

Sant Gadge Baba Amravati University, Amravati

Department of Commerce

Programme Outcomes, Programme Specific Outcomes and Course Outcomes

Programme code	Programme Name	Department
M. Com	M. Com	Department of Commerce

Programme outcome (POs):

- 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 enable the students for conducting business, accounting and auditing practices, role of regulatory bodies in corporate and financial sectors nature of various financial instruments.

Programme Specific Outcomes (PSOs):

- To enhance the horizon of knowledge in various field of commerce through advertising and sales promotion, auditing and entrepreneurial development.
- To enhance the computer literacy and its applicability in business through latest version on tally and e-commerce principles.
- To create awareness in application-oriented research through research for business decisions.

Course Outcomes (COs):

S.No.	Name of the course	Course Code	Course Outcome
1	Managerial Economics	M.Com/ 101	<input type="checkbox"/> Ability to forecast demand in light of changing circumstances and to formulate business plans. <input type="checkbox"/> Ability to chalk out Business Policies. <input type="checkbox"/> Knowledge about Profit Planning and control. <input type="checkbox"/> Skill to analyze effects of Government Policies.
2	Services Marketing and Customer Relationship Management	M.Com/ 102	<input type="checkbox"/> To know the services vision and mission <input type="checkbox"/> To study services positioning and differentiation <input type="checkbox"/> To familiarize service marketing mix <input type="checkbox"/> To analyze the customer focused services <input type="checkbox"/> To study the specific service marketing <input type="checkbox"/> Capability to evaluate the suitability of different pricing methods for services.
3	Advanced Financial and Cost Accounting	M.Com/ 103	<input type="checkbox"/> To study the costing concept and methods <input type="checkbox"/> To analyse the unit cost and job costing

			<input type="checkbox"/> To know the process costing with normal and abnormal loss <input type="checkbox"/> To update the standard costing methods <input type="checkbox"/> To prepare the reconciliations statements.
4	Banking and Insurance Services	M.Com/ 104	<input type="checkbox"/> Understanding the operations and working of insurance companies in India. <input type="checkbox"/> Capability to assess the significance of online banking. <input type="checkbox"/> Understanding the functions and significance of RBI in India. <input type="checkbox"/> Knowledge regarding different models of bancassurance in India. <input type="checkbox"/> Understanding of the different techniques of risk management.
5	Accounting for Managerial Decisions	M.Com/ 201	<input type="checkbox"/> Ability to calculate Goodwill, evaluate shares adopting different methods and preparation of final accounts of Indian Companies. <input type="checkbox"/> Understanding of the provisions regarding the appointment, qualifications, duties and liabilities of auditor.

			<input type="checkbox"/> Clarity about the applicability of different types of audits.
6	Strategic Management	M.Com/ 202	<input type="checkbox"/> Familiarization with the strategic management process. <input type="checkbox"/> Understanding about the techniques to scan an environment and the role of environment scanning in hurdle less strategic management of an organization. <input type="checkbox"/> Understanding about the equal importance of strategy formulation and strategy implementation. <input type="checkbox"/> Clarity about the strategies followed by different companies in the corporate world.
7	Management Concept and Organisational Behaviour	M.Com/ 203	<input type="checkbox"/> Ability to execute managerial tasks of planning, organizing and controlling. <input type="checkbox"/> Understanding of different styles of leadership and its impact on decision making process. <input type="checkbox"/> In-depth understanding of emotional labour and different types of emotions. <input type="checkbox"/> Ability to analyze challenges and opportunities in the field of organization behavior.

8	Computer Applications in Business	M.Com/ 204	<input type="checkbox"/> To upgrade business with the help of technology <input type="checkbox"/> To help in record maintaining <input type="checkbox"/> To study account information on Tally 9.0 with use of keys
9	Research Methodology	M.Com/ 301	<input type="checkbox"/> To fulfill the bank requirement of business research <input type="checkbox"/> To evaluate various research decisions <input type="checkbox"/> To know the methods of data collection <input type="checkbox"/> To study the analysis and interpretation of data <input type="checkbox"/> To familiarize report writing
10	Statistical Analysis	M.Com/ 302	<input type="checkbox"/> Development of logical reasoning ability in students. <input type="checkbox"/> Knowledge about the applicability of various parametric and non-parametric tests. <input type="checkbox"/> Ability to use SPSS to solve statistical problems. <input type="checkbox"/> Ability to make decisions under uncertain business situations.
11	Corporate Tax Planning and Management	M.Com/ 303	<input type="checkbox"/> Ability to identify the difference between Tax Evasion, Tax Planning and Tax Avoidance. <input type="checkbox"/> Understanding of various deductions, rebates and reliefs to reduce the taxable income and tax liability.

			<input type="checkbox"/> Skill to take managerial decisions keeping in view the Income Tax Rules. <input type="checkbox"/> Knowledge of Double Taxation Avoidance Agreement.
12	E- Commerce and Legal Security	M.Com/ 304	<input type="checkbox"/> To know the E- commerce frame work <input type="checkbox"/> To familiarize with E- commerce and world wide web <input type="checkbox"/> To study the application of Electronic Data Interchange <input type="checkbox"/> Ability to start up and operate e-commerce website. <input type="checkbox"/> Familiarization with online payment services and different cyber laws. <input type="checkbox"/> Knowledge of cyber world and scope of cyber laws in E-commerce.
13	Entrepreneurship and Skill Development	M.com/ 4031	<input type="checkbox"/> Understand the institutional support to entrepreneurs <input type="checkbox"/> Describe the Women Entrepreneur <input type="checkbox"/> Classify the challenges of women entrepreneur <input type="checkbox"/> Describe the Project management <input type="checkbox"/> Identify the evaluation of Project
14	Sales and Distribution Management	M.com/ 4035	<input type="checkbox"/> Ability to study market trends and consumer behavior. <input type="checkbox"/> Understanding of sales milestones, sales situations, selling styles and sales strategies followed by different

			<p>business houses.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Ability to connecting advertising strategies and organizational goals with the moral code of conduct in advertising. <input type="checkbox"/> Skill to targeting new business and exploit new areas of opportunity. <input type="checkbox"/> Understanding of various Retail formats and Retail locations. <input type="checkbox"/> Ability to integrate Retail Supply Chain.
15	Co-operative Management	M.com/ 4036	<ul style="list-style-type: none"> <input type="checkbox"/> Capability to understand employee recruitment and selection process. <input type="checkbox"/> Understanding of different types of remuneration plans and their significance. <input type="checkbox"/> Capability to evaluate different training programs and understanding of their limitations. <input type="checkbox"/> Knowledge regarding the developing role of human resource management in the globalized world.
16	International Financing	M.com/ 4037	<ul style="list-style-type: none"> <input type="checkbox"/> Knowledge about IMF, World Bank, European Monetary System and their role in international financial

			<p>management.</p> <ul style="list-style-type: none"><input type="checkbox"/> Clarity about the role of central bank in international financial management.<input type="checkbox"/> Ability to use various scanning techniques to scan the environment of host country.<input type="checkbox"/> Understanding of the manner of management of exposures involved in international transactions.
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