



Taranath Shikshana Samsthe's
BANKATLAL RAJARAM BOOB COLLEGE OF COMMERCE,
RAICHUR - 584 103 (Karnataka)

ತಾರಾನಾಥ ಶಿಕ್ಷಣ ಸಂಸ್ಥೆಯ
ಬಂಕಟಲಾಲ ರಾಜಾರಾಂ ಬೂಬ ವಾಣಿಜ್ಯ ಮಹಾವಿದ್ಯಾಲಯ,
ರಾಯಚೂರು- ೫೮೪೧೦೩ (ಕರ್ನಾಟಕ)



POLICY ON
PROGRAMME OUTCOME (PO), COURSE OUTCOME (CO) AND
ATTAINMENT



The process of attainment of COs and POs starts from finalizing COs for each course of the program from first year to final year. The COs and POs are defined by respective subject faculties in consultation with different stakeholders. The proposed outcomes of different programs were regularly monitored and updated. These learning outcomes were communicated to the students.

The College has developed a system for evaluation of attainment of learning outcomes. The faculties of respective department have assessed the CO attainment of the students of their respective class as per the following methodology. The record of CO attainment for each course is kept at respective departments.

CO Attainment Methodology:

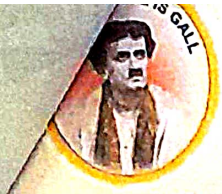
Both **direct and indirect assessment** should be taken into consideration while computing CO attainment.

1. The scales of attainment are calculated by the following method.
 - a. The mid value of the marks scored in all the semester is calculated by considering the average Marks.
 - b. The students marks scored, greater than the mid value are considered as Level 3 (Excellent)
 - c. The mid value between the lowest value of the level 3 and the least marks of the scored value is calculated. Marks scored greater than the mid value are considered as Level 2. (Good)
 - d. Students who scored less than lowest value of Level 2 are considered as level 1 (Satisfactory)
2. The strength of mapping of COs to the corresponding POs must be taken into account

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3. while computing attainment of POs from the attainment of respective COs.

A. Direct Attainment

- Student Assignments
- Projects
- Examinations
- Internal Evaluation
- External Evaluation



B. Indirect Attainment

- Course end survey - Student Feedback on Programme
 - Innovative and Creative methods like group discussion, seminars to measure communicative skills in Language.
 - Peer Teaching
 - e resources
 - hands on Experience - in Laboratory
 - Field Visit / Study Tour.
4. The Class average of attainment of the Batch under consideration needs to be computed.
5. The CO's should be evaluated.
6. The departmental report of attainment in prescribed format should be maintained.

Assessment Guidelines

1. The assessment should be in accordance with the CO's.
- The direct Attainment of CO and PO's should be obtained based on Seminars, Assignments, Projects, Examinations and etc.
 - Faculty member can set targets for each CO's and an attainment levels can therefore be identified.
 - Faculty can plan to enhance the attainment targets.
 - If the assessment is in accordance with CO's, the performance of students indicates the CO attainment.

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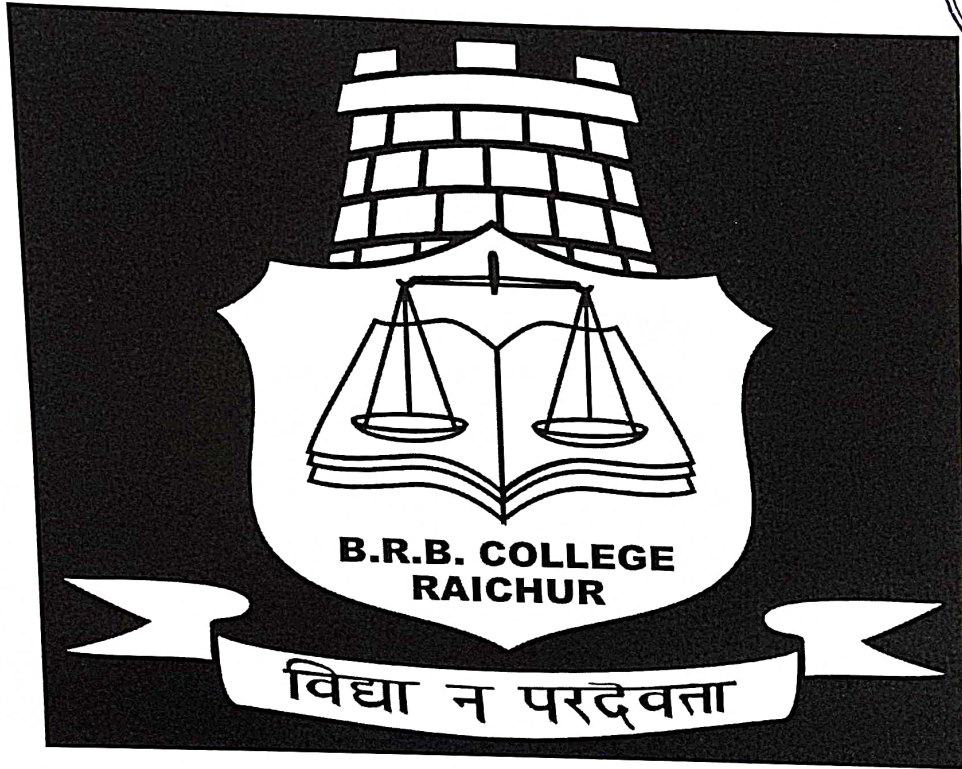
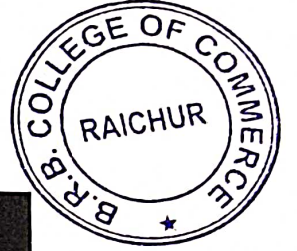
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Bachelor of Commerce

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Program Outcomes and Program Specific Outcomes

Program Outcomes (PO)



- Students will be prepared to work in financial fields such as Accounting, Costing, Taxation, Banking, Insurance, Auditing, Business finance and Statistics.
- Students will be qualified to work in middle management, family businesses, as well as an entrepreneur, manager, consultant, stock brokers, and decision makers.
- This programme could give well-trained individuals to satisfy the needs of industries, banking sectors, insurance firms, financing organizations, transportation agencies, and warehousing, among others.
- Students' capacity to make judgments on a personal and professional level will improve as they can have a comprehensive understanding of finance and trade.
- Students' knowledge of several specializations in accounting, costing, banking, and finance, combined with practical experience, helps them to stand out in an enterprise.
- Students will be able to pursue higher education such as M.Com, MBA, and apply for competitive tests, as well as demonstrate their abilities in professional exams such as CA, CMA, CS, UPSC, and KPSC.

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Program Specific Outcomes (PSO)

- Students will understand the fundamentals of commerce, accounting, economics, marketing, statistics, and other related fields and gain the necessary practical skills to work as a tax consultant, audit assistant, and other financial support services.
- To have a better understanding of the various investment alternatives, to improve communication skills, business environment skills, and employment in the trade and commerce industry.
- Assess multifaceted business conditions and gain insight to a company's financial health and examine the connections between commerce, trade, services, management, and administration.
- By the end of the B.com degree programme, students will have acquired the necessary knowledge, abilities, and attitudes.
- They can become a Manager, Accountant, Management Accountant, Cost Accountant, Bank Manager, Auditor, Company Secretary, Teacher, Professor, Stock Agents, Government employments, and so on, depending on their preparation.
- Students will demonstrate their abilities in a variety of professional tests such as the C.A., C.S., CMA, MPSC, UPSC, and other competitive exams.
- Students will receive in-depth knowledge and subject skills in finance, audits and taxation, accounting, management, communication, and computer science.
- Students will gain advanced accounting job skills, including how to apply quantitative and qualitative information to their future corporate professions.



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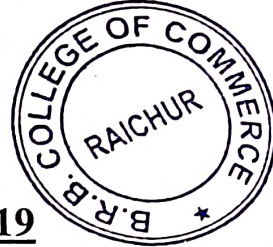
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- Students will have the opportunity to pursue higher education and do research in the fields of finance and commerce.



Subject Specific Outcomes

CBCS Syllabus with effect from the Academic year 2018-19

| Semester | Courses | Outcomes |
|-----------------------------|---------------------------|--|
| Bachelor of Commerce | | |
| I Semester | Financial Accounting – I | On successful completion of this course the student are enabled with the Knowledge in the practical applications of accounting, learn principles and concepts of Accountancy, etc. |
| | Principles of Marketing | Gain idea about marketing and its functions, consumer behavior, product and its classifications, pricing policies and recent trends in marketing. |
| | Business Economics | Provides knowledge of Micro Economic concepts and inculcate an analytical approach to the subject matter, the relevance and use of various economic theories and to apply economic reasoning to solve business problems. |
| II Semester | Financial Accounting – II | Abridge the ability to prepare and analyze the branch account. Acquire concept of departmental accounting. Build the ability to interpret hire purchase and installment system. Exposed to various methods of depreciation and insurance accounting. |
| | Principles of Management | understand the concept & functions and importance of management and its application, make the student understand principles, functions and different |

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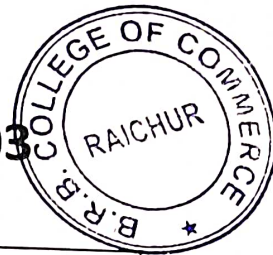
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| III Semester | | management theories. |
| | Industrial Economics | Apply analytical models of firm behaviour and strategic interaction to evaluate various business practices, including tacit collusion, entry deterrence, product differentiation, price discrimination and vertical restraints. |
| | Quantitative Techniques for Business – I | students acquire new skills on the application of statistical tools and techniques in Business decision-making, Popular Quantitative Tools used in Business, practical exposure on calculation of measures of average, correlation and regression |
| | Corporate Accounting – I | Enlighten the students on the accounting procedures followed by the Companies. Student's skills about accounting standards will be developed, valuation of shares, impart knowledge about holding company accounts, amalgamation, absorption and reconstruction of company. |
| | Human Resource Management | Ability to plan human resources and implement techniques of job design. Competencies to recruit, train, and appraise the performance of employees. Rational design of compensation and salary administration. Ability to handle employee issues and evaluate the new trends in HRM |
| | Small Business Management | Enable students to understand project formulation, Entrepreneurship development, awareness on various Entrepreneurship Development Programme, EDP schemes, knowledge of entrepreneurial skills and to make the students understand the approaches to attain the goals of the business |

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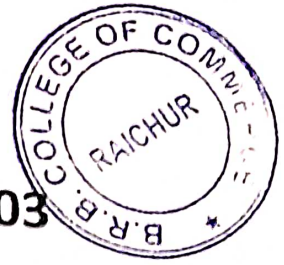
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| IV Semester | Quantitative Techniques for Business – II | Identify, formulate and solve Linear Programming Problems graphically and mathematically. Solve optimization problems like transportation and assignment problem mathematically. Develop critical thinking and use PERT and CPM techniques to improve decision making. |
| | Corporate Accounting – II | Build the ability to interpret Final statements of Banking companies and Insurance companies. Expose the concept on Preparation of Liquidator's Final statement of Account. Demonstrate the concept of Human Resources Accounting & Computerized Accounting Meaning. Attain in depth skills of company accounts. |
| | Corporate Administration | Generalize the understanding of the procedural aspects of the incorporation of a company. Optimize the knowledge of various types of directors. Articulate the fundamental provisions of meeting and resolutions of a company. Expose to various negotiable instruments for winding up of a company. |
| V Semester | Banking Operations and Insurance | Make the students aware of Indian banking system. enables students to understand the reforms and other developments in the Indian Banking and impart knowledge about functions and role of Reserve Bank of India. |
| | Management Accounting | Articulate the meaning and importance of management accounting. Summarize the concepts of financial statement analysis. Contrast the theory of ratio analysis. Journalize the concept of marginal costing and cash flow analysis. Demonstrate the |


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| | concept of budgetary control & capital budgeting control. Acquire various aspects of management accounting and its applicability in business entity |
| Auditing | Articulate the meaning and importance of auditing. Summarize the concepts of vouching and verification in auditing. Contrast the auditing standards and procedures. Interpret the powers and duties of auditor. Demonstrate the trends in auditing. Comprehend various aspects of audit of business accounts. |
| Business Environment | Interpret the Government and business relations in India. Contrast the elements of social environment culture. Ascertain the economic environment and its impact. Determine the factor influencing global environment. Estimate the various factors of environment and strategic decisions. |
| Business Law | Generalize the understanding of Indian Contract Act. Abridge the fundamental terms of contract. Optimize the basic concept of valid contract. Articulate the fundamentals of Sales of Goods Act. |
| Elective I – Income Tax I | Understanding of the basic concept of Direct Tax and basic definitions related to income tax. Provides learners an idea of the process and techniques of calculation of taxability and tax liability. Articulate the basic concept related to various heads of income. Ascertain the provisions of income from house property, business and profession. |
| Elective II – Cost Accounting I | Understand Basic Cost concepts, Elements of cost and cost sheet. Providing knowledge about |

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| | | <p>difference between financial accounting and cost accounting. Ascertainment of Material and Labor Cost. Demonstrate the concept of overheads costing. Comprehend in-depth concept of cost accounting</p> |
| VI Semester | Computer Applications in Business and E-Commerce | Awareness of basics of computer and developing skill and knowledge among students in applications of internet in education of commerce. |
| | Financial Management | awareness about capital structure and theories of capital structure, cost of capital in wide aspects, dividend policies and various dividend models, working capital management |
| | Indian Financial System | Enable the students with Financial Markets and its various segments. Understanding of the operations and developments in financial markets in India. Gain an insight into the functioning and role of financial institutions in the Indian Economy |
| | International Trade | It enable the students to understand the theories of Foreign trade in a wide aspects, idea regarding Balance of trade and Payment |
| | Goods & Services Tax | Understand the various terms related to GST, distinguish between forward charge and reverse charge mechanism, composite and mixed supply, discuss the time, place and value of supply, contents and format for various documents like tax invoice, bill of supply, debit note, credit note etc, compute the amount of CGST, SGST and IGST payable after considering the eligible input tax credit, analyze whether a person is required to obtain registration under GST law. |

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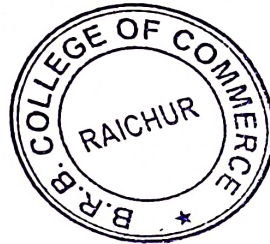
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| | Elective I – Income Tax II | Ascertain the provisions of capital gains. Articulate the basic concept related to income from other sources. Familiarize with the concept of clubbing of income. Determine the concept related to deduction of gross income. Integrate the concept of income tax authorizes. |
| | Elective II – Cost Accounting II | Articulate the fundamental concepts of contract costing. Critically analyze of process costing. Build the ability to interpret operational costing. Journalize the concept of marginal costing. Demonstrate the concept of standard costing. |



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Master of Commerce

**Program Outcomes and Program Specific
Outcomes**

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Program Outcomes

- To train the student to develop conceptual, applied and research skills as well as competencies required for effective problem solving and right decision making in routine and special activities relevant to financial management and Banking Transactions of a business.
- To acquaint a student with conventional as well as contemporary areas in the discipline of Commerce.
- To enable a student well versed in national as well as international trends.
- To facilitate the students for conducting business, accounting and auditing practices, role of regulatory bodies in corporate and financial sectors nature of various financial instruments.
- To provide in-depth understanding of all core areas specifically Advanced Accounting, International Accounting, Management, Security Market Operations and Business Environment, Research Methodology and Tax planning.



Program Specific Outcome

After Completing Masters in Commerce students are able to

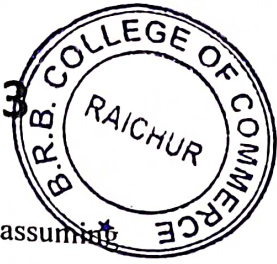
- Develop an ability to apply knowledge acquired in problem solving.
- Ability to work in teams with enhanced interpersonal skills and communication.
- The students can work in different domains like Accounting, Taxation, HRM, Banking and Administration
- Ability to start their own business.
- Ability to work in MNCs as well as pvt, and public companies.
- To develop team work, leadership and managerial and administrative skills.
- Students can go further for professional courses like CA/ CS/CMA/CFA
- Students develop the ability to comprehend and imbibe core and functional management concepts, business environment and domain specific knowledge.
- Equip the students with requisite knowledge, skills and right attitude necessary to provide effective leadership in a global environment.

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- Develop competent management professionals with strong ethical values, capable of assuming a pivotal role in various sectors of the Indian Economy and Society, aligned with the national priorities.
- Develop skills for analysing of the business data, application of relevant analysis, and problem solving in other functional areas such as marketing, finance, business strategy and human resources etc.
- Develop attributes for research in academics and applied research for industry

| Semester | Courses | Outcomes |
|---------------------------|--|---|
| Master of Commerce | | |
| I Semester | Management Theory and Organisational Behaviour | To provide in depth knowledge about process of formation of group behavior in an organization set up To make the students understand various concepts of organization behavior |
| | Financial Management | To develop knowledge about Business Finance and the background of Accounting and Management To make students aware about the challenges and opportunities of Financial Management |
| | Marketing Management | students shall be able to get introduced and understand the knowledge of marketing management with the need, importance and process of marketing planning and control, enhancing their ability for the dynamic nature of marketing Attainment of organisational marketing goals |
| | Marketing Research | Students will be equipped with how to conduct marketing research/projects in their work place and/or in personal career advancement in research |
| II | Strategic Management | To provide understanding of the Tasks, Functions and Skills of strategic management and latest |

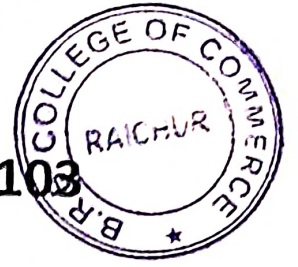
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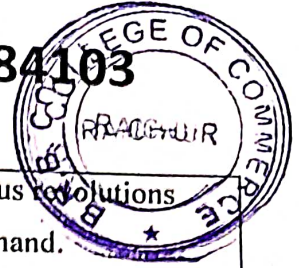
| Semester | | |
|----------|---------------------------|--|
| | | developments. To aware the students about principles and functions of strategic management. |
| | Accounting Systems | Critically evaluate the roles of sound accounting information systems for decision making and management support. Critically appraise processes and strategies for developing robust and secure accounting processes and systems. Employ sound data management and analytics techniques and strategies for problem solving and decision support. |
| | Human Resource Management | To explain the students with in-depth knowledge of HRM. To develop among students various practices followed by HR managers. To create understanding about recent trends and innovations in HRM |
| | Relationship Marketing | understand the managerial and broader relevance of key concepts related to Customer Relationship Management (CRM). understand the managerial and broader relevance of key concepts related to Customer Experience. Apply CRM concepts and frameworks in decision-making. Apply Customer Experience concepts and frameworks in decision-making |
| | Indian Economy | Articulate the basic characteristics on economy. Analyze the major problem of Indian economy. Demonstration of various revolutions that contributed to economic development. Acquire concept of new economic policy and role of industries in development. Contrast the concept of Economic development under five years. Give |


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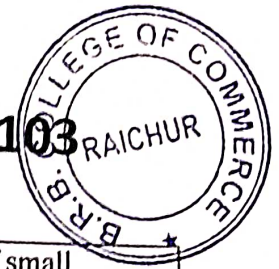
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| | | comprehensive knowledge of various revolutions contributed to Indian economy Demand. |
| III Semester | Business Research Methods | To explain the students with the areas of Business Research Activities. To enhance capabilities of students to conduct the research in the field of social sciences and business. To facilitate students, in developing the most appropriate methodology for their research studies. To aware the students with the art of using different research methods and techniques. |
| | Financial Systems and Markets | To make aware students about to acquire sound knowledge, concept and structure of financial services and capital market. To impart knowledge of SEBI, Foreign capital, listing regulation. |
| | Computer Applications in Business | Students will be able to use the accounting package on their own. Students will know the use and functioning of DBMS. Students will be able to work with MS-Word, MS-Excel and MS PowerPoint. Students will be familiar with formatting text and document, working with graphics and creating presentation. Students will be able to use the various applications of internet in performing business operations. Students will be able to understand the concept of internet, internet security, e-mail, world wide web and internet browsing |
| | International Marketing | Classify strategies for entering export markets from extant knowledge and research. Apply core theoretical concepts in international marketing to |

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| | | find practical solutions to constraints of small businesses. Differentiate the merits of varied solutions in the profession of marketing and business development. Synthesise feedback obtained from real world critique and evidence gathered from different sources to address problems related to international marketing. Propose revised strategies and marketing communications to enter diverse international markets. Improve professional experience through an evidence-based approach to decision making in the domain of international marketing. Reflect on the significance of international marketing in the future direction of global business developments |
| IV Semester | Management Accounting | To develop an understanding of the conceptual framework of the Management Accounting. To provide the knowledge in the Management Accounting Techniques in business decision making. |
| | International Business | Explain business expansion abroad and key issues related to their operations in other countries. Compare and contrast cultures and societies globally using socioeconomic and cultural frameworks. Develop an entry strategy into other markets recognizing the nature of institutions and forces governing the process of globalization |
| | Financial Services | knowledge regarding the components of Indian Financial System. provide in depth understanding of different avenues of financial system viz. capital |

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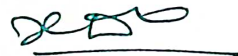
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| | | markets, banking, insurance, mutual funds & other related services. enable the students to understand the role & functioning of regulatory bodies in financial sector. equip the students with skills required to operate in competitive environment in the service sector. |
| | Services Marketing | understanding the concept of successful services marketing and ability to face the challenge in service marketing |
| | Project Report and Viva voce | The successful completion of project Report followed by Viva voce shall enable students: To widened theoretical knowledge with the help of practical knowledge. To develop practical and analytical thinking skill. To develop problem solving skill |



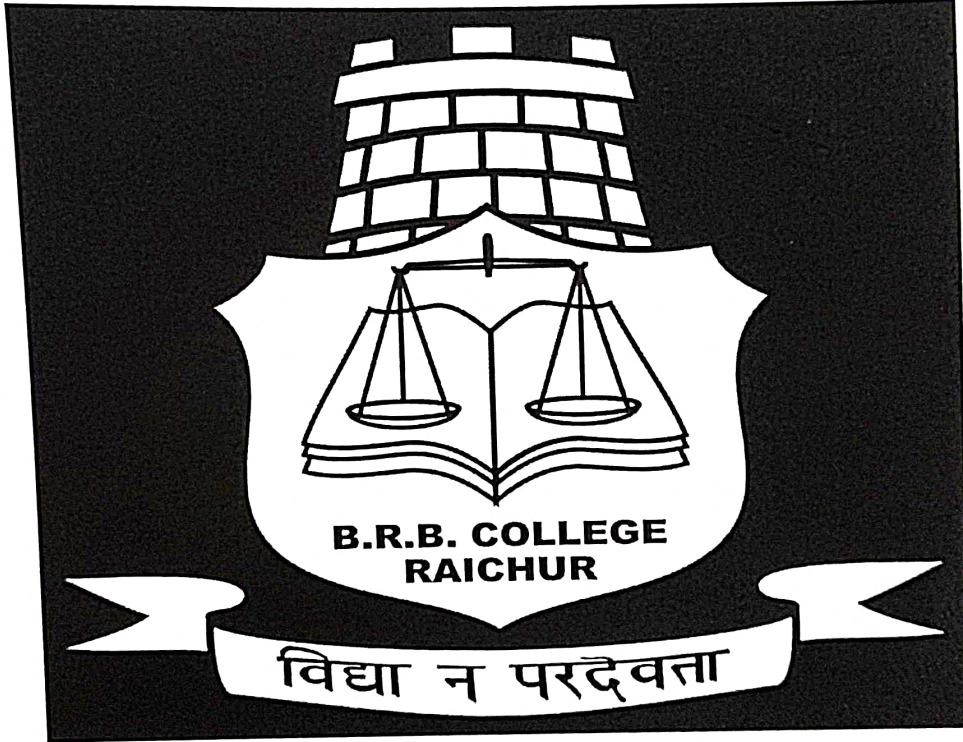
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Bachelor of Commerce (NEP) 2021-22
Program Outcomes and Program Specific

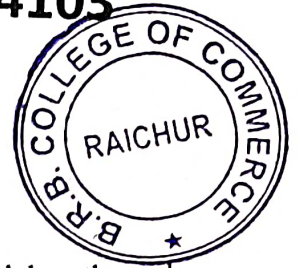
Outcomes

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Program Outcomes:

The program intends to enhance the knowledge base of the students. It also enriches the value based and job oriented skills in the students. NEP Syllabus offered by the University adopted by our institution enables students to develop measurable skills, abilities, knowledge and values. After completing 4 years of Commerce graduation, the student will be able to gain specialization over finance, taxation, accounting, marketing and other aspects in commerce which enables them to meet the current challenges in all sectors of the economy. This program provides well trained individuals for the manufacturing and service sector industries like banking, insurance, transport, finance, warehousing etc.

Program Specific Outcomes:

PO1: Students will be able to go for higher education like M.Com, MBA and can pursue advanced research in the field of Commerce and finance.

PO2: Students will be able to prove their proficiency by registering themselves for professional courses like Chartered Accountant, Company Secretary, Cost and Work Accountant, Cost and Management Accountant, Bachelor of Law etc.

PO3: Students will be able to recognize features and roles of businessman, entrepreneur, managers, consultants, etc which will help them to implement their knowledge and soft skills in the current scenario.

PO4: Students will acquire systematic and practical oriented skills in financial accounting, cost accounting, corporate accounting, management accounting, taxation, law, financial management etc to apply in their future career

PO5: Students will be able to demonstrate their practical knowledge in setting up of a computerized set of accounting books by learning the use of accounting softwares.

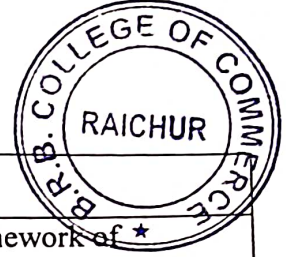
PO6: Students will be able to acquire leadership skills like effective communication, teamwork, decision making, problem solving etc. and its implication in their routine activities.

PO7: Students will be able to select from electives offered by departments to prioritize their area of interest and to gain specialization. PO8: Students are able to get benefitted by registering for different certificate courses offered by the various departments

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I.Q.A.C.
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| Semester | Courses | Outcomes |
|-----------------------|--|---|
| I Semester | Financial Accounting | Students can understand the theoretical framework of accounting as well as accounting standards. Students are demonstrated the preparation of financial statements of manufacturing, non manufacturing entities of sole proprietors, accounting treatments for consignment transactions and royalty transactions. |
| | Management Principles And Applications | The Students will be able to understand and identify the different theories of organizations, which are relevant in the present context. They will be capable of designing and demonstrating the strategic plan for the attainment of organizational goals. They can compare and chose the different types of motivation factors, leadership styles and best controlling techniques for better productivity of an organization |
| | Principles of Marketing | Students will be able to understand the basic concepts of marketing and asses the marketing environment. Students can analyze the consumer behavior in the present scenario and can identify the factors affecting the price of a product in the present context. They can judge the impact of promotional techniques on the customers & know the importance of channels of distribution. Students are acquainted with the recent developments in the field of marketing. |
| | Pre-reforms Indian Economy | The student will be able to trace the evolution of Indian Economy, Identify the structural features and constraints of the Indian economy. Evaluate planning models and strategy |

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| | | adopted in India, Analyze the sector specific problems and contributions towards overall economic growth and review various economic policies adopted. |
| | Digital Fluency | Students are introduced to new technologies and information resources. They can successfully troubleshoot issues related to technology. They can choose reputable and appropriate information and digital resources to use in any given situation. |
| | Yoga/Sports | The Physical and mental wellbeing of the students will be improved |
| | Health & Wellness | Students will be able to demonstrate an understanding of one's health issues/conditions, including prevention approaches, self-care practices, and appropriate intervention and treatment when needed. |
| II Semester | Advanced Financial Accounting | Students will be able to learn various methods of accounting for hire purchase transactions, Deal with the inter-departmental transfers and their accounting treatment, Demonstrate various accounting treatments for dependent & independent branches and Prepare financial statements from incomplete records. |
| | Corporate Administration | Students will be able to understand the framework of Companies Act of 2013. They will be able to identify the stages and documents involved in the formation of companies in India, company meeting procedures etc. Students can analyze the role, responsibilities and functions of Key management Personnel in corporate administration |
| | Law and Practice of Banking | Students will know the relationship between Banker & customer and identify the different functions of banker. They will know the procedure involved in opening and operating different accounts. They will get an idea of different types of |


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| | | negotiable instruments. They will know the developments in the banking sector in the upcoming days |
| | Contemporary Indian Economy(OEC) | Students will be able to understand the current problems of Indian Economy, Identify the factors contributing to the recent growth of the Indian economy, Evaluate impact of LPG policies on economic growth in India and can analyze the sector specific policies adopted for achieving the inspirational goals .They can also review the various economic policies adopted |
| | Environmental Studies | Students will understand complex environmental issues from a problem-oriented, interdisciplinary perspective. They will come to know key concepts from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions |
| | Yoga/Sports | The Physical and mental wellbeing of the students will be improved. |
| | Health & Wellness | Students will be able to demonstrate an understanding of one's health issues/conditions, including prevention approaches, self-care practices, and appropriate intervention and treatment when needed. |



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