



DAAR-UL-REHMAT TRUST'S
A.E. KALSEKAR DEGREE COLLEGE

KAUSA, MUMBRA

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ISO certified 9001:2015

PROGRAMME SPECIFIC OUTCOME

B.COM (BANKING & INSURANCE)

Sr.no	Programme Outcome
1	Learners will be able to demonstrate progressive learning of various company formation formalities issues and accounting.
2	Learners will learn relevant financial & managerial accounting career skills applying both quantitative and qualitative knowledge to their future careers in business.
3	Learners will acquire the skills like effective communication, decision making, problem solving in day to day business affairs, especially leadership qualities.
4	Learners will be able to do higher education and advance research in the field of banking and non-banking, sectors.
5	Learners will gain systematic and subject skills within various disciplines of commerce, financial accounting, economics, finance, logistic, marketing, entrepreneurial skills etc.
6	Learners will be able to understand the challenges faced by manager in the dynamic environment.
7	Learners will involve in various co- curricular activities to demonstrate relevancy of foundational and theoretical knowledge of their academic major and to gain practical exposure.
8	Learners will be able to prove their proficiency by engaging themselves in preparation of competitive exams and PG Courses like M. Com, MBA.
9	Learners will be able to obtain the knowledge and skills needed to assume management positions in a wide range of organizations.
10	To provide students with a solid foundation in organizational behavior and human resource management.



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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI/ Environment and Management of Financial Services

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To equip students with the knowledge of the working and functioning of banking and insurance sector.	Students understood the functioning of banks and insurance sector.
CO 02	To understand students about mobilization of funds and resources by banking companies and insurance sector.	Students gather the information about mobilization of funds by the insurance and banking sector.
CO 03	To analyze and study Indian financial markets, financial instruments and financial regulators.	Students develop the understanding about Indian financial markets, financial instruments and financial regulators.
CO 04	To help students realize the important role of banks and insurance in the world.	Students realized the importance of role of banks and insurance in the world.



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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI /Principle of Management

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To Study process of management by understanding traditional and modern ways of management.	Students understood the difference between traditional and modern ways of management.
CO 02	To know understand the planning, decision making, controlling, staffing, organizing etc. and to understand new approaches in management	Students understand the planning, decision making, controlling, staffing, organizing etc. and to understand new approaches in management.
CO 03	To evaluate the management process at different level with reference to banking and insurance.	Students develop understanding about the management process at different level with reference to banking and insurance.
CO 04	To Study the leadership with live examples of business leaders. Introduction to the concept of management and its functions.	Students studied different business leaders and their way of management.



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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI / Financial Accounting

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To provide basic information about accounting concepts such as journal, ledger, subsidiary book, journal proper and bank reconciliation statements.	Students will able to understand basic information about accounting concepts such as journal, ledger, subsidiary book, journal proper and bank reconciliation statements.
CO 02	To give knowledge on AS -6 and AS 10	Students understood about AS -6 and AS 10.
CO 03	To teach the concepts, provision and the accounting procedure of Liquidation of Companies.	The students will be able to understand the concept, provision and the accounting procedure to be followed in the case of Liquidation of companies.
CO 04	To Understand closing of accounts at the end of the year for sole trading concern and partnership firms.	Students understood about closing account.



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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI / Business Communication I

PAPER NAME/NUMBER:

SEM: I

Syllabus (Unit Wise)	Objectives	Outcome
CO 01	To understand communication definition, concept, need and importance. To understand communication types and process along with barriers.	The students are able to categorize communication and use it practically in daily life if they are involved in business.
CO 02	To understand the line of communication deployed at work place and listening skill. To imbibe values and ethics at work place.	The learner's will purposefully select appropriate channel to communicate at workplace. The students exhibit good behavior and refined manners in business or work place.
CO 03	To improve personality of the learner.	Students gain confidence through various activities.
CO 04	Students will develop business correspondence skill.	The learners are able to aptly use different forms of written communication.



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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI / Business Economics I

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To introduce the scope, importance and basic tools used in business economics and basics of market demand and market supply and equilibrium price.	Students understand the concepts and application of economic knowledge in business decision making and market equilibrium.
CO 02	To introduce the concepts of demand functions, its determinants, demand forecasting and elasticity of demand.	Students understand the factors determining demand, significance and methods of measurement of elasticity of demand and demand forecasting.
CO 03	To teach students the concept of supply and production decision, economies and diseconomies of scale.	Students learn various concepts of production function, law of variable proportion, law of returns to scale and factor influencing producer's equilibrium.



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CO 04	To introduce the concept of cost and derivation of cost curve in the short run and long-run. To make them aware about cost reduction through experience and break-even analysis.	Students understand the different types of costs and calculation of costs and also know the breakeven point determination uses and limitations.
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NAME OF THE COURSE /SUBJECT/PAPER –FYBBI / Quantitative Methods – I

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To familiarizes the concept of statistics	Enable learners to solve basic of central tendency in real life situation
CO 02	To provide practical exposure on calculation of measures of average, median, mode and standard deviation	Enable learners to solve examples on statistics



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CO 03	Providing students, a mathematical model to predict the future value based on past experiences in industry and day to day life	The students will understand the Price and Quantity Index numbers and their different measures, understand the applicability of cost of living Index number and to Know the components and Need for Time series.
CO 04	To introduce the students about the concept of probability and random variables To focus on decision making criteria and investigate the decision through experimentation	Enable learners to predict and able to find the probability of real-life situations Enable learner to take helpful decision based on requirement through experimentation

NAME OF THE COURSE /SUBJECT/PAPER –FYBBI / Foundation Course I

PAPER NAME/NUMBER:

SEM: I

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To create awareness amongst learners about Indian society.	Students learn about Indian societal structure.



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CO 02	To understand multi-cultural and pluralistic nature of Indian society.	Students understood multi-cultural and pluralistic nature of Indian society.
CO 03	To Understand of India's political processes.	Students understood working of India's political processes.
CO 04	To understand the Indian constitution	Learners get information about silent features of the Indian constitution.

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/Principles and Practice of Banking and Insurance

PAPER NAME/NUMBER:

SEM: II



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SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	OBJECTIVES	OUTCOME
CO 02	To learn the detail about banking structure in India.	Students understand about the banking structure in Indian.
CO 03	To learn about the various regulatory authorities related to banking and insurance.	Students learn about the regulatory authorities of insurance systems.
CO 04	To learn about the insurance system in detail	Students understand the working of insurance market.

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/ Financial Accounting II

PAPER NAME/NUMBER:

SEM: II

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To understand valuation of goodwill and shares.	Students will understand the value goodwill and shares with various methods

CO 02	To learn about Buyback of Equity shares.	Students will learn can assist in buyback and know why to conduct buyback
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CO 03	Redemption of Preference shares	Students can assist in redemption
CO 04	Redemption of debentures	Students can assist in redemption

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/ Business Communication II

PAPER NAME/NUMBER:

SEM: II

Syllabus (Unit Wise)	Objectives	Outcome
CO 01	To understand communication definition, concept, need and importance. To understand communication types and process along with barriers.	The students will be able to categorize communication and use it practically in daily life if they are involved in business.
CO 2	To understand the line of communication deployed at work place and listening skill. To imbibe values and ethics at work place.	The learner's will purposefully select appropriate channel to communicate at workplace. The students exhibit good behavior and refined manners in business or work place.
CO 3	To improve business correspondence.	The learners will be able to aptly use different forms of written communication.



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NAME OF THE COURSE /SUBJECT/PAPER – Quantitative Methods – II

PAPER NAME/NUMBER:

SEM:

II

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO1	To study complex business, banking related problems	Learners will be able to understand and analyze complex business, banking related problems
CO2	To make student understand about how to apply a particular statistical tool on the data.	Learners will be able to understand about how to apply a particular statistical tool on the data.
CO3	To teach how to apply various data types using various statistical techniques.	Learners will be able to how to apply various data types using various statistical techniques.

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/ Business Law

PAPER NAME/NUMBER:

SEM: II

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO1	To give students insights into basics of law.	Students learn about basics of law.



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CO2	To inculcate in students the understanding of writs, different Fundamental rights and duties.	Students understand concepts of writs, different Fundamental rights and duties.
CO3	Understanding Paramount importance of various aspects of Indian Contract Act	Students get information about Paramount importance of various aspects of Indian Contract Act.
CO4	To gain in-depth knowledge about various types of contracts, their essentials and requirements.	Students will understand about various types of contracts, their essentials and requirements.
C06	To educate students about happenings in virtual world, cybercrimes and other important provisions of the Act.	Students will get information about virtual world, cybercrimes and other important provisions of the Act.

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/ Foundation Course II

PAPER NAME/NUMBER:

SEM: II

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To provide the information about the globalization process in India economy. To aware the students about the role of LPG in the development of Indian society.	Students obtain the information about the globalization process in India. Students understands the impact of Globalization on Indian society.



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CO 02	To provide the information about the Human rights to the students. To aware the students about the fundamental rights of the constitution.	Students came to know the UDHR. They are equipped with the information about their fundamental rights.
CO 03	To provide the information about the environmental degradation. To make	Students gets the information about the environmental problems. They

	students aware about the various causes of environmental degradation.	become familiar about the concept of sustainable development and steps to reduce degradation.
CO 04	To understand the students about the cause and effects of stress. To make them aware about the various steps to cope with stress.	Students understand the causes and effects of stress. They are aware about the ways to cope up with stress.
CO 05	To explain the students about the causes of conflict and aggression and ways to get over it.	Students understand the effects of aggression and violence.

NAME OF THE COURSE /SUBJECT/PAPER – FYBBI/ Organizational Behavior

PAPER NAME/NUMBER:

SEM: II



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SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To Learn organizational Behavior, Meaning, Nature and scope of OB, Models of OB, Theories of Motivation	Students will understand about organizational Behavior, Meaning, Nature and scope of OB, Models of OB, Theories of Motivation
CO 02	To Learn Group Dynamics, Individual Behavior (IQ, EQ, SQ), Group Formation, Team Building, Team Development, Goal Setting, Soft Skills, Interpersonal Skills, Multicultural	Students will get information about Group Dynamics, Individual Behavior (IQ, EQ, SQ), Group Formation, Team Building, Team Development, Goal Setting, Soft Skills, Interpersonal
	Skills, Cross Cultural Skills. Johari Window	Skills, Multicultural Skills, Cross Cultural Skills. Johari Window
CO 03	To Learn Organizational Culture and Change Management, Work Culture, Ways for Making Work Culture Effective and Lively, Work Conflicts. Organizational Change, effects of Resistance to Change.	Students will learn about organizational culture.



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CO 04	To Learn Organizational Development. Meaning and Nature of OD. Techniques of OD. Importance of OD	Students will get information about Techniques of Organizational Development.
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NAME OF THE COURSE /SUBJECT/PAPER – SYBBI/ Information Technology in
Banking & Insurance

PAPER NAME/NUMBER:

SEM: III



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SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To understand different concepts of IT like Electronic Commerce, E-Commerce Framework, The network Infrastructure for Electronic Commerce, E-Commerce and World Wide Web.	Students will learn about different concepts of IT.
CO 02	To give information about E-banking Meaning, definition, features, advantages and limitations, Electronic Payment System.	Students will get to know various aspects of E-banking.
CO 03	To understand important applications like MS-Office: Packages for Institutional Automation and Application in Banking and Insurance Sector	Students will get information about different applications.
CO 04	To Learn Cyber Law & Cyber Security, Need of Cyber Law, History of Cyber Law in India and Cyber Crimes	Students will understand about cyber law.

NAME OF THE COURSE /SUBJECT/PAPER – SYBBI/ Financial Management – I



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PAPER NAME/NUMBER:

III

SEM:

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To give information about knowledge of financial management in banking and insurance.	Students will learn about financial management in banking and insurance.
CO 02	To give knowledge about importance of risk for financial decision making.	Learners will understand importance of risk for financial decision making.
CO 03	To provide information about different types of budget.	Learners will get information about different types of budget.

NAME OF THE COURSE /SUBJECT/PAPER – SYBB/ Direct Tax

PAPER NAME/NUMBER:

SEM: III

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To understand the different residential status of individuals.	The students will understand the different residential status of individuals.



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CO 2	To understand the importance of Heads under Salary, Business and Profession.	The students will understand the importance of Heads under Salary, Business and Profession.
CO 3	Students learn skills for computation of deductions from total income and calculate the total taxable income of individual.	The students will be able to understand the taxation of business activity

NAME OF THE COURSE /SUBJECT/PAPER – SYBBI/ Financial Market

PAPER NAME/NUMBER:

SEM: III

SYLLAB US (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To provide information regarding the various concepts and working structure of financial system and to get idea about the legal framework and structure of Indian financial system	Students will understand concepts and framework of financial system.
CO 02	To provide knowledge about different types of financial markets and also give information about investment avenues.	Students will get insight about different types of financial markets.



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CO 03	To aware learner about the introduction to commodities market.	Students will understand about commodity market.
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CO 04	To provide information about derivative market.	Students will get information about functioning of derivative market.
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NAME OF THE COURSE /SUBJECT/PAPER – SYBBI/ Management Accounting

PAPER NAME/NUMBER:

SEM: III

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To provide information about basic concept of management accounting.	Students will be able to understand basic concept of management accounting.
CO 02	To make students capable to understand financial statements with the help of ratios.	Students will be able to understand financial statements with the help of ratios.
CO 03	To make students equip to calculate the requirement of working capital.	Students will be able to do calculations for working capital.
CO 04	To aware about the dividend policies of the company.	Students will be able to understand the dividend policies of the company.



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NAME OF THE COURSE /SUBJECT/PAPER – Foundation Course III

PAPER NAME/NUMBER:

SEM: III

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To make students understand identify and value the effect of the pollutants on the environment: atmosphere, air, water and soil	The students will understand and identify and value the effect of the pollutants on the environment: atmosphere, air, water and soil
CO 2	To make students illustrate skills and improved understanding of how firms and organizations work with sustainability issues such as Environmental and Natural Resource Management	The students will be able to illustrate skills and improved understanding of how firms and organizations work with sustainability issues such as Environmental and Natural Resource Management



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CO 3	To make students develop an activity using various strategies to control, reduce and monitor all environmental problems that might arise as a result	The students will be able to develop an activity using various strategies to control, reduce and monitor all environmental problems that might arise as a result
CO 4	To help students develop professional Business Communication skills through writing, presentations and group discussions.	The students will be able to demonstrate professional Business Communication skills through writing, presentations and group discussions.

NAME OF THE COURSE /SUBJECT/PAPER – Organizational Behavior

PAPER NAME/NUMBER:

SEM: III

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To Understand the Individual Behavior and Individual Decision Making.	Learners will be able to understand the Individual Behavior and Individual Decision Making.
CO 2	To Learn the Group Dynamics and Group Decision-Making.	Learners will understand Group Dynamics and Group Decision-Making.



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CO 3	To Understand the Organizational Dynamics, and Organizational Climate.	Learners will get information about Organizational Dynamics, and Organizational Climate.
CO 4	To Learn Practices of OB in Banks and Insurance and Case Studies.	Students will be able to do case study.

NAME OF THE COURSE /SUBJECT/PAPER – SYBBI/Customer relationship management

PAPER NAME/NUMBER:

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To learn about the evolution of CRM and its needs.	Students understand about the evolution and needs of CRM.



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CO 2	Learn about procedure of CRM and data collection of warehousing and mining.	Students learn about the data collection process of warehousing.
CO 3	To learn about the role of technology in CRM.	Students learn about the role of technology in CRM.
CO 4	To learn the various software and applications used in CRM.	Students learn about the use of Software and applications in CRM.

NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Economics II

PAPER NAME/NUMBER: II

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
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CO 1	<p>To make the students understand about the Macroeconomic.</p> <p>To make them understand about the measurement of national income. To make them aware about the Keynes theory of effective demand.</p>	<p>Students gets the knowledge about the concepts of macroeconomics. They understand the measurement of national income.</p> <p>They understand the various Keynes theories.</p>
CO 2	<p>To make the students understand about the demand and supply of money. To make them aware about the monetary policy and inflation.</p>	<p>Students understand the demand and supply of money.</p> <p>They get the information about the monetary policy.</p>
CO 3	<p>To provide the students about the to provide the students about the government fiscal policy</p> <p>Make them aware about the budget and deficit.</p>	<p>Students came to know about the government fiscal policy.</p> <p>Students understands about the budget and deficit.</p>
CO 4	<p>To help students about the theories</p>	<p>Students understand about the various</p>
CO 5	<p>and issues of international trade. To make them aware about the balance of payments system.</p>	<p>issues of international trade. Students understands about the balance of payment account.</p>

NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Foundation Course III



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PAPER NAME/NUMBER: II

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To make students understand identify and value the effect of the pollutants on the environment: atmosphere, air, water and soil	The students will understand and identify and value the effect of the pollutants on the environment: atmosphere, air, water and soil
CO 2	To make students illustrate skills and improved understanding of how firms and organizations work with sustainability issues such as Environmental and Natural Resource Management	The students will be able to illustrate skills and improved understanding of how firms and organizations work with sustainability issues such as Environmental and Natural Resource Management
CO 3	To make students develop an activity using various strategies to control, reduce and monitor all environmental problems that might arise as a result	The students will be able to develop an activity using various strategies to control, reduce and monitor all environmental problems that might arise as a result



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CO 4	To help students develop professional Business Communication skills through writing, presentations and group discussions.	The students will be able to demonstrate professional Business Communication skills through writing, presentations and group discussions.
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NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Information Technology In B&I

PAPER NAME/NUMBER: II

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To teach basic concepts of modern e banking and mobile banking.	Students will be able to understand basic concepts of modern e banking and mobile banking.
CO 2	To teach about ethical issues, security and privacy issues.	Students will be able to learn ethical issues, security and privacy issues.
CO 3	To develop effective presentation.	Students will be able to develop effective presentation.



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CO 4	To use email and internet effectively.	Students will be able use email and internet effectively.
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NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Cost Accounting

PAPER NAME/NUMBER: II

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To enable the students with the concept of Cost Accounting.	Students will understand the concept and various forms of cost, cost allocation and apportionment of cost.



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CO 02	To prepare cost Sheet and appraise the same with the financial statement.	Students will be able to prepare cost Sheet and appraise the same with the financial statement.
CO 03	To Illustrate practical problems based on Material, Labor and Overhead.	Students will be able to solve practical problems.
CO 04	To Solve Practical problems based on Marginal Costing	Students will be able to Solve Practical problems based on Marginal Costing.

NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Corporate Laws Relating to B&I

PAPER NAME/NUMBER: II

SEM: IV

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
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CO 01	To Understand Companies, Act 2013.	Learners will be able to understand various aspects of Companies, Act 2013.
CO 02	To Understand the Regulatory framework Governing Stock Exchanges in India.	Learners will be able to Understand the Regulatory framework Governing Stock Exchanges in India.
CO 03	To Understand the Depositories Act, 1996.	Learners will be able to get information about the Depositories Act, 1996.
CO 04	To Understand the regulations of SEBI.	Learners will be able to Understand about functioning of SEBI.

NAME OF THE COURSE /SUBJECT/PAPER –SYBBI / Financial Management - II

PAPER NAME/NUMBER: II

SEM: IV



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SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 01	To impart knowledge about risk measurement and return. To study calculation of various financial assets.	Students will be able to gain information about risk measurement and return along with calculation of various financial assets.
CO 02	To study about estimate cash flows from a project and can evaluate various risks in investment decisions.	Students will be able to estimate cash flows from a project and can evaluate various risks in investment decisions.
CO 03	To learn about application of financial management concept in contemporary financial events.	Students will be able to apply financial management concept in contemporary financial events.

NAME OF THE COURSE /SUBJECT/PAPER – Auditing / TYBBI

PAPER NAME/NUMBER:

SEM: V

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To teach the concept of auditing, errors and frauds, principle of audit and different types of audit.	The students will be able to understand the concept of auditing which will help them to understand different types of errors and frauds. They will also learn different types of audit.



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CO 2	To teach audit planning, audit program and audit working paper.	The students will understand audit planning, audit program and audit working paper in detail which will help them the role of audit plan and program in auditing procedure.
CO 3	To teach concept, importance and role of test check, sampling technique, internal control and internal audit.	The students will understand in detail the concept, role and importance of test check, sampling techniques, internal control and internal audit.
CO 4	To teach concept and procedure of vouching and verification.	The students will learn in detail the concept and procedure of vouching of income and expenditure and verification of assets and liabilities.

NAME OF THE COURSE /SUBJECT/PAPER – TYBBI / Strategic Management

PAPER NAME/NUMBER: III

SEM: V

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To provide students with the knowledge of various prospective and concepts in the field of strategic management.	Students learn about the various concepts of strategic management.



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CO 2	To help students masters the analytical tool of strategic management.	Students gain knowledge about the various analytical tools.
CO 3	To learn about the procedures of implementation of policies with the help of various theories.	Students gain the knowledge about the various policies and theories.
CO 4	To learn about the method of evaluation and techniques to control strategies	Students learn about the various techniques of management.

NAME OF THE COURSE /SUBJECT/PAPER – TYBMS / Direct Tax

PAPER NAME/NUMBER:

SEM: V

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To understand the concept of Amendments in Income tax Act 1961 Understand the current application of general taxation principle.	To make the students understand the concept of Income Tax Act 1961.
CO 2	To understand the importance of Heads under Salary, Business and Profession.	To enable the students to understand the Residential status and Scope of Total Income.
CO 3	Provide an understanding of the taxation of business activity	To expose the students to learn the concepts of Heads of Income.



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CO 4	To acquaint with Guidelines of Gross total Income and Computation, be aware of the potential impacts of taxation on the decision making.	To enable the students to know about Computation of Total Income/ Net taxable Income.
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NAME OF THE COURSE /SUBJECT/PAPER – TYBMS/ Customer relationship management

PAPER NAME/NUMBER:

SEM: V

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To learn about the evolution of CRM and its needs.	Students understand about the evolution and needs of CRM.
CO 2	Learn about procedure of CRM and data collection of warehousing and mining.	Students learn about the data collection process of warehousing.
CO 3	To learn about the role of technology in CRM.	Students learn about the role of technology in CRM.



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CO 4	To learn the various software and applications used in CRM.	Students learn about the use of Software and applications in CRM.
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NAME OF THE COURSE /SUBJECT/PAPER – TYBMS/ Business Ethics and Corporate Governance

PAPER NAME/NUMBER:

SEM: V

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To make students understand the difference between ethics, moral and values.	Students will be able to differentiate between ethics, moral and values.

CO 2	To understand ethics in real world scenario.	Students will be able to understand importance of ethics in world environment.
CO 3	To discuss the impact of corporate governance system on the performance of firms.	Students will be able to know the impact of corporate governance system on the performance of firms.
CO 4	To discuss the social responsibility in corporate governance.	Students will be able to understand social responsibility in corporate governance.

NAME OF THE COURSE /SUBJECT/PAPER – TYBMS/ Research Methodology

PAPER NAME/NUMBER:

SEM: V



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SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To understand the importance of research.	Students will be able to understand importance of research along with basic research related topics.
CO 2	To develop understanding about research design and research methodology, long with data collection techniques.	Students will be able to understand data collection techniques and development of research design.
CO 3	To understand data retrieval and data analysis techniques.	Students will be able to understand data retrieval and data analysis techniques.
CO 4	To know the techniques of report writing.	Students will be able to understand techniques of report writing.

NAME OF THE COURSE /SUBJECT/PAPER – TYBBI/Marketing of Banking and Insurance

PAPER NAME/NUMBER

SEM: VI

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
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CO 1	Marketing concepts and its Application to Banking industry	To make the students understand the concept of role of banking sector in the services of banks
CO 2	Macro & Micro factors influencing the market good & service	To enable the students to understand the application of marketing principles in banking sectors
CO 3	Selective exposure, selective distortion, and effect on consumer behavior	To expose the students to learn the concepts of Insurance
CO 4	Market segmentation techniques for personal & corporate customers	To enable the students to know about marketing research and marketing information system

NAME OF THE COURSE /SUBJECT/PAPER – TYBBI/ Central Banking

PAPER NAME/NUMBER

SEM: VI

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To evaluate functioning of central bank and monetary policy.	Students will be able to learn how central bank evolved over a period of time. Students will learn about monetary policy.
CO 2	To learn about various tools of monetary policy and its role associated with inflation targeting.	Students will be able to understand about monetary policy and its role in controlling inflation.



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CO 3	To learn how central banking affects the function of economy.	Students will be able to understand central banking affects the function of economy.
CO 4	To understand working of central bank in economic stabilization.	Students will be able to understand working of central bank in economic stabilization.

NAME OF THE COURSE /SUBJECT/PAPER – TYBBI/ Auditing

PAPER NAME/NUMBER

SEM: VI

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To inform about auditing of banking, insurance company and limited companies.	Learner will be able to understand auditing of banking, insurance company and limited companies.
CO 2	To know new areas and trends in auditing.	Learner will be able to know new areas and trends in auditing.
CO 3	To prepare audit report.	Learner will be able to prepare audit report.
CO 4	To understand the need of professional ethics in auditing.	Learner will be able to know the of professional ethics in auditing.



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NAME OF THE COURSE /SUBJECT/PAPER – TYBBI/ International Banking

PAPER NAME/NUMBER

SEM: VI

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
CO 1	To developed understanding about international business.	Students will be able to learn about concepts of budget.
CO 2	To understand international economic business and regional grouping.	Students will be able to understand international economic business and regional grouping.
CO 3	To know about preliminaries for export import and documentation.	Students will be able to learn export import documentation.
CO 4	To understand different trade policies.	Students will be able to learn trade policies.

NAME OF THE COURSE /SUBJECT/PAPER – TYBBI/ Human Resource Management

PAPER NAME/NUMBER

SEM: VI

SYLLABUS (UNIT WISE)	OBJECTIVES	OUTCOME
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CO 1	To understand need and importance of Human resource management in banking and insurance sector.	Students will be able to learn about concept of Human resource management.
CO 2	To provide theoretical as well as practical information about Human resource management.	Students will be able to get practical information about Human resource management.
CO 3	To understand concept like training, recruitment and compensation in banking and insurance sector.	Students will be able to learn various concepts associated with Human resource management.
CO 4	To aware about various process in human capital development.	Students get information about various process in human capital development.