

## Program Outcome for B.Com course

### 1) Accountancy

Programme outcomes, program specific outcomes, and course outcomes offered:

Name of the programme/course	Outcome
Accountancy & Financial Mgt (FYBCom )	It helps the student to become a complete accountant in a phased manner
Accountancy & Financial Mgt (SYBCom)	It helps the student to become a complete accountant in a phased manner
Management Accounting	It helps the student in analyzing the final accounts and guide the management to run the business in a proper manner
Financial Accounting	It helps the student to become a complete accountant in a phased manner
Costing	It helps the student in getting an overview of determining the cost which is required for the business
Auditing	It helps the student in becoming an auditor as well as help him as an accountant to understand the other aspect of his work
Direct Tax & Indirect Tax	It helps the student in becoming a complete accountant so as to prepare himself in an area where he can practice

### 2) Commerce

Programme outcomes, program specific outcomes, and course outcomes offered:

Name of the programme/course	Outcome
Commerce I & II	Understanding of Business Environment with national and international scenario. Understanding of IT enabled services and Entrepreneurship.
EVS	Proper utilization of resources across the world and Mumbai and Kokan region. Distribution of population, demographic composition in India.
FC	Creating general awareness among students about society. Diversification according to religion, sex, age

	composition etc.
Commerce III & IV	<p>To make the learners aware about conceptual knowledge and evolution of Management.</p> <p>To familiarize the learners with the functions in Management.</p> <p>To acquaint the learners with the basic concepts of Production Management, Inventory Management &amp; Quality Management.</p> <p>To provide basic knowledge about Indian Financial Systems.</p> <p>To update the learners with the recent trends in Finance.</p>
Business Law	<p>To provide brief idea and framework of Indian business law</p> <p>To orient the students about legal aspect of business</p> <p>Familiarization of students with case studies</p>
Advertising I & II	<p>To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.</p> <p>It aims to orient learners towards the practical aspects and techniques of advertising.</p> <p>It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising</p> <p>To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.</p> <p>It aims to orient learners towards the practical aspects and techniques of advertising.</p> <p>It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising</p>
Field Sales Management	<p>Core terminologies of marketing like 7 Ps, differentiation between Advertising and Publicity, role of Personal Selling, concept of Market Segmentation, organisational structure etc.</p> <p>Understand the concept of sales management, sales organization, sales policies and various aspects of sales force</p>

	management.
FC	<p>To acquaint learner with Rights of citizen like RTI,PIL and Ecological concern anthropocentrism biocentrism etc</p> <p>To acquaint learner with Science and study of technologies</p> <p>To acquaint learner with Personality development and communication skills</p>
Travel & Tourism	<p>To acquaint learner with concept and types of tourism</p> <p>To acquaint learner the factor influencing tourism, Impact of tourism on society.</p> <p>Sustainable tourism concepts to learner.</p>
Export Marketing	<p>To acquaint learner with concept of export.</p> <p>To understand India Foreign Trade Policy</p> <p>To understand Export Incentives and Assistance.</p>
MHRM	<p>To understand basic concept of marketing, evolution of marketing concept, MIS, Market segmentation, consumer behavior and application of 7Ps.</p> <p>To understand HR management, career planning, management development programme, Job analysis and specification, techniques of interview and selection procedure, grievance redressal mechanism, SQ and EQ</p>
MSSI	<p>To acquaint learner with concept of small scale industries</p> <p>To understand legal procedure for setting SME in india and agro based industries, sources of funding and institutional finance for SME</p> <p>To acquaint learner with marketing mechanism for SME and Export potential of SME in international market, role of women entrepreneur, self employment and project planning and management.</p>
MR	<p>To acquaint learner with data warehousing, data mining and MIS.</p> <p>To understand the concept of Hypothesis and preparation for questionnaire.</p> <p>Data processing and data editing, data interpretation with report writing.</p>

