



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE, AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Department of Commerce and Management

Program Offered:

- Bachelor of Commerce (B.Com)
- Bachelor of Business Administration (BBA)
- Bachelor of Commerce in Computer Application(B.Com(CA))
- Master of Commerce (M.Com) English Medium
- Master Of Commerce(M.Com) Marathi Medium

BBA

Programme Outcomes	
PO1	Graduates will gain basic understanding about management education.
PO2	Graduates will be effective communicators in business and the society as well.
PO3	Graduates will recognize and solve problems using concepts across the disciplines and demonstrate business specific skills and competencies in Accounting, Economics, operation Management, Quantitative Analysis, Banking, Finance, Marketing, Business laws.
PO4	Graduates will be knowledgeable about the International business environment.
PO5	Graduates will develop entrepreneurial skills.
PO6	Graduates will specialize in the area of management like human resource, finance and marketing.
PO7	Graduates will be competent in preparing research/ projects.
PO8	Graduates will be aware of our physical environment and its relationship with commercial activities.



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE, AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Course Outcome:

English	
CO1	The stories prescribed in the syllabus will enhance students' interest in English language.
CO2	It will help students to develop their vocabulary.
CO3	The Business Communication section in the syllabus will contribute to understand the importance of business manners.
CO4	The Students will learn appropriate sentence construction through basic grammar.
CO5	The drafting skills of the students will develop through the prescribed
CO6	business correspondence section.

Fundamentals of Business Management	
CO1	The syllabus will assist the students to recognize the various functions of management and its applicability in the actual business situation.
CO2	The course will facilitate to develop vital managerial skills in studentsto become a successful manager.
CO3	The course content will enable students to learn various theories of management and its applicability in different business environment.
CO4	The study of all the functions of management will make students aware of the complexities involved in these processes and provide knowledge to cope with them effectively.
CO5	The course will help to enhance students' decision making ability in different situation

Computer Applications for Business	
CO1	Students will get the knowledge Use technology ethically, safely, securely, and legally.
CO2	Students will aware about the physical components of computers. Use of all the hardware devices, limitations, advantages. They can understand the use of latest hardware components.
CO3	Students will get the knowledge of various applications like word, Excel, Power-point, Access. After learning these applications they can do their various assignments, projects through applications. <u>Microsoft word</u> :- Use to create official documents.



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE, AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Cost Accounting

CO1	Students will gain in depth knowledge of the cost concepts, its analysis and will be able to reconcile cost and financial accounts.
CO2	Students will be introduced with various costing methods such as process/job costing, operating costing and marginal costing and will be able to demonstrate its application

Principles of Marketing Management

CO1	Understand the dynamics of marketing in business and how to relate the core marketing concepts to the business and decide its orientation towards market place.
CO2	Equip students with knowledge that help them perform product planning and product management.
CO3	Demonstrate the ability to plan strategies for product pricing, distribution and promotion.
CO4	To communicate unique marketing mixes and selling propositions for specific products.
CO5	To connect with the current as well as emerging avenues in marketing channel choices.

Financial & Management Accounting

CO1	Students will Show proficiency in basic accounting concepts, conventions and understanding of financial reporting and book keeping system.
CO2	Understand and prepare financial statements of Joint Stock Company. Students will acquire the basic knowledge required for application of tools for decision making such as BEP and budgetary control



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE,

AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Micro-Economic Fundamentals

CO1	Students will be able to understand the concept of Micro economics and identify the factors affecting it.
CO2	The students will be equipped with the concept of demand and Law of demand with its exceptions.
CO3	The students will be enabled with the importance of Elasticity of demand in pricing a product.
CO4	The concept of production function will help the students to understand the input output relationship.
CO5	The students will be able to understand the various cost related concept in short and long run.
CO6	The students will be able to understand the pricing of a product in various market structures like Perfect Competition, Monopoly Monopolistic competition and Oligopoly

Principles of Financial Management

CO1	Students will be introduced with goals and functioning of business finance.
CO2	Understand various sources of finance, leverage and capital structure concepts. They will be able to estimate working capital requirement of a business.

Basic Statistical Techniques

CO1	Understand the functions, scope, role and importance of statistics in business.
CO2	Appreciate the significance and the value of the application of the principles of statistical Techniques.
CO3	To understand the various issues involved in the collection, analysis and arriving at conclusive decisions regarding statistical data.
CO4	Understand and appreciate the practical relevance of various basic statistical tools in the different fields.



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE, AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Evolution of Business & Commercial Geography

CO1	Students will gain the view of business evolution internationally and how World War I & II, OPEC crises, Gulf War etc.
CO2	affect the process. Understands various concepts of commercial geography followed by
CO3	relationship between geography and commerce and how industries play an important role in economic development of the nation

Environment Management

CO1	Introduce students to the various natural resources provided by the environment to us.
CO2	It is an opportunity to aware and learn how industrialization and other human activities influence environment and responsible for creating pollution that badly affect life on the earth
CO3	It pays due attention towards the increasing population and poverty that burden environment.
CO4	Develop students as a responsible person of the society by teaching him ethical aspects of environment and conservation of resources.

Principles of Human Resource Management

CO1	Students will get thorough knowledge of basic concepts, functions and importance of Human Resource Management.
CO2	Syllabus will assist students to understand the role and required skills to become successful human resource manager.
CO3	Students will learn about various processes such as recruitment, selection, training and performance appraisal involved in the H.R.M. The course content will enable students to understand the concepts like job design, job analysis and their techniques to implement in the organization.
CO4	The syllabus will facilitate to understand the processes involved in Induction and Training programmes.



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE, AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Money, Banking & Finance

CO1	The course offers understanding of money as a medium of exchange as well as functioning of the Indian Banking and Finance Sector.
CO2	To make the students comprehend, the national income determination and monetary and fiscal policies.

Introduction to Sociology & Psychology

CO1	Will gain knowledge of sociology as the science of society and develop understanding for social structure and Social Change.
CO2	They will be introduced with Psychology and Social Psychology.

Business Legislations

CO1	Students will understand the basic provisions of The Companies Act and Contract act and the Consumer Protection Act of India after the completion of the course,
CO2	Students will be able to – Understand the legal system prevailing into practice.
CO3	Develop an understanding of the basic law related to business. Develop an understanding about legal formality related to business

Entrepreneurship Development

CO1	Understand entrepreneurship and the required skills and competencies for the entrepreneur.
CO2	The students will aware of govt. support through various institutions and EDP's to set up a venture in future.
CO3	The students will become more capable in self employment.

Principles of Operations Management

CO1	Student will be Introduced with Operations Management and able to demonstrate Production Planning and maintenance.
CO2	Understand Material Management and techniques of inventory control.
CO3	Will be able to know management of quality and Productivity.



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE,

AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

International Business Environment

CO1	The students will be able to understand the various modes of entry into international market and various problems related to it.
CO2	The subject will develop the potential in the students to analyze various Economic, Political, Cultural and Legal environments in International Business. The students can identify the pros and cons of Free trade and Protectionism.
CO3	The students can also understand the impact of interest rate and foreign exchange rate on international businesses.
CO4	The subject contents will enable the student to understand the basic functioning of WTO, IMF, UNCTAD, NAFTA and other regional grouping

Research Methodology

CO1	This course will provide a complete theoretical knowledge and guidance that starts with meaning, definition of research, and end with report writing by covering all the steps of research in detail.
CO2	It help student to conduct research activity.

Elective I Fundamentals of Business Finance

CO1	Will understand mathematics of finance such as compounding and discounting of cash flow.
CO2	Learn and apply Capital Budgeting.
CO3	Understand Dividend decision and Management of Earnings and able to know objective behind corporate restructuring

Elective II Advanced Financial Management

CO1	Provide an understanding of the Indian Banking & Insurance Sector. To make the students comprehend about the operations of Banking & Insurance.
CO2	Understand creation, organization and classification of Mutual Funds. Will be Introduced Capital Market, its structure and functioning.
CO3	Will understand the important role of SEBI in capital market dealing



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE,

AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

Elective I Fundamentals of Human Resource Management

CO1	To enable the students to understand the HR Management and system in organizations.
CO2	To help the students focus on and analyze the issues and strategies required to select and develop manpower resources.
CO3	To develop relevant skills necessary in HR related issues.
CO4	To Enable the students to integrate the understanding of legal aspects of HR by way of learning related laws.

Elective II Advanced Human Resource Management

CO1	Provide in-depth knowledge to students regarding HR practices for job analysis, design, evaluation and appraisal.
CO2	Will help student to understand required HR records, Industry related aspects and employee related practices and policies run by the organisations

Elective I Fundamentals of Marketing Management

CO1	Syllabus will facilitate effective understanding of the fundamental concepts in marketing management and its application.
CO2	Students will learn about the importance of branding and advertising in the process of effective Marketing Management.
CO3	Students will get knowledge about the sales organization, its types and importance in the marketing management.
CO4	Students will acquire comprehensive knowledge of Service marketing,
CO5	marketing mix and strategies in service marketing

Elective II Advanced Marketing Management

CO1	The sales management portion in the syllabus will impart practical knowledge in sales managements, its functions, functions of sales executives etc.
CO2	Students will get knowledge about various distribution channels, factors affecting the choice of channels and how to manage the supply chain.
CO3	Syllabus will also impart knowledge to students about the middlemen involved in supply chain like wholesalers and retailers.
CO4	Students will learn how to improve the quality of service in the organization.
CO5	The students will be able to understand the techniques of customer retention and how to enhance internal and external relationship



Mahila Vikas Sanstha's

INDRAPRASTHA NEW ARTS COMMERCE & SCIENCE COLLEGE,

AT POST NALWADI, DIST. WARDHA (M.S.)

Accredited 'B' by NAAC

Approved by government
of Maharashtra

Affiliated to Rashtrasant Tukadoji
Maharaj Nagpur University, Nagpur

Recognised by U.G.C New Delhi
under section 2 (f) & 12 (b) of
UGC act 1956

