# KONGUNADU ARTS AND SCIENCE COLLEGE (AUTONOMOUS)

Re-accredited by NAAC with 'A+' Grade (4thCycle) College of Excellence (UGC) Coimbatore–641029

# DEPARTMENT OF COMMERCE WITH CA COURSE OUTCOMES (CO)

M.COM (CA)

For the students admitted in the Academic Year 2024-2025

Programme Code: 14		М.	COM CA	
Title of the Paper: CORE PAPER. 1 – MANAGERIAL ECONOMICS				
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Employability

- 1. To familiarize the economic theories and law of variable proportion.
- 2. To make the students to understand the demand determinants.
- 3. Acquire knowledge in production function, cost and revenue and break-even analysis.
- 4. Lay a foundation on economic models for demand & supply, pricing decisions.
- 5. To assess the effects of business cycle in a business and industrial sickness.

### **Course Outcomes (CO)**

	CO1	Understand the nature and scope of Managerial Economics, demand analysisand
		law of variable proportion.
	CO2	Learn the role of Managerial Economist, goal of corporate enterprises, demand
2	CO2	determinants, types of market, national income and public finance.
- K5	CO3	Apply the types of costs and revenues and Break Even point analysis forbusiness
K1 -	COS	decisions.
Ā	CO4	Analyze the role of managerial economist in demand analysis, cost and production
		analysis.
	CO5	Evaluate the value of enterprises, pricing and output decisions, business cyclesand
	COS	causes and remedies of industrial sickness.

Programme Code: 14		M.0	COM CA	
Title of the Paper: CORE PAPER.2 – MARKETING MANAGEMENT				
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Employability

#### **Course Objectives**

- 1. To enable students to classify types of Marketing and Modern Marketing Concept.
- 2. To equip the learners on product planning, pricing system and promotion in themarkets.
- 3. To explain the various kinds of channels of distribution and function of middle man.
- 4. To enhance practical applications on advertising media.
- 5. To Know the concept of agricultural marketing.

	CO1	Recollect the marketing concepts, types and modern marketing concept.
	CO2	Illustrate the macro and micro environments of a market and buyer behavior.
1   ((()3)		Locate the different types of products, product line, product mix and pricing decisions.
$ \mathbf{X} $	CO4	Analyze the important of channels of distribution and promotional mix.
	CO5	Examine the market agricultural produce and marketing research.

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER.3 – DATABASE MANAGEMENT SYSTEM				
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Skill Development

- 1. To familiarize the basic concepts of DBMS
- 2. To know the concepts of relational data model.
- 3. To lay an idea to improve the database design by normalization.
- 4. To introduce hierarchical approach and program communication block.
- 5. To acquire knowledge in Network Approach DBTG, Data Structure and Data manipulation.

# **Course Outcomes (CO)**

	CO1	Describe the fundamental elements of Relational database management systems
	CO2	Recall the basic concepts of Relational data model, Entity-relationship model, Relational
-K5		database design, Relational algebra and SQL.
	CO3	Convert the ER-model to Relational tables, populate relational database and formulate
K1	COS	SQL queries on data.
	CO4	Evaluate the Hierarchical approach and program communication block.
	CO5	Adapt the database knowledge in Network Approach and DBTG Data manipulation.

Programme Code: 14		<b>M.</b> 0		
Title of the Pa	per: CORE PR	ACTICAL. 1 – <b>COMPUTI</b>	ERAPPLICATIONS :	I: MS OFFICE &
ORACLE				
Batch 2024-2025	Hours / Wee	Total Hours 90	Credits 4	Skill Development

### **Course Objectives**

- 1. To Acquire hands-on training in MS-Office to meet out the requirements in an organization.
- 2. To learn functions in Ms-Excel to perform basic calculations
- 3. To understand and use data manipulation language to query, update and manage adatabase.
- 4. To design and build a simple database system in DBMS.
- **5.** To understand the usage of SQL.

	CO1	Gaining the skills relating to creation and modification of documents in MS Office.
5	CO2	Knowing about the shortcuts and formula in MS-Excel
K1-K5	CO3	Identifying the methodology of relational model.
I	CO4	Analyzing the Structured Query Language using Network and HierarchicalModels.
	CO5	Evaluating the concept of query processing

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER. 4 – CORPORATE ACCOUNTING				
Batch 2024-2025	Hours / Week 5	Total Hours 75	Credits 4	Employability

- 1. To develop the conceptual framework of corporate accounting.
- 2. To make the students to learn procedure relating to preparation of company final accounts.
- 3. To educate the students about statement of affairs and liquidator's final statement.
- 4. To impart the knowledge relating to banking and insurance companies.
- 5. To gain ideas about human resource accounting, government accounting, responsibility accounting and Environmental Accounting.

### **Course Outcomes (CO)**

	CO1	Comprehend the accounting provisions in the Companies Act relating to preparation final accounts of a company.			
	CO2	Learn the accounts of Amalgamation, Absorption and Alteration of share capital.			
-K5	CO3	Prepare accounts at the time of liquidation of companies.			
K1	CO4 Make use of the accounting aspects pertaining to valuation of shares, ho company accounts and banking and insurance companies.				
	CO5	Examine the theoretical framework of Human resource accounting, Government accounting, Responsibility accounting and Environmental Accounting.			

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER.5 – HUMAN RESOURCE MANAGEMENT			ENT	
Batch	Hours / Week	Total Hours	Credits	Skill Dovolonment
2024-2025	5	75	4	Skill Development

### **Course Objectives**

- 1. To explain the importance of HRM and their effective management inorganizations.
- 2. To make the students to understand different tools in forecasting and planning.
- 3. To outline the current theory and practice of recruitment and selection.
- 4. To describe appropriate implementation, monitoring and assessment procedures of training.
- 5. To explain the importance of the performance management system in enhancing employee performance.

	CO1	Explain human resources planning, dealing with surplus and deficient man power.
	CO2	Recall the meanings of terminology and tools used in managing employees effectively
-K5	CO3	Prepare a selection strategy for a specific job
K1	CO4	Analyze the advanced training strategies and specifications for the delivery of training programs
	CO5	Compare and contrast different techniques involved in the performance appraisal process.

Programme Code: 14		M.COM	CA	
Title of the Pape	er: CORE PAPEI	R.6 – BUSINESS RESEA	ARCH METHODS	}
Batch	Hours / Week	Total Hours	Credits	Skill
2024-2025	5	75	4	Development

- 1. To develop an idea about various research designs and techniques.
- 2. To understand sampling techniques of research and its applications
- 3. To emphasis the learners in application of appropriate tools in research
- 4. To make the learners to understand the significance of testing of hypothesis
- 5. To lay a foundation to become familiar in style of preparing research report.

#### **Course Outcomes (CO)**

	CO1	Explain the range of quantitative and / or qualitative research techniques to business and management problems / issues.
,,	CO2	Organize and conduct research in a more appropriate sampling method manner.
K1-K5	CO3	Make use of the necessary critical thinking skills in order to evaluate different statistical tools used in research.
	CO4	Interpret the data analysis in relation to the research process by testing hypothesis.
	CO5	Prepare a research report and thesis.

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER. 7 – OBJECT ORIENTED PROGRAMMING WITH C-			IMING WITH C++	
Batch 2024-2025	Hours / Week	Total Hours 75	Credits 4	Skill Development

#### **Course Objectives**

- 1. To introduce the elements of object-oriented programming and structure of C++ program.
- 2. To make the students to understand control flow statements.
- 3. To learn about operator overloading, data conversion and inheritance
- 4. To apply the concepts of class, method, constructor data abstraction, overloading and polymorphism.
- 5. To clarify virtual functions and polymorphism.

	CO1 Outline the essential features and elements of the C++ programming language.			
5		Understand concepts of inheritance and polymorphism.		
1-K	CO3	Remember the difference between function overloading and function overriding		
<sup>™</sup> CO4		Write, debug and test basic C++ codes using the approaches introduced in the course.		
CO5 Incorporate exception handling in object-oriented programs.				

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PRACTICALS- 2: COMPUTER APPLICATIONS - II: TALLY & O			- II: TALLY & C++	
Batch 2024-2025	Hours / Week 5	Total Hours 75	Credits 4	Skill Development

- 1. To help the students to work with accounting software
- 2. To learn to feed various voucher entries
- 3. To provide an opportunity for students to make connections across courses and institutional goals.
- 4. To understand the use of programming techniques.
- 5. To understand the knowledge on commerce object-oriented programming.

#### **Course Outcomes (CO)**

	CO1	Obtaining information relating to tally.
10	CO2	Gaining the skills relating in creation of voucher entries.
1-K5	CO3	Preparing the final accounts, Interpreting various reports
X	CO4	Constructing of classes and objects.
	CO5	Working with accounting terms using C++.

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER 8 – COST AND MANAGEMENT ACCOUNTING				
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Employability

### **Course Objectives**

- 1. To familiar with the components of cost.
- 2. To give an insight into methods of cost.
- 3. To understand the budgeting and budgetary control.
- 4. To be aware of the funds flow and cash flow statements.
- 5. To give an insight into financial statement analysis.

	CO1	Recall the components of cost
5	CO2	Classify and compare the methods of cost
K1-K5	CO3	Construct a budget for a business plan
X	CO4	Apply different cost variances and solve the adverse situations
	CO5	Assess the financial statements of a company

Programme Code: 14			M.COM CA	
Title of the Paper: CORE PAPE		. 9 – <b>VISUAL BASIC</b>		
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Skill Development

- 1. To Introduce the Visual basic environment.
- 2. To explore different forms and intrinsic controls.
- 3. To understand expert idea about visual variable and procedure.
- 4. To gain expert knowledge about database.
- 5. To describe different type of data report

### **Course Outcomes (CO)**

5	CO1	Recall various form of visuals
	CO2	Understand different type of intrinsic controls
1-K	CO3	Apply the visual variable and procedure.
K	CO4	Analyze the method of database working.
	CO5	Evaluate different type of data report

Programme Code: 14		M.COM CA		
Title of the Paper: CORE PAPER 10 – FINANCIAL MANAGEMENT				
Batch Hours / Wee 2024-2025 6		Total Hours	Credits 4	Employability

### **Course Objectives**

- 1. To understand the concept and importance of financial management.
- 2. To make the students to know various sources of long-term and short-term finance.
- 3. To understand various method and technique for calculating cost of capital.
- 4. To know different types leverages used by the organization.
- 5. To learn various dividend policies followed by organization.

	CO1	Recollect the concept and importance of financial management.
ν.	CO2	Analyze the Various sources of long-term and short-term finance.
K1-K5	CO3	Identify the methods and techniques for calculating cost of capital.
X	CO4	Examine different type leverage followed by a organization.
	CO5	Evaluate the various dividend policies & Working capital.

Programme Code: 14		M		
Title of the Pape	er: CORE PRAC	CTICAL. 3 – <b>COMPUTI</b> <b>PROGRA</b> I	ER APPLICATIONS MMING IN VISUAL	
Batch 2024-2025	Hours / Week	Total Hours 90	Credits 4	Skill Development

- 1. To provide practical knowledge in Visual Basic Programming.
- 2. To help the students to understand the concept of designing forms.
- 3. To encourage the students to learn the application of various tools and properties.
- 4. To make the students to know about the concept of MDI and Menu Editor.
- 5. To enlighten the minds of the students about report generation.

#### **Course Outcomes (CO)**

	CO1	Knowing about the form designing with tool box.
3	CO2	Developing the skills to create MDI form and Menu Editor.
CO2 Developing the skills to create MDI form and Menu Editor.  CO3 Working with control arrays.  CO4 Creating various views of forms using different controls.		Working with control arrays.
		Creating various views of forms using different controls.
	CO5	Evaluating the reports of Visual Basic Programs.

Programme Code:	14		M.COM CA	
Title of the Paper: (	CORE PAPER 11	- INVESTMENT N	MANAGEMENT	
Batch Hours / Week		Total Hours	Credits	Employability
2024-2025	7	105	5	

### **Course Objectives**

- 1. To provide a general understanding about investment avenues and personal finance.
- 2. To give a broader understanding about behavioral finance
- 3. To understand the characteristics of securities markets and the instruments traded therein.
- 4. To give boarder understanding about fundamental and technical analysis.
- 5. To analyze risk and return of securities and manage portfolios of investment.

	CO1	Recall various investment avenues and personal finance.	
CO2 Understand about securities markets, regulation and its instruments CO3 Identify fundamental analysis of an organization using financial data inform			
	CO5	Evaluate risk return of securities in different investment proposal.	

<b>Programme Coo</b>	de: 14	M.C	COM CA	
Title of the Pape	er: CORE PAF	PER 12 – GOODS AND SE	CRVICE TAX	
Batch Week 7		Total Hours 105	Credits 5	Entrepreneurship

- 1. Enable students to understand computation of taxable income of various entities.
- 2. To acquaint the students with the concepts of tax administration.
- 3. To impart deep knowledge about the latest provisions of income tax act.
- 4. To develop analytical skill of the provisions of income tax law for planning and management.
- 5. To educate learners about procedure for assessment and e-filing

# **Course Outcomes (CO)**

	CO1	Evaluate the procedure for computing of taxable income under various sources.		
	CO2	Recollect the concept of tax administration and practices.		
$\mathfrak{S}$	CO3 Utilize the latest provision of income tax act.			
K1-K	CO4 Develop the legitimate way of Tax Planning and Management.			
	CO5	Make use of the procedure for assessment and e-filing.		

Programme Cod	le: 14		M.C	OM CA	
Title of the Paper	Title of the Paper: CORE PAPER 13- JAVA PROGRAMMING AND HTML				
Batch 2024-2025	Hours / We	ek Tota	l Hours 90	Credits 4	Skill Development

### **Course Objectives**

- 1 To acquaint the students with the basic concepts of JAVA programming.
- 2. To understand the principles of creating an effective web page.
- 3. To know about HTML.
- 4. To help the student to learn various HTML Tags.
- 5. To Train the students to create a web page.

	CO1	Recall the concepts of Java and HTML
	CO2	Understand about Constants, Variables and Data types.
1-K5	CO3	Analyze the Implementation of Arrays and Threads.
K1	CO4	Evaluate control statements and treads.
	CO5	Explain how to insert heading levels within a web page and insert ordered and unordered lists within a web page.

Programme Coo	de: 14		M.COM CA	
Title of the Paper: PROJECT & V		A-VOCE		
Batch 2024-2025	Hours / Week 6	Total Hours 90	Credits 4	Skill Development

- 1. To find out and suggest the ideas related to the practical problems in the field of commerce.
- 2. To design a program for conversion of manual work into computerized format in various areas.
- 3. To make the students to understand the importance and needs of Research and Project forthe benefit of the society.
- 4. To enable the student to design small software for their business.
- 5. Make the students to understand the importance of report generation.

### **Course Outcomes (CO)**

	CO1	I Identifying the practical problems in different areas of Commerce.			
CO2 Collecting data using various techniques.					
K1 - F	Applying statistical tools and analyzing the data.				
		Designing the computer-based projects, suggest solution and concluding the project.			
	CO5	Giving solution to the problem.			

Programme Code: 14		M.COM CA		
Title of the Paper: ELECTIVE PAPER. 1 – FINANCIAL MARKETS AND INSTITUTIONS			ND INSTITUTIONS	
Batch 2024-2025	Hours / Week 5/6	Total Hours 75/90	Credits 5	Employability

### **Course Objectives**

- 1. To understand the overview of Indian financial system and SEBI.
- 2. To acquire knowledge in banking, small savings, PF, UTI and Mutual funds.
- 3. To be aware on the non-banking financial intermediaries and non-bank statutory financial organizations.
- 4. To learn investment information and credit rating agency of India Limited.
- 5. To make the students to know the Financial institutions.

	Remember the Financial Market Instruments.	
5	CO2	Recollect information about Capital Market, Debt Market and OTCEI
K1-K	CO3	Explore activities of non-financial banking
<sup>™</sup> CO4		Assess about various investment information and credit rating agency
	CO5	Identify about various financial institutions and related to its working and functions

<b>Programme Code:</b>	14	M.Co	OM CA	
Title of the Paper: El	LECTIVE PAPER	XCHANGES		
Batch 2024-2025	Hours / Week 5/6	Total Hours 75/90	Credits 5	Employability

- 1. To understand the overview of Indian Stock Exchange.
- 2. To acquire knowledge in Stock Exchange Regulatory Framework.
- 3. To be aware on different platforms for trading of securities of various companies.
- 4. To Teach about E-commerce Act and Internet Stock Trading.
- 5. To summarize about various concepts related internet stock trading features and SEBI functions.

### **Course Outcomes (CO)**

	CO1 Understand the Indian stock exchanges and securities exchange board								
	CO2	Classify and regulate the trading transactions with proper rules and regulations.							
-K5	CO3	Explore activities of the investors of stock exchange							
K1.	CO4	Determine the securities contracts regulation act and important provisions							
	CO4	related to SEBI functions workings.							
	CO5	Examine various basic concepts of internet stock trading features							

<b>Programme Code:</b> 1	14	M.COM CA			
Title of the Paper: ELECTIVE PAPER. 3 – FUNDAMENTAL AND TECHNICAL ANALYSIS					NICAL ANALYSIS
Batch 2024-2025	Hours / Wed		l Hours 5/90	Credits 5	Employability

### **Course Objectives**

- 1. To discover various concepts based on investments and security analysis.
- 2. To define technical analysis and contrast it with fundamental analysis.
- 3. To explain the logic behind technical analysis and company analysis.
- 4. To discuss the basic tools used by technical analysts.
- 5. To explain the concepts based on moving averages, charts and its related functions.

	CO1	Examine various concepts related to investment and approaches to security valuation.				
10	CO2 Outline the theoretical contexts of the fundamental and technical analysis					
1-K5	CO3	Summarize work on the basic tools used by technical analysts				
K	CO4	Determine the various theory and technical analysis related meaning				
	CO5	Evaluate securities by measuring the intrinsic value of stock				

Programme Cod	le: 14	M.COM CA			
Title of the Paper: ELECTIVE PAPER. 4 – INSTITUTIONS FACILITATING INTERNATIONAL					
	TRADE				
Batch 2024-2025	Hours / Week 5/6	Total Hours 75/90	Credits 5	Employability	

- 1. To inculcate the knowledge about International Trade to the students.
- 2. To provide information about export promotion in India and related to its agencies.
- 3. To learn about WTO.
- 4. To promote regional cooperation and integration on facilitating the international trade.
- 5. To assessing various international monetary funds and international development fund and its features.

### **Course Outcomes (CO)**

	CO1	Recall the conditions of financial markets and its impact in facilitating the International trade				
δ.	CO2	Demonstrate the role and significance of foreign trade and its markets with its impact on various sectors in the economy.				
K1-K5	Identify various concepts based on international development association and features					
	CO4 Examine international monetary fund and concepts its principles					
	CO5	Evaluate the functioning of Global trading organizations.				

<b>Programme Code:</b> 1	14		M.COM	I CA	
Title of the Paper: ELECTIVE PAPER. 5 – SERVICES MARKETING					
Batch Hours / V 2024-2025 5/6		Veek	Total Hours 75/90	Credits 5	Employability

### **Course Objectives**

- 1. To understand the concepts of service marketing management.
- 2. To learn about service marketing process for different types of products and services.
- 3. To understand the tools used by marketing managers in decision situations.
- 4. To know more about marketing mix for selected marketing services.
- 5. To get insight in service quality.

	CO1	Understand the concept of Service Marketing.
	CO2	Identify the major elements needed to improve the marketing of services
K1- K5	CO3	Analyze the role of relationship marketing and customer service in adding value to the customer's perception of a service
k	CO4	Examine the key marketing services and market segmentation
	CO5	Evaluate service quality, measurement, causes and problems, principles guiding improving of quality

Programme Code: 14	4		M.CO	M CA	
Title of the Paper: ELECTIVE PAPER. 6 – MARKETING OF FINANCIAL SERVICES					RVICES
Batch 2024-2025	200157		Total Hours 75/90	Credits 5	Employability

- 1. To develop and expand knowledge in the overall marketing environment of financial service.
- 2. To understand the key issues and future trends that surround financial service marketing
- 3. To be familiar with the nature and scope of various types of financial services.
- 4. To know about various services related to insurances and its policies.
- 5. To referring various real estate industries about their classification and its mechanism.

### **Course Outcomes (CO)**

CO1 Recall the marketing of financial services					
	CO2	Appreciate how recent thinking in marketing and services marketing applies to financial services			
K5					
K1-	CO4	Interpretation of various reforms and types of insurance services related to life			
	CO4	insurance			
	CO5	Discussing about the concepts based on real estate industry and their investment			
	CO3	pattern in markets, securitization mechanism's merits in India.			

Programme Code: 14			M.CO	M CA		
Title of the Paper: NO	ELECTIVE	PAPER.	1 <b>– FUTU</b>	RES AND O	PTIONS	
Batch 2024-2025	Hour	s / Week 4	Total 6	_	Credits 4	Employability

### **Course Objectives**

- 1. To provide delegates with a good understanding of Derivatives.
- 2. To understand and valuate the basic derivatives and their applications in the financial risk management and investment.
- 3. To learn forward Contract of Securities.
- 4. To learn the theoretical underpinnings and the practical applications in real world of derivative securities.
- 5. To define various types of payoff for buyer and identifying commodity markets.

	CO1 Recall the concepts and market mechanics of different types of financial derivative				
	CO2	Analyze how financial derivatives are valued, based on the no- arbitrage and risk- neutral valuation approaches			
1-K5	CO3 Evaluate the instruments that can be used to implement risk management strate				
K1	CO4	Explain various pay off for buyer of futures and other options like hedging and Speculation.			
	CO5	Identify the evolution of commodity markets and exchanges in India.			

<b>Programme Code: 14</b>		M.COM CA			
Title of the Paper: NON-MAJOR ELECTIVE PAPER. 2 – INFORMATION SECURITY					
Batch 2024-2025	Hours / Week 4	Total Hours 60	Credits 4		

- 1. Students will identify the core concepts of Information security.
- 2. To examine the concepts of Information Security.
- 3. To design and implement the security features for IT and Industrial sectors.

### **Course Outcomes (CO)**

	CO1	To Learn the principles and fundamentals of information security.
3	CO2	To Demonstrate the knowledge of Information security concepts
11-K5	CO3	To Understand about Information Security Architecture.
K	CO4	To Analyze the various streams of security in IT and Industrial sector.
	CO5	To know about Cyber Laws and Regulations.

<b>Programme Code:</b> 1	14	M.COM CA			
Title of the Paper: NON-MAJOR ELECTIVE PAPER. 3 – PRINCIPLES OF INTERNATIONAL TRADE					
Batch 2024-2025	Hours / Week 4	Total Hours 60	Credits 4	Employability	

# **Course Objectives**

- 1. To be familiar with the process of international and domestic trade procedures.
- 2. To Form a base of policy framework in international trading with special emphasis on India.
- 3. To appraise the documentation procedures and its sanctity in international business.
- 4. To know more about international investments and factors affecting international investments
- 5. To Summarize Multinational Corporation and about the Globalizations

	CO1	Remember the major models of international trade and Global Economy
5	CO2	Analyze various terms of trade
11-K5	CO3	Understand the Tariffs and Taxes of International Trade
CO4 Analyze the various International investments and fact		Analyze the various International investments and factors affecting International Trade
	CO5	Evaluate concepts of Multinational corporation and Globalizations.

Programme Code: 14		M.COM CA			
Title of the Paper: NON-MAJOR ELECTIVE PAPER. 4 – E – COMMERCE					
Batch Hours / V 2024-2025 4		Week	Total Hours 60	Credits 4	Employability

- 1. To Gain knowledge about E-commerce and various Internet terminologies.
- 2. To make the students to know about various security concepts in Electronic commerce.
- 3. To enlighten the minds of students about E-Payment system.
- 4. To know about consumer-oriented applications.
- 5. To get in-depth knowledge about various electronic payment systems.

### **Course Outcomes (CO)**

	CO1	Knowing the basic Concepts of E-Commerce
-K5	CO2	Understanding the EDI Software implementation and the concepts of Electronic Payment systems
K1-]	CO3	Implementing the legal frame works and security concepts
	CO4	Analyzing various Business models of E-Commerce
	CO5	Observing about E-payment systems

Programme Code:14	4	M.COM CA			
Title of the paper:	EDC – HOSPIT	HOSPITALITY SERVICES			
Batch 2024 – 2024	Hours / Week 2	Total Hours 30	Credits 2	Skill Development	

# **Course Objectives**

- 1. To make the students to understand the concept of Tourism.
- 2. To learn about Tourism Marketing and Market Segmentation.
- 3. Identify the Marketing Mix for Tourism Management.
- 4. Make learner to understand about Hospitality Management.
- 5. Summarize the behavioral profile of users related to hotel marketing.

	CO1	Remember the concept of Tourism and its Significance.	
	CO2	Analyze the Tourism Marketing and its Segmentation	
K1 - K5	CO3	Recollect the marketing strategies for travel and hospitality destinations and organizations.	
X	CO4	Examine about various hospitality services and its classification.	
	CO5	Evaluate the behavioral profile of users and hotel marketing in Indian perspective.	