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Hutatma Govindrao Pansare Shikshan Prasarak Mandal's



PANSARE MAHAVIDYALAYA

ARJAPUR TQ. BILOLI DIST. NANDED 431 711 (Maharashtra State)

(Affiliated to Swami Ramanand Teerth Marathwada University, Nanded Established by Govt. of Maharashtra notification No. URT-1494/(149/94 UNI-3 Dt.17-9-94 & recognized by UGC through its order No. F9-9/94(CPP-1) Date 19-5-98)

B.COM PROGRAMME OUT COMES

At the end of three years B.Com programme, the students will be able to:

PO 1	Build a strong foundation in accounting, management and business subjects.
PO 2	Seek variety of career options in accounting, management and business related fields.
PO 3	Develop critical thinking skills in students.
PO 4	Enter master programmes like M.Com, MBA and pursue professional programme like C.A., CMA., CS etc.
PO 5	Develop entrepreneurial skills.

B.COM PROGRAMME SPECIFIC OUTCOMES

At the end of three years B.Com Programme, the students will be able to:

PSO 1	Understand the application of business knowledge in both theoretical and practical aspects.
PSO 2	Determine the procedures and schedules to be followed on preparing Financial statements of Banks / Insurance Company
PSO 3	Develop proficiency in the management of an organization.
PSO 4	Attain skills in conducting business transactions online.
PSO 5	Learn the basic skills for the effective utilization of funds.


Head of the Department


Principal
Pansare Mahavidyalaya
Arjapur, Tq. Biloli Dist. Nanded



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B.COM PROGRAMME SPECIFIC OUTCOMES

After completing this specific programme –Commerce

1. B.Com. Programme improved students by providing complete knowledge about Commerce.
2. B.Com. programme Improved students in Business Activities.
3. B.Com. programme improved students in Decision making techniques for Business .
4. B.Com. programme makes students to learn laws, Acts and principles of Business.
5. B.Com. programme enabled the students to do financial activities of Business.

➤ Course Outcomes – (Subject – COMMERCE)

Under Graduate (Course Outcomes)

B.Com: First Year

Semester – I (Paper-wise)

1. Name of the Paper – I: Fundamentals Of Financial Accounting

- a. Students- learnt to record Business Transaction.
- b. Learnt to maintain & present the financial data to the users
- c. Learnt to prepare financial statements

2. Name of the Paper – II: Business Statistics

- a. Students- Acquired Fundamental knowledge of statistics
- b. Learnt to use statistics techniques & tools to analyse data.
- c. Learnt to make business decisions by using statistical tools & methods

3. Name of the Paper – III: Business Economics

- a. Students- Acquired information about Economics principles and theories.
- b. Learnt to implement these Economics principles & theories in business.
- c. Acquired knowledge about Business Economics For Taking Business decisions.

4. Name of the Paper – IV: Fundamentals of Business Communication

- a. Students- Improved communication skills.
- b. Learnt how to speak, write, read and communicate with others.
- c. Learnt how to attend interview and to develop personality.

5. Name of the Paper – V: Fundamentals of Salesmanship

- a. Identifying customers and their needs.
- b. Marketing sales presentation and organizing demonstration.
- c. Computer basics and needs and used in selling techniques.



Semester – II (Paper-wise)

6. Name of the Paper – I: Financial Accounting

- a. Students- Acquired knowledge of accounting for special Business transactions..
- b. Learnt to analyze the financial data and communicate to end users.
- c. Learnt to use accounting principles & rules in business to get results..

7. Name of the Paper – II: Business Statistics And Mathematics

- a. Students- Learnt to solve the problems in Business by Statistical & Mathematical Methods.
- b. Learnt statistics & Mathematics together to take Decisions for Business.
- c. Learnt Financial statements analysis Tools like Ratios, Proportions, Probability, Etc

8. Name of the Paper – III: Business Economics-II

- a. Students- Improved Knowledge in Determining prices of a products in Markets.
- b. Studied market structures & price determinations in Markets.
- c. Studied about factors of productions & cost concepts to earn profit in Business.

9. Name of the Paper – IV: Modern Business Communication- II

- a. Students- Improved Communication skills to compete in career development.
- b. Developed speaking and writing skills for Business.
- c. Improved personality development for employment & career options..

10. Name of the Paper – V: Advertising

- a. Students can understand the practices of advertising.
- b. The students can learn to maintaining the advertising techniques.
- c. Students can understand the advertising agencies.

B.Com: Second Year



Semester – III (Paper-wise)

- 1. Name of the Paper – I: Corporate Accounting**
 - a. The subject used to understand the provisions of companies Act 1956.
 - b. It benefitted students to move into advance areas like CA, CS, ICWA.
 - c. It provided knowledge of Buyback, forfeitures of shares.
- 2. Name of the Paper – II: Cost Accounting**
 - a. Students -learnt to select appropriate costing techniques and methods.
 - b. Learnt to take proper decision for cost control & reduction
 - c. Learnt how to determine cost and selling price of a product, job, batch, etc.
- 3. Name of the Paper – III: Principles Of Business Management**
 - a. Students- Acquired knowledge about Business management & managerial functions.
 - b. Learnt way of implementing planning process in Organization
 - c. Learnt about directing, leading, staffing and communicating with employees.
- 4. Name of the Paper – IV: Mercantile Law**
 - a. The subject gave complete knowledge about Acts & Laws useful for smooth business activities.
 - b. Students- Learnt Contract Act, Sale of Goods Act, Negotiable instrument Act, Companies Act, Etc
 - c. The subject provided thorough knowledge to students in legal aspects of Business.
- 5. Name of the Paper – V: Fundamentals Of Income Tax**
 - a. The subject provided knowledge to students in Income Tax calculation as per Income Tax Act.
 - b. Students learnt different sources of incomes like salary income, house property income, Profession and business income, income from other sources and capital gains.
 - c. It is useful for students in both academic and in practical life.
- 6. Name of the paper (SEC – I)- E- Commerce-I**
 - a. It enables the students to evaluate the information on the needs of business entity to adhere the E-commerce
 - b. Students learnt technologies and tools in commerce
 - c. It has posed the new issues in development of business information system.



Semester – IV (Paper-wise)

7. Name of the Paper – I: Advance Corporate Accounting

- a. Students- Learnt Accounting of different organization & entities .
- b. The subject used to understand the provisions of companies Act 1956.
- c. It benefitted students to move into advance areas like CA, CS, ICWA.
- d. It provided knowledge of Buyback, forfeitures of shares, Etc.

8. Name of the Paper – II: Advance Cost Accounting

- a. Students –learnt Methods of Costing like Process costing, Batch Costing, contract costing, etc.
- b. Learnt to select appropriate costing techniques and methods.
- c. Learnt to take proper decision for cost control & reduction
- d. Learnt how to determine cost and selling price of a product, job, batch, etc.

9. Name of the Paper – III: Business Management

- a. Students learnt Management theories to be implemented in Business.
- b. Students- Acquired knowledge about Business management & managerial functions.
- c. Learnt way of implementing planning process in Organization
- d. Learnt about directing, leading, staffing and communicating with employees.

10. Name of the Paper – IV: Corporate Law

- a. Students – learnt companies Act 2013/1956 for formation, registration, incorporation, commencement of business.
- b. The subject gave complete knowledge about Acts & Laws useful for smooth business activities.
- c. Students- Learnt Contract Act, Sale of Goods Act, Negotiable instrument Act, Companies Act, Etc
- d. The subject provided thorough knowledge to students in legal aspects of Business.

11. Name of the Paper – V: Income Tax Law And Practice

- a. Students- learnt provisions in Income Tax for filling returns, Tax liability calculation, etc.
- b. The subject provided knowledge to students in Income Tax calculation as per Income Tax Act.
- c. Students learnt different sources of incomes like salary income, house property income, Profession and business income, income from other sources and capital gains.
- d. It is useful for students in both academic and in practical life.

12. Name of the Paper SEC – II: E-Commerce-II

- a. Students- learnt Implementation of E commerce in Business for speed and accurate business activities in business.
- b. It enables the students to evaluate the information on the needs of business entity to adhere the E-commerce
- c. Students learnt technologies and tools in commerce
- d. It has posed the new issues in development of business information system.

B.Com: Third Year

Semester – V (Paper-wise)



1. Name of the Paper – I: Advance Accounting- I

- a. Students- Learnt Accounting process in advance level.
- b. Learnt to do accounting for hotel, farm, Non-profit organizations and others entities.
- c. Learnt to communicate accounting information to end users like employees, share holders, etc.

2. Name of the Paper – II: Management Accounting- I

- a. Students- learnt to do analysis of accounts for taking decision
- b. Learnt how management will take decision based on past data and financial statements.
- c. Subject provided complete knowledge about Budget, marginal cost, Break even analysis, etc.

3. Name of the Paper – III: Auditing-I

- a. Students- Acquired knowledge of Audit of business statements.
- b. Learnt the Audit procedures, planning, programme, etc to express opinion on statements.
- c. Learnt about companies auditor, appointment, remuneration, rotation, rights and duties, etc.
- d. Learnt errors and frauds while preparing financial statements

4. Name of the Paper – IV: Human resource Management-I

- a. Students – learnt about Man power management in organization..
- b. Learnt recruitment, selection, Induction, Job analysis, evaluation, Incentives, etc.
- c. Learnt about trade unions, International organizations for labour and welfare.
- d. Learnt importance of man power and how to handle the human resource properly.

5. Name of the Paper – V: Marketing Management -I

- a. Students – Acquired knowledge about marketing .
- b. Learnt to develop New Product for consumers.
- c. Learnt Product positioning, pricing, development, sales promotion, Branding, packing, etc.
- d. The subject gave complete information about Marketing from production to distribution of product to consumer.

6. Name of the Paper – VI: Training and Project Work.

- a. Students- Learnt how to do Research activity .
- b. Learnt to gather and use methods of data collection for research.
- c. Learnt to analyze, and interpret data collected.
- d. Finally learnt to give suggestion and conclusion on research.

7. Name of the Paper – VI: Indian Economy-I

- a. Students- Learnt recent updates about Indian economy.
- b. Learnt about population, literacy, sex ratio, Census 2011.
- c. Acquired complete information about our Growth and development of the Country.



8. **Name of the paper (SEC – III)- Accounting and Tally**
- Students- learnt accounting process through computer.
 - Learnt software for accounting Tally ERP 9
 - Learnt how to create company, vouchers, ledgers and accounts in Tally.

Semester – V (Paper-wise)

9. **Name of the Paper – I: Advance Accounting- II:**
- Students- Learnt Accounting process in advance level.
 - Learnt to do accounting for hotel, farm, Non-profit organizations and others entities.
 - Learnt to communicate accounting information to end users like employees, share holders, etc.

10. **Name of the Paper – II: Management Accounting-II:**
- Students- learnt to do analysis of accounts for taking decision
 - Learnt how management will take decision based on past data and financial statements.
 - Subject provided complete knowledge about Budget, marginal cost, Break even analysis, etc.

11. **Name of the Paper – III: Auditing-II:**
- Students- Acquired knowledge of Audit of business statements.
 - Learnt the Audit procedures, planning, programme, etc to express opinion on statements.
 - Learnt about companies auditor, appointment, remuneration, rotation, rights and duties, etc.
 - Learnt errors and frauds while preparing financial statements

12. **Name of the Paper – IV: Human Resource Management –II:**
- Students – learnt about Man power management in organization.
 - Learnt recruitment, selection, Induction, Job analysis, evaluation, Incentives, etc.
 - Learnt about trade unions, International organizations for labour and welfare.
 - Learnt importance of man power and how to handle the human resource properly.

13. **Name of the Paper – V: Marketing Management-II:**
- Students – Acquired knowledge about marketing.
 - Learnt to develop New Product for consumers.
 - Learnt Product positioning, pricing, development, sales promotion, Branding, packing, etc.
 - The subject gave complete information about Marketing from production to distubution of product to consumer.

14. **Name of the Paper – V: Training and Project Work:**
- Students- Learnt how to do Research activity.
 - Learnt to gather and use methods of data collection for research.
 - Learnt to analyze, and interpret ate data collected.
 - Finally learnt to give suggestion and conclusion on research.

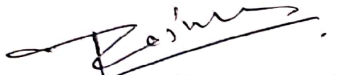


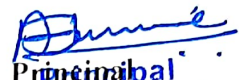
15. Name of the Paper – V: Indian Economy-II:

- a. Students- Learnt recent updates about Indian economy.
- c. Learnt about population, literacy, sex ratio, Census 2011.
- d. Acquired complete information about our Growth and development of the Country.

16. Name of the Paper SEC – IV: Accounting And Auditing Practices:

- a. Students- learnt accounting process through computer.
- b. Learnt How auditing will be done practically in firms by Auditors.
- c. Learnt how Examine companies, vouchers, ledgers, accounts and financial statements.


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