

- **Income Tax –II (BC 604):**

C01: Students come to know about deductions U/S 80C to 80U.

C02: Students are made aware about the computation of total income & tax liability of an individual.

C03: Students are made aware about the computation of total income & tax liability of firm.

C04: Students come to know about a note on deduction of tax at source and advance payment of tax.

C05: Learn about powers of income tax authorities.

C06: Students are made aware about procedure for assessment and different type of returns.

C07: Learn about procedure for filling e- return and revised return.

C08: Students are made aware about recovery and refund of tax.

C09: Students come to know about different appeals to be made under income tax.

Course Outcomes for BBA

Course Outcomes for BBA I

Business Accounting (BBA 102)

1. Learn about nature, scope and objectives of accounting.
2. Students are made aware about different accounting concepts and conventions.
3. Students learn to differentiate capital and revenue income and expenditure.
4. Students are made aware about journal and ledger Also Students are made aware about Double Entry System.
5. Students get introduced about Trail Balance Students are made aware about its objectives.
6. Students learn to give all Adjustment Entries and how these are shown in final Accounts.

Analysis of Financial Statement (BBA 109)

1. Students are made aware about different financial statement
2. Students get introduced about ratio analysis Students are made aware about different accounting ratios in detail

3. Students get introduced about cash flow Statement and how it is prepared. Students get introduced about fund flow statement Students are made aware about the funds from operation, statement of change in working capital, funds flow Statement

BBA-112: Business Mathematics-II

CO1 students will be able to understand and solve the problems related to Plane Analytical

Geometry.

CO2 Learn about on Arithmeticrithmetic, geometric and harmonic progressions.

CO3 Obtain knowledge on ntegral calculus, definite integral and its application in business.

Learn the basics of Logarithm, Law of operations, log tables,

CO4 Will able to learn practical problems of compound interest.

Business Communication I (BBA 113) :

1. Students learn to Write the meaning, process and importance of Business Communication
2. Students learn about the Essentials features of effective Communication
3. Students are made aware about the various models of Communication
4. Students get introduced about the procedure to Students come to know about a business Applications
5. Students get introduced about non-verbal Communication and write its importance
6. Students get introduced about the difference between verbal and non-verbal Communication

Business Organization (BBA 101):

1. They learn about concept, nature and objectives of Business
2. Students are made aware about meaning, advantages and limitation of sole proprietorship
3. Students are made aware about the rights, duties and liabilities of partnership
4. Students get introduced about Joint Stock Company Students are made aware about the procedure of formation of company
5. Students learn about MNCs and their role in a country
6. Students are made aware about non- profit organization

7. Students learn to write short note on CII, FICCI and ASSOCIATION

BBA-104: Business Mathematics-I

After completing this course

- CO1** students will be able to understand and solve the problems related to Set theory, logical statements and truth tables.
- CO2** Students able to solve linear and quadratic equations.
- CO3** Students learn about Permutations and combinations. Binomial theorem.
- CO4** will gain knowledge on the topic Limit and continuity, differential calculus (including maxima and minima; excluding trigonometric functions),
- CO5** Learn detailed knowledge of Matrices and determinate, solution to linear equations by using Cramer's rule and matrix inversion method.

Principles of Business Management (BBA 108)

1. Students get introduced about management, its nature and scope. Also Learn about different through in the development of management.
2. Students get introduced about planning Learn about its process and technique. Also Learn about decision making and its process and technique.
3. Learn about about departmentation and various basis for departmentation.
4. Students are made aware about meaning, merits and demerits of delegation of authority and decentralization.
5. Students are made aware about staffing function of management and its process
6. Students are made aware about communication and its barriers. Also Students are made aware about controlling, its process and different techniques of controlling.
7. Students are made aware about in brief social responsibility and business ethic

Course Outcomes for BBA II

Understanding Human Behaviour (USB) (BBA 111)

1. Students get introduced about understanding human behavior and Students learn about the approaches of USB
2. Students get introduced about personality Write the theories of personality

3. Students learn about the theoretical views of regarding motivation and its advantages and disadvantages
4. Students learn about perception and Students get introduced about the law of perceptual organization.
5. Students learn to write the meaning of learning. Students get introduced about classical conditioning and operant theory of learning

Micro Business Environment (BBA 202):

1. Students are made aware about the factors of business environment that affect the business organization either internally or externally
2. Students are made aware about the various type of economic system in detail (meaning and nature)
3. Students get introduced about Economic planning in India and Students learn about the objectives & problems of Economic planning in India
4. Students are made aware about the various roles of government for Indian growth
5. Students learn to write the concept and dimensions of social responsibility of Business
6. Students get introduced about business ethics and Students are made aware about its advantages and limitations
7. Students are made aware about the important features of competition Act
8. Students learn to difference between MRTP act and competition Act

Business Statistics I (BBA 203):

1. Students learn to write the meaning, functions and limitation of statistics
2. Students get introduced about data and write the types of data
3. Students get introduced about graphical representation Write its types, merits and demerits
4. Students get introduced about central tendency Students are made aware about the various types of average with example
5. Students are made aware about the different type of measures of dispersion
6. Students get introduced about sampling, Students are made aware about the various categories of sample and how sample is differ from census

7. Students get introduced about business forecasting Write the methods and procedure of forecasting
8. Students learn about the types of Index number and Students learn about the methods of constructing Index number

Management Accounting (BBA 204):

1. Students learn to write the meaning, nature and convention & techniques of Management Accounting
2. Students are made aware about the various costs concept classification of cost
3. Students learn to write the meaning, types and Evaluation of budgeting in a business organization
4. Students get introduced about marginal costing and Students are made aware about the various methods of break -even –analysis
5. Students get introduced about standard costing and write the types of variances in standard costing
6. Students are made aware about the various technique of controlling in costing
7. Students get introduced about responsibility accounting, write its benefits and limitation

Business Communication II (BBA 206)

1. Students get introduced about business communication Write its nature and importance
2. Students learn to write the process of communication and also Students are made aware about verbal and non- verbal communication
3. Students learn about the barriers to communication
4. Students learn about the methods of writing the different letters in a business organization
5. Students learn how will they conduct and prepare for interview and meetings
6. Students get introduced about organizational communication and Students learn about the components of organizational communication

Human Behavior at Work (BBA 208)

1. Students learn to write the meaning and nature of behavior at work.
2. Students learn to write the interpersonal awareness and its process.
3. Students get introduced about interpersonal trust.

4. Students get introduced about group and Students learn about the types and theories of groups
5. Students learn to write the meaning and components of group dynamics.
6. Students get introduced about team, types of team, and stages of team development.
7. Students learn about the team building techniques.

Macro Business Environment (BBA 209)

1. Students learn to write the Meaning of liberalization and main features of liberalization
2. Students get introduced about privatization and Students get introduced about the impact of privatization on Indian Economy
3. Students get introduced about globalization and write the advantages & limitation of globalization
4. Students learn to write the meaning of industrial policy and also Students are made aware about the main features of new industrial policy
5. Students are made aware about new foreign trade policy
6. Students learn to write the impact of Multination Corporation on the foreign currency funds of India
7. Students learn to write the function of World Bank.
8. "IMF is the bank of central banks" Students are made aware about this statement.
9. Students get introduced about world trade organization write the impact of WTO on India's Economic growth
10. Students get introduced about monetary policy and Students learn about the instruments of monetary policy
11. Students learn to write meaning and significance of fiscal policy.
12. Students are made aware about the main features of EXIM policy 2015-20.

Business Statistics-II (BBA 210):

1. Students are made aware about the nature, types and methods to study the correlation.
2. Students learn to write the importance, methods of linear regression and properties of regression lines.
3. Students get introduced about probability, types and theories of probability.
4. Students get introduced about trend, seasonal, cyclical and random variation in time series.

5. Students learn to write the procedure of hypothesis testing.
6. Students get introduced about CHI square test Write its procedure

Marketing Management (BBA 211):

1. Students learn to write the meaning and scope of marketing management.
2. Students get introduced about marketing MIX.
3. Students learn to Write the meaning and component of marketing information system.
4. Students are made aware about the meaning and importance of consumer behavior.
5. Students get introduced about new product development process.
6. Students learn to what the stages of product life cycle.
7. Students learn about the types of product.
8. Students get introduced about branding and packaging decision and Students learn about their impact.
9. Students are made aware about the procedure of setting the price of product and also They learn about pricing policy.
10. Students are made aware about the role of various distribution channels.
11. Students learn to how many sources available in marketing for promotion of a product.

Financial Management (BBA 212)

1. Students learn to write the meaning, nature and scope of financial management.
2. Students are made aware about the determinants and process of financial planning.
3. Students learn to write the meaning, process and methods of capital budgeting.
4. Write the significant and methods of cost of capital.
5. Students get introduced about over and under capitalization and how can we reduce the effect of both types of problems.
6. Students are made aware about the theoretical views of capital structure with example.
7. Students get introduced about dividend policy decision Students are made aware about its nature and models in detail.
8. Students learn to write the concept, nature and factors of working capital management.
9. Students learn to How many ways we can acquire the finance from market.

Principles of Material Management (BBA 213):

1. Students get introduced about material management Write its nature and scope.
2. Students learn to write the process and function of material management.

3. Students learn to Write the cycle and flow control system of material planning.
4. Students learn to write the procedure, principles, and objectives of purchasing.
5. Students learn about the methods of statistical quality control.
6. Students learn about the techniques of inventory management in an organization.

Course Outcomes for BBA III

Entrepreneurship Development (BBA 308):

1. Students are made aware about the Entrepreneurship meaning, nature and scope
2. Students learn about the essential qualities of successful Entrepreneur
3. Students are made aware about the role of Entrepreneurship in Economic development
4. Students learn about the sources of financing to develop a new venture
5. Students get introduced about the procedure for development of new venture
6. Students get introduced about the role of govt. and non- govt. agencies for promoting the Entrepreneurship in India

Principles of Production Management (BBA 306):

1. They learn about product and its types
2. Students are made aware about the production type and its significance
3. Students get introduced about production management Students are made aware about its functions
4. Students get introduced about the procedure of production management
5. Students are made aware about the various techniques of inventory management in detail
6. Students are made aware about the importance of Inspection and Quality Control in production
7. Students get introduced about ISO certification and Statistical Quality Control in production

Export Procedure and Documentation (BBA 305)

1. Students learn about the facilities which are fullfield for entering in Export business
Write its procedure
2. Students learn about the documents required for Export Business. Students are made aware about in detail
3. Students are made aware about aligned document system

4. They become familiar about the methods of payment in International Business
5. Students are made aware about institutional infrastructure for Indian Export
6. Students learn about the incentives and schemes provided by the govt. for promoting Export business
7. Students are made aware about EXIM policy in detail
8. How the risk is managed by the Exporter. Students learn about the techniques used by the Exporter for controlling risk

Introduction to Financial Services (BBA 312):

1. Students are made aware about the meaning, advantages and types of Financial Services
2. Students get introduced about Economic Environment Students are made aware about players in financial services
3. Students get introduced about merchant Banking And Students are made aware about its functions
4. Students get introduced about book building and reverse book building Students learn about the steps for issuing shares under book building
5. Students are made aware about the legal procedure of SEBI in detail
6. Students are made aware about leasing and hire purchase Learn about the types of lease account
7. Students come to know about the meaning, types and advantages of Mutual Funds

Principles of Insurance (BBA 311):

1. Learn about importance and functions of Insurance
2. Students are made aware about the purpose and functions of general Insurance
3. Students are made aware about the different principles of Insurance
4. Students come to know about the claim settlement procedure of life Insurance
5. Learn about the claim settlement procedure of general Insurance
6. Students are made aware about the code of conduct for Insurance agent .Students get introduced about the unfair practices on the part of agent
7. Students learn about the schemes of life Insurance under LIC Act 1956
8. Students learn about the schemes of General Insurance

Logistic Management (BBA 310):

1. Learn about the scope, role and importance of Logistic Management

2. Students are made aware about total cost concept system approach to Logistic.
3. Learn about the role of Logistic in supply chain Management.
4. Students are made aware about types and functions of warehousing.
5. Students are made aware about inventory Management methods of cost control.
6. Students learn to mention the types of transportation network of product.
7. Students get introduced about Logistic packaging and also Students are made aware about packaging material and packaging cost
8. Students are made aware about the role of technology in Logistic Management. Students learn to Evaluate its performance.

Principles of Banking (BBA 303):

1. They learn about the term Bank Students are made aware about its types
2. Students are made aware about Banking Regulation Act 1949 and main Amendments
3. They learn about RBI and its functions
4. Students are made aware about different Banking norms
5. Students learn about the E- Banking reforms in banking sector after 1991
6. They become familiar about the important Banking techniques which can be used in banking sector
7. Students come to know about the priority sector lending. Analysis it's performance

Principles of Retailing (BBA 302):

1. Students are made aware about the meaning and features of retailing Also They become familiar about the evolution of retailing with special reference to the Indian Economy
2. Students get introduced about the basic difference between organized and unorganized retailing
3. Students get introduced about non store retailing They become familiar about its type, advantages and disadvantages of retailing
4. Students learn about the general views regarding a carrier in retailing They become familiar about the skills required for adopting retailing as a carrier
5. Students get introduced about consumer behaviour Also Students are made aware about the process of consumer behaviour

6. Learn about store location in retailing and also They become familiar about types of store location.
7. Learn about the retail organization and structure of retail organization.
8. Students learn to write the meaning of retail merchandise and Students are made aware about the factors affecting the functions of retail merchandise.
9. Students learn to write the short note on technology in retailing.

Business Law-I (BBA 301):

1. Students get introduced about contract Students are made aware about the major provisions of contract.
2. Students are made aware about Indemnity and Grantee Difference between Indemnity and Grantee.
3. Students are made aware about the meaning of pledge and bailment with example.
4. Students are made aware about Indian Sale of Goods Act 1930. Students learn about the legal provisions of this Act.
5. Students are made aware about unpaid seller. Students learn about the rights of unpaid seller.
6. Students are made aware about performance of the contract of sales.
7. Students are made aware about negotiable instrument Act 1981. Learn about the legal provision and implication of negotiable instrument.

Business Law-II (BBA 309):

1. Students learn about the legal aspects relating to the promotion and establishment of companies in India
2. Students Learn about Memorandum of Association. Students are made aware about the clauses of MOA.
3. Students get introduced about Articles of Association Learn about its content.
4. Students learn to write the procedure of issue and allotment of shares.
5. Students are made aware about the powers, duties and functions of directors.
6. Students come to know about the procedure of winding up of company.
7. Learn about companies meetings and also learn about the legal provisions for companies meetings.
8. Students are made aware about SEBI act 1992 and its legal provisions.