

## Department of Commerce

B.Com. (Regular)

PO/PSO/CO

### Course Outcome

#### B.Com I (Semester I)

<u>Subject Name</u>	<u>Course Outcome</u>
<b><u>Financial Accounting Paper I</u></b>	After completing this course, students will be able: 1. To get an idea about the basic of accounting, accounting Concepts and conventions and accounting process. 2. To acquaint with skill of recording transactions related to amalgamation of partnership firm. 3. To apply skills of accounting for consignment transactions. 4. To make use of knowledge and skill for accounting of professionals.
<b><u>Micro Economics Paper I</u></b>	After completing this course, students will be able: 1. To get theoretical knowledge about micro economics. 2. would be helpful for the students to use economic knowledge practically 3. students will get the knowledge about optimum utilization of different resources 4. It will help the students to know about the demand analysis, cost analysis, business decision making process.
<b><u>Management Functions &amp; Application Paper I</u></b>	After completing this course, students will be able: 1. To get an idea about the basic managerial process and planning works in real life 2. To develop decision making skills to evaluate various Alternatives and situations. 3. To acquaint with the knowledge of organizing various resources. 4. To understand the concepts of authority and process of delegation of authority.
<b><u>Principles of Marketing Paper I</u></b>	1. The students will know various marketing concepts, basics of marketing and he or she will be able to assess 2. To understand students about consumer behaviour and also the factors affecting consumer behaviour. 3. To make the students aware about market segmentation, target marketing & Market positioning. 4. The students will understand rural market, consumers



	and he or she will also enlighten about various recent trends and development in marketing.
<b><u>Insurance Paper I</u></b>	<ol style="list-style-type: none"> <li>1. To enable the students to know the fundamentals of Insurance.</li> <li>2. To give exposure to the students about life insurance Products, Procedural part and life insurance business in India.</li> <li>3. To give the students the knowledge about various types of insurance.</li> <li>4. To provide the knowledge to the students about employment opportunities in the insurance sector.</li> </ol>

### **B.Com I (Semester II)**

<b><u>Subject Name</u></b>	<b><u>Course Outcome</u></b>
<b><u>Financial Accounting Paper II</u></b>	<p>After completing this course, students will be able:</p> <ol style="list-style-type: none"> <li>1. To acquaint with skill of recording transactions related to single entry system.</li> <li>2. To apply skills of accounting for Conversion of partnership firm into a limited company.</li> <li>3. To make use of knowledge and skill for accounting of branches.</li> <li>4. To understand the knowledge about computerized accounting.</li> </ol>
<b><u>Micro Economics Paper II</u></b>	<ol style="list-style-type: none"> <li>1. Objective of the course is to acquaint students with the concepts of microeconomics dealing with consumer behaviour.</li> <li>2. The course also makes the student understand the supply side of the market through the production and the cost behaviour of firm.</li> <li>3. The students will understand the demand &amp; supply and its impact on the price</li> <li>4. to understand different markets &amp; competition in the market</li> </ol>
<b><u>Management Functions &amp; Application Paper II</u></b>	<p>After completing this course, students will be able:</p> <ol style="list-style-type: none"> <li>1. To get an idea about motivation concept and theories</li> <li>2. To develop their leadership skill</li> <li>3. To understand and utilize techniques of coordination and control</li> <li>4. To understand various emerging issues in management like green management and to understand concept of Change</li> </ol>
<b><u>Principles of Marketing Paper II</u></b>	<ol style="list-style-type: none"> <li>1. The students will be aware with four basic elements of marketing i.e.4Ps in detail.</li> <li>2. The students will be armed with various Skills about branding, labelling and advertisement.</li> <li>3. The students will know about management of retailing operations and changing scenario of retail business in India.</li> <li>4. The students will get the knowledge about recent</li> </ol>



	trends in marketing like social marketing, green marketing etc.
<b><u>Insurance Paper II</u></b>	<ol style="list-style-type: none"><li>1. To enables the students to know the fundamentals of General Insurance.</li><li>2. To give exposure to the students about general insurance, procedural part, general insurance business and FDI in insurance in India.</li><li>3. To make the students acquaint of various types of general insurance products.</li><li>4. To give knowledge to the students about economic development and general insurance sector.</li></ol>

