

**Senapati Ptaraoprao Gujar Shikshan Sanstha Kandewadi**  
**Mhaisal Mahavidyalaya, Mhaisal**  
**Tal. Miraj Dist.Sangli**

**PROGRAMME OUTCOME**

<b>Faculty of Commerce</b>	<p>After completing the graduation and post-graduation in the faculty of Commerce student should have...</p> <ul style="list-style-type: none"> <li>❖ Develop the skills to communicate more effectively in English about banking and financial law topics.</li> <li>❖ Acquired knowledge with facts and figures related to business operations.</li> <li>❖ Demonstrate knowledge and understanding of us financial services law &amp; regulations and certain widely adopted international financial law standards.</li> <li>❖ Practical knowledge related to Finance, Corporate, Management Accounting and Advanced Accounting.</li> <li>❖ Students acquires knowledge of Marketing, Management, Insurance, English related to business communications, Business Economics, Statistics &amp; Accounting for Corporates, Business regulatory framework , Banking etc.</li> </ul>
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**Commerce**

<b>COMMERCE</b>	<p><b>B. Com. I</b>          After completion of this Course, the students will develop ability:  <b>Management Principles and Applications</b></p> <ol style="list-style-type: none"> <li>1. Understand basic management concepts, principles and practices.</li> <li>2. Understand basic management functions.</li> <li>3. Understand of basic management concepts, principles and practices.</li> </ol>
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4. Understand basic management functions.

**Principles of Marketing**

1. Get knowledge of concepts, principles, tools and techniques of Marketing.
2. Get basic knowledge of 4P's of marketing and retailing.
3. Understand the nature and objectives of Marketing Management.
4. Study the various functions of Marketing Management.

**Insurance**

1. Get the knowledge of the principles of life insurance and their importance.
2. Understand the concept of life insurance
3. Understand various products of Life Insurance.
4. Get the knowledge of the principles of Fire Insurance & Motor Insurance and their importance.
5. Get exposure to the provisions of Fire Insurance & Motor Insurance
6. Understand various documents and regulations required for Fire Insurance & Motor Insurance.

**Financial Accounting**

1. Become aware about the basic concepts of accounting and Accounting Standards.
2. Simulate practice of accounting for Amalgamation and Conversion of partnership firm.
3. Demonstrate accounting for Branches such as Dependent Branch and Independent Branch.
4. Practice the consignment accounting.
5. Simulate practice of preparing financial statements for Profession such as Receipt and Expenditure A/c and Balance sheet.
6. Practice the fundamental accounting process through Tally ERP.

**Micro Economics**

1. Explain what economics is and explain why it is important.
2. Understand consumer decision making and consumer behavior.
3. Define the concept of utility and satisfaction
4. Derive revenue and cost figures as well as curves
5. Understand producer decision making and producer behaviour
6. Identify the market structure
7. Analyse the economic behaviour of individual firms and markets
  
8. Analyse a firm's profit maximising strategies under different market conditions Understand the factor pricing

**English for Business Communication (Compulsory English)**

1. Acquaint with communication skills.
2. Inculcate human values through poems and prose.
3. Enrich the language and business competence.

**B. Com II****Corporate Accounting**

1. Explain the accounting entries of issue and forfeiture of shares and re-issue of forfeited shares, discuss accounting treatment for redemption of preference shares and buyback of shares.
2. Demonstrate accounting for issue of debentures and redemption of debentures.
3. Simulate practice of preparing financial statements as per the provisions of Indian Companies Act 2013.
4. Explain the accounting entries of profit/loss prior to incorporation.
5. Compute the value of shares as per distinct methods and differentiate between them.
6. Simulate practice of accounting for liquidation of companies.
7. Practice the fundamental accounting process and store accounting through Tally ERP.

**Fundamentals of Entrepreneurship**

1. Impart theoretical knowledge of Entrepreneurship
2. Develop Entrepreneurship qualities and skills
3. Acquaint with Steps involved in the formation of Small Enterprises
4. Enlighten with Recent Trends and Concepts in Entrepreneurship
5. Acquaint with family business in India
6. Impart conceptual knowledge of Service and Agro Entrepreneurship
7. Become aware about Business Plan and Project Report
8. Inspire through successful stories of Entrepreneurs

**Business Statistics**

1. Explain the scope of statistics in business, perform classification and tabulation, and represent the data by means of simple diagrams and graphs.
2. Explain and apply sampling techniques in real life.
3. Summarize data by means of measures of central tendency and dispersion.
4. Explain the merits and demerits of various measures of central tendency and dispersion.
5. Perform analysis of bivariate data using simple correlation and simple linear regression.

6. Compute unconditional and conditional probabilities and apply laws of probabilities.
  7. Identify the applications of Binomial and normal distributions.
  8. Measure trend and seasonal variations in time series data.
  9. Compute and interpret simple and weighted index numbers.
  10. Construct and apply variable and attribute control charts.
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**Business Economics Paper**

1. Identify the basic concepts and theories of Macroeconomics.
2. Become aware about changing Macroeconomics policies and theories.
3. Understand various concepts such as; GDP, GNP NNP, Personal Income, Disposable Income, Per Capita Income, and National Income.
4. Identify the factors determining gross domestic product, employment, the general level of prices, and interest rates.
5. Realize the law of markets, consumption function and investment function.
6. Judge the role of fiscal policy and monetary policy in a Developing Economy.
7. Know features, phases and theories of trade cycles.
8. Evaluate types, merits and demerits of taxes.
9. Comprehend the role of public finance in developing economy.

**Money & Financial System Paper**

1. Understand the meaning, function and role of commercial banking.
2. Comprehend the procedure of an account opening, operating and closing.
3. Know the structure, function and role of RBI in economic development.
4. Judge the progress of financial inclusion.
5. Evaluate the importance, characteristics and components of the Financial Market.
6. Understand the role and types of development banks and Non-Banking financial intermediaries.
7. Realize the banking reforms and Basel norms-I and II.
8. Identify recent trends in Indian Banking such as E- Banking, MICR Clearing, ATMs, Credit cards and Debit Cards, Travelers Cheques, Gift Cheques, Demat Account.

**English for Business Communication (Compulsory English)**

1. Develop communication skills in English, both oral and written.
2. Equip with the language skills for use in personal, academic and professional life.
3. Develop essential employability skills.

4. Enter the job market with confidence and the ability to work effectively.
5. Learn and practice both language and soft skills.
6. Cultivate a broad, humane and cultured outlook.

### **B. Com III**

#### **Modern Management Practices**

1. Familiarize with the modern management practices being used by the corporate world.
2. Acquaint the importance and applicability of various modern management practices.

#### **Business Regulatory and Framework**

1. Create legal awareness.
2. Acquaint with the latest laws governing business and commercial transactions.

#### **Advance Accounting P-I and III**

#### **Advance Accounting P-II and I P-I and II**

1. Expose to advanced accounting issues and practices
2. Expose to cost and Management Accounting

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#### **Cooperative Development**

##### **P-I**

1. Understand the meaning and principles of Co-operation.
2. Understand the agricultural and Non-agricultural Credit Co-operative institutions.
3. Understand the Co-operative credit system
4. Understand the important cooperative organizations

##### **P-II**

1. Understand the cooperative legislations and fund management
2. Understand the institutional arrangement for cooperative education and training
3. Understand the nature, registration, legislation and audit of housing Cooperatives
4. Understand the cooperative audit system and provisions

#### **Business Environment**

#### **Paper I (Indian Economic Environment)**

1. Understand the significance and position of Indian economy at the world level.
2. Understand the scenario of agricultural and industrial Sectors.
3. Understand Indian economy is facing some of the fundamental economic problems. Make plans and solutions to these being as a

citizen.

4. Understand the correlations between economical and social problems.

**Paper II (Indian Economic Environment)**

1. Understand the Indian and global economic environment.

2. Equip with proper knowledge of Indian economic planning.

3. Become able with the knowledge of the plans and strategies toward foreign capital and multinational corporations.

4. Acquaint with the functions, mechanism and performance of International financial, trade and regional cooperation institutions.