

Department of Commerce

Course Outcomes

Class: M.Com I Semester		Semester: Odd
Subject: Organizational Behaviour		Paper: PG
CO No.	Course Outcome	
CO1.	Understanding the Concept of OB, its scope, significance, determinants & approaches	
CO2.	To know about the historical development of OB	
CO3.	Understanding the concept of Personality, its determinants	
CO4.	To know about factors affecting perception	
CO5.	How learning helps in Shaping Behaviour, Significance & Concept of Learning	
CO6.	Understanding Group Dynamics, Transactional Analysis, its benefits & scope	
CO7.	To get knowledge of theories of learning and Personality	
CO8.	Analysis of Life Positions, Strokes, Self Awareness, Ego States	

Class M.com I Semester		Semester : Odd
Subject: Business Environment		Paper : PG
S.NO	Course Outcome	
CO1	Understanding the environment within which the business has to operate	
CO2	Process of environmental scanning	
CO3	Elaborate the scope of privatization, globalization.	
CO4	Understand the management practices and strategies found all over the world.	
CO5	Analyse the case studies related to business ethics.	
CO6	Gain knowledge about corporate governance.	
CO7	To see how business can fulfill its social responsibility.	
CO8	Interpret the instruments of monetary and fiscal policies.	
CO9	Understand the industrial policy, Industrial licensing policy, EXIM policy	

CO10	To have an idea about the causes and consequences of industrial sickness.
CO11	Appreciate the role of SSS in india.
CO12	Understand the main provisions of Environment protection Act, Competition Act, FEMA and RTI 2005.

Class: M.Com 1st Semester		Semester: Odd
Subject: Company Law		Paper: (PG)
S.No.	Course Outcome	
CO1	Knowledge regarding the History and Administration of Company Law	
CO2	Understanding the meaning , characteristics , types , Promotion and Incorporation of Company	
CO3	Students can learn about Memorandum of Association and Doctrine of Ultra Vires	
CO4	Understanding the concept of Article Of Association	
CO5	Students can have the knowledge regarding Prospectus and its contents and liability for misleading statements	
CO5	Knowledge regarding Issue , Allotment and Transfer of shares	
CO6	To understand the concept of appointment , powers and legal position of Directors	
CO7	Students can have the complete knowledge about company meetings	
CO8	Knowledge about reconstruction and amalgamation	
CO9	To have the knowledge about prevention of oppression and mismanagement	
CO10	Students can learn about the concept of winding up of companies	

Class: M.Com Semester 1st		Semester: Odd
Subject: Accounting For Managerial Decisions		Paper: (PG)
S. No.	Course Outcomes	
CO 1	Studying The Concept Of Management Accounting	
CO 2	Understanding The MIS	
CO 3	Explain The Importance Of Reporting System	
CO 4	Apprehension Of Responsibility Accounting	
CO 5	Discuss About Divisional Performance Measurement & Its Various Measures	
CO 6	Explain The Budgeting & Various Kind Of Budgets	
CO 7	How To Form Budgets	
CO 8	Knowledge Of Marginal Costing & BEP Analysis	

CO 9	How To Solve The Problems Related To Marginal Costing & BEP
CO 10	Comprehension Of Various Issues Of Management Accounting

Class:- M.Com I Semester		Semester : Odd
Subject: Marketing Management		Paper : PG
S.NO	Course Outcome	
CO1	Knowledge about the meaning of marketing with scope and importance	
CO2	Discuss the evolution of marketing	
CO3	Define marketing research tells the steps of marketing research process	
CO4	Understanding the determinants of consumer behaviour	
CO5	Appreciate the need for customer relationship management	
CO6	Classify the different types of products as consumer and industrial products	
CO7	Understand the process of new product development	
CO8	Discuss the life cycle product	
CO9	Describe the policies and strategies of pricing	
CO10	Classify the different tools of promoting the product	
CO11	Examine relationship between distribution logistics and supply chain management	
CO12	Explain the functions of wholesalers , retailers	

CO13	Knowledge about the marketing from social , ethical and legal point of view
CO14	Understand the concept of direct and online marketing
Class- M.Com 2nd Sem	
Subject- International Business Environment	
Semester- Even	
Paper- (PG)	
S.No.	COURSE OUTCOME
CO1	Knowledge regarding the nature , importance and scope of international business
CO2	Studying the framework for analysing international business environment
CO3	Understanding the concept and role of MNC's
CO4	Knowledge regarding technology transfers , their importance and types
CO5	Nature , types and barriers of foreign investment
CO6	Understanding the working of UNCTAD
CO7	Studying the impact of WTO on international trade agreements
CO8	Understanding the role of IMF in India and concept of SDR's
CO9	Knowledge about the system of GSP's and ICA's
CO10	Studying the functioning and importance of World Bank in world economy
CO11	Knowledge regarding Regional Economic Co-operation , their types and rationale
CO12	Understanding the concept of EU , NAFTA , SAFTA and ASEAN
CO13	Complete knowledge regarding the concept of foreign exchange market

Class: M.Com I Semester	
Subject: Human Resource Management	
Semester: Odd	
Paper :PG	
CO No.	Course Outcome
CO1.	To understand the concept, scope, importance, objectives & functions of HRM

CO2.	Understanding the functioning of HRM in Dynamic Environment
CO3.	Building up skills for effective HR manager
CO4.	To get knowledge about global HRM
CO5	To understand the steps involved in Human Resource Planning
CO6.	Understand the concept of Job Analysis & its importance
CO7.	Learn about the process of Recruitment, Selection, Induction & Placement
CO8.	Knowledge about Promotion, Transfer & Separation in the organization
CO9.	Bring out the need, criteria & techniques of evaluating the effectiveness of training & development programme
CO10.	To know the criteria in development of Career Planning
CO11.	Understand the concept, objectives, significance, methods of Performance & Potential Appraisal
CO12.	Basic concept of Quality of Work Life
CO13.	Give knowledge about the Compensation system and related employee benefits in Management
CO14.	Discuss the concept of Job Satisfaction & Stress Management

Class M.com II Semester		Semester : Even
Subject: Strategic marketing		Paper : PG
S.NO	Course Outcome	
CO1	Guiding the concept and hierarchy of strategic marketing	
CO2	Understanding the levels at which strategies operate	
CO3	Assessing the generic strategies	
CO4	Identifying the internal and external environment	
CO5	Understanding the steps involved in competitors analysis and dimensions of industry analysis	

CO6	Enhancing student knowledge with SWOT & PORTFOLIO analysis
CO7	Guidelines towards segmenting , targeting and positioning strategies
CO8	Relation amongst business strategies and marketing mix
CO9	Evaluation of strategies and it control processing

Class M.COM-II Semester		Semester : even
Subject: Financial Management and Policy		Paper : PG
S.NO	Course Outcome	
CO1	Understanding the concept of financial Management	
CO2	Understand the concept of time value of money	
CO3	Knowledge of capital assest pricing model & sorces of finance	
CO4	Knowledge of recent development in financial management	
CO5	Understanding the need & importance of financial planning & forecasting	
CO6	Computation of cost of capital including CAPM & its related problems	
CO7	Knowledge of working capital management & its requirement & controlling	

CO8	Comprehensive knowledge of nature & importance ,factors influencing capital expenditure decision & capital expenditure control
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Class- M.Com 2nd Sem		Semester- Even
Subject – Corporate Accounting		Paper- (PG)
S.No.	COURSE OUTCOME	
CO1	Understanding the issue , forfeiture and valuation of shares	
CO2	Knowledge about the final accounts of the company	
CO3	Knowledge regarding amalgamation , absorption and reconstruction and solving problems relating to it	
CO4	Understanding the concept of human resource accounting and their valuation	
CO5	Understanding the concept of lease accounting and their accounting treatment	
CO6	Preparation of Consolidated financial statements of holding and subsidiary company	
CO7	Knowledge regarding corporate reporting requirements and current practices	
CO8	Understanding the concept of social , periodic and segment reporting and harmonisation in corporate reports	

Class M.COM-II Semester		Semester : Even
Subject: Business Statistics		Paper : PG
S.NO	Course Outcome	
CO1	Study of partial correlation and multiple correlation	
CO2	Study of multiple regression & fitting of multiple regression equation	
CO3	Index Number- meaning, types & uses, Test of adequacy	

CO4	Study of chain-base index number, base shifting, splicing & deflating
CO5	Components of time series
CO6	Probability as a concept
CO7	Theories of probability
CO8	Discuss random variable
CO9	Probability Distribution – Binomial & Poisson distribution
CO10	Discuss normal distribution and determine its estimates
CO11	Detail knowledge of Debt Market
CO12	Comprehensive understanding of financial institutions
CO13	Understanding the concept of commercial banks
CO14	Knowledge of developments banks its objectives and function and recent developments in developments banks