



AAER's

# Asian College of Science and Commerce

Affiliated to SPPU and Approved by Govt of Maharashtra

Accredited by NAAC with B+ Grade



## Course Outcomes

The examination format consists of continuous assessment, which accounts for 30 marks for internal evaluation and 70 marks for external evaluation.

Class : FYBBA (Semester-I)

Sr. No.	Course Name	Course Outcomes
1.	Principles of Management	To understand basic concept regarding org. Business Administration
		To examining how various management principles
		To develop managerial skills among the students
2	Business Communication Skills	To understand what is the role of communication in personal and business world
		To understand what is the role of communication in personal and business world
		To understand what is the role of communication in personal and business world
3	Business Accounting	To develop right understanding regarding role and importance of monetary and financial transactions in business
		To develop right understanding regarding role and importance of monetary and financial transactions in business
		TO develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L
4	Business Economics – Micro	To understand role of economics as it influences society and business
		To study how different decisions are taken in relation to price demand and supply
		To develop right understanding regarding Monopoly, perfect competition, revenue Etc
5	Business Mathematics	To develop appropriate understanding as how to use mathematic like computation interest, profit etc
		To cultivate right understanding regaining numerical aptitude
		To develop logical approach towards analytical approach data
6	Business Demography	To give proper understanding regarding concept of demography in modern economic setup
		To study how population and structure changes affecting quality of life and business
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Class : FYBBA (Semester-II)

Sr. No.	Course Name	Course Outcomes
1.	Business Organizations and Systems	To understand role and functions of modern business
		To develop right understanding regarding business environment 3) To study how a business institution functions in a given economics
		To develop right understanding regarding business environment 3) To study how a business institution functions in a given economics
2	Principles of Marketing	To develop write understanding regarding marketing environment in the country
		To develop appropriate conceptual understanding as to develop basic marketing concept
		To develop new understanding regarding services , rural marketing and new trends in marketing
3	Principles of Finance	To cultivate right approach towards money , finance , and their role in business
		To develop right understanding regarding various sources of finance and their role and utility in business
		To develop basic skills as to concept of capital structure and concept of capital structure
4	Basics of Cost Accounting	To develop rational understanding regarding concept of cost expenditure in business
		To develop understanding how overheads influence the cost structure of cost
		To develop skills for computation of total cost for a particular product
5	Business Statistics	To understand role and importance of statistics in various business situations
		To develop skills related with basic statistical technique
		Develop right understanding regarding regression, correlation and data interpretation



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Class : SYBBA (Semester-III)

Sr. No.	Course Name	Course Outcomes
1.	Human Resource Management Functions & Practices-	To introduce the basic concepts of Human Resource Management.
		To cultivate right approach towards Human Resource and their role in business.
		To create awareness about the various trends in HRM among the students
2	Supply Chain Management	To enable the students to have a comprehensive understanding of Supply Chain Management
		To understand key concepts and issues of Logistics and Inventory Management
		To understand Warehousing and its role in Space Management.
3	Global Competencies and Personality Development	To build self-confidence, enhance self-esteem, and improve overall personality of the students.
		To enhance global and cultural competencies of the students.
		To groom the students for appropriate behaviour in social and professional circles.
4	Fundamentals of Rural Development	To understand the development issues related to rural society.
		To find the employment opportunities for rural youth.
		To create interest among the rural youth to participate in rural development programmes and schemes for sustainable development.
		To discourage seasonal and permanent migration to urban areas.
5	Consumer Behaviour & Sales Management	To develop significant understanding of Consumer behaviour in Marketing.
		To understand the relationship between consumer behavior & Sales Management.
		To develop conceptual based approach towards decision making aspects & its implementation considering consumer behaviour in Sales Management.

6	Retail Management	To provide basic understanding of forces that shape retail industry
		To provide understanding of retail operations and strategy
		To provide understanding of opportunities and challenges in retail industry
7	Management Accounting	To impart basic knowledge of management accounting.
		To understand the implications of various financial ratios in decision making.
		Application and use of various tools of management accounting in the business.
8	Banking and Finance	Study of banking function and its operations
		To study the functioning of Regulatory Authorities in India
		To study recent technology in banking industry.
9	Organizational Behaviour (OB)	To describe the major theories, concepts, models and frameworks in the field of Organizational Behaviour
		To explain determinants of Organizational Behaviour at Individual, Group and Organizational Level.
		To give knowledge about approaches to line-up individual, groups & managerial behaviour in order to achieve organizational goals.
10	Legal Aspects in Human Resources	To study and explain rights of employees at work place
		To understand the Applications of different Legal Aspects in HR.



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## Course Outcomes

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Class : SYBBA (Semester-IV)

Sr. No.	Course Name	Course Outcomes
1.	Entrepreneurship and Small Business Management	To understand the concept and process of Entrepreneurship.
		To Acquire Entrepreneurial spirit and resourcefulness.
		To get acquainted with the concept of Small Business Management.
		To understand the role and contribution of Entrepreneurs and Small Businesses in the growth and development of individual and the nation
2	Production and Operation Management	To understand the concept and process of Entrepreneurship.
		To Acquire Entrepreneurial spirit and resourcefulness.
		To get acquainted with the concept of Small Business Management.
		To understand the role and contribution of Entrepreneurs and Small Businesses in the growth and development of individual and the nation
3	Decision Making and Risk Management-	To learn the key topics in decision making and risk management so that they can improve decision making and reduce risk in their management activities and organizations.
		Find the best alternative in a decision with multiple objectives and uncertainty
		Describe the process of making a decision.
		Analyze an organization's decision making system
		Develop a risk management process.
4	International Business Management	To acquaint the students with emerging trends and issues in International Business.
		To study the impact of International Business Environment on foreign market operations.
		To analyze International trade models.
		To analyze the International Investment and its risks associated.
		To understand financial aspects in world economies, their need and functionality
5	Advertising and Promotion Management	To develop knowledge and understanding of importance of advertising.
		To understand different sales promotion techniques.
		To know about promotion management.

6	Digital Marketing-	To provide students with the Knowledge about business advantages of the digital marketing and its importance for marketing success.
		To help students become In demand professional by being acquainted through various Digital channels & their ways of Integration.
		To get Basic Knowledge of Google Analytics for measuring effects of Digital Marketing & getting Insights of Future trends that will affect the future development of the digital marketing.
7	Business Taxation	To understand different concepts & definitions under Income Tax Act 1961.
		To understand the importance of Taxation to the students.
		To update the students with the latest development in the subject of Taxation.
		To acquire knowledge about the submission of Income tax returns.
		To prepare students competent enough to take up to employment in tax planner.
8	Financial Services.	To Study in detail financial services in India.
		To study & Understand working of Indian financial system.
		To make the students well acquainted regarding financial markets
9	Human Resource Management Functions & Practices-	To acquire comprehensive Knowledge of Human Resource Management Functions & Practices.
		To explain the methods of Performance Appraisal, Training, Executive Development and Employee Compensation
		To acquire knowledge about various HR practices adopted by the organization.



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Class : TYBBA (Semester-V)

1	Research Methodology	To develop an understanding of the right approach of Research Methodology and its role in Business
		To develop an understanding of the basic framework of the identification of various sources of information for data collection
		To develop an understanding of various Designs, Tools and Techniques of Research Study
		To enable the students in conducting Research work and write Research Paper and Research Project Report.
2	Database Administration and Data Mining	To understand the Database Management System
		To understand the Data Mining Concepts
		To understand the current trends in Data Management
3	Business Ethics	To provide a comprehensive understanding of the concepts of Business Ethics
		To develop theoretical tools to understand current ethical issues and their impacts on business
		To analyze the role of Ethics in business, Government and Society.
		To analyze the Ethical scenario concerning to Environment and consumer protection
4	Management of Corporate Social Responsibility	To understand the concept and process of CSR
		To Understand the industrial contribution for CSR Policy
		To Understand the context of CSR of present-day Management
		To Understand the contribution of CSR for the development of Society

5	Marketing Environment Analysis and Strategies	To develop students' understanding of the factors shaping Marketing Environment
		To develop students' ability to analyze the Business Environment
		To develop students' understanding of the strategies for sustaining the forces in Marketing Environment
6	Legal Aspects in Marketing Management	To understand the application of different legal aspects in Marketing Management
7	Analysis of Financial	To develop the conceptual framework of financial analysis and provide practical exposure to apply various tools of Financial Statement Analysis.

	Statements	To enable to use of various types of ratios for financial and investment decisions.
		To impart knowledge about Cash Flow and Fund Flow Statements and their importance in financial analysis.
8	– Legal Aspects of Finance & Security Laws	To understand the Legal Aspects of Finance & Security Laws.
		To know the legal provisions to obtain finance from various source of finance.
		To explore various finance & securities-related laws in India.
9	Cross-Cultural HR & Industrial Relations	To make students understand Cultural Variables in Multinational Enterprises
		To learn some basic business etiquette and dining etiquette that will help to work in different countries across the globe
		To make students understand the relationship between Cross-Culture Management and Human Resource Management.
		To explain how employees can be prepared for international assignments
		To provide students with the fundamental knowledge of Industrial Relations.
		To provide the knowledge to students of provisions under The Industrial Disputes Act,1947, The Factories Act, 1948 and The Maternity Benefit Act 2017
10	Cases in Human Resource Management + Project Viva	To understand the application of theory into practice.
		Design critical thinking by making judgments related to problems in Case Studies of Human Resource.
		Develop critical thinking for solving Case Studies of Human Resource.
		To analyze the broad fundamental components of HRM.





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Class : TYBBA (Semester-VI)

Sr. No.	Course Name	Course Outcomes
1.	Management Information System	To describe the basic concept of Information Technology and Management Information System.
		To describe the role of information technology and information systems in business
		To contrast and compare how MIS support business processes.
		To introduce the fundamental knowledge of Structured System Analysis and Design.
2	Business Project Management	To develop a significant understanding of Project Management.
		To develop a concept based approach towards Management of Business Projects.
		To develop the relationship between the significance of Businesses Projects & their Management.
3	Management of Innovations and Sustainability	To understand the concepts of Innovation and Sustainability in a practical sense
		To better know the significance of organisational sustainable development and the economic implications of sustainable development
		To learn about the most common errors made when handling sustainable growth.
		To understand the concept of Sustainability Innovation. Understand socio-political aspects of sustainable development – social responsibility aspect.
4	International Brand Management	To develop students' understanding of the concept of developing brands
		To develop students' understanding of the concept of brand equity
		To develop students' understanding of the strategies in managing brand portfolios
5	Cases in Marketing Management + Project	To understand the concept and process of CSR
		To Understand the industrial contribution for CSR Policy
		To Understand the context of CSR of present-day Management

		To Understand the contribution of CSR for the development of Society
6	Financial Management	To know various sources of finance of business
		To study and understand the capital structure of the company and its cost of capital
		To study optimum capital mix & concept of over capitalization& undercapitalization.
7	Cases in Finance +Project	To Study & understand the core areas of finance.
		To study the practical applications of finance.
		To prepare project reports based on the internship & understanding of core areas of finance.
8	Global Human Resource Management	To understand the concepts, theoretical framework, and issues of HRM in Global Perspective
		Identify and Understand issues and practices about the major HRM functions within the context of the global environment.
		To learn how to conduct strategic human resource management in an international setting.
		To learn how companies manage their expatriates
		To look at HRM in a broader, comparative, and international perspective to deal with complex issues and manifold risks.
		To study understanding of international approaches to dealing with people in organizations.
9	Recent Trends & HR Accounting + Project	To make students understand the theoretical and practical fundamental knowledge of Recent Trends in HRM and HR Accounting
		To describe various Employee Engagement Strategies to enhance Employee Engagement
		To discuss the uses of Human Resource Information Systems in organizations
		To explain the different methods used to calculate the value of human Resources.
		To define Human Resource Audit and outline its scope.
		To study the methods of Human Resource Valuation.