

PROGRAMME NAME: M.COM

PROGRAMME OUTCOMES

POs	STATEMENT
	<i>On successful completion of the course the students will be able to:</i>
PO1	Demonstrate professionally with social, cultural and ethical responsibility as an individual as well as in multifaceted teams with positive attitude
PO2	Adapt to sustain in emerging era and constantly upgrade skills towards independent and lifelong learning.
PO3	Communicate complex concepts with professionalism by adapting appropriate resources and modern tools.
PO4	Ability to design systems in domain knowledge and specialization with interpersonal and entrepreneurial skills for national development
PO5	Apply critical and analytical research skill to evaluate the real time problems in specialized field of study

COURSE OUTCOMES

SEMESTER	I
Course Name	Management Concept and Organizational Behavior
	<i>On successful completion of this course the students will be able to:</i>
CO1	Application of OB knowledge in management practices
CO2	Develop the personality traits and interpersonal skills
CO3	Develop Positive attitude and adapt themselves to the environment
CO4	Judge the conflicting situation and adapt to the environment
Course Name	<i>MARKETING MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the Modern Marketing concepts and its application in Organization.
CO2	Appraise and apply the consumer behavior by using various theories.
CO3	Develop the modern marketing strategies to promote the product.
CO4	Drafting the strategies to be adopted to promote a product through digital and in social media marketing
Course Name	<i>BUSINESS ENVIRONMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understanding various environment concepts, Industrial Policy and its impact on business decisions
CO2	Develop the students to adapt themselves to the legal environment changes

CO3	Ability to adapt to the changes due to privatization and globalization
CO4	Measure and compare foreign Direct investment in Multinational corporations.
Course Name	<i>COMPUTERIZED APPLICATION IN BUSINESS PRACTICAL I</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Prepare documents for a firm
CO2	Develop the ability to prepare advertisement slides using power point
CO3	Develop knowledge to prepare a table for students marks
CO4	Develop the ability in the preparation of research report.
Course Name	<i>INTERNET AND E-COMMERCE</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the E-Commerce advantages and Disadvantages
CO2	Apply the knowledge on E banking
CO3	Predict the internet frauds and apply cyber laws
CO4	Apply the mobile based transactions
CO5	Apply the knowledge on information and its application trends.
Course Name	<i>ELECTIVE I –A. FINANCIAL SERVICES</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Apply knowledge in various fund based and Fee based services
CO2	Develop knowledge in leasing, Micro finance and Consumer durable finance
CO3	Analyse and infer credit rating and its methodology
CO4	Apprise the investor funds and accounts as transfer agents
CO5	Able to appraise and distinguish different payment services
Course Name	<i>ELECTIVE I – B. SERVICES MARKETING</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Interpret the role of services and compare customer's expectation in service marketing
CO2	Developing strategies adopted in services marketing to make suitable product mix and price mix.
CO3	Appraise knowledge on Entertainment, Marketing, Education, Banking and Insurance services.

CO4	Build knowledge on service quality measurement and tools for service quality.
Course Name	LOGISTICS OPERATIONS
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the Marketing concepts and its application in Logistics management
CO2	Appraise and apply the practical aspects in Logistics management
CO3	Develop Logistics strategies to promote the product.
CO4	Drafting the strategies to be adopted in logistics management
CO5	Understand the Marketing concepts and its application in Logistics management
Course Name	INTERNATIONAL HUMAN RESOURCE
	<i>On successful completion of this course the students will be able to:</i>
CO1	Identify and Understand issues and practices pertaining to the major HRM
CO2	functions within the context of a multinational environment
CO3	Analyze the training needs, apply the right training method and evaluate it
CO4	Apply various methods of performance appraisal
CO5	Analyse the various compensation methods based on performance
SEMESTER	II
Course Name	<i>CUSTOMS DUTY & GOODS AND SERVICES TAX</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Able to classify different type of products under GST with their rate
CO2	Interpret different type of definition under GST
CO3	Apply the Goods and services at different time period
CO4	Estimate the payment of tax and filing of return
CO5	Estimate the different type of goods its levy and its exemption
Course Name	Organisation Behaviour
	<i>On successful completion of this course the students will be able to:</i>
CO1	Application of OB knowledge in management practices
CO2	Develop the personality traits and interpersonal skills
CO3	Develop Positive attitude and adapt themselves to the environment

CO4	Judge the conflicting situation and adapt to the environment
Course Name	<i>BUSINESS RESEARCH METHODS</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understanding the concept of research, identification of research problem and Review of literature, research design, sampling and hypothesis
CO2	Choosing the suitable methods of data collection and acquire knowledge on measurements and scaling techniques
CO3	Analysing the collected data by applying statistical tools in research like parametric and non parametric test
CO4	Develop the report writing skills and its documentation by using computers in research
Course Name	<i>ADVANCED CORPORATE ACCOUNTING</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Develop understanding on IND-AS and its application in financial statements
CO2	Able to report on events after reporting period, provisions on contingent liability, Intangible assets and Impairment of assets
CO3	Application of knowledge of company accounts in Schedule III
CO4	Able to prepare and analyse consolidated financial statements
CO5	Developing accounting skills to appraise amalgamation, Absorption and external reconstruction
Course Name	Advanced Financial Management
	<i>On successful completion of this course the students will be able to:</i>
CO1	Able to select investment proposal based on risk, return relationship
CO2	Apply the concept of time value of money in capital investment proposals
CO3	Appraise the value of the firm through various approaches and impact of cost on profitability
CO4	Analyse the effect of dividend on value of the firm
CO5	Assess the working capital requirement of the firm
Course Name	COMPUTERIZED ACCOUNTING WITH GST PRACTICAL
	<i>On successful completion of this course the students will be able to:</i>
CO1	Prepare vouchers for a company
CO2	Develop the ability to prepare invoice bill using GST
CO3	Develop knowledge on inventory creation and bill wise pending

CO4	Develop the ability in the preparation of GST consolidated report.
Course Name	<i>ELECTIVE-SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the availability of various investment avenues
CO2	Able to Infer the working of stock trading.
CO3	Identify the various capital market instruments and can choose the right investments
CO4	Analyze and compare the performance of companies by using fundamental and technical analysis
CO5	Appraise and evaluate various portfolios
Course Name	<i>ELECTIVE – BRAND MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the Significance and functions of branding.
CO2	Formulate the brand strategies and brand vision in the global market.
CO3	Learn brand communications and design brand promotion methods
CO4	Assess and sustain brands which lead to Brand extensions.
CO5	Evaluate brand performance and measure brand equity.
Course Name	<i>ELECTIVE-MULTI MODEL TRANSPORTATION MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	To understand the basic concepts of transportations
CO2	To compile the various transport management in multimodal transportation
CO3	Develop successful programs for achieving the optimum cost in international transport management
CO4	Analyze the interdisciplinary approaches in International Transportation Management
CO5	To understand the basic concepts of transportations
Course Name	<i>CROSS CULTURAL COMMUNICATION AND MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the Significance of cross-cultural communication.
CO2	valuate frameworks for guiding cultural and managerial practice in international business.

CO3	analyse the cultural and managerial practice in international business.
CO4	Understanding the culture in different countries and formulate the motivational strategies
CO5	Analyse the implication of culture in framing strategies
SEMESTER	III
Course Name	<i>OPERATIONS RESEARCH FOR BUSINESS MANAGERS</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the objective of OR
CO2	Determine the optimal solutions of TP and AP
CO3	Solve practical problems using game theory and Queuing theory
CO4	Apply inventory control
CO5	Compute the solutions for network problems
Course Name	<i>ACCOUNTING AND MANAGERIAL DECISION</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the importance of ratio analysis
CO2	Analyze the reason for cash inflow and outflow
CO3	Apply the knowledge of marginal costing and breakeven point
CO4	Able to appraise different types of budgets
CO5	Able to analyze the variances
Course Name	<i>APPLIED DIRECT TAXATION</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Able to apply and assess the Individual's Salary Income
CO2	Analyze and apply Direct tax relating to income from house property, business and profession
CO3	Assess the capital gains, income from other sources and setoff and carry forward of losses.
CO4	Assess and determine the taxable Income and compute tax liability.
CO5	Assess the income from company, applying the knowledge on transfer pricing and developing the knowledge on E filing of returns
Course Name	<i>Business Application and Spread sheet- Practical II</i>

	<i>On successful completion of this course the students will be able to:</i>
CO1	Prepare and edit Worksheet
CO2	Develop knowledge on arithmetical operations
CO3	Develop knowledge on summarizing data using Histograms, Lookup Functions and Pivot table
CO4	Develop the ability to apply FIN tools
Course Name	<i>ELECTIVE III – A. INTERNATIONAL FINANCIAL MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Able to understand international financial management and preparation of BOP
CO2	International Monetary System
CO3	Identify risk relating to exchange rate fluctuations and develop strategies to deal with them
CO4	Develop strategies to deal with different types of risks associated with foreign operations.
CO5	Evaluate International financial market instruments and international acquisition opportunities
Course Name	<i>ELECTIVE III – B. MARKETING RESEARCH</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the nature of marketing research
CO2	Formulate the research problem and research design
CO3	Learn to construct questionnaire and carryout pilot study
CO4	To carryout Research in various marketing areas.
CO5	To gain practical knowledge through case studies.
Course Name	<i>ELECTIVE-SHIPPING AND PORT MANAGEMENT</i>
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the Marketing concepts and its application in Shipping and port management
CO2	Appraise and apply the practical aspects in Shipping and port management
CO3	Develop the Shipping and port management strategies to promote the product.
CO4	Drafting the strategies to be adopted in Shipping and port management
CO5	Understand the concepts and its application in Shipping industry

Course Name	ELECTIVE- GLOBAL LEADERSHIP
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand of the basic concepts of leadership styles and theories.
CO2	Analyse how leadership models works in different scenarios.
CO3	Analyse how as a manager they can apply different models of leadership.
CO4	Demonstrate the concepts of leadership types and theories
CO5	Apply different models of leadership.
SEMESTER	IV
Course Name	STRATEGIC MANAGEMENT
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the concept of strategic management
CO2	Able to analyse the different types of approaches
CO3	Able to formulate and develop the approaches
CO4	Strategic implementation and control
CO5	Strategic evaluation
Course Name	FINANCIAL DERIVATIVES
	<i>On successful completion of this course the students will be able to:</i>
CO1	Demonstrate an understanding of the uses of financial engineering and risk management approaches and techniques used by modern organizations.
CO2	Apply their knowledge of derivatives in solving problems involving financial risks including foreign exchange risk, interest rate risk, credit risk and portfolio risks.
CO3	Make informed judgements on the use of derivative instruments.
CO4	Analyze the forward market and make suitable investments
CO5	Appraise the option and forward contract and choose the relevant option
Course Name	STATISTICAL DATA ANALYSIS-PRACTICALS-IV
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the basic concepts of research and statistics
CO2	Apply the concepts of Linear algebra and statistics in real time problems
CO3	Analyze real time data using various statistical measures

CO4	Construct models using various statistical methods
Course Name	PROJECT AND VIVA-VOCE
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand and Selection of the problem
CO2	Formulate the Hypothesis and Objectives
CO3	Develop the literature review based on the research problem
CO4	The analysis pertaining to collected data
CO5	Evaluating and conclude the Project report
Course Name	ELECTIVE – IV INSURANCE AND RISK MANAGEMENT
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand risk and methods of handling risk
CO2	Formulate the strategies for avoidance of risk by firms
CO3	Compare the life policies and have knowledge on premium determination.
CO4	Apply the knowledge of fire and marine insurance
CO5	Develop the knowledge of various types of insurance.
Course Name	ELECTIVE -International Marketing Management
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the concept and functions of International marketing
CO2	Marketing and economic development
CO3	Learn marketing research.
CO4	Assess and sustain marketing and development of new products
CO5	Understand the concept of retail international marketing
Course Name	ELECTIVE-Supply Chain Management
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand and evaluate the application of supply chain management
CO2	Identify the skill sets required for Multinational Companies especially supply chain management operations
CO3	Examine the various functions of supply chain management
CO4	Determine the role of logistic and supply chain management to attain the common goal of the organization in an innovative ways

CO5	To apply supply chain management in international perspective
Course Name	ELECTIVE-International HR Strategies
	<i>On successful completion of this course the students will be able to:</i>
CO1	Understand the concept and functions of International marketing
CO2	Marketing and economic development
CO3	Learn marketing research.
CO4	Assess and sustain marketing and development of new products
CO5	Understand the concept of retail international marketing