

Hind Seva Parishad's  
Public Night Degree College  
Aaram Society Rd., Vakola, Santacruz East, Mumbai 400055.

## INTERNAL QUALITY ASSURANCE CELL

### Program Outcome, Programme Specific Outcome And Course Outcome

(Under-Graduate Courses)

Academic Year 2017-2018

#### Program - B.COM.

##### Programme Outcome:

To train the students in the field Accountancy, Taxation, Economics, Commerce, Computer and Business Law to make them ready as per the industry expectations.

##### Programme Specific Outcome:

After graduating student should be well versed with the knowledge of Accountancy and Taxation at the same time they should be able to understand and apply the concept of economics in the industry.

##### SEMESTER I AND II

Course	Outcome
Commerce -I Introduction to Business	On successful completion of this subject the learners would be able to understand various concepts of business.
Commerce –II Service Sector	Service sector is gaining lot of importance day by day. It is the most employment generating sector in India. So on completion of this course learner would be able to understand various dimensions of service sector.
Accountancy and Financial Management -I and II	The student will be able to understand the accounting related to the Sole Trading Concern.
Business Economics I & II	Students would be able to understand the economic activities at household and industry level.
Mathematical and Statistical Techniques I and II	Students would be able to understand to apply mathematical tool and statistical tools in job and in day to day life.
Environmental Studies I & II	Students would be able to understand the importance of Enviornmetn Conservation and co-existence with environment.
Foundation Course I & II	To inculcate values and ethics among the students. Students would be able to understand various social issues.

Business communication I & II	Students would be trained for communication skills i.e. written and oral.
<b>SEMESTER III AND IV</b>	
Accountancy and Financial Management -III and IV	Students would be trained for accounting procedure of Partnership Firms and also treatment of partnership accounting in relation to amalgamation as well conversion of firm into a company.
Management Accounting III semester	Students would be trained for understanding application of practice tools and methods in management accounting.
Commerce – III Management: Functions and Challenges	Students would be trained for understanding and developing various managerial skills.
Commerce – IV Management: Production and Finance	Students would gain knowledge of Production & finance which can lead to better management of an organization in terms of finance as well as production.
Business Economics III	Students would be able to understand present day's economics.
Business Economics IV	Students would be able to understand the working of various government and public finance.
Foundation Course III & IV	Students would be able to understand growing need of social responsibility and understanding the basic of competitive examinations.
Computer Programming-I & II	Students would gain the basic knowledge of use of technology in job and day to day life.

Business Law III & IV	The students would understand legislative framework governing business world
Auditing-I - IV	Students would be able to understand concept and procedure of auditing.
<b>SEMESTER V and VI</b>	
Commerce – V Marketing	Students would gain the knowledge of marketing and its concepts to get better employment opportunities.
Commerce – VI Human Resource Management(HRM)	Students would be able to understand various concepts of Human Resource management.
Financial Accounting	Students would be able to understand preparation of final accounts of companies and the relevant and the relevant accounting standards.
Business Economics (Sem V and VI)	On successful completion of this subject the students would be able to understand the concepts of international trade.
Computer Systems and Applications (Sem V & VI)	To Train students for Practical knowledge on various Functions and Formulas. Students will be trained to use and Store the data in Database.
Taxation I and II	Students would be trained for various aspects of Direct Taxes and Indirect taxes.

## **Program - B.M.S.**

### **Programme Outcome:**

The Program will acquaint the students to obtain the knowledge and skills required for management positions in different organizations and helps students practically understand how organizations work and managed. The degree would develop undergraduate students to be leaders and managers capable of taking on the challenges and rigors of the global marketplace.

### **Programme Specific Outcome:**

#### **Bachelor in Management Studies (Finance)**

Financial Management Program enables' to prepare professionals who will not only be efficient & effective managers but also inspirational & innovative leader's. The program prepares students for a career in accounting, banking, and financial management. The aspiring candidates with the necessary skill sets to adopt a creative and refreshing approach to business problems resolution and identifying, tapping new opportunities in the market place, are expected to excel in the fast growing Financial Services industry.

#### **Bachelor in Management Studies (Human Resource Management)**

HR Management Program enables' to prepare professionals who will not only be efficient & effective managers but also inspirational & innovative leader's. The program prepares students for a career in HR policy formulation and practice in the areas of employment law, job analysis, employee relations and international HRM. The aspiring candidates with the necessary skill sets to adopt a creative and refreshing approach to business problems resolution and identifying, tapping new opportunities in the market place, are expected to excel in the fast growing HR Services industry.

#### **Bachelor in Management Studies (Marketing)**

Marketing Management Program enables' to prepare professionals who will not only be efficient & effective managers but also inspirational & innovative leader's. The program prepares students for a career in Advertising, technical *Marketing* Assistant; Media Planner & Buyer; Supply Chain Management; E-commerce Analysis banking, and sales executives. The aspiring candidates with the

necessary skill sets to adopt a creative and refreshing approach to business problems resolution and identifying, tapping new opportunities in the market place, are expected to excel in the fast growing Marketing Services industry.

#### **FY BMS SEM I**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Introduction to Financial Accounts	Students would acquaint Basic Account knowledge, Journal, Ledger, Trial balance, BRS and preparing final account.
02	Business Law	Business law shall provide students knowledge about current legal framework governing the business world.
03	Business Statistics	Basic knowledge in elementary statistics. Prepare students for their future careers in business end research.
04	Business Communication - I	Students are introduced to communicate skills, understand the methods of communication. Improve LSRW and practice these skills in their daily life.
05	Foundation Course – I	This subject is to enable the students socially aware of the societal problems and their personality.
06	Foundation of Human Skills	It acquaints students about the importance of individual and group dynamics and the skills required for working in organization. They also get a better understanding regarding organization culture and its impact.
07	Business Economics-I	The students acquire the knowledge of demand and forecasting in sales management, price fixing, market competitors and management business economically.

#### **FY BMS SEM II**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Principles of Marketing	It helps in developing marketing skills among students in order to cater the needs of marketing industries.
02	Industrial Law	Industrial law shall provide a roundup of various legislation concerning industries.
03	Business Mathematics	Students acquire knowledge in elementary business mathematics. Develop skills in analysis mathematical models in business management.
04	Business Communication - I	Students will demonstrate written communication skills appropriate for business situations. Will demonstrate effective interpersonal skills and work effectively in terms of diverse work culture.
05	Foundation Course – Value Education and Soft Skill – II	It acquaints students on issues relating to human rights and environmental concerns and be socially aware of the societal problems.
06	Business Environment	This subject inculcates awareness about business environment at national and international level. Understanding the impact of international organization on business environment.
07	Principles of Management	The students will gain knowledge , and skills regarding business principles, management skills required for running a business.

**SY BMS SEM III**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Foundation Course- Contemporary Issues-III	This course acquaints students on issues relating to human rights and environmental concerns. Students will understand technological development and relevance of technology in their day to day life.
02	Information Technology in Business Management - I	On completion of this course the students will gain practical knowledge of application software. They will improve their professional computer skills.
03	Business Planning & Entrepreneurial Management	On completion of the course the students will help them to take the responsibility of line of management function of a company with reference to Small and Medium Enterprises sector.
04	Accounting for Managerial Decisions	This course develops the understanding of accounting tools and information and their uses in decision making.
05	Strategic Management	On completion of the course , the students will gain awareness about the importance of Strategic Management. They get a brief understanding of complex strategic decisions in formulation and have gained knowledge and implementation of strategy.
06	Cost Accounting	Students get enhanced with basic concepts and tools used in cost accounting, principle and procedure of cost accounting.
07	Corporate Finance	Students get enhanced with concept of corporate finance and its importance in managing a business. Understand nature, importance and structure of corporate finance.
08	Motivation and leadership	Acquaint students about practical approaches to Motivation and leadership and its applications in Indian context. Enables the students to implement online leadership skills.
09	Organizational Behavior and Human Resource Management	The students will be able to understand scope of Human Resource Management and hence will enable them to have career options. Organizational Behavior and will help them to work with efficiency in organization.
10	Consumer Behavior	Understanding of various marketing tools in contemporary time. It brings out various ideas for effective marketing of products.
11	Advertising	On successful completion of syllabus , students will understand growing importance of advertising , career growth and scope in advertising.

**SY BMS SEM IV**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Business Economics-II	A sound knowledge of economic concepts and principles help business firms in rational decision making. The students will learn managerial skills in the present business environment.
02	Business Research Methods	The subject will inculcate analytical abilities of research skills among students. They will get clear concepts as to how research is done.
03	Production & Total Quality Management	This course develops analytical skills regarding productivity, Economic Order Quantity and various methods of cost effectiveness in production.

04	Foundation Course- Contemporary Issues-IV	This subject makes students socially conscious about societal problems and they learn to improve their overall personality.
05	Information Technology in Business Management-II	On completion of this course, students learn the techniques to handle managerial skills in digital environment.
06	Strategic Cost Management	Students learn the skill of analysis, evaluation and synthesis in cost and management accounting. Taking decision in controlling cost.
07	Corporate Restructuring	Course enables to acquire knowledge relating to legal accounting and practical implementation of corporate restructuring. Concept of internal reconstruction and amalgamation
08	Human Resource Planning & Information System	Students will understand ways of matching job requirements and Human Resource availability and explore the concept of strategic Human Resource Information Planning and to understand application of Human Resource Information System.
09	Training & Development in HRM	The students gain awareness about the function of Training & Development department in the organization. Also, they would be aware about the procedure to develop training module.
10	Integrated Marketing Communication	Course equips students with knowledge, skills and attitude in marketing communication, planning and execution.
11	Rural Marketing	The students gain awareness of rural marketing and its importance in today's environment. The students understood the strategies to be adopted to enter rural marketing.

#### **TY BMS SEM V**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Logistics and Supply chain management	Upon successful completion, students will be able to understand various logistics and operational aspects which will help them in reducing overall cost and providing better customer service.
02	Corporate Communication & Public Relations	Students would understand the history, theory and models of corporate public relations. They will also understand the role of PR Professional in the corporate environment.
03	Investment Analysis& Portfolio Management	Acquaint students about various concepts of finance and understand various models of techniques of security analysis and portfolio management.
04	Wealth Management	Provide an overview of various aspects to wealth management. Students will be aware of important aspects of insurance, taxation and retirement planning.
05	Risk Management	Course enables student to identify and categorize types of risk faced by organization and helps to design a risk management plan for the company to face risk.
06	Direct Taxes	Students would understand the provisions of determining residential status of individuals and they will understand the various heads of income.
07	Finance for HR	This course enables human resource management students to

	Professionals & Compensation Management	understand compensation management. Students will manage to pay structure as well as they will be able to analyze various components of pay.
08	Strategic Human Resource Management & HR Policies	Course makes them understand Human Resource Management from strategic perspectives. To understand the relationship between strategic Human Resource Management and organizational performance.
09	Performance Management & Career Planning	The students will learn the importance of performance management for their growth in future. It will enable them to implement in their work.
10	Industrial Relations	Students will gain knowledge about Industrial Relation and related concepts of Industrial Relations and their significance and applicability in industries.
11	E-Commerce & Digital Marketing	Students will get insight of E-commerce concepts. They gain the knowledge about digital marketing techniques.
12	Services Marketing	The students will understand the elements of service marketing. They will get clear concepts and enable them to quality skills.
13	Sales & Distribution Management	The students will be able to know the scope in sales and distributions. It will help them to adapt qualities that are read to be a good manager.
14	Customer Relationship Management	Students will get an insight in to Customer Relationship Management Marketing initiatives, customer service and designing Customer Relationship Management strategy and to make them understand new trends in Customer Relationship Management.

#### **TY BMS SEM VI**

<b>Sr.No</b>	<b>SUBJECT</b>	<b>COURSE OUTCOME</b>
01	Operational Research	Upon successful completion, students will have the knowledge to identify best techniques to solve specific problems of operational research and will develop operational research approach to decision making.
02	International Finance	Students would be familiar with fundamentals aspects of various issues associated with international finance. The course creates an awareness of the role functions of international finance in globalized market.
03	Project Management	Course creates fundamental aspects of various issues associated with performance management. Basic concepts, functions, process, techniques of performance management.
04	Strategic Financial Management	Acquaints students with contemporary issues relating to financial management. Changing scenario in banking sector. Making career in banking sector.
05	Indirect Taxes	Course provides the students an overview of Goods and Service Tax structure and working of indirect taxes.
06	HRM in Global Perspective	Students will be acquainted with knowledge of managing International Human Resource Management with skills to face



		various challenges of expatriation and repatriation. Students would face Human Resource Management competition with preparedness.
07	Organizational Development	Students gain the knowledge about the concepts of Organizational Development and its relevance in organization as well as understanding the techniques used in organization development.
08	HRM in Service Sector Management	Students will understand the significance of human element in service sector. It also helps students to know the issues and challenges of HR in various services.
09	Indian Ethos in Management	The students will learn importance of management through Indian ethics. They will learn stress management techniques and karma implementation.
10	Brand Management	The students will understand various aspects of branding marketing programs and measures of brand performance.
11	Retail Management	On completion students will learn about retail management concepts and operations and to develop an understanding of retail management terminology (merchandise management, store management, retail strategy)
12	International Marketing	The subject provides an insight on the dynamics of international marketing. This will equip students to have better understanding of international market.
13	Media Planning & Management	Students would be aware about the media Industry and its functioning and also would develop an integrated marketing plan using variety of media.
14	Project Work	Students will get practical exposure towards his/her work and job specialization, Internship enables to get specialized in their field of work. A research project undertaken by the student enable them to acquaint research and analytical skills on their area of specialization.

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### Program Outcome, Programme Specific Outcome and Course Outcome

#### (Post-Graduate Courses)

#### Program - M.COM.

**Programme Outcome:**

To facilitate the students for conducting business, accounting and auditing practices, role of regulatory bodies in corporate and financial sectors nature of various financial instruments and to acquaint a student with conventional as well as contemporary areas in the discipline of Commerce.

**Programme Specific Outcome:**

After Completing Masters in Commerce students are able to work in different domains like Accounting, Taxation, HRM, Banking and Administration.

Course	Outcome
<b>SEMESTER I</b>	
Strategic Management	To provide understanding of the Tasks, Functions and Skills of Strategic Management and latest developments and make students aware about principles and functions of strategic management.
Economics for Business Decisions	Students acquire the knowledge of basic tools and economic theory and practical application and they also get familiarized with understanding of economic aspects of current affairs.
Cost and Management Accounting	Students understand how cost are charged to particular product or service and get to know about profit maximization and cost minimization concepts.
Business Ethics and Corporate Social Responsibility	Students gain an understanding of the sources of Business Ethics, the approaches to Business Ethics and the Emergence of Business Ethics and Corporate Governance.
<b>SEMESTER II</b>	
Research Methodology For Business	The students understand the basics of Research, its formulation and also get the knowledge about formation of hypothesis and sampling.
Macro Economic Concepts And Application	Students understand the concepts National Income, Human Development Index, Monetary Policy and Fiscal Policy of the government.

Corporate Finance	Students get the understanding of appropriate capital structure for organization and understanding of saving for future, considering the effect of inflation.
E-Commerce	Students get the understanding concept of e-commerce with its type and its market benefits and learn all curve of E-marketing and its market use.
<b>SEMESTER III</b> (Advanced Accounting, Corporate Accounting and Financial Management)	
Advanced Financial Accounting	Learners understand the legal aspects of banking companies, format of final accounts, RBI guidelines, and preparation of final accounts of Banking Companies.
Direct Taxation	Students get knowledge of the residential status of a person and get practical exposure in computing taxation of Companies.
Advanced Cost Accounting	Students are able to interpret cost accounting statements and make them conversant with the basic vocabulary and mechanics of cost management.
Project Work I	To Help the learners to understand the application of the domain knowledge to prepare for Project report and acquire practical experience from the real life work situation.
<b>SEMESTER III</b> (Business Studies-Management)	
Human Resource Management	Students get the knowledge about the basics of Human resource management, HRP and Recruitment, Selection procedure and about the emerging trends like welfare of the employees in various areas.
Rural Marketing	Students acquire basic concepts and global framework for rural marketing.
Marketing Strategies And Practices	Students acquire the knowledge of Marketing Strategies, Designing Marketing Plans and types and become aware about recent trends in marketing strategies.
Project Work I	To Help the learners to understand the application of the domain knowledge to prepare for Project report and acquire practical experience from the real life work situation.

<b>SEMESTER IV</b> (Advanced Accounting, Corporate Accounting and Financial Management)		
Corporate Accounting	Financial	To help the Students to acquire the skills to interpret accounting standards.
Indirect Taxes		To help the Students to understand the history of GST all over the world.
FINANCIAL MANAGEMENT		Learners understand the need, types and sources of finance.
Project Work II		To Help the learners to understand the application of the domain knowledge to prepare for Project report and acquire practical experience from the real life work situation.
<b>SEMESTER IV</b> (Business Studies Management)		
Advertising and sales Management		To help the students understand the basics of the advertising with the help of behavioural models, advertising agencies and media.
Retail Management		To help the Learners understand the basic information about different format of retails and various career options in Retail Management.
Tourism Management		To help the Learners understand the basic information about types of tourism and various career options in tourism.
Project Work II		To Help the learners to understand the application of the domain knowledge to prepare for Project report and acquire practical experience from the real life work situation.

