the student and there will be a provision of real time reporting on QUMS. All the assignments will be evaluated through module available on ERP for time and access management of the class.



Program Structure - Bachelor of Commerce

Introduction

The 3-year Full-time Bachelor of Commerce Course offered two additional specialization B.Com(Honors) and B.Com(Honors) in Banking and Insurance by the University aims to educate and prepare young graduates with the knowledge, analytical abilities, skills and aptitudes needed to provide business leadership in the rapidly changing and competitive global marketplace. The rigorous program aims in achieving the stated learning objectives through a series of standardized core courses, open electives, program electives and choice-based electives, this has been standardized as per UGC guidelines. The program provides a comprehensive foundation in the fundamentals of business management.

The Bachelor of Commerce Program subjects are designed in such a way that students grasp maximum knowledge related to Management, Environmental oriented programs and domain Specializations. It will help students towards enhancing employability and entrepreneurial ability of the graduates. In order to harness regional specialties and to meet region-specific needs the Quantum University modify the content of syllabus as per the regional demands and needs The Quantum university offering the specializations Accounting and Finance, Marketing, Human Resource, Supply Chain and Operations, International Business, E-Commerce and Insurance and Banking

Experiential Learning Programme (ELP)/ Hands on Training (HOT)

This program will be undertaken by the students in all the semesters and will be done through Projects. All these Projects will be compulsory. Semester I and II Projects will be subject specific. Summer Internship will be largely specialization domain specific and Semester IV Project will be assigned by the Academic Guide as mentioned below:

- Summer Internship 6 to 8 Weeks (End of Sem IV)
- Internship Project Report (Semester VI)



Curriculum (Session: 2018-2021) Version 2018 Quantum School of Graduate Studies Department of Commerce and Finance Bachelor of Commerce-PC 03-3-01 Scheme & Syllabus

BREAKUP OF COURSES

Sr. No	CATEGORY	CREDITS			
1	Foundation Core (FC)	6			
2	Program Core (PC)	81			
3	Program Electives (PE)	16			
4	Open Electives (OE)	09			
5	Project				
6	Internship	02			
7	Value Added Programs (VAP)	13			
8	General Proficiency (GP)	05			
9	Disaster Management*	2*			
	TOTAL NO. OF CREDITS	132			

^{*}Non-CGPA Audit Course

SEMESTER-WISE BREAKUP OF CREDITS

Sr. No.	CATEGORY	SEM 1	SEM 2	SEM 3	SEM 4	SEM 5	SEM 6	TOTAL
1	Foundation Core	4	2	-	-	-	-	6
2	Program Core	17	13	14	14	11	12	81
3	Program Electives					8	8	16
4	Open Electives		3	3	3			09
5	Projects	-	-	-	-	-		
6	Internships	-	-	-	-	-	2	02
7	VAPs	3	2	1	2	3	2	13
8	GP	1	1	1	1	1		05
9	Disaster Management*		2*					2*
	TOTAL CREDITS	25	21	19	20	23	24	132

^{*}Non-CGPA Audit Course Minimum Credit Requirements:

B.Com : 132 credits

B.Com with Honors Specialization : 132+11= 143 credits
B.Com Honors with Banking and Insurance Specialization : 132+11 = 143 credits



SEMESTER 1

Course Code	Category	Course Title	L	Т	P	C	Version	Course Prerequisite
BC3101	FC	Principles of Management	4	0	0	4	1.0	Nil
BC3102	PC	Financial Accounting	5	0	0	5	1.0	Nil
BC3103	PC	Business Economics	4	0	0	4	1.0	Nil
BC3104	PC	Computer Applications in Business	3	0	2	4	1.0	Nil
BC3105	PC	Business Mathematics	4	0	0	4	1.0	Nil
VP3112	VP	NSE Certification in Financial Market-I	3	0	0	3	1.0	Nil
GP3101	GP	General Proficiency	0	0	0	1	1.0	Nil
	TOTAL			0	2	25		

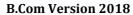
SEMESTER 2

Course Code	Category	Course Title	L	Т	P	C	Version	Course Prerequisite
BC3201	FC	Environmental Science	2	0	0	2	1.0	Nil
BC3202	PC	Business Statistics	4	0	0	4	1.0	Nil
BC3203	PC	Business Laws	4	0	0	4	1.0	Nil
BC3204	PC	Financial Management – 1	5	0	0	5	1.0	Nil
CE3201		Disaster Management*	2	0	0	0	1.0	Nil
	OE	Open Elective-I	3	0	0	3	1.0	Nil
VP3201	VP	PDP for Professional Growth	2	0	0	2	1.0	Nil
GP3201	GP	General Proficiency	0	0	0	1	1.0	Nil
	TOTAL					21		

^{*}Non-CGPA Audit Course

OPEN ELECTIVE I

S.No.	Code	Name	Department (Offering)
1.	CE3011	Carbon Emission & Control	Civil Engineering
2.	CS3011	HTML5	Computer Science and Engineering
3.	CS3021	Mining and Analysis of Big data	Management + CSE
4.	AG3011	Ornamental Horticulture	Agriculture
5.	BB3011	Entrepreneurial	Business & Management





		Environment in India	
6.	JM3011	Media Concept and Process (Print and Electronic)	Journalism
7.	HM3011	Indian Cuisine	Hospitality & Tourism
8.	MB3011	SAP 1	Management
9.	EG3011	French Beginner A1	English
10.	CS3031	Microsoft Office Specialist (MSO-Word)	Computer Science and Engineering

SEMESTER III

Course Code	Category	COURSE TITLE	L	Т	P	С	Version	Course Prerequisite
BC3301	PC	Money Banking &Financial Institution	5	0	0	5	1.0	Nil
BC3302	PC	Cost Accounting	5	0	0	5	1.0	Nil
BC3303	PC	Auditing	4	0	0	4	1.0	Nil
BC3304	PC	Financial Management II*	4	0	0	4	1.0	Honors
BC3305	PC	Principles and Practices of Banking \$	4	0	0	4	1.0	Banking & Insurance
	OE	Open Elective II	3	0	0	3	1.0	Nil
VP3301	VP	Communication & Professional Skills -III	0	0	2	1	1.0	Nil
GP3301	GP	General Proficiency	0	0	0	1	1.0	Nil
Total				0	2	19 23 *\$		

^{*}Honors

OPEN ELECTIVE II

S.No.	Code	Name	Department (Offering)
1.	CE3013	Environment Pollution and Waste Management	Civil Engineering
2.	CS3013	Java Script	Computer Science and Engineering
3.	CS3023	Big Data Analytics: HDOOP Framework	Management + CSE
4.	AG3013	Organic farming	Agriculture
5.	BB3013	Establishing a New Business	Business & Management
6.	JM3013	Photo Journalism	Journalism
7.	HM3013	Chinese Cuisine	Hospitality & Tourism
8.	MB3013	SAP 3	Management
9.	EG3013	French Intermediate B1	English
10.	CS3033	MS -Excel (Advanced) MSO Certification	Computer Science and Engineering

^{\$} Honors (Banking & Insurance)



SEMESTER IV

Course Code	Category	COURSE TITLE	L	Т	P	С	Version	Course Prerequisite
BC3401	PC	Income Tax	5	0	0	5	1.0	Nil
BC3402	PC	Management Accounting	5	0	0	5	1.0	Nil
BC3403	PC	Company Law	4	0	0	4	1.0	Nil
BC3404	PC	Corporate Tax Planning *	4	0	0	4	1.0	Honors
BC3405	PC	Indian Banking System \$	4	0	0	4	1.0	Banking & Insurance
	OE	Open Elective III	3	0	0	3	1.0	Nil
VP3411	VP	NSE Certification in Financial Market-II	2	0	0	2	1.0	Nil
GP3401	GP	General Proficiency	0	0	0	1	1.0	Nil
		Total	19	0	0	20 24*\$		

^{*}Honors

OPEN ELECTIVE III

S.No.	Code	Name	Department (Offering)
1.	CS3015	Environment Pollution and Waste Management	Civil Engineering
2.	CS3025	Java Script	Computer Science and Engineering
3.	AG3015	Big Data Analytics: HDOOP Framework	Management + CSE
4.	BB3015	Organic farming	Agriculture
5.	JM3015	Establishing a New Business	Business & Management
6.	HM3015	Photo Journalism	Journalism
7.	MB3015	Chinese Cuisine	Hospitality & Tourism
8.	EG3015	SAP 3	Management
9.	CS3035	French Intermediate B1	English
10.	CS3015	MS -Excel (Advanced) MSO Certification	Computer Science and Engineering

^{\$}Honors (Banking & Insurance)



SEMESTER V

Course Code	Category	COURSE TITLE	L	Т	Р	С	Version	Course Prerequisite
BC3501	PC	Corporate Accounting	4	0	0	4	1.0	None
BC3502	PC	Goods & Service Tax	4	0	0	4	1.0	None
BC3503	PC	Project Planning & Management	3	0	0	3	1.0	None
BC3504	PE-I	Business Environment	4	0	0	4	1.0	General
BC3505	PE-II	Marketing Management	4	0	0	4	1.0	General
VP3512	VP	Training on CRM Software	2	0	1	3	1.0	None
GP3501	GP	General Proficiency	0	0	0	1	1.0	None
Total			21	0	1	23		

Honors Specialization

IIOIIOI S	tonors specialization							
ВН3504	PE-V	International Financial Management	4	0	0	4	1.0	Honors
ВН3505	PE-VI	Digital Marketing	4	0	0	4	1.0	Honors
ВН3506	PE-VII	International Business and Foreign Exchange	3	0	0	3	1.0	Honors, Banking & Insurance

Banking & Insurance Specialization

BI3504	PE-III	International Banking	4	0	0	4	1.0	Banking and Insurance
BI3505	PE-IV	Retail Banking	4	0	0	4	1.0	Banking and Insurance
ВН3506	PE-VII	International Business and Foreign Exchange	3	0	0	3	1.0	Honor, Banking and Insurance



SEMESTER VI

Course Code	Category	COURSE TITLE	L	Т	P	C	Version	Course Prerequisite
BC3601	PC	Working Capital Management	4	0	0	4	1.0	NA
BC3602	PC	Business Ethics & CSR	4	0	0	4	1.0	NA
BC3603	PC	Research Methodology & Internship	4	0	0	4	1.0	NA
BB3602	PE-I	Entrepreneurship Development	4	0	0	4	1.0	General, Honors
BC3605	PE-II	Human Resource Management	4	0	0	4	1.0	General
VP3612	VP	Group Discussion & Personal Interview	2	0	0	2	1.0	NA
BC3671	PR	Internship Project and Viva Voce	0	0	0	2	1.0	NA
	Total			0	0	24	1.0	

Honors Specialization

BB3602	PE-I	Entrepreneurship Development	4	0	0	4	1.0	General, Honors
ВН3607	PE-V	Security Analysis and Portfolio Management	4	0	0	4	1.0	Honors

Banking & Insurance Specialization

BI3608	PE-III	Banking Operation Management	4	0	0	4	1.0	Banking and Insurance
BI3609	PE-IV	Fundamentals of General and Medical Insurance	4	0	0	4	1.0	Banking and Insurance





B. Choice Based Credit System (CBCS)

Choice Based Credit System (CBCS) is a versatile and flexible option for each student to achieve his target number of credits as specified by the UGC and adopted by our university.

The following is the course module designed for the B..Com program with specialization Honors and Banking and Insurance

Core competency: Students will acquire core competency in Commerce and Finance and its allied areas.

Program/Discipline Specific Elective Course (DSEC):

Skilled communicator: The course curriculum incorporates basics and advanced training in order to make a graduate student capable of expressing the subject through technical writing as well as through oral presentation.

Critical thinker and problem solver: The course curriculum also includes components that can be helpful to graduate students to develop critical thinking ability by way of solving problems/numerical using basic & advance knowledge and concepts of Commerce and Finance

Sense of inquiry: It is expected that the course curriculum will develop an inquisitive characteristic among the students through appropriate questions, planning and reporting experimental investigation.

Skilled project manager: The course curriculum has been designed in such a manner as to enabling a graduate student to become a skilled project manager by acquiring knowledge about mathematical project management, writing, planning, study of ethical standards and rules and regulations pertaining to business and trade related projects operation.

Ethical awareness/reasoning: A graduate student requires understanding and developing ethical awareness/reasoning which the course curriculums adequately provide.

Lifelong learner: The course curriculum is designed to inculcate a habit of learning continuously through use of advanced ICT technique and other available techniques/books/journals for personal academic growth as well as for increasing employability opportunity.

Value Added Course (VAC): A value added audit course is a non-credit course which is basically meant to enhance general ability of students in areas like soft skills, quantitative aptitude and reasoning ability - required for the overall development of a student and at the same time crucial for industry/corporate demands and requirements. The student possessing these skills will definitely develop acumen to perform well during the recruitment process of any premier organization and will have the desired confidence to face the interview. Moreover, these skills are also essential in day-to-day life of the corporate world. The aim is to nurture every student for making effective communication, developing aptitude and a general reasoning ability for a better performance, as desired in corporate world. There shall be four courses of Aptitude in Semester I, II, III & IV semesters and two courses of Soft Skills in III & IV Semesters and will carry no credit, however, it will be compulsory for every student to pass these courses with minimum 50% marks to be eligible for the certificate. These marks will not be included in the calculation of CGPI. Students have to specifically be registered in the specific course of the respective semesters.

Skill Enhancement Course: This course may be chosen from a pool of courses designed to provide value-based and/or skill-based knowledge.

Generic/Open Elective Course (OE): Open Elective is an interdisciplinary additional subject that is compulsory in a program. The score of Open Elective is counted in the overall aggregate marks under Choice Based Credit System (CBCS). Each Open Elective paper will be of 3 Credits in II, III and IV semesters. Each student has to take Open/Generic Electives from department other than the parent department. Core / Discipline Specific Electives will not be offered as Open Electives.

Non-Credit CGPA: This is a compulsory non credit CGPA course that does not have any choice and will be of 3 credits. Each student of B.Com Program has to compulsorily pass the Environmental Studies and Disaster Management.



C. Program Outcomes of Bachelor of Commerce (B.Com)

The course has been structured and designed in such a way that contemporary and best possible knowledge coupled with industry oriented practical training, live projects, case analysis, IT enabled assignments and certificate courses ensure that our graduates add value to the organization they work with and to the society they live in. These graduates are employable across India. The Syllabus and curriculum of commerce will prepare the students aspiring to become chartered accountants, CFA, CS, CMA and will be able to compete in national level examinations like NET, SLET, SET. It transforms the students into quality finance professionals with a strong accounting and finance knowledge. These graduates will be ready to be absorbed anywhere in India and abroad.

PO-01	The curriculum planning of B.Com provides the students with the thorough and inclusive knowledge of the areas related to Finance, Human Resource Management, Marketing, International Business, Corporate and Business Laws, Accounting and Taxation etc.					
PO-02	The graduates of this programme will be trained to develop skills and attitudes needed for critical thinking and adopting a comprehensive problem-solving approach. They shall be exposed to the pedagogy that helps them understand real life situations through case-studies.					
PO-03	The courses aim at instituting entrepreneurial skills in the students by instilling in them competencies needed to become an Entrepreneur. The course will also help in developing analytical, leadership and decision-making skills among the students thereby making them better managers.					
PO-04	The students are exposed to multiple functional areas of business. They will learn to integrate tools and concept from the various areas in solving business problems and are empowered to demonstrate the ability to innovate, ability to execute the most daunting of challenges in the real business scenarios.					
PO-05	This programme enables the students to think of a given pragmatic scenario and situation from different perspectives like Economic, Financial, Social, National, Global etc. and broadens the horizon of their thought processes. It will not only help the students to add dimensions to their decision making skills but also in reaching to inclusive conclusions for their holistic growth.					
PO-06	The students pursuing graduation in commerce will not just master the art of doing business but also abreast with the corporate culture and prepares them for their professional life.					
PO-07	The courses of this programme give a global perspective to the students such that they will be able to integrate national values and beliefs with international culture and competence.					
PO-08	Through the curriculum, the students will acquire practical skills to work as tax consultant, audit assistant and other Financial Services. The course will also prepare them for competitive exams like CA, CS, ICWA, CMA, and CFA. In addition to this the course also aims to cultivate entrepreneurial skills and mindset among the student through the subjects like entrepreneurship, marketing, finance, and advertising.					



D. Program Specific Outcomes:

After successful completion of the program, the graduates:

	Will inculcate entrepreneurship and managerial skills in students so as to enable them to establish and
PSO1	manage their business effectively and to integrate knowledge, skill and attitude that will help in
	sustaining an environment of learning and creativity within the business world. Thus assuring the society
	& nation building and catering to the manpower needs of companies in Accounting, Taxation, and
	Business Laws, Auditing, Financial analysis and Management.
	Will provide Exposure in research orientation, written & oral communication, publishing skill and
DCO2	understand the concepts of commerce & computer based application in operations. Able to demonstrate
PSO2	professional expertise in financial planning, Financial analysis, control, Decision support system and
	professional ethics in employees.

E. Program Educational Objectives (PEOs)

After successful completion of the program, the graduates will be:

PEO1	Able to enrich communication, ethical values, team work, professional and leadership skill sets of students and exercising Professional skills, values, team spirit, and high leadership and to accept the challenges in the Industry and academics and accounting, taxation, reporting and compliance knowledge in accounting firms, Taxation, Banking, Insurance and E-Commerce.
PEO2	Able to excel in contemporary knowledge of business and developing inclination towards lifelong learning and able to appear in Integrated Professional Competence Course (IPCC) and subsequently complete article ship, so as to enable to go for final CA.

F. Pedagogy & Unique practices adopted:

"Pedagogy is the method and practice of teaching, especially for teaching an academic subject or theoretical concept". In addition to conventional time-tested lecture method, the institute will emphasize on experiential learning: Role Play & Simulation: Role- play and simulation are forms of experiential learning. Learners take on different roles, assuming a profile of a character or personality, and interact and participate in diverse and complex learning settings. Role-play and simulation function as learning tools for teams and groups or individuals as they "play" online or face-to-face. They alter the power ratios in teaching and learning relationships between students and educators, as students learn through their explorations and the viewpoints of the character or personality they are articulating in the environment. This student-centered space can enable learner-oriented assessment, where the design of the task is created for active student learning. Therefore, role-play & simulation exercises such as virtual share trading, marketing simulation etc. are being promoted for the practical-based experiential learning of our students.

Video Based Learning (VBL) & Learning through Movies (LTM): These days technology has taken a front seat and classrooms are well equipped with equipment and gadgets. Video-based learning has become an indispensable part of learning. Similarly, students can learn various concepts through movies. In fact, many teachers give examples from movies during their discourses. Making students learn few important theoretical concepts through VBL & LTM is a good idea and method. The learning becomes really interesting and easy as videos add life to concepts and make the learning engaging and effective. Therefore, our institute is promoting VBL & LTM, wherever possible.

Field/Live Projects: The students, who take up experiential projects in companies, where senior executives with a stake in teaching guide them, drive the learning. All students are encouraged to do some live project other their regular classes.

Industrial Visits: Industrial visit are essential to give students hand-on exposure and experience of how things and processes work in industries. Our institute organizes such visits to enhance students' exposure to practical learning and work out for a report of such a visit relating to their specific topic, course or even domain.



MOOCs: Students may earn credits by passing MOOCs as decided by the college. Graduate level programs may award Honors degree provided students earn pre-requisite credits through MOOCs. University allows students to undertake additional subjects/course(s) (In-house offered by the university through collaborative efforts or courses in the open domain by various internationally recognized universities) and to earn additional credits on successful completion of the same. Each course will be approved in advance by the University following the standard procedure of approval and will be granted credits as per the approval. Keeping this in mind, University proposed and allowed a maximum of two credits to be allocated for each MOOC courses. In the pilot phase it is proposed that a student undertaking and successfully completing a MOOC course through only NPTEL could be given 2 credits for each MOOC course.

For smooth functioning and monitoring of the scheme the following shall be the guidelines for MOOC courses, Addon courses carried out by the College from time to time.

- a) It will necessary for every student to take at least one MOOC Course throughout the programme.
- b) There shall be a MOOC co-ordination committee in the College with a faculty at the level of Professor heading the committee and all Heads of the Department being members of the Committee.
- c) The Committee will list out courses to be offered during the semester, which could be requested by the department or the students and after deliberating on all courses finalize a list of courses to be offered with 2 credits defined for each course and the mode of credit consideration of the student. The complete process shall be obtained by the College before end of June and end of December for Odd and Even semester respectively of the year in which the course is being offered. In case of MOOC course, the approval will be valid only for the semester on offer.
- d) Students will register for the course and the details of the students enrolling under the course along with the approval of the Vice Chancellor will be forwarded to the Examination department within fifteen days of start of the semester by the Coordinator MOOC through the Principal of the College.
- e) After completion of MOOC course, Student will submit the photo copy of Completion certificate of MOOC Course to the Examination cell as proof.
- f) Marks will be considered which is mentioned on Completion certificate of MOOC Course.
- g) College will consider the credits only in case a student fails to secure minimum required credits then the additional subject(s) shall be counted for calculating the minimum credits required for the award of degree.

Special Guest Lectures (SGL) & Extra Mural Lectures (EML): Some topics/concepts need extra attention and efforts as they either may be high in difficulty level or requires experts from specific industry/domain to make things/concepts clear for a better understanding from the perspective of the industry. Hence, to cater to the present needs of industry we organize such lectures, as part of lecture-series and invite prominent personalities from academia and industry from time to time to deliver their vital inputs and insights.

Student Development Programs (SDP): Harnessing and developing the right talent for the right industry an overall development of a student is required. Apart from the curriculum teaching various student development programs (training programs) relating to soft skills, interview skills, Tally, Advanced excel training etc. that may be required as per the need of the student and industry trends, are conducted a cross the whole program. Participation in such programs is solicited through volunteering and consensus.

Industry Focused programmes: Establishing collaborations with various industry partners to deliver the programme on sharing basis. The specific courses are to be delivered by industry experts to provide practice-based insight to the students.

Special assistance program for slow learners & fast learners: The program has provision to identify slow and fast





learners. Syllabus adhere the University Policy for slow and fast learners. Fast learners are given research problems and higher order learning assignments whereas slow learners are given additional resources and peer group learning across the subjects.

Induction program: Every year 3 weeks induction program is organized for 1st year students and senior students to make them familiarize with the entire academic environment of university including Curriculum, Classrooms, Labs, Faculty/ Staff members, Academic calendar and various activities.

Mentoring scheme: There is Mentor-Mentee system. One mentor lecture is provided per week in a class. Students can discuss their problems with mentor who is necessarily a teaching faculty. In this way, student's problems or issues can be identified and resolved.

Competitive exam preparation: Students are provided with one class in every week for Competitive exams preparation.

Extra-curricular Activities: organizing & participation in extracurricular activities will be mandatory to help students develop confidence & face audience boldly. It brings out their leadership qualities along with planning & organizing skills. Students undertake various cultural, sports and other competitive activities within and outside then campus. This helps them build their wholesome personality

Career & Personal Counseling: - Identifies the problem of student as early as possible and gives time to discuss their problems individually as well as with the parents. Counseling enables the students to focus on behavior and feelings with a goal to facilitate positive change. Its major role lies in giving: Advice, Help, Support, Tips, Assistance, and Guidance.

Participation in Flip Classes, Project based Learning(A2 Assignment), Workshops, Seminars & writing & Presenting Papers: Departments plan to organize the Flip Classes, Project based Learning(A2 Assignment), workshops, Seminars & Guest lecturers time to time on their respective topics as per academic calendar. Students must have to attend these programs. This participation would be count in the marks of general Discipline & General Proficiency which is the part of course scheme as non-credit course.

Formation of Student Clubs, Membership & Organizing & Participating events: Every department has the departmental clubs with the specific club's name. The entire student's activity would be performed by the club. One faculty would be the coordinator of the student clubs & students would be the members with different responsibility.

Capability Enhancement & Development Schemes: The Institute has these schemes to enhance the capability and holistic development of the students. Following measures/ initiatives are taken up from time to time for the same: Career Counseling, Soft skill development, Remedial Coaching, Bridge Course, Language Lab, Yoga and Meditation, Personal Counseling.

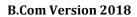
Library Visit & Utilization of QLRC: Students may visit the library from morning 10 AM to evening 8 PM. Library created its resources Database and provided Online Public Access Catalogue (OPAC) through which users can be accessed from any of the computer connected in the LAN can know the status of the book. Now we are in process to move from OPAC to KOHA.



FIRST YEAR

SEMESTER 1

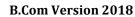
BC3101	Title: Principles of Management	LTPC					
		4 0 0 4					
Version No.	1.0						
Course	Nil						
Prerequisites							
Objectives	The purpose of this paper is to impart to the student an understanding of state of the art of the management with the developments in the concept, theories and practices in the field of commerce.						
Expected Outcome	Students will be able to know the <i>management</i> evolution and how it will affect future <i>managers</i> . Acquire familiarity and a working knowledge of the management practices.						
Unit No.	Unit Title	No. of hours (per Unit)					
Unit I	Introduction to Management and Planning	14					
thought: Classical ,N Henri Fayol to Mode Objectives. Planning	pt, Nature, Functions and Significance of Management. Levels of Management. Develope Classical, Contingency and contemporary approach to management. Contributions of Management Thoughts. Conceptual Framework of Planning, Decision-making and Corporate strategy –environmental analysis, formulation of strategic plan and growth	of F.W. Taylor and Management by					
Unit II	Organising and Organisation Structure	9					
Centralization and D	t, Process and Significance of Organisation. Types of Organisation Structure. Delegation ecentralization of Authority. Span of Management. Accountability, Delegation, Format Formation and Role of Groups in organization. Role of Positive Thinking in Organisation.	l and informal					
Unit III	Staffing	8					
	cope and Process of Staffing. Recruitment – Meaning and Sources. Selection – Process atials of Successful Interview. Training – Concept, Significance and Methods.	s of Selection. Types of					
Unit IV	Motivation and Coordination	10					
	on – Abraham Maslow, Fredric Herzberg, Douglas McGregor and William Ouchi. Leadess of Leaders. Style of Leadership. Coordination – Concept and Techniques. Communito Communication.						
Unit V	Directing and Controlling	7					
	Elements and Significance of Directing. Principles of Directing. Adaptability to Chang hallenges for the Managers. Controlling: Meaning and Process of Controlling. Techniques						
Text Books	Text Books 1. L.M. Prasad, Principles and Practices of Management, S. Chand and Publishers Educational Publishers, New Delhi. 2. Neeru Vashisht, Principles of Management, Taxman Publication, New Delhi.						
Reference Books	1. Singh, B.P. and T.N. Chabara. Business Organisation and Management. Dhanpat Ra	ai and Company, Delhi.					
Mode of Evaluation	Internal and external examnations						
Recommendation by Board of Studies on	05-04-2018						
Date of approval by the Academic Council	11-06-2018						





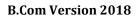
Unit Wise Course Outcome	Description	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able		
outcomes	to:		
CO 1	The student will come to know about the basic concept of Management, Theories, Approaches used in Management.	2	S
CO 2	The student will be able to understand the Organizing and Organization Structure.	3	S
CO 3	The student will be able to learn about the Concept and Process of Staffing, Recruitment and Selection Process in an organization.	2	S
CO 4	The student will be able to understand the meaning and concept of Motivation and Coordination in an organization.	3	S
CO 5	The student will be able to learn about concept of Directing and Controlling process in an organization.	4	S

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	1	3	3	2	2	2	3	3	1
CO2	3	3	3	3	2	3	3	2	3	1
CO3	2	3	3	3	2	3	2	2	3	2
CO4	2	2	3	3	2	3	2	3	2	3
CO5	3	3	2	3	2	3	3	1	2	2
Average	2.6	2.4	2.8	3	2	2.8	2.4	2.2	2.6	1.8





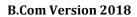
BC3102	Title: Financial Accounting	LTPC 5005							
Version No.	1.0	3003							
Course Prerequisites	Nil								
Objectives	To enable the students to be proficient for applying the accounting knowledge in special business activities.								
Expected Outcome	Student will be able to develop the skills of recording of transactions relating to issues of branches and departments, Hire-purchase system, royalty system and partnership account.								
Unit No.	Unit Title	No. of hours (per Unit)							
Unit I	Accounting Concepts and Practices	8							
Limitations of	ounting: Introduction of accounting, features and Objectives of preparing accounting. Functions of accounting, Users of accounting, Accounting principles, concepts and conventions. Introduction book and Trial Balance with real business case handling.								
Unit II	Financial Compatibilities with Balance sheet	12							
between gross j and advanced a	Introduction to component of final account including, trading account and profit and loss accourprofit and net profit, and utility of balance sheet for firms. Prepare final accounts by incorporating djustment generally prevails in cut-throat competitive business scenario.	g both simple							
Unit III	Diverse accounts in Business	14							
dependent bran	partmental accounts: Meaning of branch accounting, objectives of branch accounts, types of branches, independent branch, numerical ability to handling branch accounting system. Accounting pedure for allocating the common expenses and interdepartmental transfer.								
Unit IV	Cases in Partnership businesses	12							
	counts: Revaluation accounts, Partnership deed, Calculation of goodwill, admission of new partnership accounts, Methods of dissolution, Problems solving through dissolution accounts.	er, retirement of							
Unit V	Hire purchase and BRS	9							
Hire purchase a Introduction an Reconciliation	and Royalty accounts: Hire purchase trading account, stock and debtor system, installment and objectives of royalty accounting, Numerical ability to solve simple and complex Introduction to statement.								
Text Books	 S.N. Maheshwari, Financial Accounting, Vikas Publishing House Pvt. Ltd, New delh K.G. Gupta, Financial Accounting, K.G. Publication, Meerut. 								
1. Charles T. Horngren and Donna Philbrick, Introduction to Financial Accounting, Pearson Education, New delhi. 2. Tulsian, P.C. Financial Accounting, Pearson Education, New delhi.									
Mode of Evalu	nation Internal and External Examinations								
Recommendate by Board of Stone	tion tudies 05-04-2018								
Date of approthe Academic Council	val by 11-06-2018								





Unit Wise Course Outcome	BC3102	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The students will understand the concepts related to financial accounting.	2	Emp/S/Ent
CO 2	The students will Identify the profit and loss account and balance sheet	2	Emp/S/Ent
CO 3	The students will understand the complexities associated with departmental account and the branch accounting	3	Emp/S/Ent
CO 4	The students will demonstrate the role of partnership, revaluation, goodwill, retirement.	2	Emp/S/Ent
CO 5	The students will analyze the royalty accounts and the hire purchase.	3	Emp/S/Ent

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	1	2	3	3	2	2	3	1	2	
CO2	3	3	2	3	3	3	2	3	2	3	
CO3	3	2	2	3	3	2	2	3	1	2	
CO4	3	2	1	3	3	3	2	3	3	1	
CO5	3	2	2	3	3	3	2	3	2	1	
Average	3	2	1.8	3	3	2.6	2	3	1.8	1.8	





BC3103	Title: Business Economics					
Version No.	1.0					
Course Prerequisites	Nil					
Objectives	To provide exposure to the commerce students about Micro Economic concepts and inculcate an analytical approach to the subject matter.					
	The student would be able to apply economic reasoning to the real problems of Business.					
Unit No.	Unit Title	No. of hours (per Unit)				
Unit I	Introduction	6				
	Business Economics, Tools for Analysis-Functional Relationships, Schedules, Graphs, I					
	conomics & Business Economics; Relationship of Business Economics with other branch	es of				
	blems of an economy, difference between Micro and Macro Economics.	1.0				
Unit II	Consumer Behavior and Demand Analysis 1 Indifference Curve- Meaning, Properties and determination of Consumer's Equilibrium	10				
Surplus. Demand: Lav	of Demand; Elasticity of Demand- Concept and Measurement; Price, Income, Cross and e of Elasticity of Demand. Methods of Demand Forecasting, Supply - Law of Supply and	d Advertising				
Unit III	Production and Cost analysis	8				
Production Function-	Law of Variable Proportions - Law of Returns to Scale, Economies and Diseconomies of	Scale –				
Internal and External,	Concept of Costs- Short run and long run, short run cost curve and long run cost curve.					
Unit IV	Pricing under various Market conditions	8				
Introduction to differe	nt Markets, Pricing Theory (short-run and long run) under conditions of -perfect competi	ition, Monopoly,				
Monopolistic competit	tion, Features of oligopoly, Market equilibrium, Concepts of Revenue -TR, AR and MR	with relationship.				
Unit V	Factor Pricing	8				
Modern Theory of Rei	theory of Distribution, Rent: Concept of Economic Rent, Theories of Rent – Ricardian T nt, Quasi Rent, concept of Minimum wages, Theories of profit, Liquidity Preference Theory					
Text Books	 M. Adhikari, Business Economics, Excel book Publisher, New Delhi. Ahuja H.L, Business Economics, S. Chand & Co., New Delhi. 					
Reference Books	1. V. G. Mankar, Business Economics, Macmillan India Ltd. New Delhi.					
	Internal and External Examinations					
Recommendation by Board of Studies on	05-04-2018					
Date of approval by the Academic Council	11-06-2018					





Unit Wise Course Outcome	BC3103	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The students will understand the role of business economics in decision making.	2	Emp/S
CO 2	The students will understand and Analyze the demand determinants and measuring price elasticity of demand.	2	Emp/S
CO 3	The students will understand and Analyze the peculiarities of factors of production.	3	Emp/S
CO 4	The students will identify the supply and cost analysis of Total, Average and marginal curves	3	Emp/S
CO 5	The students will identify Equilibrium, price and output decisions in various market forms	3	Emp/S

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	3	2	3	3	2	3	3	3	3	
CO2	1	3	2	3	3	3	2	3	1	2	
CO3	1	3	2	3	3	2	3	1	1	3	
CO4	1	3	3	3	3	2	3	3	2	2	
CO5	3	3	1	3	3	2	3	3	1	1	
Average	1.8	3	2	3	3	2.2	2.8	2.6	1.6	2.2	





	T	T. T. D. C.
BC3104	Title: Computer Applications in Business	LTPC 3024
Version No.	1.0	
Course Prerequisites	Nil	
Objectives	The basic objective of this course is to provide fundamental knowledge to develop computer skills among students.	
Expected Outcome	This subject will be helpful to understand how to use different computer applications of in business operations.	
Unit No.	Unit Title	No. of hours (per Unit)
Unit I	Introduction to Computers	8
	eristics, Advantages, Types and Applications of computers, Input/output Devices, Comp	outer Memories,
Binary number Syste		
Unit II	Introduction to Windows	7
	ication Windows, Concept of window, Types of Windows, Windows as an Operating Syning and User interfaces- CUI and GUI	stem, Basic
Unit III	Internet & Its Usage	6
	net, Introduction to Internet, Growth of Internet, ISP, Anatomy of Internet, World Wide Internet to Society and Search Engines.	Web, Internet
Unit IV	Introduction to essential tools: MS Word & Power Point	13
	Processing and power point: Concept, features, mail merge, header and footers, Practical	
Word document. Intr	oduction to power point and its feature, preparation of power point presentation, Role of	effects in slides
Unit V	Spread Sheet & its Business Application	10
Concept of M. S. Exc	cel: Introduction to Spreadsheet Concepts and its feature, Editing, Inserting, Deleting Wo	rk Sheets.
Using of Formulae ba	ar, Preparing chart.	
Text Books	 B. Balagurusamy, Fundamentals of Computers, Tata Mc Graw Hill, Golgotia. Pradeep K. Sinha and Preeti Sinha, Foundation of Computing, BPB, Publication. 	
Reference Books	1. R.K. Taxali, PC Software for Windows, Tata Mc Graw Hill, Golgotia.	
	Internal and External Examinations	
Recommendation		
by Board of Studies	U3-U4-2U18	
on		
Date of approval by		
the Academic	11-06-2018	
Council		



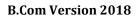
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Unit Wise Course Outcome	BC3104	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The students will understand the types and application of computers	2	Emp/S/Ent
CO 2	The students will understand and Analyse the application of windows	2	Emp/S/Ent
CO 3	The students will understand and Analyse the internet and its usage	3	Emp/S/Ent
CO 4	The students will understand and Analyse and use the MS-Word and the power-point.	3	Emp/S/Ent
CO 5	The students will identify the spread sheets and its application	3	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	2	3	2	2	1	2	2	1	3	1	
CO2	3	2	2	3	2	2	2	1	1	2	
CO3	3	1	2	3	3	2	3	3	3	1	
CO4	2	2	1	2	2	2	2	3	3	2	
CO5	1	2	1	3	3	3	2	3	3	2	
Average	2.2	2	1.6	2.6	2.2	2.2	2.2	2.2	2.6	1.8	



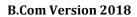
DC2105	Title, Designer Mathematics	LTPC
BC3105	Title: Business Mathematics	4 004
Version No.	1.0	
Course Prerequisites	Nil	
Objectives	To provide understanding of mathematical tools and their applications in real business life.	
Expected Outcome	Student will be able to apply mathematical techniques and knowledge in business and economic situations.	
Outcome	economic situations.	No. of hours
Unit No.	Unit Title	(per Unit)
Unit I	Unitary Method and Number system	7
	aning, problems on Time and work, Problems on Speed, distance and time. Concept of In	te gers, Exponential
	square roots, cubes and cube roots.	
Unit II	Profit and Loss & percentage	5
	Loss, Problems on selling price and Cost price, Concept of percentages, Problems on Penterpretation using Percentage.	rcentages &
Unit III	Mathematics of Finance	8
0 1111	and interest, annuity, sinking fund, present value of an annuity/ amortization, present value	
expenditure, leasing	g and bonds.	
Unit IV	Ratio and Proportion and Basic Algebra	8
	, Types of Ratios, Inverse and duplicate ratios, Cross product rule , Invertendo, Altertend	
	dendo and Dividendo Addendo, overview of Logarithms, Algebric expression and Linear	Equation with one
and two variables.		
Unit V	Quantitative Aptitude	10
	Number Series, Coding and Decoding and Odd Man Out, Direction Tests, Seating Arran	gements, Blood
Relations and Syllo		
Text Books	1. Quantitative Aptitude, RS Aggarwal, S. Chand publications,	
	2. Fundamentals of Business Mathematics – 1 Jan 2009 by M. K. Bhowal (Author)	
D 4 D 1	1. PK Gupta, Business Mathematics and Business Statistics, Sultan Chand & sons. 2.Dr	J.K. Thukral,
Reference Books	Business Mathematics and Statistics ,maximax publications.	1
75.1.0	3. The Art of Problem Solving, Volume 1: The Basics Sandor Lehoczky, Richard Rusczy	K.
Mode of Evaluation	Internal and External Examinations	
Recommendation		
by Board of	05-04-2018	
Studies on		
Date of approval		
by the Academic	11-06-2018	
Council		





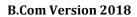
Unit Wise Course Outcome	BC3105	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Students will solve the problem based on the unitary method. (Time and work, speed and time etc)	2	Emp/S
CO 2	Students will be able to apply the concept of percentage Commercial and Mathematical problems.	2	Emp/S
CO 3	To learn the methods of solving problems on simple interest, compound interest, annuities etc, related to business finance	2	Emp/S
CO 4	To understand the basic concepts of Ratio and Proportion and to use them to solve the problems in business	2	Emp/S
CO 5	Analyse and demonstrate mathematical skills required in mathematically intensive areas in Economics and business	3	Emp/S

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	1	3	1	0	2	1	1	2	3	1	
CO2	3	3	1	2	3	0	2	3	1	3	
CO3	2	3	2	3	3	2	1	3	3	2	
CO4	1	3	2	2	2	1	2	2	1	1	
CO5	2	3	2	3	3	3	2	3	3	3	
Average	1.8	3	1.6	2	2.6	1.4	1.6	2.6	2.2	2	





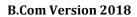
VP3112	Title: VAP-1 (NCFM) NSE Certifi	L T P C 2 0 0 2	
Version No.	1.0		
Course Prerequisites	Nil		
Objectives	To provide knowledge about the international final concepts of foreign exchange market globally.	ancial environment and different issues	and
Expected Outcome	Students will be able to deal in international finanthem to expand their business throughout the work		elp
Unit No.	Unit Title		No. of hours (per Unit) 30
Unit I	Financial M	[arket	6
Meaning of fina Unit II	ncial market, Types of financial (Primary Market, S Financial Market		ial market in India
Meaning of fina equity shares.	ncial market instruments, Types of financial instrum	nents – Equity, Preference, Debt, Deriva	ntives, and Sweat
Unit III	Primary M		6
	vissue market, functions, types of primary market (I ement, Right Issue, Bonus issue)	Public issue, Private placement, Preferen	ntial issue, Qualified
Unit IV		Stock Market	6
	k market and its functions, listing of securities, oper		nanges in India.
Unit V	Money Ma		6
Money market i	struments (Commercial bill, Treasury bill, call and		
Text Books		Aptepg- international financ Keithpilbeam - internationa	l finance
Reference Bool	· c	Llevimd- international finan	
		Singhp- investment manage	
Mode of Evalua		Internal and external exami	nations
Recommendati	on by Board of Studies on	05-04-2018	
Date of approv	al by the Academic Council	11-06-2018	





Unit Wise Course Outcome	VP3112	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Understand the basic concepts relating to different avenues of investment.	2	Emp/S
CO 2	To get a basic knowledge of the products, players and functioning of the financial markets.	2	Emp/S
CO 3	To understand the various concepts of primary market and secondary market	2	Emp/S
CO 4	To understand the basic concpts of the financial statement for investment purpose.	2	Emp/S
CO 5	To get the basic knowledge of money market instruments.	2	Emp/S

Course Outcomes	(Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	2	3	1	2	2	3	2	1	1	
CO2	1	1	1	3	3	1	2	3	1	2	
CO3	2	3	1	2	1	2	3	3	3	3	
CO4	1	2	2	1	2	2	3	1	3	1	
CO5	1	3	3	1	2	1	1	2	2	1	
Average	1.6	2.2	2	1.6	2	1.6	2.4	2.2	2	1.6	





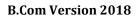
SEMESTER 2

CY3205	Title: Environmental Science	LTPC
		2002
Version No.	1.0	
Course	Nil	
Prerequisites		
Objectives	The aim is develop inquiring minds and curiosity about science and the natural world	
E 1 O	and to make the students aware how to protect the Environment.	
Expected Outcome	Safeguarding the Environment and also develop awareness to the Society not to further deteriorate it and also safeguard it.	
Unit No.	Unit Title	No. of hours (per Unit)
Unit I	Introduction	3
Introduction to Enviro	onmental Studies, Scope and Importance, Need for public awareness. What is an ecosyst	em? Structure
and Function of Ecos	ystem.	
Unit II	Natural Resources	5
	renewable Resources, Land resources and land-use change; Land degradation, soil erosic	
	estation: Causes and impacts. Water: Use and over-exploitation of surface and ground w	
	er water (international & inter-state). Energy resources : Renewable and non renewable	energy sources,
	y sources, growing energy needs.	_
Unit III	Biodiversity and Conservation	5
	liversity: genetic, species and ecosystem diversity; Bio- geographic zones of India; Biod	
	et spots. India as a mega-biodiversity nation; Endangered and endemic species of India.	
biodiversity: Habitat l Ecosystem and biodiv	loss, poaching of wildlife, man-wildlife conflicts, biological invasions; Conservation of largeristy.	piodiversity,
Unit IV	Environmental Pollution	4
	and controls; Air, water, soil and noise pollution. Nuclear hazards and human health ris measures of urban and industrial waste.	ks. Solid waste
Unit V	Environment Policies, Practices and Human Health	5
	tainable development. Climate change, global warming, ozone layer depletion, acid rain	
human communities a Act; Water (Preventic populations and rights	and agriculture. Environment Laws: Environment Protection Act; Air (Prevention & Conton and control of Pollution) Act; Wildlife Protection Act; Forest Conservation Act. Natures, and human wildlife conflicts in Indian context.	trol of Pollution) re reserves, tribal
Text Books	1. A. Kaushik & C.P. Kaushik Environmental Studies, New Age international Publisher	s, New delhi.
Reference Books	 Sengupta, R. Ecology and Economics (OUP): An Approach to Sustainable Developm Catalogue. Gleeson, B. and Low, N. (eds.). Global Ethics and Environment, London, Routledge. 	ent; OUP
Mode of Evaluation	Internal and External Examinations	
Recommendation by Board of Studies on	05-04-2018	
Date of approval by the Academic Council	11-06-2018	



Unit Wise Course Outcome	CY3205	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To Understand the definition, scope and importance of natural resources and associated problems	2	S
CO 2	To Understand the concept of ecosystem and different types of ecosystem	2	S
CO 3	To Understand biodiversity and its conservation	2	S
CO 4	To Understand causes, effects and control measures of environmental pollution	2	S
CO 5	To Understand the social issues and the various law to protect environment	2	S

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	0	1	0	0	2	0	2	0	1	2
CO2	0	2	0	0	2	0	2	0	1	2
CO3	0	1	0	0	1	0	3	0	2	3
CO4	0	2	0	0	2	1	3	0	2	2
CO5	2	1	1	0	3	2	2	0	3	1
Average	0.4	1.4	0.2	0	2	0.6	2.4	0	1.8	2



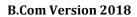


BC3202	Title: Business Statistics	LTPC 4004					
Version No.	1.0						
Course	Nil						
Prerequisites							
Objectives	The objective of this course is to familiarize students with the basic statistical tools to apply on quantitative & qualitative data to summarize and analyze information for decision making.						
Expected Outcome	The student is expected to be equipped with the tools of processing and description of statistical data manually and learn the situations where to apply the specific tools.						
Unit No.	Unit Title	No. of hours (per Unit)					
Unit I	Introduction to Statistics	5					
Nature, Scope and lin	nitations of statistics, uses of statistics to business and industrial activities, Primary and s	econdary data,					
	assification and tabulation of data, Diagrammatic and graphic representation of data, Qu						
Unit II	Statistical Data and Descriptive Statistics	10					
	Fendency: Mathematical Averages Including Arithmetic Mean, Geometric Mean and Ha						
Properties and Applic	cations. Positional Averages Mode, Median (and Other Partition Values Including Quarti	les, Deciles, and					
	s of Variation: Absolute and Relative. Range, Quartile Deviation, Mean Deviation, Standard Control of the Contr	dard					
	Co-efficient, Properties of Standard Deviation/Variance. Concept of Skewness.	1					
Unit III	Probability	10					
	ity, Addition and Multiplication rule, Conditional Probability and Baye's Theorem, Ranc						
	ance of a Random Variable, Probability Distribution, Binomial, Poisson and Normal Di	stributions and					
their Importance.		12					
Unit IV	Simple Correlation and Regression Analysis	12					
	Meaning of Simple Correlation; Linear and non-Linear, Causation and Correlation, Scar						
	at of Correlation; Calculation and Properties (Proofs not required). Probable and Standard						
	Regression Analysis: Principle of Least Squares and Regression Lines. Regression Equation	ons and					
Estimation, Standard		7					
Unit V	Index Numbers and Time Series	7					
	ty of Index Numbers. Problems in the Construction of Index Numbers, Simple and Weig						
	ng, Fisher's Ideal Index Number and Reversibility Tests, Application of Index Numbers.	•					
	es: Component of Time Series, Calculation of Secular Trend, Moving Average method and	nd Method of					
Least squares.							
Text Books	1. S.P. Gupta, Business Statistics, S. Chand & Sons, New delhi.						
	2. J.K. Thukral, Business Statistics, Taxman publication Ltd, New delhi.						
Reference Books	1. D.N. Elhance, Fundamentals of Statistics, Kitab Mahal Publishers.						
	2. S.C. Sharma, Business Statistics, Arya Publishing Company.						
Mode of Evaluation	Internal and External Examinations						
Recommendation							
by Board of	05-04-2018						
Studies on							
Date of approval by the Academic	11-06-2018						
Council							



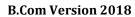
Unit Wise Course Outcome	BC3202	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able to:		
Outcomes			
CO 1	Students will able to understand about the statistics and gain the knowledge of data representation through graphs and tables.	2	Emp/S
CO 2	Students gain the knowledge of data analysis through different methods.	2	Emp/S
CO3	Students learn the concept of probability.	3	Emp/S
CO 4	Student understand about the correlation and regression concept and also different methods (Scatter diagram, Karl Pearson's and Spearman's method) of finding correlation coefficient.	3	Emp/S
CO 5	Students gain the knowledge of time series analysis and index numbers.	2	Emp/S

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	2	2	2	3	2	2	2	3	2	1
CO2	1	3	3	3	2	3	2	2	1	1
CO3	2	3	2	3	2	2	1	2	2	2
CO4	1	2	2	2	2	1	1	2	2	1
CO5	2	2	2	3	3	3	1	2	1	3
Average	1.6	2.4	2.2	2.8	2.2	2.2	1.4	2.2	1.6	1.6





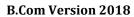
BC3203	Title: Business Law	LTPC
¥7 • %T	1.0	4 0 0 4
Version No.	1.0	
Course	Nil	
Prerequisites		
Objectives	The purpose of this paper is to familiarize the students with the meaning, scope and the	
	sources of business law in India. Enhancing the level of students with reference to	
	understanding of regulation in business	
Expected Outcome	Demonstrate an advanced and integrated understanding of business law and understand	
	the impact of these laws on business practice.	
Unit No.	Unit Title	No. of hours (per Unit)
Unit I	The Indian Contract Act, 1872	12
Contract- Meaning, C	Characteristics and kind. Essential of valid contract- Offer and Acceptance, Consideration a	ınd
	nt, Legality of Object. Discharge of Contract, Breach of Contract and its remedies. Contract of Bailment and Pledge and Contract of Agency.	ct of Indemnity
Unit II	The Sale of Goods Act, 1930	6
	ential element of contract of sale, Sale and Agreement to Sell/Hire purchase agreement, Co	ndition and
	of Property, Breach of contract of Sale and Auction sale. Unpaid seller – Meaning and righ	
seller against the good		1
Unit III	The Partnership Act, 1932 and The Limited Liability Partnership Act, 2008	10
	et, 1932: The Nature of Partnership, Relations of Partners to one another and to third party,	
	gistration of Partnership Firm, Dissolution of Partnership Firm. LLP Act 2008- Meaning a	
	reen LLP and partnership, LLP and company. LLP agreement, partner and designated	
	document. Rules regarding change of registered office and name of LLP. Partner and their	r relation,
Liability of LLP and		,
Unit IV	The Negotiable Instrument Act, 1881 and The Information Technology Act, 2000	10
Definition and essent	ial features of Negotiable Instruments, Promissory Notes, bill of exchange, & Cheques, En	dorsement and
	Holder and holder in due course, Dishonor of Instrument. Information Technology Act,20	
	ctronic Governance, Digital signature Certificates, Duties of subscribers, Penalties and	•
adjudication, Appella		
Unit V	The Consumer Protection Act, 1986	5
Definitions under Cor	nsumer Protection Act, Objectives and Establishment of Consumer Protection Councils an	d Redressal
	ces (District Forum, State Commission & National Commission).	
Text Books	1. Pillai & Bagavathi, Business Law, S Chand & Sons, New delhi. 2. MC Kuchhal, Business law, Vikas Publishing House Pvt. Ltd, New delhi.	
D. C		
Reference Books	1. Dr G K Kapoor, Business Law and Practices, Taxman Publishers.	
Mode of Evaluation	2. A. Ramaiya, Business Law, Wadhwa Publishers. Internal and External Examinations	
Recommendation by Board of Studies on	05-04-2018	
Date of approval by the Academic Council	11-06-2018	





Unit Wise Course Outcome	BC3203	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able to:		
outcomes			
CO 1	Understand and apply the concepts of Indian Contract Act in business dealings	2	Emp/S/Ent
CO 2	Understand and apply the concepts of Indian special Contract Act related to indemnity and Bailment	2	Emp/S/Ent
CO 3	Understand the need of sale of goods act, apply its laws for conduction of smooth business and analyze the legal issues to solve disputes	3	Emp/S/Ent
CO 4	Understand the basic principles of laws related with the IT sector and analyze the issues for dispute solving machinery	3	Emp/S/Ent
CO 5	Understand the rule of partnership as per the Partnership Act, analyze the problems of partnership firm and evaluate the method for registration of a partnership firm	3	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	2	2	3	3	3	1	3	3	2
CO2	3	2	2	3	2	2	2	3	3	2
CO3	3	1	3	3	2	3	2	3	3	1
CO4	3	2	2	3	3	1	3	2	2	1
CO5	2	1	2	2	3	2	1	2	1	2
Average	2.2	1.6	2.2	2.8	3	2.8	1.8	2.6	2.4	1.6



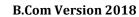


BC3204	Title: Financial Management-I	L T P C 5 0 0 5
Version No.	1.0	
Course Prerequisites	Nil	
Objectives	To familiarize the students with the principles and practices of financial management and to acquire the knowledge to meet financial goals.	
Expected Outcome	Acquire and exhibit an understanding of finance and the role that finance plays within an organization.	
Unit No.	Unit Title	No. of hours (per Unit)
Unit I	Introduction to Financial Management	7
	Scope, Functions of Financial Management- Traditional Concept of Finance & Mode	
	cision- Types of Financial Decisions, Role of Finance Manager and Time Value of Mo	
Unit II	Capital Budgeting	15
	cess, Project Selection. Estimation of project cash flows, Capital Budgeting Technique	es: Payback
Period Methods, Aver	age Rate of Return, Net Present Value Methods, IRR and Capital Rationing.	1
Unit III	Capital Structure & Cost of Capital	15
combined leverage, Co	al Structure, Capital Structure Theories, Cost of Capital, Operating Leverage, Financia ost of Capital: Significance of Cost of Capital, Calculating Cost of Debt; Preference Stearnings and Combined (weighted) Cost of Capital.	
Unit IV	Dividend Policy	10
	ues in Dividend Policies; Forms of Dividends and Stability in Dividends, Determinant el; Gordon's Model and M.M. Hypothesis,	s, Dividend
Unit V	Management of Working Capital	8
	ing Capital: Nature of Working Capital, Significance of Working Capital, Operating c ng Capital Requirements and Estimation of Working Capital	ycle and Factors
Text Books	I. I. M. Panday, Financial Management, Vikas Publishing House Pvt. Ltd, New delhi.2. Khan M.Y.and Jain P.K: Financial Management, Text and Problems; Tata McGraw	Hill, New Delhi.
Reference Books	 Van Home J.C: Financial Management and Policy; Prentice Hall of India, New D. Prasanna Chandra: Financial Management Theory and Practice; Tata McGraw H. 	
Mode of Evaluation	Internal and External Examinations	
Recommendation by		
Board of Studies on	05-04-2018	
Date of approval by the Academic Council	11-06-2018	



Unit Wise Course Outcome	BC3204	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the overview of financial management	2	Emp/S
CO 2	The student will explain the capital budgeting techniques.	2	Emp/S
CO 3	The student will illustrate and explain the cost of capital and capital structure	3	Emp/S
CO 4	The student will illustrate and explain the different dividend policy	4	Emp/S
CO 5	The student will evaluate the management of working capital	4	Emp/S

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	1	2	3	3	1	3	3	1	3	
CO2	3	2	3	3	2	3	2	3	3	2	
CO3	3	2	2	3	3	3	2	3	1	2	
CO4	3	2	1	1	3	2	3	3	1	1	
CO5	3	2	1	3	3	1	2	3	2	3	
Average	3	1.8	1.8	2.6	2.8	2	2.4	3	1.6	2.2	





CE3201	Title: Disaster Management	L T P C					
		2 0 0 0					
Version No.	1.0						
Course Prerequisites	Nil						
Objectives	The course is intended to provide a general concept in the dimensions of disasters caused by nature beyond the human control as well as the disasters and environmental hazards induced by human activities with emphasis on disaster preparedness, response and recovery.						
Expected Outcome	Enhance the knowledge by providing existing models in risk reduction strategies to prevent major causalities during disaster.						
Unit No.	Unit Title						
Unit: 1	Introduction on Disaster	5					
such as Fire, Industrial Pollution, N failures(Building and Bridge), War	tural Disaster: such as Flood, Cyclone, Earthquakes, Landslides etc B) Mar Juclear Disaster, Biological Disasters, Accidents (Air, Sea, Rail & Road), S & Terrorism etc. Causes, effects and practical examples for all disasters.	tructural					
Unit II	Risk and Vulnerability Analysis	4					
Risk : Its concept and analysis 2. R Vulnerability Reduction.	isk Reduction 3. Vulnerability: Its concept and analysis 4. Strategic Develo	pment for					
Unit III	Disaster Preparedness	5					
Disaster. Role of Information, Educ	A Nature . Disaster Preparedness Plan Prediction, Early Warnings and Safe cation, Communication, and Training, . Role of Government, International a paredness and Role of Engineers on Disaster Management.						
Unit IV	Disaster Response	5					
Rescue, Evacuation and Logistic M	n Communication, Participation, and Activation of Emergency Preparednes (anagement Role of Government, International and NGO Bodies Psycholog Rumor and Panic). Relief and Recovery Medical Health Response to Differ	ical Response					
Unit V	Rehabilitation, Reconstruction and Recovery	5					
Measures. Creation of Long-term Jo and Hygiene Education and Awares Educational Institute.	as a Means of Development. Damage assessment, Post Disaster effects and ob Opportunities and Livelihood Options, Disaster Resistant House Construess, Dealing with Victims' Psychology, Long-term Counter Disaster Plant	action Sanitation ning and Role of					
Text Books	1.Disaster Science and Management by Bhattacharya published in McG Education (India) Pvt. Ltd.	raw Hill					
Reference Books							
Mode of Evaluation	Internal and External Examinations						
Recommendation by Board of Studies on	05-04-2018						
Date of approval by the Academic Council	c 11-06-2018						



Unit Wise Course Outcome	CE3201	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)	
Course outcomes	Upon successful completion of the course, students would be able to:			
CO 1	Students should be able to understand the basic concepts of disasters and its relationships with development	2	Emp/S/Ent	
CO 2	Students should be able to understand the approaches of Disaster Risk Reduction (DRR) and the relationship between vulnerability, disasters, disaster prevention and risk reduction	2	Emp/S/Ent	
CO 3	Students should be able to understand the Medical and Psycho-Social Response to Disasters.	2	Emp/S/Ent	
CO 4	To understand and gain the detailed knowledge of disaster responses	2	Emp/S/Ent	
CO 5	Students should have awareness of Disaster Risk Management institutional processes in India.	2	Emp/S/Ent	

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	0	0	0	0	1	0	3	1	0	2
CO2	0	1	2	0	1	0	3	2	0	2
CO3	0	0	0	0	2	1	3	1	0	1
CO4	0	0	1	0	3	0	2	3	0	1
CO5	1	1	2	0	3	1	2	3	0	2
Average	0.2	0.4	1	0	2	0.4	2.6	2	0	1.6



Code: VP3201	Title: Personality Development Program for Professional Growth	LTPC		
		2 0 0 2		
Version No.	1.0			
Course Prerequisites	Nil			
Objectives	 To develop the English communication skills of our students. To enable them to communicate effectively and nurture their speaking skills in English. To inculcate in our students the ability to develop soft skills and professional etiquettes which will make them more suitable for jobs in the corporate sector. To overcome interaction phobia as English is not their mother tongue. 			
Expected Outcome	 After the Course the students will be able to write/understand and create sentences in English of all tenses. They will be able to take part in daily routine conversations in English. Students will be able to understand and be partially groomed in corporate etiquettes and culture 			
Unit No.	Unit Title	No. of hours (per Unit)		
Unit I	Functional Grammar	8		
• How to use- noun, pro	noun, verb, adjective, adverb, preposition, conjunction			
 How to use Tenses-pa 				
	d, shall/should, will/would, may/might, must, ought to			
• Articles- a, an, the, no		12		
Unit II Speaking Skills				
	Speaking Skins			
Introduction		<u> </u>		
Introduction Describe yourself, you	r educational background, family, hobbies, strengths			
IntroductionDescribe yourself, youLet's talk- making cor	or educational background, family, hobbies, strengths aversation, meeting and greeting people			
 Introduction Describe yourself, you Let's talk- making cor Opinions, likes and dis 	or educational background, family, hobbies, strengths aversation, meeting and greeting people			
Introduction Describe yourself, you Let's talk- making cor Opinions, likes and dir World Around Me	or educational background, family, hobbies, strengths aversation, meeting and greeting people slikes			
 Introduction Describe yourself, you Let's talk- making cor Opinions, likes and dis World Around Me Life at college, hostel 	ar educational background, family, hobbies, strengths aversation, meeting and greeting people slikes			
 Introduction Describe yourself, you Let's talk- making cor Opinions, likes and dir World Around Me 	ar educational background, family, hobbies, strengths aversation, meeting and greeting people slikes etc. b, bank, post Office			

- Village, town and city
- Eating out in a Restaurant

- First impression: Dressing sense, good manners, speaking well and respectably
- Positive Attitude: Being happy and alert, a good listener
- Goal setting, confidence building and handling rejection
- Problem solving and decision making
- Self motivation

•	leadership skills						
Un	nit IV	Vocabulary Development	6				
•	Word Formation: Prefix, suffix, conversion and compound words						
•	Homophones and one-word substitution						
•	Words often confused a	nd misused					
•	Idiomatic phrases						

Antonyms and synonyms

Unit V Listening 6 Main point in short simple conversations and messages Essential information in short recorded passages on diverse matters Unit VI **Reading and Writing** 8





- Reading and writing of short, simple notes and messages
- Basic descriptions about everyday life in simple sentences
- Short basic descriptions of events and reporting what happened when and where
- Simple e-mail or letter including expressions for greeting, addressing, asking or thanking
- Completing a questionnaire giving information about background, interests, skills

Text Books	1. High School Grammar by Wren & Martin revised by Dr. N.D.V.Prasada Rao (S.Chand)					
	2. Personality development by Harold R. Wallace (Cengage Learning)					
Reference Books	1. Essential English Grammar by Raymond Murphy (Cambridge Univ. Press)					
	2. Practical English Usage by Michael Swan (Oxford)					
	3. Personality Development & Soft skills by Barun K. Mitra 2nd edition(Oxford Univ.Press)					
	4. Online Resources: Youtube, TEDx, Flipboard					
Mode of Evaluation	Internal and External Examinations					
Recommendation by						
Board of Studies on 05-04-2018						
Date of approval by the						
Academic Council	11-06-2018					

Unit Wise Course Outcome	VP3201	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Student(s) should be able to write/understand and create sentences in English of all tenses, Student(s) will heighten their awareness of correct usage of English grammar in writing and speaking and will be able to improve their speaking ability in English both in terms of fluency and comprehensibility.		Emp/S/Ent
CO 2	Student(s) should be able to take part in daily routine conversation in English language.	2	Emp/S/Ent
CO 3	Student(s) should be able to understand and partially be groomed in corporate etiquettes and culture.	2	Emp/S/Ent
CO 4	Student(s) will learn new vocabulary words, use them correctly in a sentence while speaking and writing, , and understand their meaning in the text.		Emp/S/Ent
CO 5	Student(s) should learn to use strategies to listen actively, will be able to distinguish more important ideas from less important ones and will participate in the discussions. It will help the students to improve their reading and writing skills.	2	Emp/S/Ent



Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)					Programme Specific Outcomes				
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	2	3	1	2	2	3	2	1	1
CO2	1	1	1	3	3	1	2	3	1	2
CO3	2	3	1	2	1	2	3	3	3	3
CO4	1	2	2	1	2	2	3	1	3	1
CO5	1	3	3	1	2	1	1	2	2	1
Average	1.6	2.2	2	1.6	2	1.6	2.4	2.2	2	1.6

SECOND YEAR

SEMESTER 3

BC3301	Title: Money Banking and Financial Institution	LT P C 5005						
Version No.	1.0							
Course Prerequisites								
Objectives								
Expected Outcome	This would be helpful to familiarize with internet banking and financial system in order to maintain better customer relationship in present global scenario.							
Unit No.	Unit Title	No. of hours (per Unit)						
Unit I	Introduction to Money and Market	7						
	arket, Its constituents and its limitations, Banking operations, sources of funds,P s fund. Banker and customer Relationship, types of a banker their duties and resp							
Unit II	Banking Operations	12						
for	nition and their relationship, types of customers and modes of operations, procedurerent banking services, different financial instruments used in banking.	c unu precuunen						
Unit III	Commercial Banks and their Activities	12						
	cial Banks, , Functions of Commercial Banks , Teller System , ATM System, Fic Clearing System, Electronic Fund Transfer, Gold Banking , Role of commercial							
Unit IV	Working Procedure of RBI	11						
Management of Central F	Introduction of Central Banking, Features of Central Bank, difference between Central Bank and Commercial Bank, Management of Central Bank Of India, Functions of Central Bank i.e Traditional Functions, Promotional Functions, Supervisory Function. Monetary Policy and fiscal policy of Reserve Bank of India.							
Unit V	Internet Banking and Financial Institution	12						
E-Banking: Introduction and Meaning of E-Banking, Benefits of E-Banking, Various Activities Under E-Banking, Types of Credit Cards And Their Uses, ATM, Internet Banking, Tele Banking, E-Banking In India. Major financial institution: IDBI, IFCI, SIDBI and SFCs, NBFC, PAYMENT BANKS.								
Text Books	 Sundharam and Varshini, "Banking Law, Theory and Practicies", Sultan Chand & Sons. 							



	2. N.R Mohan, "Banking Risk and Insurance", Vikas Publication.
Reference Books	1. Nirmala Prasad, "Banking And Financial System", Himalaya Publishing House, Mumbai 2. Radhaswamy, "Text Book of Banking", S. Chand & Co. New Delhi 3. Agarwal, O.P., Banking and Insurance, Himalaya Publishing House.
Mode of Evaluation	Internal and External Examinations
Recommendation by Board of Studies on	05-04-2018
Date of approvalby the Academic Council	11-06-2018

Unit Wise Course Outcome	BC3301	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Assess the components of a financial system with respect to real economy linkages and .financial market participants.	2	Emp/S
CO 2	Analyze the impact of central bank monetary policy on financial systems and the entire economy, and to appraise the role of financial intermediaries as both brokers and asset transformers	2	Emp/S
CO 3	To evaluate the different financial intermediaries and risk management services and need for government regulations.	3	Emp/S
CO 4	To illustrate the detailed knowledge of risk management in financial institution & to assess the development of financial markets and securities in response to market participants requirements.	3	Emp/S
CO 5	To illustrate the detailed knowledge managemnt of NBFCs and depositories	4	Emp/S

Course Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Spe	amme cific omes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	1	2	3	2	2	2	3	1	2
CO2	3	2	2	3	2	2	2	3	1	3
CO3	3	1	2	3	3	3	2	3	2	1
CO4	3	1	3	3	2	3	2	3	2	2
CO5	3	1	3	3	2	2	2	3	1	3
Average	3	1.2	2.4	3	2.2	2.4	2	3	1.4	2.2





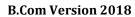
BC3302	Title: Cost Accounting	LTPC 5005						
Version No.	1.0							
Course Prerequisites	None							
Objectives	knowledge of Cost accounting and its elements and to familiarize them with costing techniques used in a firm.							
Expected Outcome	Expected Outcome The Students will be able to apply the costing techniques in decision making process and controlling costs of the firm.							
Unit No.	T Ü							
Unit I	Introduction to Cost Accounting	8						
Introduction to costing: N	ature, Scope, Advantages and limitations of Cost Accounting, elements of cost, I	nstallation of						
Costing System, Difference	ce between Cost Accounting and Financial accounting, cost control, concept of co	st Audit.						
Unit II	Accounting for Material and Labour	8						
Material: Inventory contr	ol- concept and techniques, Methods of inventory valuation - FIFO, LIFO, Sin	nple Average,						
Weighted Average. Labo	ur: Accounting and Control of labour cost, wage rate system, concept and trea	itment of idle						
	of labour turnover and fringe benefits.							
Unit III	Accounting for overheads	14						
	duction, Classification, allocation, apportionment and absorption of overhead. Ma	chine hourrate.						
Unit IV	Methods of Costing:1	18						
Ů	Method of unit costing, Cost sheet. Normal losses, abnormal losses, joint unit cos	ting.						
Unit V	Methods of Costing: II	6						
	ct costing: Cost Ledger Accounting, introduction to process cost accounting and Corption costing. Introduction to operating costing.	Contract						
 Shukla, M.C., T.S. Grewal and M.P. Gupta. Cost Accounting: Text and Problems. Chand & Co. Ltd., New Delhi. Maheshwari, S.N. and S.N. Mittal. Cost Accounting: Theory and Problems. Shri Mahabir Book Depot, New Delhi 								
Reference Books	 Thukaram Rao ,Methods and techniques of costing, New Age publications Ravi M Kishore, Cost Accounting, Taxmann Publications. 							
Mode of Evaluation	Internal and External Examinations							
Recommendation by	05-04-2018							
Board of Studies on								
Date of approval by	11-06-2018							
Date of approvar by								





Unit Wise Course Outcome	BC3302	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Paper Title	Cost Accounting		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Students would be able to get a clear picture of cost concept; role of management accounting in the business, students will be able to take a decision while solving the problems of Business.	2	Emp/S/Ent
CO 2	To explain the detailed knowledge of material and labour in cost accounting, and Solve problems relevant to cost accounting systems using ideas and techniques some of which are at the forefront of the discipline.	2	Emp/S/Ent
CO 3	To illustrate the classification, allocation and absorption of overhead, and Use organization skills (including task and time management) relevant to cost accounting systems both individually and in a group situation.	3	Emp/S/Ent
CO 4	Students would analyse the motive behind preparing the various budgets, establishing a budgetary control system and its administration, Evaluating the real problems while preparing the budget in Business.	3	Emp/S/Ent
CO 5	The student will evaluate the application of computer in cost accounting, and understand the application of computer in cost accounting, and Exercise appropriate judgment in selecting and presenting information using various methods relevant to cost accounting.	4	Emp/S/Ent

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	2	2	3	3	2	1	3	2	3	
CO2	3	2	3	3	3	3	2	3	3	3	
CO3	3	2	3	3	3	3	2	3	3	2	
CO4	3	2	3	3	3	3	2	3	2	1	
CO5	3	1	3	3	3	3	2	3	2	2	
Average	3	1.8	2.8	3	3	2.8	1.8	3	2.4	2.2	





BC3303	Title: Auditing	L T P C 4 0 0 4					
Version No.	1.0	4 0 0 4					
Course Prerequisites	None						
Course Prerequisites	None						
Objectives	To provide knowledge of auditing principles and procedures and to familiarize the students with issues of auditing.						
Expected Outcome	Student will be able to apply techniques and knowledge of auditing current legal environment and enhance the ability to use professiostandards in auditing.						
Unit No.	Unit Title	No. of hours (per Unit)					
Unit I	Introduction to Auditing	9					
	niques; Classification of Audit, Audit Planning, Internal Control – Internal Ch dure – Vouching and verification of Assets & Liabilities.	eck and					
Unit II	Audit Areas	8					
	Management audit; Recent Trends in Auditing: Basic considerations of audit diting and Assurance Standards (AASs).	in EDP					
Unit III	The company Auditor	10					
	cations and disqualifications, Appointment, Rotation, Removal, Remuneration rt- Contents and Types, Liabilities of Statutory Auditors under the Companies Ac						
Unit IV	The Audit Report	7					
Auditor's Report- Contents	and Types, Liabilities of Statutory Auditors under the Companies Act 2013	l					
Unit V	Investigation and auditing	8					
	Difference between audit and investigations, Process of Investigation. Special ational, Non Profit Institutions and Insurance Companies.	audit of					
Text Books	1. M. C. Kuchhal, Business Law, Vikas Publication.						
	2. N. D. Kapoor, Elements of Mercantile Law, Sultan Chand & Sons.						
Reference Books	1. Ghatalia, S.V., Practical Auditing, Allied Publishers Private Ltd., New Delh	i.					
	2. Singh, A. K. and Gupta Lovleen, Auditing Theory and Practice, Galgotia	Publishing					
	Company.	6					
Mode of Evaluation	Internal and External Examinations						
Recommendation by Board of Studies on	05-04-2018						
Date of approval bythe Academic Council	11-06-2018						

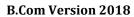


Unit Wise Course Outcome	BC3303	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the basic principles and techniques of Auditing	2	Emp/S/Ent
CO 2	The student will explain the cost audit, tax audit and AASs	2	Emp/S/Ent
CO 3	The student will explain the detailed knowledge of appointment and the qualification, Dis-qualification of the auditor	3	Emp/S/Ent
CO 4	The student will illustrate and analyse the various Auditors reports	3	Emp/S/Ent
CO 5	The student will evaluate the investigation process of auditing in banks and corporate houses	4	Emp/S/Ent

Course Outcomes	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	2	2	3	3	3	3	2	1	2	
CO2	3	2	2	3	3	3	2	3	1	3	
CO3	3	1	1	2	2	2	2	3	1	3	
CO4	3	3	2	3	2	3	3	3	2	2	
CO5	3	3	2	3	3	3	2	2	1	1	
Average	3	2.2	1.8	2.8	2.6	2.8	2.4	2.6	1.2	2.2	



BC3304	Title: Financial Management II	LT P C						
BC3304	Title. Financiai Wanagement II	4004						
Version No.	1.0	1001						
Course Prerequisites	BC3204							
Objectives	The basic objective of this paper is to provide the knowledge of managing the							
	working capital in an organization.							
Expected Outcome	The student is expected to be able to estimate the requirement of working capital and							
•	taking decisions on its financing with the help of different models.							
Unit No.	Unit Title	No. of hours						
		(Per Unit)						
Unit I	Introduction to Working capital Management	7						
	Capital Management, Nature, Scope, Need and Definition of Working Capital, Working							
	ntation of Working Capital Requirement, Profitability-Liquidity Trade-Off, Working C	Capital Policy -						
Aggressive & Defensive								
Unit II	Management of cash	10						
	ives for Holding Cash, Objectives of Cash Management, Factors determining Cash 1							
	Collection, Strategies for Managing Surplus Fund, Cash Management Models, Cash E							
Marketable Securities:	Concept, Types, Reasons for Holding Marketable Securities, Alternative Strategies	and Choice of						
Securities.								
Unit III	Management of Receivables	10						
	taining Receivables, Objectives of Receivables Management, Factors Affecting Size							
	Accounts Receivables, Determination of Potential Credit Policy Including Credit A	analysis, Credit						
	d, Credit Terms, etc; Collection Policies.							
Unit IV	Inventory management	10						
	control of Inventories, Objectives of Inventory Management, Benefits of Holding In	ventory, Risks						
	ith Inventories, Techniques of Inventory Management.							
Unit V	Sources of Financing	7						
	f Financing of Working Capital, Mechanism and Cost-Benefit Analysis of Alternative							
	pital: Accrued Wages and Taxes, Accounts Payable, Trade Credit, Bank Loans, C							
	ial Papers, Certificates of Deposit, Factoring, Secured Term Loans, Short Term Credit	etc. Sources of						
	urces of Working Capital Financing in India.							
Text Books	1. I. M. Panday, Financial Management, Vikas Publishing House Pvt. Ltd, New Delhi							
	2. Khan M.Y.and Jain P.K: Financial Management, Text and Problems; Tata McG	raw Hill, New						
	Delhi.							
Reference Books	1. Van Home J.C: Financial Management and Policy; Prentice Hall of India, New Del							
74 1 CT 1 (*	2. Prasanna Chandra: Financial Management Theory and Practice; Tata McGraw Hill.	, New Delhi.						
Mode of Evaluation	Internal and External Examinations							
Recommendation by	05.04.2010							
	05-04-2018							
Date of approval by	11,000,0010							
the Academic	11-06-2018							
Council								





Unit Wise Course Outcome	BC3304	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the broad aspects of working capital management	2	Emp/S
CO 2	The student will explain the management of cash.	2	Emp/S
CO 3	The student will illustrate and explain the management of Recievable.	3	Emp/S
CO 4	The student will illustrate and explain the inventory management	3	Emp/S
CO 5	The student will evaluate the sources of financing the working capital	4	Emp/S

Course Outcomes	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	1	1	3	3	3	2	1	2	1	3	
CO2	2	1	1	3	3	3	3	3	3	3	
CO3	2	3	2	3	3	2	1	2	1	3	
CO4	3	1	2	3	3	3	3	2	2	2	
CO5	3	2	1	3	2	3	2	3	3	2	
Average	2.2	1.6	1.8	3	2.8	2.6	2	2.4	2	2.6	





BI3303	Title: Principles and Practices of Banking	LTPC 4004				
Version No.	1.0					
Course Prerequisites	None					
Objectives	To give the exposure to the students of banking principles and concepts.					
Expected Outcome	This would be helpful to understand the banking procedures and smoothening in online money transactions.					
Unit No.	Unit Title	No. of hours				
Unit I	Introduction to Banking	8				
of a Banker, Duties of a Duties of a Collecting ba		llecting Banker,				
Unit II	Banking Services and Regulation Act	8				
Regulations. Banking Re	pes of accounts, Banking Services, Current Scenario, Financial Inclusion egulation Act, 1949: History; Social Control; Banking Regulation Act as appliable to Cooperative banks; Banking Regulation Act as applicable to Cooperative banks.	cable to				
Unit III	Commercial Banks and their Activities	9				
ATM System, Home Ban	cial Banks, Primary Function, Function of Modern Commercial Banks, Telleraking, Mutual Funds, Electronic Clearing System, Electronic Fund Transfer, aks In Economic Development.					
Unit IV	RBI and its Functionalities	9				
Management of Central H	Banking, Features of Central Bank, difference between Central Bank and Combank Of India, Functions of Central Bank i.e Traditional Functions, Promotion Ionetary Policy and fiscal policy of Reserve Bank of India.					
Unit V	E- Banking Facilities	10				
	to E- Banking, Benefits of E- Banking, Various Activities Under E-Banking, TM, Internet Banking, Tele Banking, reforms in E- Banking In India.	Types of Credit				
Text Books	1. Sundharam and Varshini, "Banking Law, Theory AndPracticies", Sultan Chand & Sons 2. N.R. Mohan, "Banking Risk and Insurance". Vikas Publication.					
Reference Books	1. Nirmala Prasad, "Banking And Financial System", Himalaya Publishing House, Mumbai 2. Radhaswamy, "Text Book of Banking", S. Chand & Co. New Delhi.					
Mode of Evaluation	Internal and External Examinations					
Recommendation by Board of Studies on	05-04-2018					
Date of approval by the Academic Council	11-06-2018					



Unit Wise Course Outcome	BI3303	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand the basic concept of Banking system. To understand about Indian Banking, Bank Nationalization in India, Banking Regulation Act.	2	Emp/S/Ent
CO 2	To understand the basic concept of Commercial Banking. To Extend the knowledge about various functions of commercial banks (Primary, Secondary and General utility functions).	2	Emp/S/Ent
CO 3	To know about the concept of Cooperative Banking. To understand the various functions of cooperative banks, Structure of cooperative banking, advantages and disadvantages of cooperatives banking.	3	Emp/S/Ent
CO 4	To provide a learning about the Central Bank. To know about the various types of functions of central bank- (Currency Authority, Banker, Agent and Advisor to the Government).	3	Emp/S/Ent
CO 5	To extend the knowledge about E- Banking. To provide the knowledge related to Benefits of E- Banking, Various Activities Under E-Banking.	3	Emp/S/Ent

C		Programme Specific								
Course	(Course A	rticulation N	Matrix: Hig	hly Mapp	ed-3, Mode	erate-2, L	ow-1, Not	related-0)	Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	1	1	2	3	2	3	3	1	3
CO2	3	2	3	3	2	2	3	2	2	2
CO3	1	3	1	3	2	2	3	3	1	3
CO4	1	2	2	2	3	2	1	3	2	2
CO5	2	3	1	3	3	3	3	3	3	1
Average	1.6	2.2	1.6	2.6	2.6	2.2	2.6	2.8	1.8	2.2



VP3301	Title: Communication & Professional Skills-III	LTPC						
		0 0 2 1						
Version No.	1.0							
Course	Nil							
Prerequisites								
Objectives	This module is prescribed to appraise students about uses of English communication in hotels.							
Expected Outcome	Students will be able to familiarize with the use of English in Hotels.							
Unit No.	Unit Title	No. of hours (per Unit)						
Unit I	Communication - Introduction, Meaning & Definition	7						
Contribution, Defi Intermediary Mode	Meaning and Concept, Historical Background of Communication- Fayol nitions of Communication, Models of Communication- Shannon's Model of the soft the Communication Process, The Communication Process, Functions of Computer of Communication.	he Communication Process,						
Ont II	Communication Networks, Directions of Communication, Types Of Communication	U						
Informal Communi	nunication, Characteristics of Communication, Communication Networks-Formatication Network, Directions of Communication- Downward Communication, Upwanication, Diagonal Communication, Types of CommunicationVerbal Communic	vard Communication,						
Unit III	Differences Between Oral and Written Communication, Directions 0f Communication, Barriers and Gateways to Communication	7						
Communication, of Oral Communi Downward Comm	tion-Meaning of Oral Communication, Advantages of Oral Communication, Limit Written Communication- Meaning of Oral Communication, Advantages of Oral Coation, Difference between Oral Communication and Written Communication, Dinunication, Upward Communication, Horizontal Communication, Diagonal Comm	ommunication, Limitations rections of Communication-						
Gateway to Comr Unit IV	Stages of Writing, Purpose of Written Communication in Professional Environment	5						
	Purpose of Written Communication in Professional Environment, The Importance Computers in Airlines, Computers in Hotels, Application Areas, Written Complain							
Unit V	Types of Written Communication, Report Writing, Proposals, Circulars, Memos, Noting, Agendas, Minutes and Drafting	6						
Reviewing the Dra	Communication, Report Writing-Categories of Reports, Understanding the Section ft, Memos-Memoranda: Important Purposes, Format of a Memo, Memos vis à vis Good Qualities, Unwelcome Qualities, Procter & Gamble: Memo, Note, Minutes, I	E-mails, Making the						
Text Books	 Fluency in English - Part II, Oxford University Press, 2006. Business En Lesikar & Flatley, Basic Business Communication, Publisher Tata Mc G K.K.Sinha Business Communication 							
Reference Books	 Language, Literature and Creativity, Orient Blackswan, 2013. Language through Literature (forthcoming) ed. Dr. Gauri Mishra, Dr I 	Ranjana Kaul, Dr Brati						
Mode of Evaluation Recommendation	Internal and External Examinations							
	05-04-2018							





Date of approval by theAcademic Council

11-06-2018

Unit Wise Course Outcome	VP3301	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Understand some basic concepts of Stock market and its working.	2	Emp/S
CO 2	Identify Nifty and Sensex, and compare both tradings	2	Emp/S
CO 3	To illustrate the treding in stock market, to understand the NSDL, CSDL and compare the BSE and NSE	3	Emp/S
CO 4	To Understand the stock market and anlysing the trends of the market.	3	Emp/S
CO 5	Create the Demat Account transactions, IPOs, and plan for future tradings, in stock markets.	4	Emp/S

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									amme cific omes
	PO1 PO2 PO3 P04 PO5 P06 PO7 PO8							PSO1	PSO2	
CO1	3	3	1	3	2	3	2	2	2	1
CO2	1	2	3	1	3	2	3	2	1	1
CO3	2	1	1	1	1	1	2	3	2	2
CO4	2	2	1	3	1	1	2	2	3	1
CO5	2	1	1	3	2	2	1	2	2	3
Average	2	1.8	1.4	2.2	1.8	1.8	2	2.2	2	1.6



SEMESTER 4

BC3401	Title: Income Tax	LTPC					
		5 0 0 5					
Version No.	1.0						
Course Prerequisites	None						
Objectives	To provide basic knowledge and equip students with application of principles and provisions of Income-tax Act,1961.						
Expected Outcome	Students will be able to know the Rules of Income Tax and Assess the Tax Liabilities.						
Unit No.	Unit Title	No. of hours(per Unit)					
Unit I	An Introduction and Basic Definitions	8					
	tal income						
Unit II	Heads of Incomes: Salaries & House Property	20					
Income from Salaries; Incom	ne from House Property;						
Unit III	Heads of Incomes: Business Incomes, Capital Gainsand Other Sources	16					
Profits and Gains of Busines	s & Profession; Capital Gains and Income from Other Sources.						
Unit IV	Set-off & Carry Forward of Losses and GeneralDeductions	6					
Clubbing of Incomes, Set-off Total Income; Rebates and Re	and Carry Forward of Losses; Deductions to be Made in Computation of eliefs						
Unit V	Tax Liability & Tax Management	5					
	UF; Firms and Association of Persons, Tax Deduction at Source; Advance Procedures, Penalties, Income Tax Authorities & Their Powers.						
Text Books	 Agarwal, B.K. and Rajeev Agarwal: Income Tax: Law & Accounts:N Agra. Mehrotra, H.C.: Income Tax Law & Accounts; Sahitya Bhawan, Agra. 						
Reference Books							
Mode of Evaluation	Internal and External Evaluations						
Recommendation by Board of Studies on	05-04-2018						
Date of approval by the AcademicCouncil	11-06-2018						





Unit Wise Course Outcome	BC3401	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the taxation law definitions and basic concepts of personal and business taxation system.	2	Emp/S
CO 2	The student will remember and understand the approaches used in computation of salary income and income from house property.	2	Emp/S
CO 3	The student will remember, understand and apply concept in computation of income from business and profession, capital Gain and IFOS.	3	Emp/S
CO 4	The student will remember and apply about the carry out and clubbing provisions.	3	Emp/S
CO 5	The student will remember, analyze and evaluate the deductions, rebate and relief.	4	Emp/S

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	1	2	3	3	3	3	3	2	2	
CO2	3	2	2	3	2	3	1	3	3	3	
CO3	3	2	3	3	3	3	3	2	3	1	
CO4	3	1	2	3	2	3	3	3	2	3	
CO5	3	2	2	3	3	3	1	2	2	2	
Average	3	1.6	2.2	3	2.6	3	2.2	2.6	2.4	2.2	





BC3402	Title: Management Accounting	LT P C 5 0 0 5
Version No.	1.0	
Course	Nil	
Prerequisites		
Objectives	The objectives of this paper are to familiarize the student with the toolsand skills of	
	decision making in management accounting	
Expected Outcome	The students will be able to develop the decision making skill and analytical skills to	
Zapectea s'attente	sort out the complexities in managing the Organizations.	
Unit No.	Unit Title	No. of hours
		(per Unit)
Unit I	Introduction to Management Accounting	4
	Nature, scope and functions of management accounting, Role of management	<u> </u>
	king, Limitations, Tools and techniques of Management accounting, Management Account	ing Vs.
financial accounting.	king, Eminations, 1001s and techniques of Management accounting, Management 200411.	g v 5.
Unit II	Budgetary Control and Process	1
		0
	nning and control: Meaning of budget and budgetary control, Objectives, Merits andlibudget, Fixed and flexible budgeting, production budget, Zero base	mitations.
Unit III	Marginal Costing and Break Even Analysis Process	1
		0
	Even Analysis: Concept of Marginal costing, variable & absorption costing, Benefits e-profit analysis, Break even analysis. Margin of safety. Make or buy decision. Analysis of Variances	1
Cint I v	Timely sis of variances	2
	nce Analysis: Standard costing and Historical costing. Establishment of cost standards. I variance, Labour variance, overheads variance.	
Unit V	Management of Cash and Ratio Analysis	1
		5
	and Fund flow: Classification of ratios –profitability ratios, turnover ratios, solvency for investors, Advantages of ratio analysis; Limitations of accounting ratios. Cash flows	
Text Books	1. Maheshwari, S.N. and S.N. Mittal. Management Accounting. Shree Mahavir Booklinew Delhi. 2. Khan, M.Y. and Jain, P.K. Management Accounting. McGraw Hill Education. 1. Anthony A. Atlainean, Polyert S. Karden, Ella Man Metayarura, S. Mark Vaynes.	Depot,
Reference Books	1. Anthony A. Atkinson, Robert S. Kaplan, Ella Mae Matsumura, S. Mark Young. 2. Management Accounting. Dorling Kindersley(India) Pvt. Ltd. Singh, Surender. Management Accounting, Scholar Tech Press, New Delhi.	
Mode of Evaluation	Internal and External Examinations	
Recommendation by		
Board of Studies on	05-04-2018	
Date of approval bythe		
Academic Council	11-06-2018	





Unit Wise Course Outcome	BC3402	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To enlighten the students thought and knowledge on management Accounting, differentiate the Financial and management accounting.	2	Emp/S/Ent
CO 2	To give proper idea on financial statement analysis in practical point of view for the Business purpose.	2	Emp/S/Ent
CO 3	To provide knowledge about budgetary control keeping in mind the scope of the concept of the Business, analyse and apply the budgetary tool in business.	3	Emp/S/Ent
CO 4	To develop the know-how and concept of marginal costing and absorption costing with practical problem of the companies and manufacturing units, and apply & evaluate the BEP, CVP and other tools.	3	Emp/S/Ent
CO 5	Outline and apply management tools and techniques such as the variance analysis, operational performance measures, quality, and environmental cost management, and create management report to the management on the basis of evaluation and analysis of data.	4	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)										
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2		
CO1	3	1	3	3	3	3	3	3	2	1		
CO2	3	2	3	3	2	3	1	3	3	2		
CO3	3	2	3	3	2	3	3	3	2	1		
CO4	3	2	3	3	3	3	3	3	2	2		
CO5	3	3	3	3	2	3	3	3	2	1		
Average	3	2	3	3	2.4	3	2.6	3	2.2	1.4		



BC3403	Title: Company Law LTP 4 0 0									
Version No.	1.0	7007								
Course Prerequisites	None									
Course Trerequisites	None									
Objectives	The purpose of this paper is to familiarize the students with provisions of company law in order to understanding of regulation of companies Act, 2013.									
Expected Outcome	This would be helpful to students in understanding of company law and about the impact of these laws on company policies framework.									
Unit No.	Unit Title	No. of hours								
Unit I	Introduction of Company	6								
Introduction of company	, Characteristics of a company, Types of companies, concept of lifting of corporate	veil.								
Unit II	Formation of Company (Company Act 2013)	11								
Promoters, their legal	position, pre-incorporation contract and provisional contracts, Incorporation	of Companies-								
(DIN), Corporate Identi	orporation, Doctrine of Constructive Notice and Indoor Management. Director Id ty Number (CIN), MCA-21, Online Filing of Documents, Online Registration of eversion of a Private Company into a Public Company.									
Unit III	Prospectus, Memorandum and Articles	10								
Prospectus- Meaning and Association, Articles of	d Contents. Untrue and Mis-statements in Prospectus and their consequences, Memo	orandum of								
Unit IV	Management of the Company	10								
Appointments, Legal Po	Member. Methods of Acquisition and Termination of Membership. Directors- Mean sition, Qualifications and Disqualifications, Remuneration, Powers, Duties and Liab rectors. Managing Director and Manager. Rules regarding Annual General Meetings	oilities of								
Unit V	Share Capital and Winding up of the Company	7								
Winding Up and Modes supervision of court.	lotment and forfeiture of share, shareholder – their rights and duties. Winding Up- N of Winding Up. Compulsory winding, Voluntary winding Up and Winding Up under the computation of th									
Text Books	 N. D. Kapoor, Elements of Mercantile Law, Sultan Chand & Sons. Garg K.C. and Vijay Gupta, Company Law, Sultan Chand & Sons. 									
Reference Books	1. A Ramaiya, Guide to Companies Act, Nagpur Wadhwa and Company,									
Mode of Evaluation	Internal and External Examinations									
Recommendation by Board of Studies on	05-04-2018									
Date of approval by the Academic Council	11-06-2018									



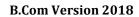


Unit Wise Course Outcome	BC3403	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able to:		
outcomes			
CO 1	The student will remember the meaning and the type of companies.	2	Emp/S/Ent
CO 2	The student will remember and understand the formation of the companies under the companies act, 2013.	2	Emp/S/Ent
CO 3	The student will remember, understand prospectus, memorandum and the article of association	3	Emp/S/Ent
CO 4	The student will remember and analyse the management of the companies under companies act, 2013.	3	Emp/S/Ent
CO 5	The student will remember, analyze the share capital and winding up of the company concepts	4	Emp/S/Ent

Course Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								elated-0)	Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	2	1	2	2	3	3	2	1	3
CO2	3	1	2	3	2	3	3	3	3	3
CO3	3	1	2	2	2	3	1	2	2	2
CO4	3	2	3	3	2	3	2	3	3	3
CO5	3	1	1	3	3	3	3	1	1	1
Average	3	0.8	1.8	2.6	2.2	3	2.4	2.2	2	2.4



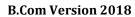
BC3404	Title: Corporate Tax Planning	LT P C					
		4 0 0 4					
Version No.	1.0						
Course Prerequisites	None						
Objectives	To provide basic knowledge of corporate tax planning. To emphasize the role of tax						
	factors in the use of management accounting techniques along with tax laws and their						
	impact on management decisions.						
Expected Outcome	After completion of the paper Student will be able to reduce tax of organization with						
_	help of tax planning tools.						
Unit No.	Unit Title	No. of hours					
		(per Unit)					
Unit I	An Introduction	10					
	ment, Tax evasion and Tax Avoidance. Residential Status of Companies and Tax Incider						
, , , ,	ry Forward and Set-off of Losses in Case of Companies; Deductions to Corporate Assesse						
Unit II	Tax Planning with Business Structures	10					
	ce to Setting up of a New Business: Location of Business, Nature of Business, Form of						
	ence to Financial Management Decisions i.e., Capital Structure, Dividend and Bonus	s Shares. Tax					
	Sale of Scientific Research Assets.	10					
Unit III	Tax Planning with Management Decisions	10					
	ce to Specific Management Decisions - Make or buy; Own or lease; Repair or replace.	7					
Unit IV	Double Taxation and Transfer Pricing Provisions	7					
	Provisions Regulating Transfer Pricing; Computation of Arm's Length Pricing; Adva	ince Kulings;					
Unit V	nt. Double Taxation Avoidance Agreements, New Reforms in DTAA. Tax Planning in Business Restructuring	7					
		•					
into LLP; Transfer of Asse	ce to Business Restructuring; Amalgamation, Merger, Demerger, Slump Sale. Conversionts between Holding and Subsidiary Companies.						
Text Books	1. Singhania, Vinod K. and Monica Singhania: Corporate Tax Planning; Taxmann Pu	blications Pvt.					
	Ltd., New Delhi.						
	2. Ahuja, Girish. and Ravi Gupta: Corporate Tax Planning and Management; Bhara	t Law House,					
	Delhi.						
Reference Books	1. Mehrotra R.C. & S.P.Goyal: Corporate Tax Planning and Management; Sahitya	Bhawan					
	Publications, Agra.						
	2. Ahuja Girish and Ravi Gupta: Simplified Approach to Corporate Tax Planning and	Management,					
M I CE I (Wolters Kluwer, New Delhi.						
Mode of Evaluation	Internal and External Examinations						
Recommendation by	05.04.2010						
	05-04-2018						
Date of approval by the	11 06 2010						
Academic Council	11-06-2018						





Unit Wise Course Outcome	BC3404	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the tax planning, avoidance concept.	2	Emp/S
CO 2	The student will remember and understand the approaches in setting up new business with several tax planning structures.	2	Emp/S
CO 3	The student will remember, understand and apply the tax planning in the management decisions such as lease or buy.	3	Emp/S
CO 4	The student will remember and apply about double taxation and transfer pricing provisions	3	Emp/S
CO 5	The student will remember, analyze and apply tax planning in business restructuring	4	Emp/S

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	1	3	1	3	3	3	2	3	2	3	
CO2	2	3	2	3	3	2	2	3	1	1	
CO3	1	2	3	1	2	2	2	3	1	3	
CO4	2	1	1	3	2	2	2	3	1	2	
CO5	3	2	3	3	3	3	3	1	3	3	
Average	1.8	2.2	2	2.6	2.4	2	2.2	2.6	1.6	2.4	





BC3405	Title: Indian Banking system	LTPC 4004
Version No.	1.0	
Course Prerequisites	None	
Objectives	To enrich students with the knowledge of the functioning of central, commercial, rural and cooperative banks in India.	
Expected Outcome	This would be helpful to grab the knowledge about the financial system in India.	
Unit No.	Unit Title	No. of hours (Per Unit)
Unit I	Introduction to Indian Banking System	8
institutions; Commercial bar customer Relationship, Right Paying Banker, Collecting Ba	g system, Structure and organization of banks; Reserve bank of Indianks; Regional rural banks; co-operative banks; Development banks of a Banker, Duties of a Banker, Paying Banker, Duties and Resember, Duties of a Collecting banker.	ss. Banker and ponsibility of a
Unit II	Regional Rural and Co-operative Banks in India	9
	of regional rural and co-operative bank in rural India, Progress and per	
Unit III	Commercial Banks and their Activities	8
Home Banking, Mutual Fun	Function, Function of Modern Commercial Banks, Teller System, ads, Electronic Clearing System, Electronic Fund Transfer, Gold Banic Development, Commercial banking reforms	
Unit IV	Working Procedure of Central Bank	9
	ng, Features of Central Bank, difference between Central Bank and Cor of India, Functions of Central Bank i.e Traditional Functions, Promoti- uction to Monetary Policy.	
Unit V	Internet Banking and Banking Regulation Act	10
Credit Cards And Their Uses Act, 1949: History; Social Co	E- Banking, Benefits of E- Banking, Various Activities Under E-Banking, ATM, Internet Banking, Tele Banking, E- Banking In India. Bankintrol; Banking Regulation Act as applicable to banking companies and ct as applicable to Cooperative banks.	king Regulation and public sector
Text Books	 Sundharam and Varshini, "Banking Law, Theory AndPractices", & Sons. N.R. Mohan, "Banking Risk and Insurance". Vikas Publication. 	Sultan Chand
Reference Books	 Basu A.K.: Fundamentals of banking -Theory and Practice; A. M. Co., Calcutta Tennan M.L: Banking Law and Practice in India; Indian Law Hot Delhi. 	3
Mode of Evaluation	Internal and External Examinations	
Recommendation by Board of Studies on	05-04-2018	
Date of approval by the Academic Council	11-06-2018	





Unit Wise Course Outcome	BC3405	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the structure and organisation of the banking sector	2	Emp/S
CO 2	The student will remember and understand the role and functions of RRBs and the co-operative banks	2	Emp/S
CO 3	The student will remember, understand the meaning and functions of the the commercial banks	3	Emp/S
CO 4	The student will remember and apply the working procedure of the central banks	3	Emp/S
CO 5	The student will remember, analyze internet banking and the banking regulation act, 1949.	4	Emp/S

	Course	Programme Outcomes									Programme Specific	
	Outcomes	(Course A	Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
	Outcomes	PO1	PO1 PO2 PO3 P04 PO5 P06 PO7 PO8							PSO1	PSO2	
ſ	CO1	2	2	1	2	3	2	2	3	1	3	
Ī	CO2	1	2	1	3	2	2	2	1	2	3	
	CO3	1	2	1	3	2	2	2	2	2	2	
	CO4	2	3	3	3	2	3	3	3	2	3	
I	CO5	3	1	3	2	2	1	3	2	2	1	
ſ	Average	1.8	2	1.8	2.6	2.2	2	2.4	2.2	1.8	2.4	



VP3412	Title: Value Aided Program NCFM-II	L T P C
Version No.	1.0	2002
version ivo.	1.0	
Course	None	
Prerequisites		
Objectives	To enhance the knowledge of the students about the security analysis of the funds and its working	
Expected Outcome	After studying the Security analysis, the students are expected to be equipped with handling of the of the investment in the Different Securities	
Unit No.	Unit Title	No. of hours (per Unit) 26
Unit I	Securities Market in India - An Overview	6
An Overview of the I	ndian Securities Market, Market segments, Key indicators of securities m	arket, Products and
participants, Market s	segments and their products, Reforms in Indian securities markets	
Unit II	Trading Membership	5
	membership, Surrender of trading membership, Suspension & expulsion	
	ter, Authorized person, Sub-brokers, Broker-clients relations, Sub-broker	-clients relations,
	and arbitration, Code of Advertisement	
Unit III	Trading	5
	system, Market types, Trading system users hierarchy, Local database	
	Exit from the application, Neat screen, Invoking an inquiry screen, C	
	imited physical market, Block trading session, Retail debt market (RDM	
Unit IV	Clearing Settlement	5
Clearing and settleme	•	ttlement agencies,
Unit V	Legal Framework	5
	e) regulations, 2008, SEBI (prohibition of insider trading) regulations,	
	ulent and unfair trade practices relating to, Securities market) regulation	s, 2003 the
depositories act, 1996		
Text Books	V.K Bhalla, Investment Mangement, S. Chand Publications.	
I CAL DOORS	Haygen and Robert A, Modern Investment Theory", Cencage Publicat	
Reference Books	Frank Reilly and Keith Brown, Investment Analysis and Portfolio Mang Publications.	gement, PHI
Mode of	Internal and External Examinations	
Evaluation	Internal and external examinations	
Recommendation		
•	05.04.2018	
Studies on		
Date of approval		
by the Academic	11-06-2018	
Council		



Unit Wise Course Outcome	BC3405	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand the fundamentals of the currency market and to understand the concept of derivative	2	Emp/S
CO 2	To understand the currency futures as a risk management tool.	2	Emp/S
CO 3	To learn about the trading platform of the currency derivatives segment of a stock exchange.	2	Emp/S
CO 4	To learn the types of derivative products and their application.	3	Emp/S
CO 5	To learn about the trading of derivatives on the stock exchanges.	3	Emp/S

Course	(Course A	rticulation		Outcomes ed-3, Mode	atcomes 3, Moderate-2, Low-1, Not related-0)				Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	3	1	3	3	3	2	3	3	2
CO2	3	3	3	3	1	2	1	3	2	2
CO3	2	3	1	3	2	1	2	2	3	1
CO4	2	1	3	2	3	1	1	2	1	2
CO5	3	3	2	3	1	3	2	1	2	2
Average	2.2	2.6	2	2.8	2	2	1.6	2.2	2.2	1.8



THIRD YEAR

SEMESTER 5

BC3501	Title: Corporate Accounting	LTPC 4004
Version No.	1.0	
Course Prerequisites		
Objectives	This course introduces the students to enable them to acquire the basic knowledge of the corporate accounting and to learn the techniques of preparing the financial statements.	
Expected Outcome	On completion of the syllabi the student will gain an insight to the emerging perspectives in Corporate accounts.	
Unit No.	Unit Title	No. of hours (per Unit) 48
Unit I	Accounting for Share Capital & Debentures	10
	reissue of forfeited shares: concept & process of book building; Issue of rights and Redemption of preference shares; Issue and Redemption of Debentures	bonus shares;
Unit II	Final Accounts	8
Preparation of profir remuneration, Dispo	t and loss account and balance sheet of corporate entities, excluding calculation of nosal of company profits	nanagerial
Unit III	Valuation of Goodwill, Shares and Accounts of Banking Companies	10
	lation: simple problem only, Difference between balance sheet of banking and non-lial norms; Asset structure of a commercial bank; Non-performing assets (NPA)	panking
Unit IV	Amalgamation of Companies	10
Concepts and accoureconstruction: concepts	nting treatment as per Accounting Standard: 14 (ICAI) (excluding intercompany hosepts and accounting treatment excluding scheme of reconstruction.	ldings). Internal
Unit V	Accounts of Holding Companies/Parent Companies	10
Preparation of conso 21 (ICAI)	blidated balance sheet with one subsidiary company; Relevant provisions of Account	ting Standard:
Text Books	 M.C. Shukla, T.S. Grewal, and S.C. Gupta. Advanced Accounts. VolII. S. Cha Delhi S. N. Maheshwari, and S. K. Maheshwari. Corporate Accounting. Vikas Publish Delhi 	
Reference Books	P. C. Tulsian and Bharat Tulsian, Corporate Accounting, S.Chand Amitabha Mukherjee, Mohammed Hanif, Corporate Accounting, McGraw Hill I	Education
Mode of Evaluation	Internal and External Examinations	
Recommendation by Board of Studies on	05.04.2018	
Date of approval by the Academic Council	11-06-2018	



Unit Wise Course Outcome	BC3501	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand and apply the concepts of share and debenture procument accounting	2	Emp/S
CO 2	To apply the policies of preparation of financial statement	2	Emp/S
CO 3	To understand and apply the rules of valuation of goodwill and shares	3	Emp/S
CO 4	To understand and apply about the amalgamation accounting of corporates	3	Emp/S
CO 5	To understand the accounting of holding company.	4	Emp/S

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	0	2	3	2	3	1	3	3	2
CO2	3	2	3	3	3	3	3	3	3	2
CO3	1	2	2	3	2	3	3	2	3	1
CO4	2	2	2	3	3	3	3	2	1	3
CO5	1 2 2 3 3 3 2							1	1	
Average	1.6	1.6	2.2	3	2.6	3	2.6	2.4	2.2	1.8





		LTP
BC3502	Title: Goods and Service Tax	C
		4004
Version No.	1.0	
Course		
Prerequisites		
Objectives	To provide knowledge of Indirect Tax laws in India with respect to GST Act and	
	Norms.	
Expected	The students will be able to apply GST knowledge in filling GST returns of a firm.	
Outcome		No. of
	Unit Title	hours
Unit No.		(per Unit)
		50
Unit I	Overview of GST	8
	ore GST: Concept of VAT; Meaning and Methods; Major shortcomings in the structure	of Indirect taxes
	Need of GST in India; Meaning and features of GST; Taxes subsumed in GST; Advant	
	F; Innovation and best practices; GST Network, GST Council, Levy and exemption from	
Unit II	Structure and Registration	9
Structure of GST	including SGST, CGST, UTGST and IGST, Process of Registration; types of Registrati	on, Liability for
	mption from Registration. GST Unique Identity Number (GSTIN), Deemed Registration	
	evocation of registration, Migration of existing taxpayers to GST.	
Unit III	Levy and collection under GST	10
Taxable event; Su	pply of Goods and Services; Place of Supply: Within State, Interstate, Import and Expo	rt; Time of
	Provisions to determine time of supply of Goods and Services, Harmonized System of	
Tariff classification	ons	
Unit IV	Input Tax Credit(ITC)	12
Eligible and Inelig	gible Input Tax Credit; Apportionment of Credit and Blocked Credits; Tax Credit in res	pect of Capital
Goods; Recovery	of Excess Tax Credit; Availability of Tax Credit in special circumstances; Transfer of I	nput Credit (Input
	on); Payments of Taxes; Refund; Doctrine of unjust enrichment; Tax Deducted at Source	e(TDS), Tax
	ce(TCS). Reverse Charge Mechanism, Job work	
Unit V	Payment of GST	11
	ecords, Mode of payment, Process of payment, Maintenance of e-ledgers, ITC utilizati	
	Returns: Monthly Returns, Quarterly Return for Taxpayers under Composition Scheme	e, Types of
	lit by Tax Authorities, penalty against nonpayment of GST.	
Text Books	Professional guide to GST, Abhishek Rastogi, Lexis Nexis(followed by shri Arun Jait	ley)
	Basics of GST, Nitiya Tax Associates	
Reference Books	GST ready Reckoner, VS datey, Taxman publications	
Mode of		
Evaluation	Internal and External Examinations	
Recommendation		
	05-04-2018	
by Board of Studies	NJ-U 1- 2010	
on		
Date of approval		
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by the Academic	11 00 2010	
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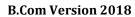
Unit Wise Course Outcome	BC3502	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To aware about the definitions and conceptual idea of goods and service tax	2	Emp/S/Ent
CO 2	To understand about the structure of GST organization and procedure of registration	2	Emp/S/Ent
CO 3	To aware and understand about levy and collection mechanism.	3	Emp/S/Ent
CO 4	To understand and analysis about input tax credit system	3	Emp/S/Ent
CO 5	To understand, explain and evaluating the payment of goods and service tax.	4	Emp/S/Ent

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	1	3	3	3	3	2	2	2	2
CO2	3	1	2	3	3	3	2	2	1	2
CO3	3	1	3	3	3	3	2	3	1	1
CO4	3	2	3	3	3	3	2	3	3	1
CO5	3	2	3	3	3	3	2	2	3	2
Average	3	1.4	2.8	3	3	3	2	2.4	2	1.6





BC3503	Title: Project planning & Management	L T P C 3 0 0 3						
Version No.	1.0	3 0 0 3						
Course Prerequisites	None							
Objectives	Developing the student's project management skills through greater theoretical understanding and practical application of the project management principles.							
Expected Outcome	Students will be able to initiate a project and their expertise in Project Management will help them execute the project successfully.							
Unit No.	Unit Title	No. of hours (per Unit) 42						
Unit I	Project Management Overview	8						
Cycle, The Project Manage Delays in Project Completi Management Principles	ject Management, Project Management, Knowledge Areas and Processes, or (PM), Phases of Project Management Life Cycle, Project Management Procons, Essentials of Project Management Philosophy, Project	cesses, Impact of						
Unit II	Planning a Project	7						
	Selection- Introduction, Project Identification Process, Project Initiation, ptudy, Feasibility Studies, Project Break-even point	project						
Unit III	Project Selection	8						
1 0	ect selection, Different consideration for project under private, public and n preparation of project profile, project report and detailed project report.	•						
Unit IV	Project Appraisal	12						
financial – Financial techni	nt types of appraisal – technical, economic, organizational and managerial, ques for project appraisal and feasibility, discounted cash flow and non-discount analysis and economic rate of return, introduction to							
Unit V	Project financing	7						
	f financing. Sources of finance, impact of taxation, Public loans, small savings g, foreign aid, public sector project financing. Role of tax planningin project fi							
Text Books	C.B. Gupta, "Project management", A.P.H Publishing Corporation, New Delhi, 2000Chandra. Prasanna, <i>Project Preparation Appraisal and Implementation</i> . Tata McGraw Hill							
Reference Books	Gray, Clifford .F. Project Management. McGraw Hill.							
Mode of Evaluation	Internal and External Examinations							
Recommendation by Board of Studies on	05.04.2018							
Date of approval by the Academic Council	Date of approval by the							





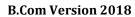
Unit Wise Course Outcome	BC3503	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)	
Course outcomes	Upon successful completion of the course, students would be able to:			
CO 1	To understand the overview of project management.	2	Emp/S/Ent	
CO 2	To understand the planning concept of project.	2	Emp/S/Ent	
CO 3	To aware and understand about project selection techniques	3	Emp/S/Ent	
CO 4	To aware and understand the project appraisal with financial viability	3	Emp/S/Ent	
CO 5	To understand the various types of project financing.	4	Emp/S/Ent	

Course Outcomes	(Course A	Programme Specific Outcomes								
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	2	1	3	3	3	3	2	2	2	2
CO2	2	2	3	3	1	2	2	3	2	1
CO3	2	1	3	1	3	3	3	1	2	3
CO4	3	2	2	3	2	2	3	2	1	2
CO5	3	2	3	2	3	3	1	1	1	2
Average	2.4	1.6	2.8	2.4	2.4	2.6	2.2	1.8	1.6	2





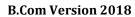
BC3504	Title: Business	L T P C 4 0 0 4							
Version No.	1.0								
Course Prerequisites	General								
Objectives	This paper helps the students for environmental analysis which is anextremely important tool in understanding and decision making in all situation of the business.								
Expected Outcome	Students will be able to: Identify the main features of the business environment and its main institutions; analyze the political, social, economic, technological and other configurations that support trade.								
Unit No.		Unit Title	No. of hours (per Unit) 43						
Unit I		Introduction of Business Environment	7						
	-	ts and Significance of Business Environment. Economic. A Brief Profile o ents of Business Environment and elements of PESTLE analysis.	f						
Unit II		Economic Environment	10						
1991 Liberalizati	on, Privatization,	nment, Planned Economic Development in India, NITI Aayog, New, Globalization, Disinvestment of PSU, Regional Imbalance .Introductide Agreements – Bilateral and Multilateral							
Unit III		Industrial Environment	10						
		Sovernment in Business-Profile of Public Sector, Private Sector, Joint Se	ctor						
	Sector in India, P	Pattern of Industrial Development in India. Monetary & Fiscal Policy.							
Unit IV		Socio-Cultural Environment	6						
Nature of Indian Responsibility of	•	os, Social Interest, Institutions and Values vis-à-vis Industrial Developm	ent.Social						
Unit V		International Environment	10						
Investment. Choice	e and Transfer o	ept and Rationale of Globalisation of Indian Business, Foreign Di of Technology and Problems of Debt Servicing in India. Important Provisi s. International Economic Institution – WTO, UNCTAD, MOUs.							
Text Books		 Aswathappa, K., Business Environment and Strategic Management, HPH Cherunilam, Francis –BusinessEnvironment, Himalaya Publishing House. Paul, Justin-Business Environment, Tata McGraw Hill Company. Adhikari, M., Economic Environment of Business, Sultan Chand. 							
Reference Books		V. Neelamegam, Business Environment, Vrinda Publications(P) LTD.							
Mode of Evaluat		ternal and External Examinations							
Recommendation by Board of Studies on		05.04.2018							
Date of approval Academic Counc	~ J clic	-06-2018							





Unit Wise Course Outcome	BC3504	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Develop understanding of importance of business environment studies.	2	S
CO 2	Skill of analyzing business environment.	2	S
CO 3	Based on the available data students will be able to predict and forecast emerging business opportunities and threats.	3	S
CO 4	Acquire knowledge of components of Economic, Political, Legal, Technological, Social, International Environment and their importance.	3	S
CO 5	Skill of designing business strategy after analyzing business environment.	4	S

Cauraa	Programme Outcomes									Programme	
Course Outcomes	(Course A	Specific Outcomes									
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	2	1	2	2	3	3	2	1	2	2	
CO2	2	1	2	1	2	2	2	2	1	2	
CO3	1	2	3	3	2	3	2	3	1	1	
CO4	2	1	1	2	3	1	2	3	3	2	
CO5	1	2	2	3	2	3	2	1	3	2	
Average	1.6	1.4	2	2.2	2.4	2.4	2	2	2	1.8	





	T	.						
BC3505	Title: Marketing Management	L T P C 4 0 0 4						
Version No.	1.0							
Course Prerequisites	Gener							
	al							
Objectives	The basic objective of this paper is to understand the fundamentals and contribution of marketing to the business enterprise.							
Expected Outcome	Identify core concepts of marketing and the role of marketingin business and society. Knowledge of social, legal, ethical and technological forces on marketing decision-making.							
Unit No.	Unit Title	No. of hours (per Unit) 44						
Unit I	Introduction of Marketing	7						
environment. Consumer Be consumer buying decisions	and importance of marketing; Evolution of marketing concepts; Marketing r havior – An Overview: Consumer buying process; Factors influencing	nix,marketing						
Unit II	Market and Product Management egmentation – concept, importance and bases; Target market selection; Position	10						
Product: Meaning and impo	ortance and Product classifications; Concept of product mix; Branding, packages; Product life-cycle; New Product Development. Pricing and Promotion Management	gingand						
	Pricing and Promotion Management	10						
Promotion: Nature and impo	ors affecting price of a product and Pricing policies and strategies. Ortance of promotion; Communication process, Brand Equity, Promotion Mix: faccisions, Personal selling, direct selling, sales promotion, e-advertising.	etor						
Unit IV	Distribution and Retailing	9						
	meaning and importance and Types, Wholesaling and retailing; Factors affectel; Physical distribution. Retailing: Types of Retailing, Store based and non s							
Unit V	Rural marketing and current trends in marketing	8						
rural markets; Marketing mi	mportance; distinguishing characteristics of rural markets; Understanding rural x planning for rural markets. Recent issues and developments in marketing: Marketing – online marketing, green and sustainable	rketing ethics;						
Text Books	 Kotler, Philip and Gary Armstrong. Principles of Marketing. Prentice- Hal New Delhi. Chabra, T.N. and S.K. Grover. Marketing Management. Dhanpat Rai & Company. 	l ofIndia,						
Reference Books	McCarthy, E. Jerome., & William D. Perreault. <i>Basic Marketing</i> . Richard D. Irwin.							
Mode of Evaluation	Internal and External Examinations							
Recommendation by Board of Studies on	05.04.2018							
Date of approval by the Academic Council	11-06-2018							





Unit Wise Course Outcome	BC3505	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Know basic concept of marketing and its application towards the development of organizational goal.	2	Emp/S/Ent
CO 2	Illustrate different ways to elevate the sales of your organization practically.	2	Emp/S/Ent
CO 3	Understand fundamental marketing concepts, theories, and principles in areas of marketing.	3	Emp/S/Ent
CO 4	Apply the knowledge, concepts, tools necessary to overcome challenges, and issues of marketing in a changing technological landscape	3	Emp/S/Ent
CO 5	Develop creative solutions to marketing problems	4	Emp/S/Ent

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	2	3	3	2	2	2	1	1	2
CO2	3	2	3	3	3	1	2	3	3	1
CO3	3	1	3	2	1	3	3	1	2	2
CO4	2	1	3	3	2	3	1	1	1	3
CO5	3	2	3	1	3	3	2	1	2	2
Average	2.4	1.6	3	2.4	2.2	2.4	2	1.4	1.8	2

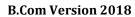


		B.Com Version				
BI3504	Title: International Banking	L T P C 4 0 0 4				
Version No.	1.0					
Course Prerequisites	Banking & Insurance					
Objectives	This course will provide the students the theoretical understanding and functioning of the monetary and financial sectors of the economy. It highlights the organization, structure, and role of financial markets and institutions. It also discusses interest rates, monetary management, and instruments of monetary control. Financial and banking sector reforms and monetary policy with special reference to India are also covered.					
Expected Outcome	After studying this subject contents, the students will be able to understand the current international banking policies and financial market outcomes. It also enables them to critically evaluate policies.					
Unit No.	Unit Title	No. of hours (per Unit) 44				
Unit I	Introduction	08				
Meaning of internatio	nal banking, history of international banking, forms of international banking, reason	for growth				
Unit II	International Financial Institution	12				
	and scope, International development association, International financial corporation	ns, Multilateral				
	agency, Asian development bank, international monetary funds					
Unit III	International Banking operations	06				
	ale banking-product category, International retail banking-product category, International private banking services.	onal Inter-bank				
Unit IV	Offshore financial centers	10				
Meaning and characte banking facilities of U	eristics and benefits of Offshore financial centers, types of Offshore financial centers USA	, International				
Unit V	Regulation of International banking	08				
	thernational banking, Basel committees on banking supervision, legal issues in internative currency, initial coin offer (ICO).	ational banking.				
Text Books	1. Rupnarayan Bose, Fundamental of International Banking, McMillan Publishing 2.O.P Aggarwal, Fundamental of International Banking and Finance, Himalaya Pu	blishing House				
Reference Books	IIBF, Fundamental of International Banking-Legal Regulatory Aspect, McMill House	an Publishing				
Mode of Evaluation	Internal and External Examinations					
Recommendation by Board of Studies on	05.04.2018					
Date of approval	11-06-2018					
by the Academic						
Council						
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Unit Wise Course Outcome	BI3504	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Role and structure of international banks.	2	Emp
CO 2	Various types of banks and functions.	2	Emp
CO 3	The reforms and developments in banking system.	3	Emp
CO 4	A new approach to study of global banks.	3	Emp
CO 5	Impact of globalization on banking system.	4	Emp

Course Outcomes	(Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	2	2	1	3	3	2	3	3	2	3	
CO2	2	3	3	2	2	2	1	1	3	2	
CO3	1	1	1	2	2	2	1	3	1	3	
CO4	2	1	2	3	3	2	2	3	3	3	
CO5	3	3 3 2 2 2 3 3								2	
Average	2	2	1.8	2.4	2.4	2	2	2.6	2	2.6	





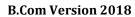
D12505		LTPC
BI3505	Title: Retail Banking	4 0 0 4
Version No.	1.0	
Course Prerequisites	Banking & Insurance	
Objectives	To make the students understand the Retail banking systems which aim to provide banking services like checking accounts, opening accounts, savings accounts, loans, debit cards, and more to the citizens. This system targets members of the general public and their personal needs of handling money.	
Expected Outcome	This retail banking courses will provide to students with a comprehensive understanding of the ever-changing retail banking landscape so they can make better investment decisions and effectively minimize risk.	
Unit No.	Unit Title	No. of hours (per Unit) 42
Unit I	Introduction	8
History and definition	n Distinction between Retail and Corporate / Wholesale Banking	
Unit II		8
Retail Products Over	Retail Products riew, Approval process for retail loans, Credit scoring, Important Asset Products,	Credit / Debit
	Remittances / Funds Transfer.	Cledit / Debit
Unit III	/ Remittances / Funds Transfer.	10
	Marketing of retail products	
		er Relationship
Management, Techno EMI Computation.	logy for Retail Banking, Accounting entries, Loan process and the relevant accounting including	ng
Unit IV	Other issues related to Retail Banking	8
Securitization, Trends Recovery Agents: RB	s in retailing, Recovery of Retail Loans, SARAFAESI Act, DRT Act, use of Lok Adalat forum I guidelines.	
Unit V	Supervisory and Regulatory aspects	8
Banking Regulation A	Act, Role of R.B.I., R.B.I. guidelines on Deposits, Management Information System.	
Text Books	Macmillan: CAIIB Retail Banking Huge croxford: The Art of Better Retail Banking: Supportable Predictions on the Future Banking	of Retail
Reference Books	Keith Pond: Retail Banking Thomas Herold: Banks & Banking Terms - Financial Education Is Your Best Investment	
Mode of Evaluation	Internal and External Examinations	
Recommendationby Board of Studies on	05-04-2018	
Date of approvalby the Academic Council	11-06-2018	





Unit Wise Course Outcome	BI3505	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able to:		
outcomes			
CO 1	The students will be able to learn about the different concepts of Retail Banking.	2	Emp/S/Ent
CO 2	The students will be able to learn about different retail banking products that are offered to customers in the market.	2	Emp/S/Ent
CO 3	The student will be able to learn about the marketing techniques of promoting retail banking products in the market.	3	Emp/S/Ent
CO 4	The students will be able to learn about the different guidelines or measures issued by RBI in case of default on part of the retail banks or customers available in the market	3	Emp/S/Ent
CO 5	The students will be able to gain knowledge of different types of meetings and minutes of the meeting. Moreover students will be able to winding up procedure of the company.	4	Emp/S/Ent

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	2	2	1	2	2	3	3	3	1	3
CO2	2	1	1	3	1	2	2	2	2	1
CO3	2	2	3	2	2	3	2	2	3	2
CO4	1	1	1	1	2	3	1	1	3	2
CO5	3	3 2 3 3 3 1 3 1								1
Average	2	1.6	1.8	2.2	2	2.4	2.2	1.8	2.2	1.8





		LTPC
ВН3504	Title: International Financial Management	L 1 P C 4 0 0 4
Version No.	1.0	
Course Prerequisites	Honors	
Objectives	To provide knowledge about the international financial environment and different issues and concepts of foreign exchange market globally.	
Expected Outcome	Students will be able to deal in international and financial transaction which consequently helps them to expand their business throughout the world.	
Unit No.	Unit Title	No. of hours (per Unit) 42
Unit I	Introduction to International Financial Management	8
balance of paymomarket.	ective, functions of international financial management, decision variables- currency exents, international restructuring and political risk, international monetary system, the fore-	
Unit II	Long term Investment Decisions	8
	national investment decisions- motives strategies and behavioral consideration for long ter ation of direct foreign investment, phases of investing in foreign markets, product cycle the prestriction.	
Unit III	Issues in foreign investment analysis	10
discounted cash	investment analysis, choice of framework for analysis, evaluation of international investment analysis, the adjusted present value approach, political risk analysis. External investment from foreign investment, benefits of foreign equity, bond investment, optimal international international investment.	nent decision
Unit IV	Short term Investment Decisions	8
cash positioning,	ment decisions- domestic vs international working capital management, international cash cash mobilization, hedging strategy, intra corporate transfer of funds, transfer pricing, evables management, international inventory management.	
Unit V	International Financing Decisions	8
	ncing decisions, euro money and euro bond markets. Growth of the Eurodollar market, instr kets, international equity markets, new financial instruments.	uments in
Text Books	Aptepg- international financial management Keithpilbeam- international finance	
Reference Books	Llevimd- international finance Sing hp- investment management	
Mode of Evaluation	Internal and external examinations	
Recommendation by Board of Studies on	05.04.2018	
Date of approval by the Academic Council	11-06-2018	



Unit Wise Course Outcome	BH3504	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To provide introduction and understanding about International Financial Management, regarding business and finance.	2	Emp/S/Ent
CO 2	To create awareness about capital structure and theories of capital structure, apply and analyse the capital structure for the company and business purpose.	2	Emp/S/Ent
CO 3	To make them understand the cost of capital in wide aspects, and analyse & evaluate all the concept of cost of capital	3	Emp/S/Ent
CO 4	To provide knowledge about dividend policies and various dividend models, analyse and evaluate the policies for dividend distribution	3	Emp/S/Ent
CO 5	To enable them to understand working capital management, evaluate, apply and analyse the WCM for business management.	4	Emp/S/Ent

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	2	3	3	1	2	2	1	3	2
CO2	3	3	1	1	2	1	3	2	2	1
CO3	3	1	3	2	3	1	2	1	1	1
CO4	1	2	3	1	3	2	2	2	2	3
CO5	2	2 1 3 2 2 1 2 3							2	2
Average	2	1.8	2.6	1.8	2.2	1.4	2.2	1.8	2	1.8

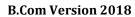


BH3506	Title: International Business and Foreign Exchange	L T P C 3003					
Version No.	1.0	3003					
Course Prerequisites	Honors & BI						
Objectives	To provide an overview of different factors that impact business at international level.						
Expected Outcome	The student will be able to analyze factors impacting international business.						
Unit No.	Unit Title	No. of hours (per Unit) 38					
Unit I	Introduction	8					
	rnational Business, Driving and Restraining Forces, Domestic to Transnational Business, Meaning, dimensions and stages in Globalization, Characteristics and ess Environment Theories of international trade						
International Produc	Theories: Mercantilism; Absolute Cost theory, Comparative Cost theory, Factor ext life Cycles Theory, Theory of Capital Movements, Market Imperfections theory pecific Advantage Theory; Free Trade.						
Unit III	Trade Blocks	8					
	icks - WTO Formulation, advantages and disadvantages of WTO membership to come for trade block formation, different types of trade blocks, LAFTA, SAFTA, No.						
Unit IV	Tariffs	6					
Tariff Concept, type dumping Policy.	es of tariff, Subsidies, Import Quotas, Voluntary Export Restraints, Administrative	e Policy and Anti-					
Unit V	Foreign Exchange	8					
	exchange, foreign exchange rates, Factors influencing exchange rate fluctuations, R, MIBOR, etc.), spot-future forward and option market, cross rates in foreign excl						
Text Books	 C. Jeevanandam, Foreign Exchange Practice, Concepts and Control, Sultan C T.S. Balagopal, Export Management, Himalaya Publishing House. K P M Sundaram&Rudradatta, Indian Economy, S. Chand & Co., New Delh 						
Reference Books	1. Francis Cherumilum, Foreign Trade and Export Management, Himalaya Pu	ablication					
Mode of Evaluation	Internal and External Examinations						
Recommendation by Board of Studies on	05.04.2018						
Date of approval by the Academic Council	11-06-2018						



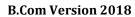
Unit Wise Course Outcome	BH3506	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	The student will remember the basic concepts and the overview of the international business	2	Emp/S/Ent
CO 2	The student will remember and understand the different theories of the international trade prevailing in the international market	2	Emp/S/Ent
CO 3	The student will remember, understand the international trade and international financial institution	3	Emp/S/Ent
CO 4	The student will remember and analyse the tariffs and its different types	3	Emp/S/Ent
CO 5	The student will remember, analyze the different foreign exchange concepts and the processes	3	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)										
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2		
CO1	3	3	3	1	2	3	2	1	3	1		
CO2	2	1	2	2	2	3	3	1	2	3		
CO3	1	1	2	1	1	3	1	2	3	1		
CO4	1	3	3	2	3	1	3	1	2	2		
CO5	1	1	2	1	3	2	1	3	1	1		
Average	1.6	1.8	2.4	1.4	2.2	2.4	2	1.6	2.2	1.6		





BH3505	Title: Digital Marketing	LTPC					
Version No.	1.0	4004					
Course	1.0						
Prerequisites	Honors						
Objectives	The aim of the Digital Marketing Course is to provide students with the nowledge about business advantages of the digital marketing and its importance or marketing success and to get introduced to various digital channels, their dvantages and ways of integration.						
Expected Outcome	Students will be able to identify the importance of the digital marketing for marketing success, to manage customer relationships across all digital channels and build better customer relationships, to create a digital marketing plan, starting from the SWOT analysis and defining a target group, then identifying digital channels, their advantages and limitations, to perceiving ways of their integration taking into consideration the available budget.						
Unit No.	Unit Title	No. of hours (per Unit) 40					
Unit I	Introduction to Digital Marketing	4					
	Introduction, Moving from Traditional to Digital Marketing, Integrating Tradition Concept of Search Engine Optimization (SEO); Concept of Pay Per Click.	onal and					
Unit II	Traditional Marketing V/S Digital Marketing	8					
	n Traditional Marketing and Digital Marketing, Digital marketing Strategies and pludget Analysis of Digital Marketing.	policies,					
Unit III	Mobile Marketing	8					
	Introduction and concept, Process of mobile marketing: goals, setup, monitor, a Experiences with Mobile Apps.	analyze;					
Unit IV	Search Engine Marketing	10					
	arch Engine Marketing, Tools used for Search engine Marketing, PPC /Google Ag techniques, Report generation, Creating a Face book page, Visual identity of a Faces.						
Unit V	E-mail Marketing	10					
marketing campaig	marketing process, design and content, delivery, discovery, E-mail marketing an analysis, Keeping up with conversions, Digital Marketing Budgeting-resource degeting and cost control.						
Text Books	1. Ian Dodson. The art of Digital Marketing. Wiley						
Reference Books	1. Philip Kotler. Marketing 4.0: Moving from Traditional to Digital						
Mode of Evaluation	External and Internal Examination						
Recommendatio n by Board of Studies on	05.04.2018						
Date of approval by the Academic Council	11-06-2018						



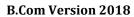


Unit Wise Course Outcome	Description	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course	Upon successful completion of the course, students would be able to:		
outcomes			E /C/E /
CO 1	The student will remember the basic concepts and the overview of the Digital Marketing	2	Emp/S/Ent
CO 2	The student will remember and understand the different theories of traditional vs modern marketing and the startegies of the current era in marketing	2	Emp/S/Ent
CO 3	The student will remember, analyse the mobile marketing process	3	Emp/S/Ent
CO 4	The student will remember and analyse and use the search engine marketing	3	Emp/S/Ent
CO 5	The student will remember, analyze the different e-mail marketing and budget resourse planning	4	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	1	2	2	0	1	3	3	1	3	
CO2	3	1	2	2	0	2	3	3	2	3	
CO3	3	1	3	2	0	3	3	3	2	3	
CO4	3	1	2	2	3	1	3	3	3	2	
CO5	2	1	2	1	0	2	3	2	1	2	
Average	2.8	1	2.2	1.8	0.6	1.8	3	2.8	1.8	2.6	



VP3512	Title: VAP (Training on CRM Software)	LTP C 2013
Version No.	1.0	
Course Prerequisites		
Objectives	This course is focused on the holistic understanding of customer relationship management. It is important that such a course gives students a real world understanding of CRM.	
Expected Outcome	After completion this course students will able to learn CRM is allowed for decision making, evolved relationships to a higher level of understanding and more meaningful interactions.	
Unit No.	Unit Title	No. of hours (per Unit) 32
Unit I	CRM Theory & Development	8
	tomer Relationship Management, History and Development of CRM, and Relationship Increase the issues related to Organizational structure and CRM.	nip Marketing.
Unit II	Data, Information & Technology	6
CRM Technology a CRM.	nd Data Platforms, Database and Data Management, and the role of Business Intelli	gence (BI) in
Unit III	CRM: Impact on Sales & Marketing Strategy	6
	Relationship management on Sales & Marketing Strategy.	
Unit IV	CRM Evaluation	6
Several categories of effectiveness, and effectiveness.	of measurement of CRM effectiveness including CRM's impact on company efficient imployee behavior.	icy,
Unit V	Privacy, Ethics and Future of CRM	6
Consumer privacy of	concerns, privacy and ethical compliance,	
Text Books	Principles of Customer Relationship Management by Baran, Galka, Strunk, SOUTI [CENGAGE Learning]	HWESTERN
Reference Books	Customer Relationship Management by Francis Buttle (2nd Edition), Elsevier Ltd.	
Mode of Evaluation	Internal and External Examinations	
Recommendation by Board of Studies on	05.04.2018	
Date of approval by the Academic Council	11-06-2018	





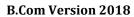
Unit Wise Course Outcome	VP3512	BL Level	Employability (Emp)/ Skill(S)/ Entrepreneurship (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Train the students in building the right attitude of entering data in the CRM	2	Emp/S/Ent
CO 2	Know the benefits of the CRM and learn how to use it and create a strategy to implement the CRM process in the organization	2	Emp/S/Ent
CO 3	Learn the best practices in Customer Relationship Management administration	3	Emp/S/Ent
CO 4	Explain the value generated by using the customer relationship management tool	3	Emp/S/Ent
CO 5	Support teams and individuals to strategize and set key milestones for using the CRM	3	Emp/S/Ent

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)										
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2		
CO1	2	3	1	3	2	2	3	3	3	2		
CO2	3	3	1	1	3	2	2	1	3	2		
CO3	3	1	2	1	2	2	3	3	3	1		
CO4	3	2	2	3	1	3	3	3	2	2		
CO5	2	2	2	2	1	2	1	3	3	3		
Average	2.6	2.2	1.6	2	1.8	2.2	2.4	2.6	2.8	2		



SEMESTER 6

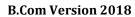
BC3601	Title: Working Capital Management	LTPC
Version No.	1.0	4004
Course Prerequisites	Nil	
Course Frenequisites		
Objectives	The objective of the course is to develop the understanding about	
•	challenges about managing working capital.	
Expected Outcome	After studying the subject students will be able to handle the working	
Expected Outcome	capital issues in organization.	
Unit No.	Unit Title	No. of hours
Ont No.		(per Unit) 44
Unit I	Introduction to Working Capital	8
	on of Working Capital, Working Capital Cycle, Assessment and Comp	outation of Working
	ing Capital Policy - Aggressive & Defensive.	
Unit II	Management of Cash	8
	for holding cash, objectives of cash management, factors determining	
	Budget, Cash Management: basic strategies, techniques and processes,	compensating
balances, concept of Market	able Securities, Cash Management Practices in India.	
Unit III	Management of Receivables	10
Unit III	Management of Receivables	10
	g receivables, objectives of receivables management, factors affecting	
Nature & cost of maintaining policies for managing account		size of receivables,
Nature & cost of maintaining policies for managing accour Management in India.	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect	size of receivables, tion Policies; Credit
Nature & cost of maintaining policies for managing accour Management in India. Unit IV	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management	size of receivables, tion Policies; Credit
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contr	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management rol of inventories, objectives of inventory management, Benefits of hold	size of receivables, cion Policies; Credit
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with inventoring with	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management	size of receivables, cion Policies; Credit
Nature & cost of maintaining policies for managing accound Management in India. Unit IV Need for monitoring & contrand costs associated with invidence of the management.	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management rol of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology	size of receivables, cion Policies; Credit
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with invalidation Management. Unit V	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management rol of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology Sources of Financing Working Capital	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with invalidation Management. Unit V	g receivables, objectives of receivables management, factors affecting nts receivables, credit standards, credit period, credit terms, etc; Collect Inventory Management rol of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory
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Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with invalidation Management. Unit V Need and objectives of financedit, bank loans, overdrafts	Inventory Management Tol of inventories, objectives of inventory management, factors affecting and serventories, objectives of inventory management, Benefits of hold eventories, Inventory Management: Minimizing cost in inventory, Technology of working capital, short term credit, accrued wages and taxes, acco	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade
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Nature & cost of maintaining policies for managing account Management in India. Unit IV Need for monitoring & contrand costs associated with invalvangement. Unit V Need and objectives of financredit, bank loans, overdraftet; Pattern and sources of W Text Books Reference Books	Inventory Management Inventory Management, factors affecting and serious of inventories, credit standards, credit period, credit terms, etc; Collect and of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology of working capital, short term credit, accrued wages and taxes, accost, bill discounting, commercial papers, certificates of deposit, factoring, solvering Capital Financing in India. 1. Pandey, I.M Financial Management (Vikas, 9th Ed.) 2. Khan & Jain - Financial Management (TMH, 5th Ed.) 1. Dheeraj Sharma - Working Capital Management, Himalaya publication.	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade secured term loans,
Nature & cost of maintaining policies for managing account Management in India. Unit IV Need for monitoring & contrand costs associated with invalidation Management. Unit V Need and objectives of finance credit, bank loans, overdrafte etc; Pattern and sources of W Text Books	Inventory Management ol of inventories, objectives of inventory management, factors affecting management ol of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology of working capital, short term credit, accrued wages and taxes, accost, bill discounting, commercial papers, certificates of deposit, factoring, solvorking Capital Financing in India. 1. Pandey, I.M Financial Management (Vikas, 9th Ed.) 2. Khan & Jain - Financial Management (TMH, 5th Ed.)	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade secured term loans,
Nature & cost of maintaining policies for managing account Management in India. Unit IV Need for monitoring & contrand costs associated with invalvangement. Unit V Need and objectives of financredit, bank loans, overdraftet; Pattern and sources of W Text Books Reference Books	Inventory Management Inventory Management, factors affecting and serious of inventories, credit standards, credit period, credit terms, etc; Collect and of inventories, objectives of inventory management, Benefits of hold ventories, Inventory Management: Minimizing cost in inventory, Technology of working capital, short term credit, accrued wages and taxes, accost, bill discounting, commercial papers, certificates of deposit, factoring, solvering Capital Financing in India. 1. Pandey, I.M Financial Management (Vikas, 9th Ed.) 2. Khan & Jain - Financial Management (TMH, 5th Ed.) 1. Dheeraj Sharma - Working Capital Management, Himalaya publication.	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade secured term loans,
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with inv Management. Unit V Need and objectives of financedit, bank loans, overdraftet; Pattern and sources of W Text Books Reference Books Mode of Evaluation	Inventory Management Inventories, objectives of inventory management, Benefits of hold wentories, Inventory Management: Minimizing cost in inventory, Technology Sources of Financing Working Capital Incing of working capital, short term credit, accrued wages and taxes, accost, bill discounting, commercial papers, certificates of deposit, factoring, sources of Financing in India. I. Pandey, I.M Financial Management (Vikas, 9th Ed.) Khan & Jain - Financial Management (TMH, 5th Ed.) I. Dheeraj Sharma - Working Capital Management, Himalaya publicati Internal (40), External Evaluation (60)	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade secured term loans,
Nature & cost of maintaining policies for managing accour Management in India. Unit IV Need for monitoring & contrand costs associated with inv Management. Unit V Need and objectives of financedit, bank loans, overdraftet; Pattern and sources of W Text Books Reference Books Mode of Evaluation Recommendation by	Inventory Management Inventories, objectives of inventory management, Benefits of hold wentories, Inventory Management: Minimizing cost in inventory, Technology Sources of Financing Working Capital Incing of working capital, short term credit, accrued wages and taxes, accost, bill discounting, commercial papers, certificates of deposit, factoring, sources of Financing in India. I. Pandey, I.M Financial Management (Vikas, 9th Ed.) Khan & Jain - Financial Management (TMH, 5th Ed.) I. Dheeraj Sharma - Working Capital Management, Himalaya publicati Internal (40), External Evaluation (60)	size of receivables, cion Policies; Credit 10 ling inventory, risks niques of Inventory 8 unts payable, trade secured term loans,





Paper Code	BC3601	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Working Capital Management		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Students will Acquire basic knowledge of Inventory Management, Receivables Management, Cash Management and Payables.	2	Emp/S/Ent
CO 2	Students will be able to understand kill to use the technology in Inventory Management in a cost-effective way.	2	Emp/S/Ent
CO 3	Students will be able to apply Skills of liquidity risk Management of any enterprise.	3	Emp/S/Ent
CO 4	To understand the models Cash Management of any enterprise.	3	Emp/S/Ent
CO 5	To calculate requirements Working Capital Management in different strategy.	4	Emp/S/Ent

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	2	2	2	1	1	3	3	1	3
CO2	3	1	2	2	1	2	3	3	2	3
CO3	3	2	3	2	1	3	3	3	2	3
CO4	3	1	2	2	2	1	3	3	3	2
CO5	2	2	2	1	1	2	3	2	1	2
Average	2.8	1.6	2.2	1.8	1.2	1.8	3	2.8	1.8	2.6





		LTPC				
BC3602	Title: Business Ethics & CSR	4 0 0 4				
Version No.	1.0					
Course Prerequisites	None					
Objectives	This course introduces Business ethics as the modern managerial approach to ethical questions in business environment.					
Expected Outcome	It gives understanding of main theoretical concepts and also developing skills of identification, analysis and permission of ethical dilemmas on a workplace and managing ethics in organizations.					
Unit No.	Unit Title	No. of hours (per Unit)				
Unit I	Introduction	08				
	Ethics, Ethical decision making and Decision making process, Relevance: Introduction, Business Ethics and Moral Obligations, Business Ethics					
Unit II	Organization Culture and Ethics	09				
Ethical Issues related wit Stress at Workplace.	th Advertisement and Marketing; Secular versus Spiritual Values in M	Ianagement, Work Ethics,				
Unit III	Ethical Issues in Business	09				
	Management; Gandhian Approach in Management and Trusteeship; hical Issues in Capitalism and market systems.	Social Values and				
Unit IV	Ethical Values In Business Environment	08				
	ics & Corporate Excellence, Corporate Mission Statement, Code of Eth					
Unit V	Corporate Social Responsibility (CSR)	07				
and against Social respon	sibility: Social Responsibility of business with respect to different statistically of business. Social Audit, Corporate Governance, Code of Collissues in Sales, Marketing and Technology.					
Text Books	 C.S.M. Murthy, "Business Ethics", Himalaya Publishing Hous Lara P. Hartman, Perspectives in Business Ethics", Tata McGr Ltd., Second Edition, latest edition. 	The state of the s				
Reference Books	 Banarjee R.P. "Ethics in Business and Management-Concepts and Cases", Himalaya Publishing, House. latest edition S.K. Chakraborty, "Management by Values" Oxford University Press Publication latest edition . 					
Mode of Evaluation	Internal (40 marks), External (60 marks)					
Recommendation by Board of Studies on	05.04.2018					
Date of approval by the Academic Council	11-06-2018					



Paper Code	BC3602	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Business Ethics & CSR		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand the meaning of Ethics and Moral Obligations. To understand the basic concept of Business Ethics and Management and relevance of Ethics and Values in Business world.	2	Emp/S
CO 2	To understand the basic concept of Organization Culture and Ethics. Commercial Banking. To Extend the knowledge about Work Ethics, Stress at Workplace and Secular versus Spiritual Values in Management.	2	Emp/S
CO 3	To know about the Ethical Issues in Business. To understand the concept of Capitalism and market systems and Gandhian Approach in Management and Trusteeship. To know about the Ethical Issues related with Advertisement and Marketing, Relevance of Values in Management.	3	Emp/S
CO 4	To provide a learning about the Ethical Values In Business Environment. To know about the Relationship between Ethics & Corporate Excellence, Corporate Mission Statement, Code of Ethics, Organizational Culture.	3	Emp/S
CO 5	To extend the knowledge about Corporate Social Responsibility. To provide the knowledge related to social Responsibility of business with respect to different stakeholders, Arguments for and against Social responsibility of business.	4	Emp/S

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	2	1	2	2	2	3	2	2	3	2
CO2	2	1	2	2	2	3	1	2	1	1
CO3	2	1	2	1	2	3	3	2	3	3
CO4	2	2	2	2	2	3	3	3	3	3
CO5	2	1	1	3	3	3	3	3	2	2
Average	2	1.2	1.8	2	2.2	3	2.4	2.4	2.4	2.2





BC3603	Title: Descayah Methodology	LTPC
	Title: Research Methodology	4004
Version No.	1.0	
Course Prerequisites	None	
Objectives	The Objective is to teach the students basic techniques of the research	
Objectives	which is useful for developing analytical ability.	
Expected Outcome	The course aims to make students understand the technicalities involved in a research work	
Unit No.	Unit Title	No. of hours (per Unit) 42
Unit I	Research Methodology: An Introduction	8
Meaning of Research, C	Objectives, Types of research, Research approaches, Significance of resear	ch, Research methods
versus Methodology, 1	Research and Scientific Method, Research Process, Criteria of good	l research, Problems
Encountered by Resear	chers in India. Defining the Research Problem: What is a Research Pr	oblem? Selecting the
-	refining the Problem, Technique involved in Defining the Problem	
Unit II	Research Design	10
Meaning of Research I	Design, Need for Research Design, Features of a Good Design, Importar	nt concepts relating to
_	rent Research Design, Basic Principles of Experimental Designs, and In	
_	pple Surveys: Introduction, Sample Design, Sampling and Non-Sampling	-
	pes pf Sampling Design, Non-Probability Sampling, Probability Sampli	•
	nd Qualitative Data, Classifications of Measurement Scales, Goodness of	-
• .	easurement, Techniques of Developing Measurement Tools, Scaling and	
Multidimensional Scalin		bearing reciniques,
Unit III	Data Collection	8
Introduction, Experimen	tts and Surveys, Collection of Primary Data, Collection of Secondary Data,	Selection of
Appropriate Method for	Data Collection. Data Preparation: Data preparation process. Descriptive St	tatistics, Sampling
and Statistical Interferen	ice.	
Unit IV	Analysis of Data	10
	Chi-Square tests, Analysis of Variance, other Non parametric Methods, Fact	tor Analysis,
Discriminate Analysis, (Cluster Analysis.	
Unit V	Interpretation and Report Writing	6 C
writing report.	of Research report; Types of Reports; Mechanism of writing a Research report	ori, Precaution for
Text Books	1. C.R. Kothari, Research Methodology	
Reference Books	 Rigby Paul H.(1965), Conceptual Foundation of Business Research, Wilkinson & Bhandarkar, Methodology & Techniques of Social Research Publishing House, New Delhi. Tripathi P.C., Research Methodology, Sultan Chand & Co, New Delli 	earch, Himalaya
Mode of Evaluation	Internal (40), External Examinations (60)	
Recommendation		
by Board of	05.04.2018	
Studies on		
Date of	11-06-2018	
approval by		
the Academic		
Council		
Council		



			D.Com version 20
Paper Code	BC3603	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Research Methodology		,
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Understand some basics concepts of research and its methodology.	2	Emp/S
CO 2	Identify appropriate research designs depending upon the objectives of research.	2	Emp/S
CO 3	To develop a detailed research proposal and summer internship projects.	3	Emp/S
CO 4	To know how to collect data and evaluate it using different statistical tests.	3	Emp/S
CO 5	To develop a questionnaire and to identify which test should be applied to which data set.	4	Emp/S

Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)							Spe	Programme Specific Outcomes	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	2	1	2	2	2	1	2	2	2	1
CO2	1	2	1	2	2	2	3	1	3	2
CO3	2	1	2	2	1	2	1	1	3	3
CO4	2	2	2	3	2	3	3	3	2	1
CO5	1	2	2	2	2	2	3	2	2	2
Average	1.8	1.6	1.8	2.2	2	2	2.4	1.8	2.4	1.8



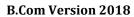


Version No. 1.0 Course Prerequisites Honors Understanding basic concepts in the area of entrepreneurship, Understanding the role and importance of entrepreneurship for economic development, Developing personal creativity and entrepreneurial initiative, Adopting of the key steps in the elaboration of business idea. Understandingth estages of the entrepreneurial process and the Resources needed for the successful development of entrepreneurial ventures. After learning the course the students should be able to Develop idea generation, creative and innovative skills, Aware of different opportunities and successful growth stories, Learn how to start an enterprise and design business plans those are suitable for funding by considering all dimensions of business. Understand entrepreneurial process by way of studying different case studies and find exceptions to the process model of entrepreneurship. Run a small enterprise with small capital for a short period and experience the science and art of doing business. Unit 1			B.Com Versi
Version No. I. O	BB3602	Title: Entrepreneurship Development	LTPC
Understanding basic concepts in the area of entrepreneurship, Understanding the role and importance of entrepreneurship for economic development, Developing personal creativity and entrepreneurial initiative, Adopting of the key steps in the elaboration of business idea, Understanding the stages of the entrepreneurial process and the Resources needed for the successful development of entrepreneurial ventures. After learning the course the students should be able to Develop idea generation, creative and innovative skills, Aware of different opportunities and successful growth stories, Learn how to start an enterprise and design business plans those are suitable for funding by considering all dimensions of business. Understand entrepreneurial process by way of studying different case studies and find exceptions to the process model of entrepreneurship. Run a small enterprise with small capital for a short period and experience the science and art of doing business. Unit Title Unit Title Unit Title Unit II Business Planning Process In Development of Entrepreneural Process Interpreneural Process Interpreneu	Version No	1.0	4004
Understanding basic concepts in the area of entrepreneurship, Understanding the role and importance of entrepreneural process of the her role and importance of entrepreneurship for economic development, Developing personal creativity and entrepreneurial initiative, Adopting of the key steps in the claboration of business idea, Understandingthe stages of the entrepreneurial process and the Resources needed for the successful development of entrepreneurial ventures. After learning the course the students should be able to Develop idea generation, creative and innovative skills, Aware of different opportunities and successful growth stories, Learn how to start an enterprise and design business plans those are suitable for funding by considering all dimensions of business. Understand entrepreneurial process by way of studying different case studies and find exceptions to the process model of entrepreneurship. Run a small enterprise with small capital for a short period and experience the science and art of doing business. Unit Title Unit II Entrepreneur - Evolution of the concept - Functions of an Entrepreneur - Types of Entrepreneur - Entrepreneurship - Entrepreneural Culture - Stages in entrepreneural process. Unit II Business Planning Process Unit II Business Planning Process - Advantages of business planning - Marketing plan - Production/operations plan - Organization plan - Financial plan - Final Project Report with Feasibility Study - preparing a model project report for starting a new venture. Unit II Institutions supporting Entrepreneurs Dis Small industry financing developing countries - A brief overview of financial institutions in India - Central level and state level institutions supporting Entrepreneurs Small industry financing developing countries - A brief overview of financial institutions in India - Central level and state level institutions supporting Entrepreneurs Small industry financing developing countries - A brief overview of financial institutions in India - Central level and s			
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Unit 1			
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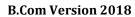
Paper Code	BB3602	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Entrepreneurship Development		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand basic overview of kind of Entrepreneurship. To analyze the common mistakes made by new entrepreneurs.	2	Emp/S/Ent
CO 2	To recognize and understand the various methods of estimating financial requirements. To understand the different role played by different agencies of government.	2	Emp/S/Ent
CO 3	To understand the assessment of various opportunities in various sectors. To understand the different methods of idea generation. To create solutions how to start business with low investments.	3	Emp/S/Ent
CO 4	To analyze and understand the different aspects of economic, financial, market and technological feasibility.	3	Emp/S/Ent
CO 5	To understand the various forms of business ownership.	4	Emp/S/Ent

Average	2	1.8	2.8	3	2.6	3	2	2.2	2.2	1.6	
CO5	3	3	2	3	2	3	2	3	3	1	
CO4	1	3	3	3	3	3	3	2	3	2	
CO3	2	1	3	3	2	3	2	1	3	1	
CO2	2	1	3	3	3	3	1	2	1	1	
CO1	2	1	3	3	3	3	2	3	1	3	
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
Course		(Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
Course		Programme Outcomes									





BC3605	Title: Human Resource Management	LTPC 4004				
Version No.	1.0					
Course Prerequisites	None					
Objectives	The objective of the course is to familiarize the students about the different aspects of managing people in the organizations.					
Expected Outcome	The students will be able to effectively contribute to organization bydevelopment by implementation of employee recruitment, selection and retention plans and processes.					
Unit No.	Unit Title	No. of hours (per Unit)				
Unit I	Introduction	7				
Conceptual foundations; H	Human aspect of management, Human Relations; Human Resource Management- Concept,	Scope and				
	s of HR Manager: Employer branding and Competency mapping; Changing role of HRM-V					
	hange, Restructuring and rightsizing, Empowerment;					
TQM, Managing ethical is	ssues.					
Unit II	Human Resource Planning	6				
	ce requirements; Human resource forecasting; Work load analysis; Job analysis; Jobdescript ; Job characteristic approach to job design.	ion and				
Unit III	Recruitment and Training	7				
tests for selection; Intervie	ent; Sources of recruitment (internal and external); Basic selection model; Psychological ewing; Placement and Induction; Job Changes- Transfers, Promotions, and Separations; An out; Emerging trends in Recruitment, Selection, and development.	verview of				
Unit IV	Compensation Management and Appraisal System	8				
	ent- Job Evaluation, Base Compensation and Supplementary Compensation; Innovations in					
Compensation Manageme	ent- Pay Band System, ESOP, Flexi-time Schedules, Performance Appraisal- Concept, Object Modern Methods- MBO, 360 Degree Appraisal,	ctives and				
Behaviorally Anchored Ra	ating Scale, Potential Appraisal, Human Resource Audit.					
Unit V	Emerging Horizons of HRM	8				
HRIS (Human Resource I	models of International HRM; Challenges of International HR Managers; Global HR practi nformation System); Measuring intellectual capital; Impact of HRM l performance; contemporary issues in Human Resource Management.	ces; E-HRM;				
Text Books	 D'Cenzo, David A., Stephen P. Robbins, and Susan L. Verhulst (2013), Human Resource Management, John Wiley and Sons, New Delhi. Gomez-Mejia, Luis R., D. B. Balkin, and R. L. Cardy (2016), Managing Human Resources, Prentice Hall, New Jersey. Ian, Beardwell, and Len Holden (1997), Human Resource Management, Prentice H Dessler, Garry (2011), Human Resource Management, Prentice Hall of India. 	all.				
Reference Books	 Bhattacharyya, Dipak Kumar (2012) – Human Resource Management, Text and Cases (Excel Books) Aswathappa K (2013), Human Resource and Personnel Management (TataMcGraw Hill, 5th Ed.). Ivansevich, John M (2010), Human Resource Management (Tata McGraw Hill, 10th Ed.) 					
Mode of Evaluation	Internal (40), External Assessment (60)					
Recommendation by Board of Studies on	05-04-2018					
Date of approval bythe Academic Council	11-06-2018					





Paper Code	BC3605	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Human Resource Management		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To analyze the competencies of HR Manager.	2	Emp/S/Ent
CO 2	To understand the concept of HRM	2	Emp/S/Ent
CO 3	To recognize and understand the human resource forecasting. To understand the logic of job design and job specification.	3	Emp/S/Ent
CO 4	To create the new methods of recruitment. To understand the interview patterns.	3	Emp/S/Ent
CO 5	To analyze and understand the different methods of pay band systems.	3	Emp/S/Ent

Course Outcomes	(Course A	Programme Specific Outcomes								
	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	3	1	2	2	2	2	2	1	2	2
CO2	2	0	3	3	2	3	3	2	2	1
CO3	1	1	2	3	2	3	2	2	1	2
CO4	3	1	2	3	2	3	3	1	1	2
CO5	3	1	2	2	2	3	2	3	1	1
Average	2.4	0.8	2.2	2.6	2	2.8	2.4	1.8	1.4	1.6



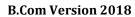
BH3607	Title: Security Analysis and Portfolio Management	LT CP 4004				
Version No.	1.0	7007				
Course Prerequisites	Honors					
Objectives	This course will provide the students the theoretical understanding and functioning of the monetary and financial sectors of the economy. It highlights the organization, structure, and role of financial markets and institutions. It also discusses interest rates, monetary management, and instruments of monetary control.					
Expected Outcome	After studying this subject contents, the students will be able to understand the current international banking policies and financialmarket outcomes. It also enables them to critically evaluate policies.					
Unit No.	Unit Title	No. of hours (per Unit) 44				
Unit I	Introduction of Investment	08				
	f Investment, Investment Decision Process, Categories of Investment, Steps of Security enues, Types of investors:- Hedger, Speculator and Arbitrageurs.	I				
Unit II	Investment in Capital Market	12				
Market, IPO, Book Build Analysis, Efficient Market	V1 ·	struments of Capita				
Unit III	Fundamental Analysis	06				
Economic, Industrial and modules of Debt, Preference	d Company Analysis, Understanding Returns Relation With Risk, Valuation and nee and Equity.	pricing				
Unit IV	Portfolio Analysis	10				
	tfolio on returns, Methods of calculation of Standard Deviation as parameter of risk, Polisk and Return Analysis, Beta, Markowitz and Sharpe Model,	ortfolio				
Unit V	Alternative Investments	08				
Hedge Funds, Private Equ	uity, Commodities, Real Estate, Collectibles etc.					
Text Books	 Fischer, Donald, E. and Ronald J. Jordan, Security Analysis and Portfolio Management, Prentice Hall India, New Delhi, 6th ed. Chandra, Prasanna, Investment Management, Tata McGraw Hill, New Delhi 					
Reference Books	 Avadhani, V.A, Investment and Security Market in India, Himalaya Publishing Edition. Pandey, I.M. Financial Management, Vikas Publications, New Delhi ed., 201 					
Mode of Evaluation	Internal (40), External Examinations (60)					
Recommendation by Board of Studieson	05-04-2018					
Date of approval bythe Academic Council	11-06-2018					





Paper Code	BH3607	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Security Analysis and Portfolio Management		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Acquire knowledge of concept of investment in Equity, Preference and Debt instruments.	2	S
CO 2	Acquire knowledge of risk associated with investment into Equity, Preference and Debt.	2	S
CO 3	Skill to apply risk management and portfolio management.	3	S
CO 4	Skill to analyze investment scenario and to identify right time to buy assets for investment and right time to book profit on investment,	3	S
CO 5	Skill to evaluate investment opportunities and risk associated with it.	4	S

Course	(Course A	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2	
CO1	3	2	1	3	2	2	3	3	1	3	
CO2	1	3	2	3	3	2	2	1	2	1	
CO3	2	3	2	3	3	2	1	3	3	2	
CO4	3	1	1	3	2	3	2	1	1	2	
CO5	2	1	2	3	3	3	3	1	3	3	
Average	2.2	2	1.6	3	2.6	2.4	2.2	1.8	2	2.2	





BI3608	Title: Banking Operation Management	LTPC 4004					
Version No.	1.0						
Course Prerequisites	NIL						
Objectives	This course will provide the students the theoretical understanding and functioning of the monetary and financial sectors of the economy. It highlights the organization, structure, and role of financial markets and institutions. It also discusses interest rates, monetary management, and instruments of monetary control. Financial and banking sector reforms and monetary policy with special reference to India are also covered.						
Expected Outcome	After studying this subject contents, the students will be able to understand the current international banking policies and financial market outcomes. Italso enables						
Unit No.	Unit Title	No. of hours (per Unit) 44					
Unit I	Introduction	08					
relations hip mana	nking operations: the changing nature of banking operations, importance of customer gement in banks – different types of products and services offered to customers – role ofter – the need for Asset-Liability Management.	chnology in					
Unit II	Deposit products	12					
Deposit products: 1 bank deposits.	types of bank deposits, computation of interest on deposits, deposit schemes, composition of						
Unit III	Credit policy Operations	06					
Credit policy: Need government, credit	d for credit policy, credit policy components of credit policy, credit policy pursued by the culture.						
Unit IV	Rural banking operations	10					
men t banks (CARI	ces of rural finance, credit delivery mechanism in rural finance to co-operative, agriculturaland DB) - regional rural banks (RRBS), service area approach (SAA)-National re and Rural Development (NABARD)	d rural develop					
Unit V	Follow up and recovery	08					
Follow up and reco	very: NPAs classification, securitization, SARFAESI Act	ı					
Text Books	W. Koch, S.Scott Mac Donald Timothy Bank Management, 8 th Edition, CengageLearni 2014. John Haslem, Banks Fund Management, Pearson Education	ng,					
Reference Books	 IIBF Advanced Bank Management, 3 rd Edition, MacMillan Education. 2015 IIBF, Risk Management, 3 rd Edition, MacMillan Education. 2015 IIBF, Bank Financial Management, 3 rd Edition, MacMillan Education. 2015 						
Mode of Evaluation	Internal and External Examinations						
Recommendationby Board of Studies on							
Date of approval by the Academic Council	11-06-2018						





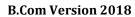
Paper Code	BI3608	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Banking Operation Management		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand the basic concepts and theory of the Banking operation management.	2	Emp/S/Ent
CO 2	To understand and create the deposit products and schemes and its structure and how it is operated and managed by the banks.	2	Emp/S/Ent
CO 3	To understand of the credit policy, its need and evaluate the culture of credit followed by the banks in its operations.	3	Emp/S/Ent
CO 4	To understand and analyse the rural banking operations in terms of co- operative, agricultural and rural development.	3	Emp/S/Ent
CO 5	To understand and evaluate about various legal aspects of NPAs and SARFAESI Act.	4	Emp/S/Ent

Course & Code	Course	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)								Programme Specific Outcomes	
	Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
	CO1	3	1	2	2	0	1	3	3	1	3
Banking	CO2	3	1	2	2	0	2	3	3	2	3
Operation	CO3	3	1	3	2	0	3	3	3	2	3
Management (BI3608)	CO4	3	1	2	2	3	1	3	3	3	2
	CO5	2	1	2	1	0	2	3	2	1	2
	Average	2.8	1	2.2	1.8	0.6	1.8	3	2.8	1.8	2.6





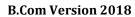
BI3609	Title: Fundamental of General and Medical Insurance	LTP C 4004					
Version No.	1.0	4004					
Course	1.0						
Prerequisites							
Objectives	This course aims to familiarize the students with the principles and practices of general and medical Insurance						
Expected Outcome	On completion of the syllabi the student will gain an insight of various health care plans models adopted in general and medical Insurance.						
Unit No.	Unit No. Unit Title						
Unit I	Insurance Fundamentals	11					
Origin of insurance, con	ncepts, meaning of insurance Definition, nature, functions, history of insurance, Di	fferent					
	on of life insurance with other insurances, Key concepts, economic principles						
of Insurance viz. Utmost	good faith, Insurable interest, indemnity, subrogation, Contribution and proximityc	ause, Insurance					
	nent Authority (IRDA) 2000.						
	Unit II General Insurance						
	ce - Fire and Motor Insurance, Marine Insurance, Automobile Insurance - Burglarya	and personal					
	ia, Urban-non- traditional Insurance						
Unit III	Concept of Insurance Risk Management	8					
Concept of Risk Manag	ement-Types of Risk, Risk identification, Risk evaluation, Risk Avoidance, RiskF	Retention and					
Transfer of Risk, Meaning	g of Actuary and Actuarial Science.						
Unit IV	Health Insurance-Models and Operating Environment	8					
Various types of health	insurance models operating in the world-managed care-health insurance in India-	Regulations, legal					
and consumer framework	- market ecosystem- Healthcare Industry- Insurance players-TPAs-						
Service providers-Portabi							
Unit V	Health Insurance Underwriting Principles	6					
Principles of Health Insu Pricing models and technic	rance Underwriting-Underwriting Process- Fundamental of health Insurance pricingiques.						
Text Books	1. MN Mishra, Insurance Principles & Practice, S. Chand Publication Delhi 2. "Health Insurance", study course, IC-27, Insurance Institute of India Publication						
Reference Books	 Akin, John's (1989): Economics of health Insurance: Theory and developed coun World Bank, Latin America Technical Department- (Modules 2,3 and 4) Black, Kenneth Jr & Harold Skipper Jr. (2000): Life and Health Insurance, 13th Edition, Prentice Hall (Modules 1,2,and 3) 	try Experience,					
Mode of Evaluation	Internal (40), External Examinations (60)						
Recommendationby Board of Studies on	05.04.2018						
Date of approval by the Academic Council	11-06-2018						





Paper Code	BI3609	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Paper Title	Fundamental of General and Medical Insurance		
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	To understand the purpose and principles of life insurance.	2	Emp/S/Ent
CO 2	To categories the various types of general insurance.	2	Emp/S/Ent
CO 3	To identify risk management exposure from insurance product perspective	3	Emp/S/Ent
CO 4	To explain the importance of health insurance.	3	Emp/S/Ent
CO 5	To illustrate pricing models & techniques of health insurance.	4	Emp/S/Ent

Course	(Course A	Programme Specific Outcomes								
Outcomes	PO1	PO2	PO3	P04	PO5	P06	PO7	PO8	PSO1	PSO2
CO1	1	1	3	3	1	2	2	2	3	3
CO2	1	2	1	3	2	2	1	2	3	1
CO3	2	2	2	2	2	2	2	2	1	2
CO4	3	3	1	1	2	2	2	1	1	2
CO5	3	1	3	3	3	1	2	3	3	3
Average	2	1.8	2	2.4	2	1.8	1.8	2	2.2	2.2





		LTPC
VP3601	Title: Group Discussion and Personal Interview	0 0 0 2
Version No.	1.0	
Course		
Prerequisites		
Objectives	This course aims to familiarize the students with the principles and practices of general and medical Insurance	
	On completion of the syllabi the student will gain an insight of various	
Expected Outcome	health care plans models adopted in general and medical	
	Insurance.	
Unit No.	Unit Title	No. of hours
		(per Unit) 32
Unit I	CV Preparation	8
	Chronological order in a CV.	
	Do's & Don'ts in a CV	
Unit II	Presentation Skills	8
	Newspaper Reading/ News Narration/ Ppt Presentation	
	Article Writing	
Unit III	Public Speaking	8
	Extempore ,Debate	
Unit IV	Group Discussion	8
	Discussions on Social/ Political/ Current affairs/ Economical topics	
Unit V	Professional Grooming & Mock Interviews	7
	Tips on Professional attire for a Group Discussion & Interview Test of student's presentation skills, speaking skills, confidence, knowledge	
Mode of Evaluation	Internal (40), External Examinations (60)	
Recommendationby		
Board of Studies on	05.04.2018	
Date of approval	11-06-2018	
by the Academic Council		



Paper Code	VP3601	BL	Employability (Emp)/ Skill(S)/ Entrepreneurshi p (Ent)/ None (Use, for more than One)
Course outcomes	Upon successful completion of the course, students would be able to:		
CO 1	Students will be able to create their CVs & thus highlighting their achievements & qualifications.	3	Emp/S/Ent
CO 2	Students will be able to present themselves effectively in terms of (Reading, Speaking & Writing).	3	Emp/S/Ent
CO 3	Students will be able to develop their public speaking skills.	3	Emp/S/Ent
CO 4	Students will be able to succeed in a professional group discussion.	3	Emp/S/Ent
CO 5	Students will learn to crack the interviews by enhancing verbal & non-verbal communication.	3	Emp/S/Ent

Course Outcomes	Programme Outcomes (Course Articulation Matrix: Highly Mapped-3, Moderate-2, Low-1, Not related-0)									amme cific omes
	PO1 PO2 PO3 P04 PO5 P06 PO7 PO8								PSO1	PSO2
CO1	3	3	1	3	2	3	2	2	2	1
CO2	1	2	3	1	3	2	3	2	1	1
CO3	2	1	1	1	1	1	2	3	2	2
CO4	2	2	1	3	1	1	2	2	3	1
CO5	2	1	1	3	2	2	1	2	2	3
Average	2	1.8	1.4	2.2	1.8	1.8	2	2.2	2	1.6