

**FINANCIALACCOUNTING–I**

**25UPA101**

ProgrammeCode:15					ProgrammeName:B.ComPA				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA101	4	-	-	3	60	25	75	100	
<b>Course Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand the basic accounting concepts and standards.</li> <li>➤ To know the basis for calculating business profits.</li> <li>➤ To familiarize with the accounting treatment of depreciation</li> <li>➤ To learn the methods of calculating profit for single entry system</li> <li>➤ To gain knowledge on the accounting treatment of insurance claims.</li> </ul>									

CO	Course Outcomes			Knowledge level	
CO1	Remember the concept of rectification of errors and Bank reconciliation statements			K1 to K5	Remember
CO2	Apply the knowledge in preparing detailed accounts of sole trading concerns				Understand
CO3	Analyse the various methods of providing depreciation				Apply
CO4	Evaluate the methods of calculation of profit				Analyse
CO5	Determine the royalty accounting treatment and claims from insurance Companies in case of loss of stock.				Evaluate

**PRINCIPLESOFMANAGEMENT**

**25UPA102**

ProgrammeCode:15					ProgrammeName:B.ComPA				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA102	4	-	-	3	60	25	75	100	
<b>Course Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand the basic management concepts and functions</li> <li>➤ To know the various techniques of planning and decision making</li> <li>➤ To familiarize with the concepts of organization structure</li> <li>➤ To gain knowledge about the various components of staffing</li> <li>➤ To enable the students in understanding the control techniques of management</li> </ul>									

CO1	Demonstrate the importance of principles of management.	<b>K1 to K5</b>	Remember
CO2	Paraphrase the importance of planning and decision making in An organization.		Understand
CO3	Acquire the concept of various authorizes and responsibilities Of an organization.		Apply
CO4	Enumerate the various methods of Performance appraisal		Analyze
CO5	Demonstrate the notion of directing, co-coordination and control in the management.		Evaluate

**FINANCIAL ACCOUNTING–II**

**25UPA203**

<b>ProgrammeCode: 15</b>					<b>ProgrammeName: B.ComPA</b>					
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship	
25UPA203	4	-	-	2	60	25	75	100		
<p><b>Course Objectives</b></p> <ul style="list-style-type: none"> <li>➤ The students are able to prepare different kinds of accounts such Higher purchase and Instalments System.</li> <li>➤ To understand the allocation of expenses under departmental accounts</li> <li>➤ To gain an understanding about partnership accounts relating to Admission and retirement</li> <li>➤ To Provides knowledge to the learners regarding Partnership Accounts relating to dissolution of firm</li> <li>➤ To know the requirements of international accounting standards</li> </ul>										
CO	Course Outcomes								Knowledge level	
CO1	To evaluate the Hire purchase accounts and Instalment systems								<b>K1 to K5</b>	Remember
CO2	To develop Branch accounts and Departmental Account									Understand
CO3	To understand the accounting treatment for admission and retirement in partnership									Apply
CO4	To show Settlement of accounts at the time of dissolution of a firm.									Analyse
CO5	To examine the role of IFRS									Evaluate

**BUSINESSLAW**

**25UPA204**

ProgrammeCode:15						ProgrammeName:B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA204	2	-	-	2	30	25	75	100	
<b>Course Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To know the nature and objectives of Mercantile law</li> <li>➤ To understand the essentials of valid contract</li> <li>➤ To gain knowledge on performance contracts</li> <li>➤ To define the concepts of Bailment and pledge</li> <li>➤ To understand the essentials of contract of sale</li> </ul>									

CO	Course Outcomes	Knowledge level	
CO1	Remember the objectives and features of contract act	<b>K 1 to K 5</b>	Remember
CO2	Understand the essential elements and types of contract.		Understand
CO3	Apply legal rules appropriately while forming and running the Business units		Apply
CO4	Appraise the scope of law in modern business		Analyse
CO5	Analyze the responsibilities and duties of business parties before making the contract.		Evaluate

**CORPORATEACCOUNTING-I**

**25UPA305**

ProgrammeCode:15						ProgrammeName:B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA305	5	-	-	5	75	25	75	100	

### Course Objectives

- To understand about the pro-rata allotment.
- To know the provisions of companies, Act under Redemption of Preference shares and debentures.
- To learn the form and contents of financial statements as per Schedule III of Companies Act 2013.
- To examine the factors affecting goodwill of a company.
- To identify the Significance of International financial reporting standard (IFRS).

CO	Course Outcomes		Knowledge level
CO1	To understand the provisions for underwriting commission	• K 1 to K 5	Remember
CO2	To examine the provisions of issue and redemption of preferences Shares and debentures		Understand
CO3	To illustrate part I and part II forms		Apply
CO4	To value shares and goodwill		Analyse
CO5	To Analyse IND AS 7,12,16		Evaluate

### Financial Management

25UPA306

ProgrammeCode:15						Programme Name: B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA306	3	-	-	3	45	25	75	100	
<b>Course Objectives</b> <ol style="list-style-type: none"> <li>1. To ensure the concepts of financial management</li> <li>2. To learn the theories of financial management</li> <li>3. To understand the tools and techniques of financial management</li> <li>4. To analyze the role of financial managers in financial decision making</li> <li>5. To evaluate the financial decisions and its implications for the shareholders and the company.</li> </ol>									

CO	Course Outcomes		Knowledge level
CO1	Remember the concept, goals and functions of financial management	K 1 to K 5	Remember
CO2	Understand the role of financial managers in procurement and use of finance		Understand

CO3	Apply various tools and techniques of financial management		Apply
CO4	Analyze the ways and means for the procurement of funds and its Proper application in business there by facilitating to achieve the financial goals of the firms.		Analyse
CO5	Appraise the role of modern financial managers		Evaluate

**Allied**

25UPA3A3

**BusinessEconomics**

<b>ProgrammeCode:15</b>						<b>ProgrammeName:B.ComPA</b>			
<b>Subject Code</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>Credits</b>	<b>Total Hours</b>	<b>CIA</b>	<b>External</b>	<b>Total</b>	<b>Employability/ Entrepreneurship</b>
<b>25UPA3A3</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>90</b>	<b>25</b>	<b>75</b>	<b>100</b>	<b>P</b>
<b>Course Objectives</b> <ul style="list-style-type: none"> <li>➤ To know the basic concepts of economics</li> <li>➤ To analyze the various economic theories</li> <li>➤ To understand the assumptions and laws in economics.</li> <li>➤ To enrich the knowledge of students about the effect of demand, supply and price levels on the real market situations</li> <li>➤ To learn the various structures of market and the concept of national income.</li> </ul>									

<b>CO</b>	<b>Course Outcomes</b>	<b>Knowledge level</b>
CO1	Know the nature and scope of economics	Remember
CO2	Understand various market structures and the methods of price discrimination	Understand
CO3	Apply assumptions and laws of utility, demand, supply and production	Apply
CO4	Analyze the suitable methods, strategies and models of economics for achieving the business objectives.	Analyse
CO5	Evaluate the economic theories in real time situations	Evaluate

**K 1 to K 5**

**CORPORATE ACCOUNTING II****25UPA407**

Programme Code: 15						Programme Name: B.Com PA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA407	5	-	-	4	75	25	75	100	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To know the types of Amalgamation</li> <li>➤ To gain and understanding about reconstruction</li> <li>➤ To know final statements of Banking Companies</li> <li>➤ To understand the Legal requirements of Financial Accounts</li> <li>➤ To have an insight of modes of winding up of Company</li> </ul>									

CO	Course Outcomes	K 1 to K 5	Knowledge level	
CO1	Understand the accounting treatment of amalgamation, absorption and external reconstruction			Remember
CO2	Apply and alter the share capital and internal reconstruction			Understand
CO3	Do the accounting procedure of non-performing assets			Apply
CO4	Give the knowledge about insurance company accounts			Analyse
CO5	Prepare the consolidated accounts of holding companies and liquidator's final statements			Evaluate

**COMPANY LAW****25UPA408**

Programme Code: 15						Programme Name: B.Com PA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA408	3	-	-	3	45	25	75	100	

### Course Objectives

- To know company law 1956 and Companies Act 2013
- To have an understanding on the formation of a company
- To understand the requisites of meeting and resolution
- To gain knowledge on the procedure to appoint and removal of Directors
- To familiarize with the various modes of winding up

CO	Course Outcomes	Knowledge level	
CO1	Understand the classification of companies under the act	K 1 to K 5	Remember
CO2	Examine the contents of the Memorandum of Association & Articles of Association		Understand
CO3	Know the qualification and disqualification of Auditors		Apply
CO4	Understand the workings of National Company Law Appellate Tribunal (NCLAT)		Analyse
CO5	Analyse the modes of winding up		Evaluate

### Allied

25UPA4A4

### Introduction to Information Technology

ProgrammeCode:15					ProgrammeName:B.ComPA				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Entrepreneurship
25UPA4A4	06	-	-	5	90	25	75	100	
<b>Learning Objectives</b> <ul style="list-style-type: none"> <li>➤ To give basic knowledge on computer systems</li> <li>➤ To make the students to understand the significance of Information Technology</li> <li>➤ To familiarize the operating system</li> <li>➤ To understand data storage and retrieval systems in computer</li> <li>➤ To learn about the AI applications and Android technologies</li> </ul>									

CO	Course Outcomes	Knowledge level	
CO1	Keep in mind various components of computers and role of computer based information system in the present era.	K1 to K5	Remember
CO2	Understand importance of computers in business, types of data processing and operating systems.		Understand
CO3	Employ the decision making skills in business using readily available		Apply

	software and information systems.	
CO4	Analyze the major role of computers in business and impart latest techniques of information technology.	Analyze
CO5	Evaluate the role of information technology in modern business	Evaluate

**COST ACCOUNTING-I**

25UPA509

<b>ProgrammeCode:15</b>						<b>ProgrammeName:B.ComPA</b>			
<b>Subject Code</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>Credits</b>	<b>Total Hours</b>	<b>CIA</b>	<b>External</b>	<b>Total</b>	<b>Employability/ Entrepreneurship</b>
<b>25UPA509</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>90</b>	<b>25</b>	<b>75</b>	<b>100</b>	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand the various concepts of cost accounting.</li> <li>➤ To prepare and reconcile Cost accounts.</li> <li>➤ To gain knowledge regarding valuation methods of material.</li> <li>➤ To familiarize with the different methods of calculating labour cost.</li> <li>➤ To know the apportionment of Overheads.</li> </ul>									

<b>CO</b>	<b>Course Outcomes</b>	<b>Knowledge level</b>	
CO1	Remember and recall the various concepts of cost accounting	<b>K 1 to K 5</b>	Remember
CO2	Demonstrate the preparation and reconciliation of cost sheet.		Understand
CO3	Analyse the various valuation methods of issue of materials.		Apply
CO4	Examine the different methods of calculating labour cost.		Analyse
CO5	Critically evaluate the apportionment of Overheads.		Evaluate

**BANKING LAW AND PRACTICE**

25UPA510

Programme Code:15						Programme Name:B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA510	6	-	-	5	90	25	75	100	
<b>Course Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To help the students understand various provision of Banking Regulation Act 1949 applicable to banking companies including cooperative banks</li> <li>➤ To trace the evolution of central bank concept and prevalent central banking system around the world and their roles and function</li> <li>➤ To throw light on Central Banking India, its formation ,nationalizing its organization structure, role of bank to government, role in promoting agriculture and industry, role in financial inclusion</li> <li>➤ To understand how capital fund of commercial banks, objectives and process of Asset securitization etc</li> <li>➤ To explore practical banking systems relationship of bankers and customers, crossing of cheques, endorsement etc</li> </ul>									

CO	Course Outcomes	Knowledge level
CO1	Aware of various provision of Banking Regulation Act 1949 applicable to banking companies including cooperative banks	Remember
CO2	Analyse the evolution of Central Banking concept and prevalent Central Banking system in India and their roles and function	Understand
CO3	Gain knowledge about the Central Bank in India, its formation, nationalizing its organization structure, role of bank to government, role in promoting agriculture and industry, role in financial inclusion	Apply
CO4	Evaluate the role of capital fund of commercial banks, objectives and process of Asset securitization etc	Analyse
CO5	Define the practical banking systems relationship of bankers and customers, crossing of cheques, endorsement etc.	Evaluate

**INCOME TAX LAW AND PRACTICE-I**

25UPA511

<b>ProgrammeCode:15</b>					<b>Programme Name: B.ComPA</b>					
<b>Subject Code</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>Credits</b>	<b>Total Hours</b>	<b>CIA</b>	<b>External</b>	<b>Total</b>	<b>Employability / Entrepreneurship</b>	
<b>25UPA511</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>90</b>	<b>25</b>	<b>75</b>	<b>100</b>		
<p><b>Course Objectives</b></p> <ul style="list-style-type: none"> <li>➤ To understand the basic concepts &amp; definitions under the Income Tax Act, 1961.</li> <li>➤ To compute the residential status of an assessee and the incidence of tax.</li> <li>➤ To compute income under the head salaries.</li> <li>➤ To learn the concepts of Annual value, associated deductions and the calculation of income from House property.</li> <li>➤ To compute the income from Business &amp; Profession considering its basic principles &amp; specific disallowances.</li> </ul>										
<b>CO</b>	<b>Course Outcomes</b>								<b>Knowledge level</b>	
CO1	Demonstrate the understanding of the basic concepts and definitions under the Income Tax Act.								<b>K 1 to K 5</b>	Remember
CO2	Assess the residential status of an assessee & the incidence of tax.									Understand
CO3	Compute income of an individual under the head salaries.									Apply
CO4	Ability to compute income from house property.									Analyse
CO5	Evaluate income from a business carried on or from the practice of a Profession.									Evaluate

**AUDITING AND CORPORATE GOVERNANCE**

25UPA512

ProgrammeCode:15						ProgrammeName:B.ComPA				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship	
25UPA512	5	-	-	4	75	25	75	100		
<b>Learning Objectives</b>										
<ul style="list-style-type: none"> <li>➤ To enable students to understand process of auditing and its classification.</li> <li>➤ To impart knowledge on internal check and internal control.</li> <li>➤ To illustrate the role of auditors in company.</li> <li>➤ To help students understand the framework, theories and models of Corporate Governance.</li> <li>➤ To provide insights into the concept of Corporate Social Responsibility</li> </ul>										
CO	Course Outcomes								Knowledge level	
CO1	Remember the concept, nature and scope of auditing								K 1 to K 5	Remember
CO2	Understand the methods of valuation of assets and liabilities									Understand
CO3	Apply the necessary procedures in conducting the audit									Apply
CO4	Consider internal control systems									Analyse
CO5	Determine the duties and responsibilities of auditors in the digitalera									Evaluate

**COST ACCOUNTING–II**

25UPA613

ProgrammeCode:15						ProgrammeName:B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA613	8	-	-	5	120	25	75	100	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand the standards in Cost Accounting</li> <li>➤ To know the concepts of contract costing.</li> <li>➤ To be familiar with the concept of process costing.</li> <li>➤ To learn about operation costing.</li> <li>➤ To gain insights into standard costing.</li> </ul>									

CO	Course Outcomes	Knowledge level	
CO1	Remember and recall standards in cost accounting	K 1 to K 5	Remember
CO2	Apply the knowledge in contract costing		Understand
CO3	Analyze and assimilate concepts in process costing		Apply
CO4	Understand various bases of classification cost and prepare operating Cost statement.		Analyse
CO5	Set up standards and analyse variances.		Evaluate

**MANAGEMENT ACCOUNTING**

25UPA614

ProgrammeCode:15						ProgrammeName:B.ComPA			
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability/ Entrepreneurship
25UPA614	7	-	-	4	105	25	75	100	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand basics management accounting</li> <li>➤ To know the aspects of Financial Statement Analysis</li> <li>➤ To familiarize with fund flow and cash flow analysis</li> <li>➤ To learn about budgetary control</li> <li>➤ To gain insights into marginal costing.</li> </ul>									

CO	Course Outcomes	Knowledge level	
CO1	Remember the need for the preparation of financial statements	K 1 to K 5	Remember
CO2	Understand the tools and techniques management accounting		Understand
CO3	Apply financial and non-financial information in decision making.		Apply
CO4	Analyse the complex ideas and tolerate ambiguity in managerial Problem solving.		Analyse
CO5	Determine the roles and responsibilities of modern management accountants.		Evaluate

**INCOMETAX LAW AND PRACTICE-II**

25UPA615

ProgrammeCode:15					ProgrammeName:B.ComPA				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Employability / Entrepreneurship
25UPA615	8	-	-	5	120	25	75	100	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"><li>➤ To understand provisions relating to capital gains</li><li>➤ To know the provisions for computation of income from other sources.</li><li>➤ To familiarize law relating to set off and carry forward of losses and deductions from Gross Total Income.</li><li>➤ To learn about assessment of individuals</li><li>➤ To gain knowledge about assessment procedures.</li></ul>									
	<b>Course Outcomes</b>								<b>Knowledgelevel</b>
<b>CO1</b>	Remember and recall provisions on capital gains							<b>K1 to K5</b>	Remember
<b>CO2</b>	Apply the knowledge about income from other sources								Understand

<b>CO3</b>	Analyze the set off and carry forward of losses provisions		Apply
<b>CO4</b>	Learn about assessment of individuals		Analyze
<b>CO5</b>	Apply procedures learnt about assessment procedures.		Evaluate

25UPA6Z1

Professional Training Cum Project

<b>ProgrammeCode:15</b>					<b>ProgrammeName:B.ComPA</b>				
<b>Subject Code</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>Credits</b>	<b>Total Hours</b>	<b>CIA</b>	<b>External</b>	<b>Total</b>	<b>Skill Development</b>
25UPA6Z1	-	-	-	5	-	20	80	100	

<b>CO</b>	<b>Course Outcomes</b>		<b>Knowledgelevel</b>
<b>CO1</b>	Remember the conceptual framework on professional accounting	<b>K1 to K5</b>	Remember
<b>CO2</b>	Understand on the job situation		Understand
<b>CO3</b>	Apply the theoretical knowledge in real time situation		Apply
<b>CO4</b>	Analyze the various functions and practices of business units		Analyze
<b>CO5</b>	Evaluate the gap between academic skills and industrial requirements		Evaluate

## Major Elective

### Human Resource Management

ProgrammeCode:15					Programme Name:B.ComPA				
Major Elective	L	T	P	Credits	Total Hours	CIA	External	Total	Employability
	5	-	-	5	75	25	75	100	
<b>Learning Objectives</b> <ul style="list-style-type: none"> <li>➤ To understand the concepts of HRM</li> <li>➤ To enable the students to learn functions of human resource management.</li> <li>➤ To know the significance of HR policies</li> <li>➤ To learn the Scope and approaches of HRM</li> <li>➤ To enrich knowledge on the various HR practices</li> </ul>									
CO	Course Outcomes								Knowledge level
CO1	Memorize the objectives and methods of Human Resource Management system								Remember
CO2	Gain knowledge on importance of major human resource process and procedures.								Understand
CO3	Apply the human resource management skills and expel employee satisfaction								Apply
CO4	Realize the responsibilities of HR managers								Analyze
CO5	Access the changing paradigms in HRM								Evaluate

### Indirect Tax

ProgrammeCode:15					Programme Name: B.ComPA				
Major Elective	L	T	P	Credits	Total Hours	CIA	External	Total	Employability
	5	-	-	5	75	25	75	100	

<b>Learning Objectives</b>		
<ul style="list-style-type: none"> <li>➤ To know the concepts of Indirect Tax</li> <li>➤ To learn the procedures and practices of Indirect tax</li> <li>➤ To know the fundamental ideologies on GST</li> <li>➤ To understand the importance of GST</li> <li>➤ To learn the formalities of levy and collection of GST</li> </ul>		
<b>CO</b>	<b>Course Outcomes</b>	<b>Knowledge level</b>
CO1	Remember the concept, features and basics of indirect tax	Remember
CO2	Understand the GST framework	Understand
CO3	Apply various provisions of GST Act	Apply
CO4	Analyze the structure of GST and the process of levy, collection and filing of returns.	Analyze
CO5	Evaluate the scope of GST Act	Evaluate

<b>Principles of Marketing</b>									
<b>ProgrammeCode:15</b>				<b>Programme Name: B.ComPA</b>					
<b>Major Elective</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>Credits</b>	<b>Total Hours</b>	<b>CIA</b>	<b>External</b>	<b>Total</b>	<b>Employability</b>
	<b>5</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>75</b>	<b>25</b>	<b>75</b>	<b>100</b>	
<b>Course Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To enable the students to know scope of marketing in the current scenario.</li> <li>➤ To know the Challenges and opportunities in Marketing</li> <li>➤ To enhance knowledge on modern marketing concepts and functions</li> <li>➤ To know the need for studying consumer behaviour</li> <li>➤ To learn the Consumer Protection Mechanisms.</li> </ul>									

CO	Course Outcomes	Knowledge level
CO1	Remember the basic concept of marketing and its functions	Remember
CO2	Understand the factors influencing consumer behaviour	Understand
CO3	Apply relevant marketing strategies for the successful marketing	Apply
CO4	Analyze the changing paradigms of marketing in the modern era	Analyze
CO5	Evaluate the challenges in modern marketing	Evaluate

### Business Policy and Strategic Management

ProgrammeCode:15					Programme Name :B.ComPA				
Major Elective	L	T	P	Credits	Total Hours	CIA	External	Total	Employability / Entrepreneurship
	5	-	-	5	75	25	75	100	
<b>Learning Objectives</b>									
<ul style="list-style-type: none"> <li>➤ To understand the components of business environment</li> <li>➤ To know the need and importance of formulating strategies</li> <li>➤ To analyze the kinds of strategies</li> <li>➤ To apply the strategies in various business situations</li> <li>➤ To understand the challenges in the implementation of strategies</li> </ul>									

CO	CourseOutcomes	Knowledge Level
CO1	Remember Strategic management process.	Remember
CO2	Understand the factors influencing various types of environment and strategies	Understand
CO3	Apply knowledge and abilities in formulating strategies And strategic plans.	Apply
CO4	Analyze the relevant tool store solve the contemporary Issues in strategic management	Analyze
CO5	Appraise the role of modern managers	Evaluate

### Insurance Principles and Practice

ProgrammeCode:15					ProgrammeName:B.ComPA				
Major Elective	L	T	P	Credits	Total Hours	CIA	External	Total	Employability
	5	-	-	5	75	25	75	100	
<b>CourseObjectives</b> <ul style="list-style-type: none"> <li>➤ To facilitate the students to understand the fundamental principles of insurance business.</li> <li>➤ To learn role and functions of LIC</li> <li>➤ To know the role and functions of GIC</li> <li>➤ To enrich knowledge on concepts ,procedures and policies of major insurance schemes.</li> <li>➤ To understand the various types of insurances</li> </ul>									
CO	CourseOutcomes							Knowledge Level	
CO1	Keep in mind the general principles and procedures of various insurance businesses							K1toK5	Remember
CO2	Inculcate knowledge on the terms and conditions of each insurance policy.								Understand
CO3	Apply the skills and knowledge to select suitable insurance policies								Apply
CO4	Analyze the ways for selecting suitable insurance policies based on their nature, claim and settlement procedures								Analyze
CO5	Evaluate the advantages and disadvantages of key insurance policies								Evaluate

### Consumer Affairs

ProgrammeCode:15					ProgrammeName:B.ComPA				
Major Elective	L	T	P	Credits	Total Hours	CIA	External	Total	Employability
	5	-	-	5	75	25	75	100	

### Learning Objectives

1. To familiarize the students with their rights and responsibilities as a consumer.
2. To understand the procedure of redress of consumer complaints.
3. To know more about decisions on Leading Cases by Consumer Protection Act.
4. To get more knowledge about Organizational set-up under the Consumer Protection Act
5. To impart awareness about the Role of Industry Regulators in Consumer Protection
6. To understand Contemporary Issues in Consumer Affairs

CO	CourseOutcomes	Knowledge Level
CO1	Able to know the rights and responsibility of consumers.	Remember
CO2	Understand the importance and benefits of Consumer Protection Act.	Understand
CO3	Applying the role of different agencies in establishing product and service standards.	Apply
CO4	Analyse to handle the business firms' interface with consumers.	Analyze
CO5	Assess Quality and Standardization of consumer affairs	Evaluate

### Skill-based Subject– 1 Cyber Security

25UGC3S1

ProgrammeCode:15					For B.A., BBA CA, B.Com, BCA and B.Sc., Degree Students				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Skill Development
25UGC3S1	2	-	-	03	30	100	-	100	
<b>Course Objectives</b> <ul style="list-style-type: none"> <li>➤ The course introduces the basic concepts of Cyber Security</li> <li>➤ To develop ability to understand about various modes of Cyber Crimes and Preventive measures</li> <li>➤ To understand about the Cyber Legal laws and Punishments</li> <li>➤ To throw light on the internet safety and privacy issues</li> <li>➤ To learn about the prevention of cyber crimes</li> </ul>									
CO	Course Outcomes								Knowledge level

CO1	To Understand the Concepts of Cyber crime and Cyber Frauds	<b>K1 to K5</b>	Remember
CO2	To Know about Cyber Terrorism and its preventive measures		Understand
CO3	To Analyze about the Internet, Mobile Phone and E-commerce security issues		Apply
CO4	To Understand about E-mail and Social Media Issues		Analyze
CO5	To Describe about various legal responses to Cybercrime		Evaluate

**Skill-based Subject – 2**  
**Customer Relationship Management**

**25UPA4S2**

<b>ProgrammeCode:15</b>					<b>ProgrammeName:B.ComPA</b>					
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Skill Development	
25UPA4S2	2	-	-	03	30	25	75	100		
<b>Learning Objectives</b>										
<ol style="list-style-type: none"> <li>1. To make the students to be aware and learn the importance of Customer Relationship Management (CRM)</li> <li>2. To learn the concepts of CRM in business.</li> <li>3. To excel knowledge on components and opportunities in CRM</li> <li>4. To identify the ways to choose and implement appropriate CRM strategy.</li> <li>5. To consider the role and need for customer relationship in business and to progress with enhanced customer satisfaction</li> </ol>										
CO	Course Outcomes								Knowledge level	
CO1	Bear in mind the scope and functions of customer relationship in business.								<b>K1 to K5</b>	Remember
CO2	Give better understanding of CRM strategies, planning and execution with proper methods and techniques.									Understand
CO3	Apply suitable CRM strategy for customer retention and pleasure to realize the business victory.									Apply
CO4	Recognize the effectiveness of building customer rapportinany business 40Organization for its survival and growth.									Analyze
CO5	Access the challenges and constrains in implementing CRM									Evaluate

**Skill-based Subject – 3**  
**Basics of Intellectual Property Rights**

**25UBI6S3**

<b>ProgrammeCode:15</b>					<b>Programme Name: B.ComPA</b>				
Subject Code	L	T	P	Credits	Total Hours	CIA	External	Total	Skill Development
<b>25UBI6S3</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>03</b>	<b>30</b>	<b>100</b>	<b>-</b>	<b>100</b>	
<p><b>Course Objectives</b></p> <ul style="list-style-type: none"> <li>➤ To create awareness about recent trends in IPR and Innovation</li> <li>➤ To explore the basic concepts IPR</li> <li>➤ To focus upon trademarks, copyrights and patents</li> <li>➤ To know about industrial designs and traditional knowledge.</li> <li>➤ To learn more about managing IP rights and legal aspects.</li> </ul>									

CO	Course Outcomes	Knowledge level
CO1	Know about basic concepts of IPR and patent	Remember
CO2	Understand copyrights, industrial designs and geographical indication of goods.	Understand
CO3	Differentiate between trademarks and trade secrets	Apply
CO4	Acquire knowledge on protection of traditional knowledge and plant varieties.	Analyze
CO5	Manage and protect IP Rights	Evaluate