

Department of Commerce and Management**Course Outcomes (2018-2023)****BBA****ODD SEMESTER****Subject: Organisational Behaviour****Subject Code: BBA 101**

After completing this course, the students will be able to:

- To introduce various forms and organizational setup of the business.
- Gives the basic concept of the organisational behaviour.
- Develop the basic understanding of the individual behaviour.
- Understand the personality of others and adopt it if it seems to good.
- Enhances knowledge of the various aspects of the individual life positions and ego state and accordingly reacts to them.

Subject: Business Accounting**Subject Code: BBA 102**

After completing this course, the students will be able to:

- Impart knowledge about the basic Principles of accounting and their implications.
- Familiarize the students with the process of accounting leading to the preparation of final accounts of a sole trader.
- Comprehensive knowledge regarding relevance of financial accounting, its rules and procedures.
- Ability to prepare and comprehend the financial statement of a sole trader.
- Skill to prepare a Bank Reconciliation Statement.

Subject: Understanding Human Behaviour**Subject Code: BBA 201**

After completing this course, the students will be able to:

- Familiar with the psychology behind your own and other individuals' behaviour.
- Helps to better manage and improve your social and interpersonal skills and find success and acceptance in your personal and professional life.
- Demonstrate an advanced knowledge of the basis of behaviour;
- Demonstrate an advanced knowledge of how physiology interacts with the environment.
- Communicate and apply an evidence-based approach to understanding the environmental influences upon behaviour.

Subject: Business Statistics**Subject Code: BBA 203**

After completing this course, the students will be able to:

- Introduce the instrumental and highly useful branch of knowledge – Statistics.
- Gain knowledge of various statistical techniques for analysing, forecasting and interpreting data
- Ability to understand the relationship among different variables.
- Ability to formulate projecting data statements using the methods of estimation, prediction, forecasting etc.

Subject: Management Accounting**Subject Code: BBA 204**

After completing this course, the students will be able to:

- Comprehensive view of relevance of Management Accounting.
- Skill to analyse financial statements.
- Learn about the various sources of finance and their importance in business.

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- Ability to calculate various ratios like liquidity, profitability, and solvency.
- Knowledge about the process of reporting to management.

Subject: Business Law

Subject Code: BBA 301

After completing this course, the students will be able to:

- Make the students understand about business law.
- Develop knowledge on contract and various types of contracts.
- To help the students to understand the concept of sale of goods.
- To help the students to understand the basic laws related with business and corporate.

Subject: Principles of Retailing

Subject Code: BBA 302

After completing this course, the students will be able to:

- Clarify the concept and related terms in retailing.
- Comprehend the ways retailers use marketing tools and techniques to interact with their customers.
- Understand various formats of retail in the industry.
- Recognize and understand the operations-oriented policies, methods, and procedures used by successful retailers in today's global economy.

Subject: Principles of Banking

Subject Code: BBA 303

After completing this course, the students will be able to:

- Give an insight into Banking and its types.
- Develop an understanding regarding working of Central Bank.
- Enable the students learn the practical aspects of banking.

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- Ability to operate the banking transactions.
- Knowledge regarding new innovations in banking system i.e., investment banking, mixed banking etc.

Subject: Functions of E-Commerce

Subject Code: BBA 304

After Completion of the subject student should able to:

- Understand the basic concepts and technologies used in the field of management information systems.
- Knowledge of the different types of management information systems;
- Understand the processes of developing and implementing information systems;
- Be aware of the ethical, social, and security issues of information systems.

Subject: Export Procedure

Subject Code: BBA 305

After completing this course, the students will be able to:

- The student shall also develop network thinking in regards to export.
- This includes the role of import in relation to export, including the role of business relationships with customers, suppliers, supporting actors such as consultants, financial institutions, logistics service providers.
- Students should have appreciation of the role of export/import process in the globalised world market.
- Students should have a broad overview of the export-import process and its related literature and research streams.

Subject: Principles of Production Management

Subject Code: BBA 306

After completing this course, the students will be able to:

- Introduce the students about the concept of Production and Operations Management.

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- Enable the students understand the new product design and its development.
- Learn about the work study method.
- Explain the concept of Total Quality Management.
- Describe the process of Supply Chain Management. Course Outcomes
- Knowledge regarding the application of Total Quality Management.
- Familiarization with the work study method and its importance.
- Acquire skill in production and operations management.

EVEN SEMESTER

Subject: Principles of Management

Subject Code: BBA 108

After completing this course, the students will be able to:

- To introduce the students to Management and its importance in universal spheres.
- To enable the students to understand the evolution of management.
- To impart knowledge about the role of management in business organisations.
- Complete knowledge of management and its functions.
- Clarity about the nature of management.
- Skill to apply different management styles in routine tasks.

Subject: Analysis of Financial Statement

Subject Code: BBA 109

After completing this course, the students will be able to:

- Deliver an overview of Financial System
- Give an insight into the role of different Institutions in the development of Indian Financial System.

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- Explain the role of different regulatory authorities in the regulation of Indian Financial System
- Impart knowledge of Financial Markets, Financial Institutions, Financial Services and Financial Instruments that formulates a Financial System and avail complete knowledge of Financial System.

Subject: Understanding Social Behaviour

Subject Code: BBA 111

After completing this course, the students will be able to:

- Explain the primary terminology, concepts, and findings of the specific social and behavioral science discipline.
- Explain the primary theoretical approaches used in the specific social and behavioral science discipline.
- Understand and become familiar with the psychology behind your own and other individuals' behaviour.
- It helps you better manage and improve your social and interpersonal skills and find success and acceptance in your personal and professional life.

Subject: Human Behaviour at Work Place

Subject Code: BBA 208

After completing this course, the students will be able to:

- Students will be able to identify the characteristics of successful teams in order to function effectively as team members and leaders.
- Students will be able to demonstrate how to make better decisions both individually and in a group.
- Students will be able to analyze the interpersonal communication process to increase their effectiveness as communicators.
- Students will be able to describe how to ethically use power, politics, and influence to accomplish their work.

Subject: Business Statistics**Subject Code: BBA:210**

After completing this course, the students will be able to:

- Introduce the instrumental and highly useful branch of knowledge – Statistics.
- Describe the concept and application of index numbers.
- Enable the students to understand the concept, components and analysis of time series.
- Learn about the calculation and use of probabilities.
- Skill to make decisions under situation of uncertainties.
- Understanding the relevance of concept of inflation and cost of living.

Subject: Marketing Management**Subject Code: BBA:211**

After completing this course, the students will be able to:

- Knowledge of core concepts of marketing and the role of marketing in Business and Society.
- Skill to analyze the interaction of marketing and environmental forces.
- Ability to analyze marketing strategies based on Product, Price, Place and Promotion objectives.
- Clarity about Product Classification and Differentiation.

Subject: Financial Management**Subject Code: BBA 212**

After completing this course, the students will be able to:

- Impart knowledge of a discipline integral to the business world i.e. Financial Management.
- Know about the various modes and techniques of managing the financial resources of an organization.

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- Learn about significant factors to be considered while planning for financial policies.
- Acquaint the students regarding various types of decisions taken by financial managers these days.
- Understand the process of selecting investment projects.
- Knowledge of various sources of finance available to businessmen these days.

Subject: Principles of Material Management

Subject Code: BBA 213

After completing this course, the students will be able to:

- Set strategic objectives, design structure, and organize the materials purchasing activities in the firm.
- Ensure that the purchasing decisions meet the basic requirements to right quality, right quantity, right time, right price, and right source.
- Make decisions to the basic materials management elements such as the decision to make or buy, purchase commodities versus capital goods, and purchase for resale.
- Determine the appropriate inventory control models to use, warehousing location, warehouse layout, and organizational policies and procedures.

Subject: Entrepreneurship Development

Subject Code: BBA 308

After completing this course, the students will be able to:

- Introduce the students to the concept of entrepreneurship and small business.
- Enable the students understand the relevance of national policies for the promotion of entrepreneurship and small business.
- Gain basic knowledge of prerequisites to be a good entrepreneur.
- Skill to become an entrepreneur.
- Knowledge about the factors required to start as good entrepreneur.

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- Knowledge of financial and non-financial assistance provided by government and various commercial banks.
- Learn the ways to face challenges in the business.

Subject: Business Law

Subject Code: BBA 309

After completing this course, the students will be able to:

- To deliver comprehensive knowledge regarding the provisions of Company Act, 2013.
- To familiarize with the important documents of company like Memorandum of Association, Articles of Association and Prospectus.
- To gain knowledge about key managerial persons and their role in a company.
- To understand the functioning of a Company. Course Outcomes
- Understanding of working of a company.
- Knowledge about the key managerial personnel in the company.
- Learn about the procedure of formation and winding up of Company.

Subject: Logistics Management

Subject Code: BBA 310

After completing this course, the students will be able to:

- Gain a competitive advantage in local and global markets through the integration of logistics management.
- Provide an opportunity for comprehensive analysis and discussion of key contemporary issues and problems in logistics management.
- Evaluate the achievement of competitive advantage through logistics framework and explain the integrated logistics management.
- Explain the outsourcing logistics and to elaborate the practical concepts regarding third party and fourth party logistics.

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- Provide a detailed analysis for how to improve a quality customer service and integrated logistics.

Subject: Principles of Insurance

Subject Code: BBA 311

After completing this course, the students will be able to:

- To introduce the students about the concept, need and Principle of Insurance.
- To familiarize with the relevance and provisions of various Insurance Acts viz. LIC Act, 1956, GIC Act 1972 and IRDA Act, 1999.
- To give an overview of concept of reinsurance, distribution channels in insurance
- To enable the students to understand the different terms like surveyors, activities and third-party administration.
- In-depth understanding of Insurance and various types of Insurance

Subject: Introduction to Financial services

Subject Code: BBA 312

After completing this course, the students will be able to:

- Impart knowledge regarding the components of Indian Financial System.
- Provide in depth understanding of different avenues of financial system viz. capital 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