



Sinhgad Institutes

Sinhgad Technical Education Society's
NIVRUTTI BABAJI NAVALE COLLEGE OF
COMMERCE & SCIENCE

(Affiliated to SavitribaiPhule Pune University, Approved by Government of Maharashtra)

Gat No. 309/310, Kusgaon (Bk.), Lonavala, Tal.-Maval, Dist.- Pune – 410401.

Tel.: 02114 673307/429/412, E Mail-principal.nbncoc@sinhgad.edu, Website: www.sinhgad.ed



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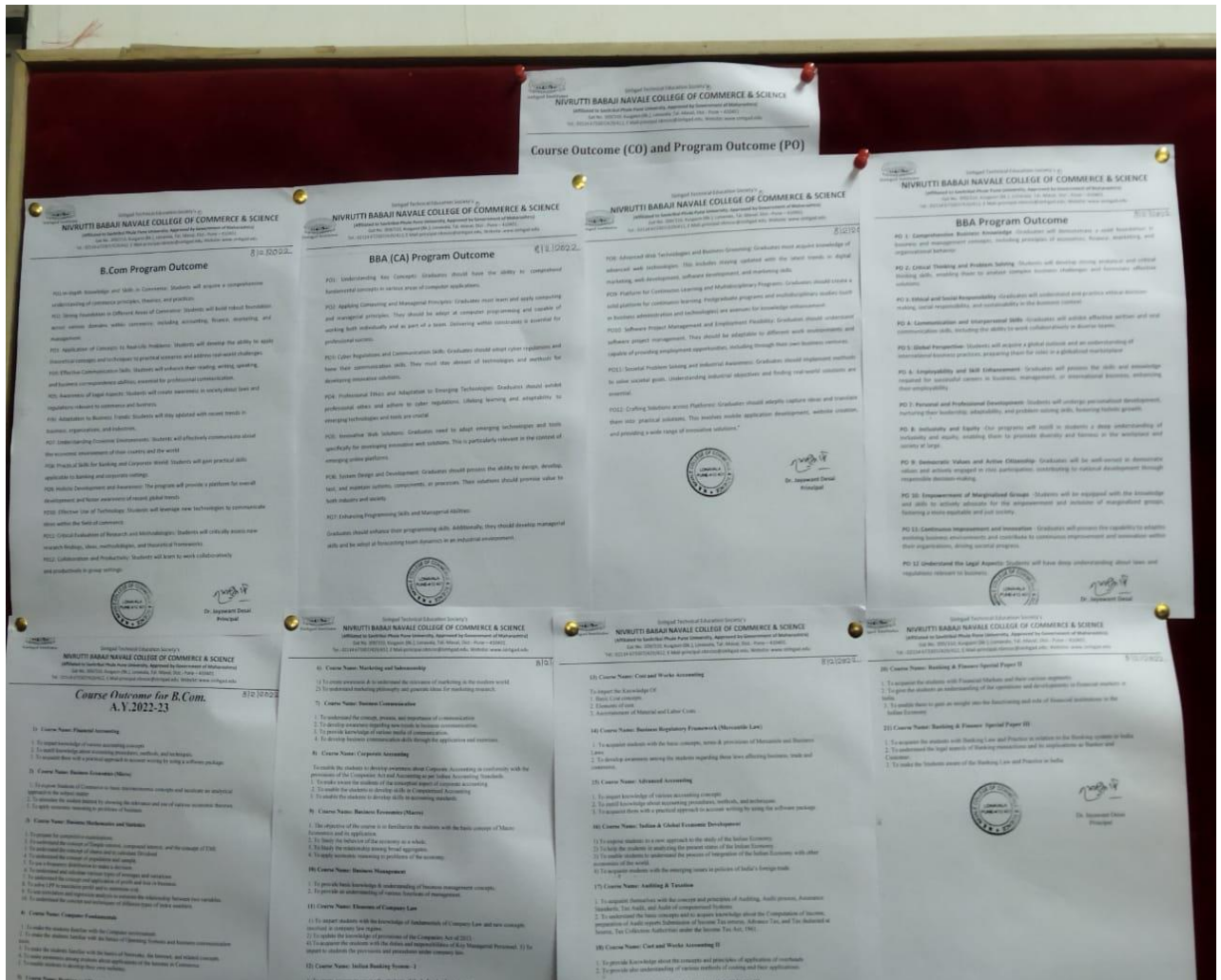
2.6.1. Programme Outcomes (POs) and Course Outcomes (COs) for all Programmes offered by the institution are stated and displayed on website.

Metric–2.6.1

LIST OF SUPPORTING DOCUMENTS

SR. NO.	PARTICULARS	Page No.
01	Programme Outcomes (POs) and Course Outcomes (COs) display on Notice Board	03-04
02	Program Outcome(PO)	05-08
03	Course Outcome(CO)	09-34

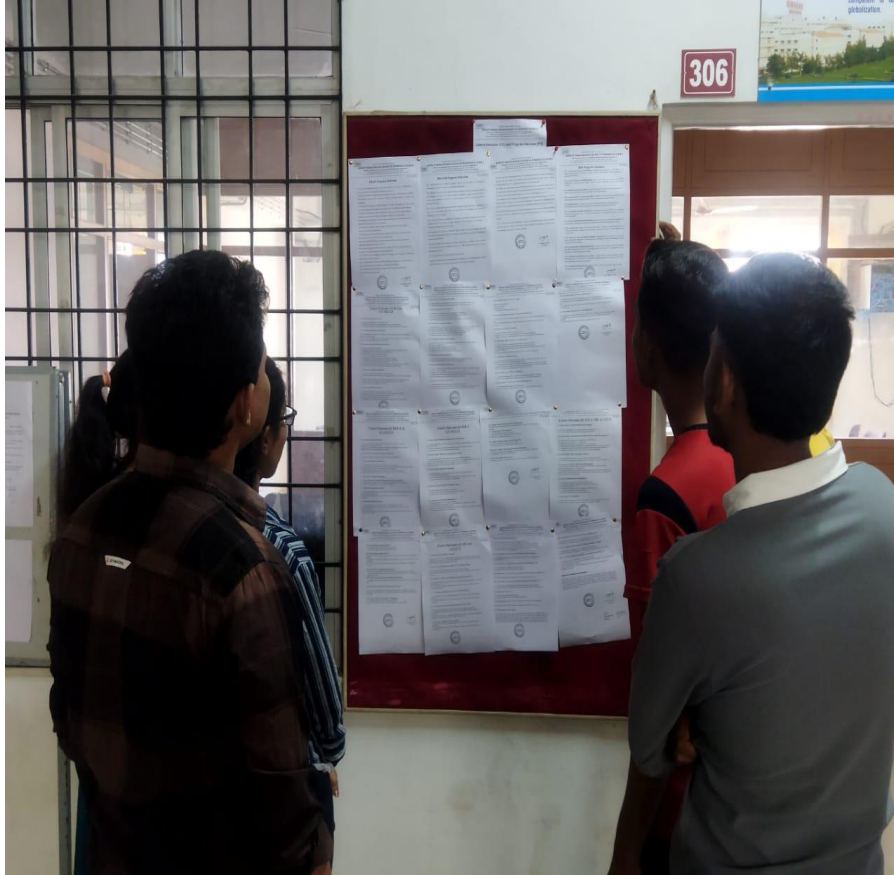
Display of Program Outcome (PO) and Course Outcome (CO) on college Notice Board



Program Outcome (PO) and Course Outcome (CO)



Display of Program Outcome (PO) and Course Outcome (CO) on college Notice Board



Course Outcome (CO) and Program Outcome (PO)



Dr. Jayawant Desai
Principal

VIJAY
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B.Com Program Outcome

PO1: In-depth Knowledge and Skills in Commerce: Students will acquire a comprehensive understanding of commerce principles, theories, and practices.

PO2: Strong Foundation in Different Areas of Commerce: Students will build robust foundation across various domains within commerce, including accounting, finance, marketing, and management.

PO3: Application of Concepts to Real-Life Problems: Students will develop the ability to apply theoretical concepts and techniques to practical scenarios and address real-world challenges.

PO4: Effective Communication Skills: Students will enhance their reading, writing, speaking, and business correspondence abilities, essential for professional communication.

PO5: Awareness of Legal Aspects: Students will create awareness in society about laws and regulations relevant to commerce and business.

PO6: Adaptation to Business Trends: Students will stay updated with recent trends in business, organizations, and industries.

PO7: Understanding Economic Environments: Students will effectively communicate about the economic environment of their country and the world.

PO8: Practical Skills for Banking and Corporate World: Students will gain practical skills applicable to banking and corporate settings.

PO9: Holistic Development and Awareness: The program will provide a platform for overall development and foster awareness of recent global trends.

PO10: Effective Use of Technology: Students will leverage new technologies to communicate ideas within the field of commerce.

PO11: Critical Evaluation of Research and Methodologies: Students will critically assess new research findings, ideas, methodologies, and theoretical frameworks.

PO12: Collaboration and Productivity: Students will learn to work collaboratively and productively in group settings.



Dr. Jayawant Desai
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BBA (CA) Program Outcome

PO1: Understanding Key Concepts: Graduates should have the ability to comprehend fundamental concepts in various areas of computer applications.

PO2: Applying Computing and Managerial Principles: Graduates must learn and apply computing and managerial principles. They should be adept at computer programming and capable of working both individually and as part of a team. Delivering within constraints is essential for professional success.

PO3: Cyber Regulations and Communication Skills: Graduates should adopt cyber regulations and hone their communication skills. They must stay abreast of technologies and methods for developing innovative solutions.

PO4: Professional Ethics and Adaptation to Emerging Technologies: Graduates should exhibit professional ethics and adhere to cyber regulations. Lifelong learning and adaptability to emerging technologies and tools are crucial.

PO5: Innovative Web Solutions: Graduates need to adapt emerging technologies and tools specifically for developing innovative web solutions. This is particularly relevant in the context of emerging online platforms.

PO6: System Design and Development: Graduates should possess the ability to design, develop, test, and maintain systems, components, or processes. Their solutions should promise value to both industry and society.

PO7: Enhancing Programming Skills and Managerial Abilities:

Graduates should enhance their programming skills. Additionally, they should develop managerial skills and be adept at forecasting team dynamics in an industrial environment.



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PO8: Advanced Web Technologies and Business Grooming: Graduates must acquire knowledge of advanced web technologies. This includes staying updated with the latest trends in digital marketing, web development, software development, and marketing skills.

PO9: Platform for Continuous Learning and Multidisciplinary Programs: Graduates should create a solid platform for continuous learning. Postgraduate programs and multidisciplinary studies (such as business administration and technologies) are avenues for knowledge enhancement.

PO10: Software Project Management and Employment Flexibility: Graduates should understand software project management. They should be adaptable to different work environments and capable of providing employment opportunities, including through their own business ventures.

PO11: Societal Problem Solving and Industrial Awareness: Graduates should implement methods to solve societal goals. Understanding industrial objectives and finding real-world solutions are essential.

PO12: Crafting Solutions across Platforms: Graduates should adeptly capture ideas and translate them into practical solutions. This involves mobile application development, website creation, and providing a wide range of innovative solutions.”



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BBA Program Outcome

PO 1: Comprehensive Business Knowledge -Graduates will demonstrate a solid foundation in business and management concepts, including principles of economics, finance, marketing, and organizational behavior.

PO 2: Critical Thinking and Problem Solving -Students will develop strong analytical and critical thinking skills, enabling them to analyze complex business challenges and formulate effective solutions.

PO 3: Ethical and Social Responsibility -Graduates will understand and practice ethical decision-making, social responsibility, and sustainability in the business context.

PO 4: Communication and Interpersonal Skills -Graduates will exhibit effective written and oral communication skills, including the ability to work collaboratively in diverse teams.

PO 5: Global Perspective- Students will acquire a global outlook and an understanding of international business practices, preparing them for roles in a globalized marketplace

PO 6: Employability and Skill Enhancement- Graduates will possess the skills and knowledge required for successful careers in business, management, or international business, enhancing their employability.

PO 7: Personal and Professional Development- Students will undergo personalized development, nurturing their leadership, adaptability, and problem-solving skills, fostering holistic growth.

PO 8: Inclusivity and Equity -Our programs will instill in students a deep understanding of inclusivity and equity, enabling them to promote diversity and fairness in the workplace and society at large.

PO 9: Democratic Values and Active Citizenship- Graduates will be well-versed in democratic values and actively engaged in civic participation, contributing to national development through responsible decision-making.

PO 10: Empowerment of Marginalized Groups -Students will be equipped with the knowledge and skills to actively advocate for the empowerment and inclusion of marginalized groups, fostering a more equitable and just society.

PO 11: Continuous Improvement and Innovation - Graduates will possess the capability to adapt to evolving business environments and contribute to continuous improvement and innovation within their organizations, driving societal progress.

PO 12 Understand the Legal Aspects: Students will have deep understanding about laws and regulations relevant to business.




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Course Outcome for B.Com.

A.Y.2022-23

1) Course Name: Financial Accounting.

1. To impart knowledge of various accounting concepts
2. To instill knowledge about accounting procedures, methods, and techniques.
3. To acquaint them with a practical approach to account writing by using a software package.

2) Course Name: Business Economics (Micro)

1. To expose Students of Commerce to basic microeconomic concepts and inculcate an analytical approach to the subject matter.
2. To stimulate the student interest by showing the relevance and use of various economic theories.
3. To apply economic reasoning to problems of business.

3) Course Name: Business Mathematics and Statistics

1. To prepare for competitive examinations
2. To understand the concept of Simple interest, compound interest, and the concept of EMI.
3. To understand the concept of shares and to calculate Dividend
4. To understand the concept of population and sample.
5. To use a frequency distribution to make a decision.
6. To understand and calculate various types of averages and variations.
7. To understand the concept and application of profit and loss in business.
8. To solve LPP to maximize profit and to minimize cost.
9. To use correlation and regression analysis to estimate the relationship between two variables.
10. To understand the concept and techniques of different types of index numbers.

4) Course Name: Computer Fundamentals

1. To make the students familiar with the Computer environment.
2. To make the students familiar with the basics of Operating Systems and business communication tools.
3. To make the students familiar with the basics of Networks, the Internet, and related concepts.
4. To make awareness among students about applications of the Internet in Commerce.
5. To enable students to develop their own websites.

5) Course Name: Banking and Finance

1. To acquaint the students with the fundamentals of banking.
2. To develop the capability of students for knowing banking concepts and operations.
3. To make the students aware of banking business and practices.
4. To give a thorough knowledge of banking operations.
5. To enlighten the students regarding the new concepts introduced in the banking system



6) Course Name: Marketing and Salesmanship

- 1) To create awareness & to understand the relevance of marketing in the modern world.
- 2) To understand marketing philosophy and generate ideas for marketing research.

7) Course Name: Business Communication

1. To understand the concept, process, and importance of communication.
2. To develop awareness regarding new trends in business communication.
3. To provide knowledge of various media of communication.
4. To develop business communication skills through the application and exercises.

8) Course Name: Corporate Accounting

To enable the students to develop awareness about Corporate Accounting in conformity with the provisions of the Companies Act and Accounting as per Indian Accounting Standards.

1. To make aware the students of the conceptual aspect of corporate accounting
2. To enable the students to develop skills in Computerized Accounting
3. To enable the students to develop skills in accounting standards

9) Course Name: Business Economics (Macro)

1. The objective of the course is to familiarize the students with the basic concept of Macro Economics and its application.
2. To Study the behavior of the economy as a whole.
3. To Study the relationship among broad aggregates.
4. To apply economic reasoning to problems of the economy.

10) Course Name: Business Management

1. To provide basic knowledge & understanding of business management concepts.
2. To provide an understanding of various functions of management.

11) Course Name: Elements of Company Law

- 1) To impart students with the knowledge of fundamentals of Company Law and new concepts involved in company law regime.
- 2) To update the knowledge of provisions of the Companies Act of 2013.
- 4) To acquaint the students with the duties and responsibilities of Key Managerial Personnel. 5) To impart to students the provisions and procedures under company law.

12) Course Name: Indian Banking System - I

1. To create awareness among the students of the Indian banking system.
2. To enable students to understand the reforms and other developments in the Indian Banking
3. To provide students insight into the functions and role of the Reserve Bank of India.



13) Course Name: Cost and Works Accounting

To Impart the Knowledge Of:

1. Basic Cost concepts.
2. Elements of cost.
3. Ascertainment of Material and Labor Costs.

14) Course Name: Business Regulatory Framework (Mercantile Law)

1. To acquaint students with the basic concepts, terms & provisions of Mercantile and Business Laws.
2. To develop awareness among the students regarding these laws affecting business, trade and commerce.

15) Course Name: Advanced Accounting

1. To impart knowledge of various accounting concepts
2. To instill knowledge about accounting procedures, methods, and techniques.
3. To acquaint them with a practical approach to account writing by using the software package.

16) Course Name: Indian & Global Economic Development

- 1) To expose students to a new approach to the study of the Indian Economy.
- 2) To help the students in analyzing the present status of the Indian Economy.
- 3) To enable students to understand the process of integration of the Indian Economy with other economies of the world.
- 4) To acquaint students with the emerging issues in policies of India's foreign trade.

17) Course Name: Auditing & Taxation

1. To acquaint themselves with the concept and principles of Auditing, Audit process, Assurance Standards, Tax Audit, and Audit of computerized Systems.
2. To understand the basic concepts and to acquire knowledge about the Computation of Income, preparation of Audit reports Submission of Income Tax returns, Advance Tax, and Tax deducted at Source, Tax Collection Authorities under the Income Tax Act, 1961.

18) Course Name: Cost and Works Accounting II

1. To provide Knowledge about the concepts and principles of application of overheads
2. To provide also understanding of various methods of costing and their applications.

19) Course Name: Cost and Works Accounting Special Paper III

1. To impart knowledge regarding costing techniques.
2. To provide training as regards concepts, procedures, and legal Provisions of cost audit.



20) Course Name: Banking & Finance Special Paper II

1. To acquaint the students with Financial Markets and their various segments.
2. To give the students an understanding of the operations and developments in financial markets in India.
3. To enable them to gain an insight into the functioning and role of financial institutions in the Indian Economy

21) Course Name: Banking & Finance Special Paper III

1. To acquaint the students with Banking Law and Practice in relation to the Banking system in India
2. To understand the legal aspects of Banking transactions and its implications as Banker and Customer.
3. To make the Students aware of the Banking Law and Practice in India



Dr. Jayawant Desai
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Course Outcome for BBA (CA)

A.Y.2022-23

1) Course Name: Financial Accounting

1. To enable the students to acquire sound knowledge of basic concepts of accounting
2. To impart basic accounting knowledge
3. To impart knowledge about the recording of transactions and preparation of final accounts
4. To acquaint the students with accounting software packages

2) Course Name: Principles of Programming and Algorithms

1. To develop Analytical / Logical thinking and Problem-solving capabilities

3) Course Name: Business Communication

1. To understand the concept, process, and importance of communication.
2. To develop an integrative approach where reading, writing, and presentation skills are used together to enhance the student's ability to communicate and write effectively.
3. To create awareness among students about Methods and Media of communication.
4. To make students familiar with information technology and improve job-seeking skills.

4) Course Name: Principles of Management

1. To provide fundamental knowledge about the working of a business organization.
2. To make students well acquainted with management processes, functions, and principles.
3. To make the students familiar with recent trends in management.

5) Course Name: Organizational Behavior

- 1) To equip the students to understand the impact that individuals, groups & structures have on their behavior within the organizations.
- 2) To help them enhance and apply the knowledge they have received for the betterment of the organization.

6) Course Name: Elements of Statistics

1. To understand the power of excel spreadsheets in computing summary statistics.
2. To understand the concept of various measures of central tendency and variation and their importance in business.
3. To understand the concept of probability, probability distributions, and simulations in the business world and decision-making.



7) Course Name: RDBMS (Relational Database Management System)

1. Enables students to understand relational database concepts and transaction management concepts in the database system.
2. Enables the student to write PL/SQL programs that use: procedure, function, package, cursor, and trigger.

8) Course Name -: Data Structure Using C

1. To understand different methods of organizing large amounts of data
2. To efficiently implement a different data structure
3. To efficiently implement solutions for different problems
4. To get more knowledge on the C programming language

9) Course Name: Introduction to Operating System

1. To know system programming
2. To know the services provided by the operating system
3. To know the Scheduling concepts

10) Course Name: Software Engineering

This course enables students to understand system concepts and its application in Software development.

11) Course Name: Object-Oriented Programming Using C++

1. Acquire an understanding of basic object-oriented concepts and the issues involved in effective class design.
2. Enables students to write C++ programs that use: object-oriented concepts such as information hiding, constructors, destructors, inheritance

12) Course Name: Programming in Visual Basic

1. To learn properties and events, methods of controls, and how to handle events of different controls.
2. To understand the use of active controls and how to design the VB application
3. To learn connectivity between VB and databases.

13) Course Name: Computer Networking

1. To know about computer networks.
2. To understand different topologies used in networking
3. To learn different types of networks.
4. To understand the use of connecting devices used in the network.

12) Course Name: Enterprise Resource Planning and Management

1. To know what is ERP.
2. To learn different ERP technologies.



13) Course Name: Human Resource Management

1. To acquaint the students with Human Resource Management its different functions in an organization and the Human Resource Processes that are concerned with planning, motivating and developing suitable employees for the benefit of the organization.

14) Course Name: Java Programming

1. To learn the basic concept of Java Programming.
2. To understand how to use programming in day-to-day applications

15) Course Name: Web Technologies

1. To know & understand concepts of internet programming.
2. To understand how to develop web-based applications using PHP.

18) Course Name: Dot Net Programming

1. This will introduce visual programming and event-driven programming practically.
2. This will enhance the application development skill of the student.

19) Course Name: Oriented Software Engineering

1. To Understand the concept of system design using UML.
2. To understand system development through object-oriented techniques.

20) Course Name: Advanced Web Technologies

1. To know & understand concepts of internet programming.
2. To understand the concepts of XML and AJAX.

21) Course Name: Advanced Java

1. To know the concept of Java Programming.
2. To understand how to use programming in day-to-day applications.
3. To develop programming logic.

22) Course Name: Recent Trends in IT

1. To introduce upcoming trends in Information technology.
2. To study Eco-friendly software development.

23) Course Name: Software Testing

1. To know the concept of software testing.
2. To understand how to test bugs in software.
3. To develop programming logic.



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***Course Outcome for B.B.A.
A.Y.2022-23***

1) Course Name: Business Organization and Systems

1. To make the students aware of various activities of a business, business practices, and recent trends in the business world.
2. To study the challenges before the businesses and setting up of a business enterprise.
3. To develop the spirit of entrepreneurship among the students.

2) Course Name: Business Communication Skills

1. To improve various skills such as linguistic, nonlinguistic, and Paralinguistic skills.
2. To develop an integrative approach where reading, writing, oral, and speaking components are used together to enhance the student's ability to communicate and write effectively.
3. To create awareness among students about Methods and Media of communication.

3) Course Name: Business Accounting

1. To enable the students to acquire sound knowledge of basic concepts of accounting
2. To impart basic accounting knowledge
3. To impart knowledge about the recording of transactions and preparation of final accounts
4. To acquaint the students with accounting software packages

4) Course Name:-Business Economics (Micro)

1. To expose students to basic microeconomic concepts.
2. To apply economic analysis in the formulation of business policies.
3. To use economic reasoning to problems of business

5) Course Name: Business Mathematics

1. To understand applications of matrices in business.
2. To understand the concept and application of Permutations & Combinations in business.
3. To use L.P.P. and its applications in business.
4. To understand the concept of Transportation problems & their applications in the business world.
5. To understand the concept of shares & share market



6) Course Name: Business Demography and Environmental Studies

1. To develop a knowledge base for demographic and environmental factors affecting business.
2. To make the students aware of environmental problems related to business and Commerce.
3. To inculcate values of Environmental ethics amongst the students.

7) Course Name: Principles of Management

1. To provide conceptual knowledge to the students regarding the nature, complexity and various functions of management
2. To give a historical perspective of management
3. Students will also gain some basic knowledge of recent trends and international aspects of management

8) Course Name: Principles of Marketing

1. To introduce and familiarize the student's basic concepts of marketing, its general nature, scope, and importance.
2. To impart appropriate knowledge and understanding of its primary functions and applications and its gradual evolution and development.
3. To develop basic and essential skills related to marketing.
4. To provide a learning platform for preparing students for marketing employability opportunities essential for industries.

9) Course Name: Principles of Finance

1. To provide an understanding of the nature, importance, and structure of finance-related areas.
2. To impart knowledge regarding sources of finance for a business.

10) Course Name: Basics of Cost Accounting

1. To Impart Knowledge of Basic cost concepts, elements of cost & preparation of Cost Sheet.
2. To provide basic knowledge of important Methods of costing.

11) Course Name: Business Statistics

1. To understand the basics of statistics – the concept of population and sample & to use a frequency distribution to make the decision.
2. To understand and calculate various types of averages and variations.
3. To understand Correlation and use regression analysis to estimate the relationship between two variables and their applications.
4. To understand the concept - Time Series and its applications in business.
5. To understand the concept - Index numbers and applications in business.
6. To inculcate the research culture among students.



12) Course Name: Business Informatics

1. To know the basics of Computer
2. To understand the basics of networking
3. To know the basics of the internet
4. To know the basics of databases

13) Course Name: Personality Development

1. To make the students aware of the dimensions and importance of effective personality.
2. To understand personality traits and formation and vital contributions in the world of business.
3. To make the students aware of the various dynamics of personality development.

14) Course Name: Business Ethics

1. To impart knowledge of Business Ethics to the students.
2. To promote Ethical Practices in the Business.
3. To develop Ethical and Value-Based thought processes among future manager's entrepreneurs.

15) Course Name: Human Resource Management and Organizational Behavior

1. To introduce to the students the functional department of human resource management and acquaint them with planning, its different functions in an organization.
2. To introduce the human resource processes that are concerned with planning, motivating and developing suitable employees for the benefit of the organization.

16) Course Name: Management Accounting

1. To impart basic knowledge of Management Accounting.
2. To know the implications of various financial ratios in decision-making.
3. To study the significance of working capital in the business.
4. To understand the concept of budgetary control and its application in business.
5. To develop the calculating ability of various techniques of management accounting.

17) Course Name: Business Economics

1. To study the behavior of working of the economy as a whole.
2. To develop an analytical framework to understand the interlink ages among the crucial macroeconomic variables.
3. To apply economic reasoning to problems of business and public policy.



18) Course Name: IT in Management

1. To understand the role of IT in Management.
2. To understand the basics of operating systems.
3. To know the current happenings.

19) Course Name: Production & Operations Management

1. To provide goods and services at the right time, at the right place at the right manufacturing cost of the right quality.
2. To understand manufacturing technology and its role in developing business strategy.
3. To identify the role of the operation function.
4. To understand the external and internal effects of five operation performance objectives

20) Course Name: Industrial Relations and Labor Law

1. To impart to the students with knowledge about the complexities between labor and management relationships.
2. To make the students aware of mechanisms of Industrial Dispute and friendly interventions to deal with employee-employer problems.
3. To impart the students with the knowledge of laws & how the law affects industry & labor.

21) Course Name: Business Taxation

1. To understand the basic concepts and definitions under the Income Tax Act, of 1961.
2. To update the students with the latest development in the subject of taxation.
3. To Acquire knowledge about the Computation of Income under different heads of the Income of Income Tax Act, 1961.
4. To acquire knowledge about the submission of Income Tax returns, Advance Tax, Tax deducted at Source, and Tax Collection Authorities.
5. To prepare students Competent enough to take up employment in Tax planning.
6. To develop the ability to calculate the taxable income of firms, cooperative societies, and charitable trusts.

22) Course Name: International Business

1. To acquaint the students with emerging issues in international business.
2. To study the impact of the international business environment on foreign market operations.
3. To understand the importance of foreign trade for the Indian economy.



23) Course Name: Management Information System

1. To understand the concepts of Information System
2. To study the concepts of system analysis and design
3. To understand the issues in MIS

24) Course Name: Business Exposure

1. To develop the understanding of the student with a realistic and practical perception of the industry its layout, procedures, processes, organization structure
2. The objective of the Industrial Visit is to help students gain firsthand information regarding the functioning of the Industry which presents the students with opportunities to plan, organize and engage in active learning experiences both inside and outside the classroom

25) Course Name: Supply Chain and Logistics Management

1. To introduce the fundamental concepts in Materials and Logistics Management.
2. To familiarize with the issues in core functions in materials and logistics management

26) Course Name: Entrepreneurship Development

1. To create entrepreneurial awareness among the students.
2. To help students to up bring out their own business plan.
3. To develop knowledge and understanding in creating and managing new venture.

27) Course Name: Business Law

1. To understand basic legal terms and concepts used in law pertaining to business
2. To comprehend applicability of legal principles to situations in Business world by referring to few decided leading cases.

28) Course Name: Research Methodology

1. To provide the students with basic understanding of research process and tools for the same.
2. To provide an understanding of the tools and techniques necessary for research and report writing.

29) Course Name: Analysis of Financial Statements

1. This course is designed to prepare students for interpretation and analysis of financial statements effectively.
2. To make the student well acquainted with current financial practices
3. This course is designed primarily for students who expect to be intensive users of financial statements as part of their professional responsibilities.



30) **Course Name: Marketing Special Paper I**

1. To provide the students with basic understanding of the processes and skills necessary to be successful in personal selling and insights about recent trends in sales management.
2. To provide an understanding of the tools and techniques necessary to effectively manage the sales function - organization - sales individual.
3. To provide students with advanced skills in the areas of interpersonal communications, Motivational techniques

31) **Course Name: Human Resource Management Principles and Functions**

To introduce the concept, principles and practices of H.R.M. to the students

32) **Course Name: Service Sector Management Special Paper**

1. To inculcate in depth knowledge of services as an essential economic activity.
2. To get overall understanding about special features of services, various concepts and issues related with management of services.

33) **Course Name: Finance Special Paper II**

1. To make the study of long-term financing
2. To make the student well-acquainted regarding current financial structure

34) **Course Name: Marketing Special Paper II**

1. To provide insights into all functional areas of retailing.
2. To give a perspective of the Indian retail scenario.
3. To identify the paradigm shifts in retailing business with increasing scope of technology and e-business.

35) **Course name: Human Resource Management Special Paper II**

To familiarize the students with it & practices

36) **Course Name: Business Planning and Project Management**

To acquaint the students with the planning process in business and familiarize them with the function and techniques of project management

37) **Course Name: Event Management**

To acquaint the students with concepts, issues and various aspects of event management



38) Course Name: Management Control System

To introduce to the students the function of management control, its nature, functional areas, and techniques.

39) Course Name: E-Commerce

1. To know the concept of electronic commerce
2. To know the concept of Cyber Law & Cyber Jurisprudence
3. To know Internet marketing techniques

40) Course Name: Finance Special Paper III

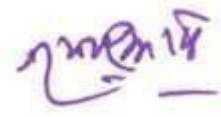
- 1) To study in detail various financial services in India
- 2) To make the students well acquainted with financial markets

40) Course Name: Advertising and Sales Promotion

1. To develop knowledge and understanding of the importance and functions of advertising.
2. To understand Key features of Sales Promotion

41) Course Name: Labor Laws

To acquaint the students with important legal provisions governing the industrial employees



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Course Outcomes for B.B.A. (IB)

A.Y.22-23

1) Course Name: Indian Business Environment

- 1) To develop knowledge base of environmental factors affecting business.
- 3) To inculcate values of Environmental ethics amongst the students.

2) Course Name:-Communication Skills and Personality Development

- 1) To understand the concept, process and importance of communication.
- 2) To gain knowledge of media of communication.
- 3) To develop skills of effective communication - both written and oral.
- 4) To help students to acquaint with application of communication skills in the world of business.
- 5) To understand the concept of personality and personality development and its significance.
- 6) To understand and develop various traits required for personality development

3) Course Name: Micro Economic Analysis

1. To expose basic microeconomic concepts to students of international business.
2. To provide a method/ approach to help draw correct conclusions/ solve economic problems.

3) Course Name: Principles and Practice of Management

1. To provide a basis of understanding to the students with reference to working of business organization through the process of management.
2. On completion of the syllabi, the student will understand the basic principles of management -will acquaint himself with management process, functions and principles. Students will also get the idea about new developments in management.

4) Course Name: Business Mathematics

1. To understand the concepts of ratio, proportion and percentage.
2. To understand the concept and application of profit and loss in business.
3. To use the concept of EMI.
4. To understand the concept of stock exchange and to calculate Dividend.
5. To understand applications of matrices in business.
6. To understand useful functions in business and economics.

5) Course Name: Cost Accounting

1. To Impart the Knowledge of Basic cost concepts, element of cost & Preparation of Cost Sheet.
2. To provide basic knowledge of important Methods & Techniques of costing.



6) Course Name: Macro Economic Analysis

1. To study the behavior of the economy as a whole.
2. To study relationships among broad aggregates.
3. To apply economic reasoning to macro-economic policy.

7) Course Name: Principles of Marketing

To study & critically analyze the basic concepts in marketing & to cater the needs of marketing industries.

8) Course Name: Business Statistics

1. To understand the concept of population and sample.
2. To use frequency distribution to make decision.
3. To understand and to calculate various types of averages and variation.
4. To use regression analysis to estimate the relationship between two variables .
5. To solve LPP to maximize the profit and to minimize the cost.

9) Course Name: Information Technology In Business Operations

1. To Know the Fundamentals of Computers
2. To Understand how to use Computer applications in Business.

10) Course Name: International Business Environment

1. To make the students aware about globalization and environmental consequences.
2. To create awareness about dimensions of eco-friendly environment.
3. To gain knowledge about global warming and environmental ethics.

11) Course Name: Production & Operations Management

1. To impart knowledge regarding the process of production.

12) Course Name: International Economics

1. To provide a comprehensive understanding of the concepts of international economics.

13) Course Name: International Marketing

1. To familiarize the student to understand the international environment and policies
2. To enable the students to acquire necessary skills to deal in international market



14) Course Name: Foreign Language Paper I - French

1. Students should get acquainted with the basic sentence patterns of French language so that they can communicate in French if required.
2. The students should be able to read, write, understand and speak French with limited vocabulary.

15) Course Name: Foreign Language Paper I - German

1. Students should get acquainted with the basic sentence patterns of German language so that they can communicate in German if required.
2. The students should be able to read, write, understand and speak German with limited vocabulary.

16) Course Name: Management Accounting

1. To provide a comprehensive understanding of the concepts of foreign exchange rates.
2. To provide practical procedural aspects of banks and other institutions connected with foreign exchange.

17) Course Name: Management Accounting

Objectives: To impart basic knowledge of Management Accounting.

18) Course Name: Foreign Exchange Operations

1. The main objective of the course is to highlight the distinctive features, operations of the services in the context of international business.
2. To give an understanding as to analyze the opportunities involved in trade in services at the international level.

19) Course Name: International Business in Services Sector

1. To make the students aware of the national and international agricultural scenario.
2. To develop an awareness among students about Exim policy and Agri marketing

20) Course Name: Business Taxation

1. To understand the basic concepts and definitions under the Income Tax Act, 1961 & basic clarifications regarding Indirect Taxation
2. To acquire knowledge about Computation of Income under different heads of Income of Income Tax Act, 1961.
3. To Acquire Knowledge about the submission of Income Tax Return, Advance Tax, and Tax deducted at Source, Tax Collection Authorities.
4. To make students Competent enough to take up to employment as Tax planner

21) Course Name: Business Exposure

1. To introduce to the students to the general nature and structure of international business.
2. To enhance the awareness of the students towards study and use of Trade and Industry directories, business websites and published data and information relating to Indent House, International Business Transactions, Foreign Exchange Department of the Bank, Foreign trade Brokers, Agents, Agri business etc.



22) Course Name: Business Ethics

1. To impart knowledge of Business Ethics to the Students.
2. To impart knowledge of various Business Ethics practices.

23) Course Name: Business Law

1. To gain Understanding of basic legal terms and concepts used in law pertaining to management of Business.
2. To comprehend applicability of legal principles to situations in business by referring to few decided leading cases.
3. To bestow confidence in students to deal with situations involving legal issues in commercial Transactions.

24) Course Name: International Relations

1. To know and understand foreign affairs & global issues with international business system.
2. To help students understand the background for conducting international trade in the constantly changing global market.

25) Course Name: International Banking & Finance

1. To acquaint students with Global Banking Practices & various methods for financing International trade.

26) Course Name: Business Reporting & Analysis

To develop among students abilities to analyze & interpret various Economic Factors that affect Business decision making. Similarly to understand reporting pattern followed in corporate sector as a part of MIS.

27) Course Name: E- Commerce Technology

1. To give basic relating French as a commercial language.
2. To create awareness of prospects of learning French for International Trade.



Dr. Jayawant Desai
Principal

Course Outcomes for M.Com.

A.Y.22-23

1) Course Name: Management Accounting

The objective of the course is to enable students to acquire sound Knowledge of concepts, methods and techniques of management accounting and to make the students develop competence with their usage in managerial decision making and control. Unit

2) Course Name: Advanced Accounting and Taxation Special Paper I

- 1) To lay a theoretical foundation of Accounting and Accounting Standards.
- 2) To gain ability to solve problems relating to Company Accounts, Valuations and special types of situations.

3) Course Name: Advanced Accounting and Taxation Special Paper II

- 1) To gain knowledge of the provisions of Income - tax including Rules pertaining there to, relating to the following topics.
- 2) To develop ability to calculate taxable Income of 'Individual', 'Hindu Undivided Family' and 'Firm' assesses. INCOME

4) Course Name: Commercial Laws and Practices Special Paper I

1. To get acquainted with the concepts and application of Information Systems used in Modern Businesses.
2. To impart knowledge about E-Commerce and familiarize students with E-commerce Modern Applications.

5) Course Name: Commercial Laws and Practices Special Paper II

1. To make the students familiar with the concept of patents, trademarks, biodiversity;
2. To get the students acquainted with the regulatory regime concerning patents, trademarks, biodiversity;
3. To make the students realize the commercial significance of patents, trademarks, biodiversity as Intellectual Property and understand the scheme of its protection.

6) Course Name: Advanced Cost Accounting

1. To acquaint the students with the significance of Cost Accounting in Global Competitive environment.
2. To enable students to learn application of different methods of costing in Manufacturing and Service Industry.



7) Course Name: Costing Techniques and Responsibility Accounting

- 1) To equip the students for designing and implementing cost control, cost reduction programme and different cost system.
- 2) Relevant Cost Accounting Standard is to be studied
- 3) Level of knowledge –Advanced Techniques of Costing

8) Course Name: Co-operative Movement in India

1. To acquaint the students with the Co-operative Movement.
2. To develop the capability of students for knowing different types of Co-operatives.
3. To aware the role of State and Central Govt. in development of co-operative sector.
4. To give basic knowledge about formation of Co-operative society and its administration.

9) Course Name: Organization of Co-operative Business

1. To acquaint the students with the Co-operative movement.
2. To develop the capability of students for knowing different types of Co-operatives.
3. To aware the role of state and central Govt. in development of co-operative sector.

10) Course Name: Legal Framework of Banking

1. To acquaint the students with legal framework in which the Indian banking is working today.
2. To make the students aware about the latest developments in the field of banking law.
3. To enable the students to understand modern banking practices.
4. To enable the students to establish a link between the legal provisions and the practical aspects of banking.

11) Course Name: Central Banking

1. To study the functions of central bank
2. To understand monetary policy and its instruments

12) Course Name: Marketing Techniques

To study and critically analyze the basic concepts & techniques of Marketing.

13) Course Name: Consumer Behavior

To impart knowledge regarding marketing management techniques and process; to develop understanding of the marketing functions techniques and strategies

14) Course Name: Financial Analysis & Control

The objective of the course is to enable students to acquire sound knowledge of concepts, methods and techniques of management accounting and to make the students develop competence with their usage in managerial decision making and control.



16) Course Name: Industrial Economics

- 1) To study the basic concepts of Industrial Economics.
- 2) To study the significance and problems of Industrialization.
- 3) To study the impact of Industrialization on Indian Economy.

17) Course Name: Specialized Areas in Accounting

1. To develop competency of students to solve problems relating Special areas in accounting including accounting for Services Sector.
2. To understanding of Financial Reporting Practices.
3. To familiarize the student with procedure of accounting for Taxation.

18) Course Name: Business Tax Assessment & Planning

1. To provide understanding of Direct Taxes including Rules pertaining thereto and their application to different business situations.
2. To understand principles underlying the Service Tax.
3. To understand basic concepts of VAT, Excise Duty and Customs Duty.

19) Course Name: E-Security and Cyber Laws

1. To make the students aware of the cyber wrongs/crimes;
2. To impart knowledge of e-security and Internet Security amongst students
3. To make student familiar with various provisions of cyber Laws and I.T. Acts.
4. To get the students acquainted with the regulatory regime in computer field/e-business. Unit No. Name of the Unit / Topic Periods

20) Course Name: Law Relating to Copyright and Designs

1. To understand the nature and scope of Intellectual Property laws
2. To get acquainted with various provisions of Intellectual property laws
3. To make the student familiar to Intellectual Property laws and their relevance in the changing business environment.

21) Course Name: Application of Cost Accounting

1. To provide knowledge on advanced cost accounting practices.
2. Relevant Cost Accounting Standard are to be studied.

22) Course Name: Cost Control and Cost System

1. To equip the students for designing and implementing cost control, cost reduction programme and different cost systems.
2. Relevant Cost Accounting Standards are to be studied.



23) Course Name: International Co-operative Movement

1. To acquaint the students with the Co-operative Movement.
2. To develop the capability of students for knowing different types of Co-operatives.

24) Course Name: Management of Co-operative Business

1. To acquaint the students with the co-operative movement.
2. To develop the capability of students for knowing different types of Co-operatives.
3. To aware the role of state and central Govt. in development of co-operative sector.
4. To give basic knowledge about administration and management of Co-operatives.

25) Course Name: Modern Business Practices

To improve knowledge and understanding of students about chambers of commerce and trade, Associations, Public enterprises, Public utilities and Agri. business.

26) Course Name: Customer Relationship Management & Retailing

To impart knowledge regarding customer relationship management, & retailing techniques, process and tools and develop an understanding of the CRM & retailing functions techniques and strategies

27) Course Name: Services Marketing

To impart knowledge regarding services marketing, process and tolls and develop understanding of the services marketing functions techniques and strategies

28) Course Name: Business Finance

To enable students to acquire sound knowledge of concepts, nature and structure of business finance.

29) Course Name: Research Methodology for Business

1. To acquaint the students with the areas of Business Research Activities.
2. To enhance capabilities of students to conduct the research in the field of business and social sciences.
3. To enable students, in developing the most appropriate methodology for their research studies.
4. To make them familiar with the art of using different research methods and techniques

30) Course Name: Advanced Auditing

1. To impart knowledge and develop understanding of methods of auditing and their application.



31) Course Name: Specialized Areas in Auditing

To impart knowledge and develop understanding of methods of audit in Specialized areas.

32) Course Name: Laws Relating to International Business

1. To acquaint the students with basic principles of International Trade, Theories of International Trade and Dispute resolution mechanism.
2. To study the impact of international business environment on foreign market operations and India's response to these developments.

33) Course Name: World Trade Organization Norms and Practices

1. To understand purpose and scope of GATT & WTO and to study their legal framework and disputesettlement mechanism.

34) Course Name: Cost

1. To provide adequate knowledge on Cost Audit Practices.

35) Course Name: Management Audit

To equip the students with the knowledge of the techniques and methods of planning and executing the Management Audit. Level of Knowledge: Advanced

36) Course Name: Co-operative Credit System

1. To acquaint students with the concept of Co-operative credit system
2. To study the organizational set-up of co-operatives system
3. Creating awareness about the problems of rural credit

37) Course Name: Co-operative and Rural Banking System

1. To understand the operational process of disbursement of loans and advances.
2. To understand the supervisory role of Maharashtra State Co-operative Bank.
3. To make students familiar with the role of NABARD and RBI.
4. To make them aware of the cooperative movement and inculcate co-operational attitude among them.

38) Course Name: Entrepreneurial Behavior

1. To develop understanding of entrepreneurial environment amongst the students.
2. To motivate students to inculcate in the modern values of entrepreneurship.



39) Course Name: Entrepreneurship Development Pattern

1. To expose the students to the various aspects of entrepreneurship.
2. To enable the students to do SWOT analysis of entrepreneurship as career options.

40) Course name: Human Resource Management

1. To acquaint the students with in-depth knowledge of HRM.
2. To inculcate among students various practices followed by HR managers.
3. To create understanding about recent trends in HRM

41) Course Name: Organizational Behavior

1. To make the students understand various concepts of organizational behavior
2. To provide in depth knowledge about process of formation of group behavior in an organization set up

41) Course Name: Foreign Exchange

1. To provide an understanding of various aspects of foreign exchange market.
2. To acquaint the students with financing of foreign trade.
3. To provide an understanding of exchange rate mechanism and factors affecting exchange rates.
4. To make students aware of development in foreign exchange market.

42) Course Name: International Finance

1. To Provide understanding of International Financial market.
2. To acquaint the students with International monetary system
3. To Provide understanding of operations of international Financial Institutions

43) Course Name: International Marketing

The Course participants will become more familiar with the nature and practices of international marketing. They should feel equally confident to be able to distinguish international marketing mechanics from the domestic marketing models and approaches.

44) Course Name: Capital Market and Financial Services

To enable students to acquire sound knowledge, concept and structure of capital market and financial services.

45) Course Name: Industrial Economic Environment

1. To study the basic concepts of Industrial Finance.
2. To study the effects of New Economic Policy.
3. To study the impact of Labor reforms on Industries.



46) Course Name: Operation Research

- 1) To understand and master the concepts of Operations Research.
- 2) To inculcate an attitude of enquiry, logical thinking about Quantitative techniques.
- 3) To develop skills of facing real life problems using operational research techniques .
- 4) To prepare students to understand the art of applying Operational research techniques.
- 5) To gain knowledge of Operations research.

47) Course Name: Recent Advances in Commercial Laws & Practices

1.To acquaint the students with the Knowledge about recent changes / developments in commercial laws.

48) Course Name -: Commercial Laws and Practices Special Paper VIII

1. To develop research attitude in the minds of students.
2. To enrich the ability of research work among students.

49) Course Name -: Advanced Cost Accounting and Cost System Special Paper VII

To provide knowledge on recent advances in cost accounting and cost systems.

50) Course Name: Co-operation and Rural Development Special Paper VII

1. To create awareness regarding globalization and its effects on a rural development.
2. To study and projects in the field of Co-operation and recent advances rural development.

51) Course Name: Project Work

1. To develop research attitude of the students.
2. To enrich the ability of research work among the students.

52) Course Name -: Recent Advances in Business Practices and Environment

To provide knowledge and understanding of recent advances in Business Practices

53) Course Name: Project Report

There will be a project work carrying 100 marks for internal students only. The students will have to select a subject from any area of the syllabi for Business- Entrepreneurship. The students will have to work under the guidance of concerned subject teacher. The project will carry total 100 marks out of which Forty marks will be allotted for Project Report and 60 marks will be allotted for Project Viva Voce to be conducted by internal teacher and external teacher (examiner) appointed by the University.



54) Course Name: Recent Advances in Business Administration

1. To familiarize the students with the recent advancements in business administration
2. To develop an understanding about tools and their application in the business.

55) Course Name: Recent Advances in Banking and Finance in India

1. To enable students understand new developments in banking industry.
2. To keep the students abreast with the innovative practices introduced in day to day banking.

56) Course Name: Advanced Accounting and Taxation Special Paper VII

1. To up-date the students with latest developments in the Subject
2. To inculcate the habit of referring to various periodicals and publications in the given subject, apart from text books and reference books
3. To develop the ability to read, understand, interpret and Summarize various articles from newspapers, journals etc.

Description of Mechanism of Communication

The mission and vision statements of the Institute are displayed on the college website (<http://www.sinhgad.edu>), at locations of the college building such as principal office, HOD office, placement cell, library, notice boards and Institute brochure, sms ,Google form, what's up, social media. It is also communicated to students and their parents through induction program at the beginning of every academic year. It is also communicated during conferences, workshops, seminars, parents meet and other programs at Institute level.



Dr. Jayawant Desai
Principal

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