

# **Kakatiya Government College**


HANUMAKONDA.

## **Department Profile**

**(2016-17 to 2021-22)**

**Department of Commerce**

# Department of Commerce



Congregation of  
Organisation  
Mankind  
Management with  
Eternal Existence  
Rejuvenates and  
Continuums the  
Economy

**“Quest for Challenge”**

# Kakatiya Government College, Hanumakonda

## Department of Commerce

### Inception and Growth

- The department of commerce made a humble beginning in the year 1972 with B.Com (General)
- To meet the diversified needs of the industry it is now offering:

- 1 B.Com. (Computer Applications)**
- 2 B.Com. (Taxation)**
- 3 B.Com. (Business Analytics)**
- 4 Bachelor of Business Administration (BBA)**
- 5 Master of Commerce**

## Faculty List

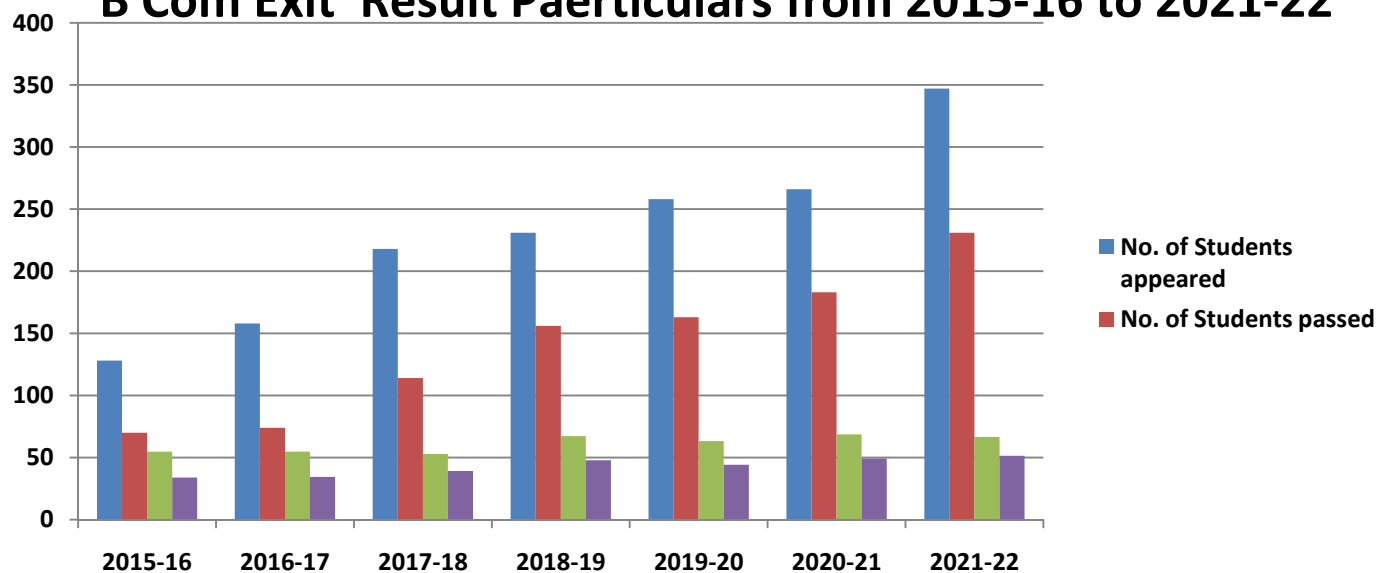
S.No	Name of the Faculty	Qualifications
1	<b>Dr.Vinodar Rao</b>	M.Com,M.Ed,M.Phil,Ph.D,APSET
2	<b>Sri K.Linga Reddy</b>	M. Com,M.Phil,M.Sc(Psy) PGDCA,UGC NET,APSET(Ph.D)
3	<b>Smt.J.Sarala Jhansi Rani</b>	M. Com,M.Phil,APSET,(Ph.D)
4	<b>Smt.G.Sujatha</b>	M.Com,M.Ed,M.Phil.(Ph.D)
5	<b>Dr.Aaysha Shaik</b>	M. Com,Ph.D.
6	<b>Smt.G.Pavani</b>	M.Com,NET,(Ph.D)
7	<b>Sri.J.Rajeeru</b>	M.Com,B.Ed,B.Li.Sc.,PGDCA,NET,SET,(Ph.D)
8	<b>Dr.V.Naveen</b>	M.Com,MBA,PGDBM,M.Phil.,Ph.D.
9	<b>Dr.L.Mounika</b>	MBA, UGC NET,Ph.D.
10	<b>R.Madhavi</b>	M. Com,UGC NET,(Ph.D)
11	<b>B.Vamshidhar</b>	M. Com,MBA,UGC NET
12	<b>P.Vinay Kumar</b>	M. Com, MBA, B.Ed, UGC NET, APSET,TSSET, PGDFM, PGDIBO
13	<b>Dr.J.Sunitha Rani</b>	MBA,Ph.D
14	<b>Dr.P.Swarnalatha</b>	MHRM,LLB,Ph.D
15	<b>J. Sridhar</b>	M. Com,MBA,
16	<b>T.Thriveni</b>	M. Com,MBA,
17	<b>G.Kalavathi</b>	M. Com



### B Com Exit Results particulars from 2015-16 to 2021-23

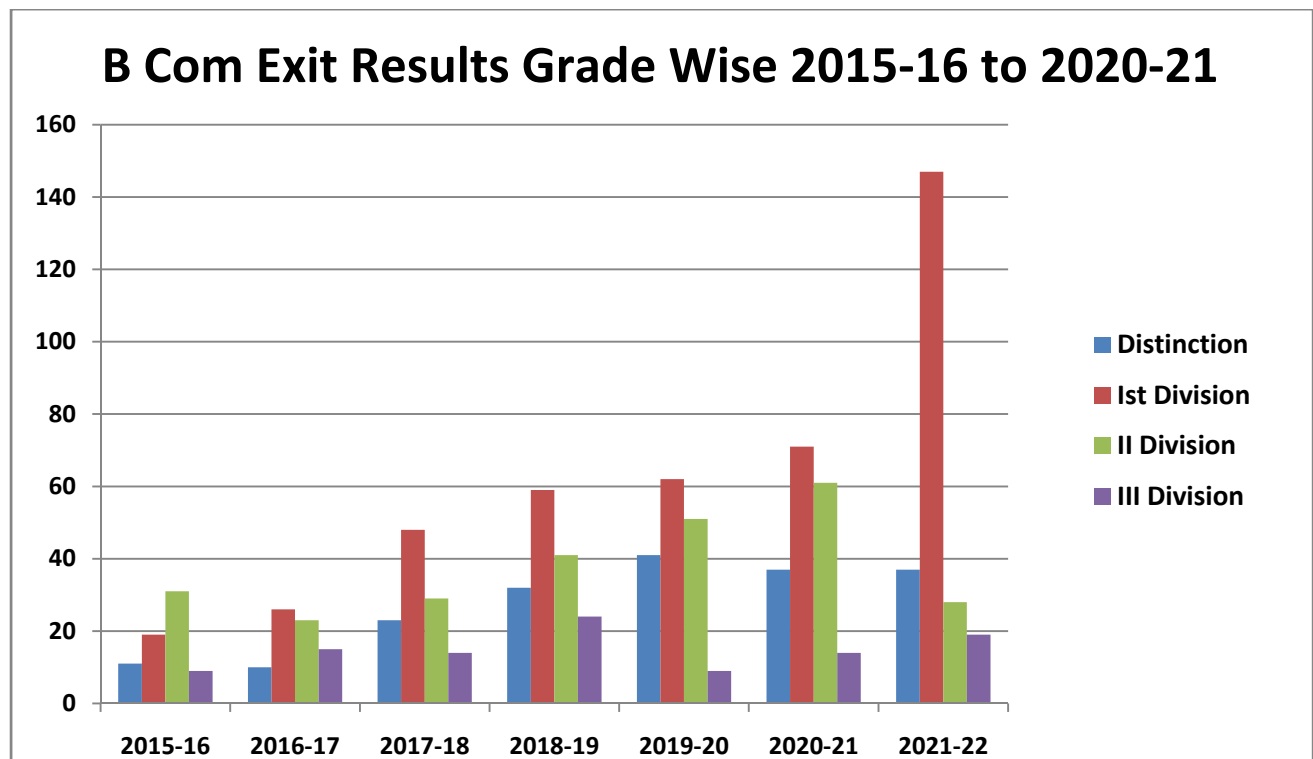
Year	No. of Students appeared	No. of Students passed	Success rate %	University average
2015-16	128	70	54.69	33.83
2016-17	158	74	54.69	34.46
2017-18	218	114	52.82	39.17
2018-19	231	156	67.21	47.83
2019-20	258	163	63.21	44.25
2020-21	266	183	68.67	49.16
2021-22	347	231	66.57	51.35

### B Com Exit Result Paerticulars from 2015-16 to 2021-22



## B Com Results Particulars from 2015-16 to 2021-23

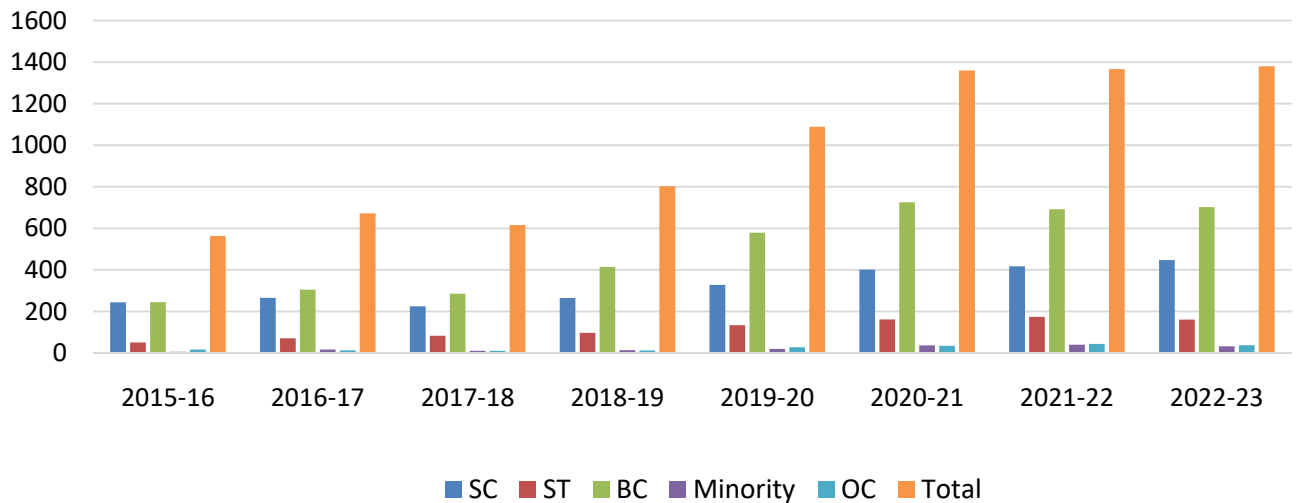
YEAR	Distinction	Ist Division	II Division	III Division
2015-16	11	19	31	9
2016-17	10	26	23	15
2017-18	23	48	29	14
2018-19	32	59	41	24
2019-20	41	62	51	9
2020-21	37	71	61	14
2021-22	37	147	28	19



## Social profile of intake of B Com & BBA students Progressive 2015-2016 to 2022-23

Caste	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
SC	244	266	225	265	328	401	417	447
ST	51	71	83	97	134	162	174	161
BC	245	305	286	414	579	725	692	702
Minority	6	17	11	14	20	37	40	32
OC	17	13	11	12	28	35	44	38
Total	563	672	616	802	1089	1360	1367	1380

### Social Profile of Intake of Students Progressive 2015-16 to 2022-23



## Workshops & Seminars

**( 2016-17 to 2021-22 )**

S.No	Name of the Programme	Category	Beneficiary	Date /Duration	No. of the Participants	Remarks
1	<b>Workshop on Intellectual Property Rights</b>	Workshop	Students	05.05.2022	350	
2	<b>Workshop on Research Methodology and Report Writing</b>	Workshop	Students	12.05.2022	350	
3	<b>Workshop on SEBI Functioning</b>	Workshop	Students	20-07-2020	124	
4	<b>Workshop on SPSS Using for data Analysis</b>	Workshop	Students & Faculty	26/10/2020	118	
5	<b>Workshop on Income Tax Return Filing</b>	Workshop	Students	02-01-2021	111	
6	<b>Seminor on Consumer Awarness</b>	Seminor	Students	15-03-2021	150	
7	<b>Workshop on Investor Awareness in Stock Marktes</b>	Workshop	Students	11-11-2019	150	
8	<b>Workshop on SPSS in Research</b>	Workshop	Faculity	10.02.2020	145	
9	<b>Workshop on Consumer Awareness RIGHTS</b>	Workshop	Students	09-09-2019	132	

10	<b>Workshop on Dropouts</b>	Workshop	Students	14-03-2020	155	
11	<b>Workshop on Computerized Accounting</b>	Workshop	Students	25-03-2019	128	
12	<b>Workshop on Excel in Business Managment</b>	Workshop	Students	13-08-2018	156	
13	<b>Workshop on Income Tax Return Filing</b>	Workshop	Students & Faculty	02-12-2018	145	
14	<b>National Seminar on "Innovations in Indian Banking and Finance"</b>	Seminar	Students & Faculty	29-11-2017	565	<b>64 paper Published</b>
15	<b>Workshop Accounting Practices</b>	Workshop	Students	08-10-2018	163	
16	<b>Workshop on Personal Financial Planning</b>	Workshop	Faculty & Students	15-11-2016	255	
17	<b>Workshop on Tally</b>	Workshop	Students	22-08-2016	148	

## Number of Add on /Certificate Programs

S.No	Name of Add on /Certificate programs offered	Year of offering	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
1	<b>Certificate course on Digital Marketing</b>	2021-22	B.Com	01.04.2022 to 13.05.2022	109	109
2	<b>Certificate course on Advertising and Media Management</b>	2021-22	B.Com	03.01.2022 to 16.02.2022	100	100
3	<b>Certificate Course on Excel for Accounting</b>	2020-21	B.Com I Year	01-09-2020 to 14-10-2020	100	100
4	<b>Certificate Course on Excel For Statistics</b>	2020-21	B.Com III Year	02-01-2021 to 06-02-2021	100	100
5	<b>Certificate Course on Income Tax Return Filing</b>	2019-20	B.Com III	30-08-2019 to 30-10-2019	100	100
6	<b>Certificate Course on Spread Sheet Accounting</b>	2019-20	B.Com III	02-02-2019 to 14-03-2019	100	100
7	<b>Certificate Course on GST</b>	2018-19	B.Com	02-01-2019 to 02-02-2019	100	100
8	<b>Certificate Course on Consumerism</b>	2018-19	B.Com Computer III Year	02-02-2019 to 13-03-2019	100	100
9	<b>Certificate Course on Income Tax Practices</b>	2017-18	B.Com II Year	24-08-2017 to 24-11-2017	37	37
10	<b>Certificate Course on Stock Markets</b>	2017-18	B.Com	05-01-2018 to 16-02-2018	100	100
11	<b>Certificate Course on Insurance Practices</b>	2016-17	B.Com	03.01.2017 to 13.02.2017	100	100
12	<b>Certificate Course on Tally</b>	2016-17	B.Com	11.11.2016 to 20.12.2016	100	100

## Student Study Projects

2016-17 to 2021-22

S.No	Program Code	List of students undertaking project work/filed work/internship
1	COM-SSP-001	<b>A study on impact of CRM practices on customer retention in insurance sector</b>
2	COM-SSP-002	<b>Cashless Transaction : Methods Applications And Challenges</b>
3	COM-SSP-003	<b>A study on Prospects and Challenges in Commerce Education</b>
4	COM-SSP-004	<b>Consumers 's Brand Preference towards Samsung smart tv at Reliance Digital -a Case Study of Hanamkonda</b>
5	COM-SSP-005	<b>Impact of television advertising on consumer behavior Towards four wheelers in Telangana State</b>
6	COM-SSP-006	<b>A Study on Capital Budgeting Management With special reference Laxmi Ginning and Weaving Mill</b>
7	COM-SSP-007	<b>A study on - Lady Entrepreneurs Development In India</b>
8	COM-SSP-008	<b>Monetary Incentives Motivates Employees' Organizational Performance</b>
9	COM-SSP-009	<b>New Trends in Indian banking System</b>
10	COM-SSP-010	<b>A study on Capital Budgeting Management to Laxmi Spinning g weaving Mill Ltd Warangal</b>
11	COM-SSP-001	<b>A study on influence of supply chain management practices</b>
12	COM-SSP-002	<b>Corporate Social Responsibility - An Analysis of Drivers of CSR in India</b>

13	COM-SSP-003	<b>New Trends in Indian banking System</b>
14	COM-SSP-004	<b>Online advertising qualitative research</b>
15	COM-SSP-005	<b>Role of Entrepreneurs in Economic Development- Project</b>
16	COM-SSP-006	<b>The Study of Financial Performance of Indian Public Sector Undertakings</b>
17	COM-SSP-007	<b>Water Harvesting</b>
18	COM-SSP-008	<b>Brand Awareness to words Royal Enfield</b>
19	COM-SSP-009	<b>A Study On Rural Women Entrepreneurs and their Empowerment</b>
20	COM-SSP-010	<b>“Financial Planning and Tax Saving Instruments “with Special Reference to JM Financial Ltd, Hyderabad</b>
21	COM-SSP-001	<b>A study on – Emerging Indian Financial Markets</b>
22	COM-SSP-002	<b>A study on –SOLE PROPRIETORSHIP</b>
23	COM-SSP-003	<b>Whats App marketing by Women Entrepreneurs in India</b>
24	COM-SSP-004	<b>Perceptions of Traders and Consumers on GST implementation</b>
25	COM-SSP-005	<b>A study on Ratio Analysis with special reference to NSR Dairy products company Ltd Warangal</b>
26	COM-SSP-006	<b>Innovation in Higher Education</b>



**Experiential learning through Project work/Field work/internship**

**2016-17 to 2021-22**

S.No	Program name	Program code	Name of the Course that include experiential learning through project work/field work/internship	Year of offering	Name of the student studied course on experiential learning through project work/field work/internship
1	Field Work	COM-FSP-001	<b>Satisfaction level of Degree College students</b>	2021-22	50
2	Field Work	COM-FSP-002	<b>Impact of Covid-19 on Marginal formers -A Case Study of Hasanparthi Mandel in Warangal District</b>	2021-22	50
3	Field Work	COM-FSP-001	<b>Satisfaction level of Degree College students</b>	2020-21	50
4	Field Work	COM-FSP-002	<b>Impact of Covid-19 on Marginal formers -A Case Study of Hasanparthi Mandel in Warangl District</b>	2020-21	50
5	Field Work	COM-FSP-003	<b>Consumer Behaviour with Telecom Service Providers in Warangal District</b>	2020-21	50
6	Field Work	COM-FSP-001	<b>Role of Soft skills in Commerce Education &amp; Career -a Study of Warangal Urban Area</b>	2019-20	50
7	Field Work	COM-FSP-002	<b>Schemes taken up By SBI to alleviate Poverty – A Case Study of Warangal District</b>	2019-20	50
8	Field Work	COM-FSP-003	<b>Awareness on Insurance Schemes Among Select Farmers of Warangal, District, Telangana State</b>	2019-20	50

9	Field Work	COM-FSP-001	<b>Impact of Organized Retailing on Medium and Small Kirana Outlets in Semi Urban Areas of Telangana State–A study of select districts</b>	2018-19	50
10	Field Work	COM-FSP-002	<b>Perception of Customers of State Bank of India on the Usefulness of Internet Banking -A Case Study of Customers of State Bank of India, Kakatiya University Branch, Warangal, Telangana State</b>	2018-19	50
11	Field Work	COM-FSP-003	<b>AWARENESS OF BANKING SECTOR IN COLLEGE STUDENTS</b>	2018-19	50
12	Field Work	COM-FSP-001	<b>A study the Self Help Group Rural Women empowerment – A Case Study in Warangal</b>	2017-18	50
13	Field Work	COM-FSP-002	<b>Effect of Advertising on the Brand Loyalty of Cosmetic Products Among College Students</b>	2017-18	50
14	Field Work	COM-FSP-001	<b>Impact of GST on customers and traders -a study in Warangal dist.</b>	2016-17	50
15	Field Work	COM-FSP-002	<b>Entrepreneurial Skills' of the Inmates of the Central Prison- Warangal</b>	2016-17	50

## MoUs & Collaborations

S.No	Organization	Date of MoU	Purpose/ Activities	No.of Teachers/students participated in MoUs
1	Bajaj Finserv. PUNE Certificate Program in Banking, Finance & Insurance	17.03.2021 to 30.09.2021	1. Class work on communication skills 2. Extension lectures on Banking, Finance and Insurance 3. Group Discussions and Mock Interviews 4. HR workshop	56 students
2	University College of Commerce & Business Management Kakatiya University	09-04-2020	Extension Lecture on Preparation for M. Com & MBA entrance examination	80 Students
3	University Arts & Science college(A) K.U. Warangal	09-10-2020	Extension Lecture on Logistics Management	100 Students
4	Pingle Government College For Women (A) Hanamkonda	16-09-2020	One Day Seminar on Bank Reconciliation Statement	100 Students
5	Vaagdevi Degree & PG College Hanamakonda	10-05-2020	One Day Workshop on Spreadsheet	100 Students
6	Chaitanya Degree P.G College (Dremed University)	26-09-2020	One Day Training programme on Tally ERP 9	100 Students
7	Bajaj Finserv. PUNE Certificate Program in Banking, Finance & Insurance	25.02.2020	1. Class work on communication skills 2. Extension lectures on Banking, Finance and Insurance 3. Group Discussions and Mock Interviews 4. HR workshop	42 students
8	University College of Commerce & Business Management Kakatiya University	15-07-2019	Normal Distribution its properties and Relation between Mode Mean Median	100 Students
9	University Arts & Science college(A) K.U Warangal	19-08-2019	A talk on Companies Act 2013	100 Students

10	Pingle Government College For Women (A) Hanamkonda	09-09-2019	Bank Reconciliation Statement(BRS)	100 Students
11	Vaagdevi Degree & PG College Hanumakonda	24-10-2019	Workshop on Computer Application on Accounting	96 Students
12	University College of Commerce & Business Management	23-10-2018	Opportunities to B.Com Graduation Students	98 Students
13	University Arts & Science college(A) KU Warangal	02-05-2019	E-Commerce in Emerging Markets	100 Students
14	Pingle Government College For Women (A) Hanamkonda	01-04-2019	A talk on Mutual Fund Growth in India	100 Students
15	Vaagdevi Degree & PG College Hanumakonda	18-01-2019	Benefit of mutual funds and their benefits in Indian perspective	96 Students

## M. Com Entrance Coaching

2016-17 to 2021-22

2021-22	<b>M Com Entrance Coaching</b>	411	250 Students Benefited
2020-21	<b>M Com Entrance Coaching</b>	195	04 students got Campus seats in M .Com. 15 members get in various college
2019-20	<b>M Com Entrance Coaching</b>	180	04 students got Campus seats in M .Com.
2018-19	<b>M Com Entrance Coaching</b>	120	10 Students got seats in M .Com.

## Faculty Involved in Curriculum Development & Representation in academic bodies

Year	Name of teacher participated	Name of the body in which teacher participated
2021-22	G.Pavani	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
	K. Linga Reddy	Question Paper setting ; University Art's & Science College Warangal
		Question Paper setting ;Kakatiya University Warangal
		Question Paper setting ;Kakatiya University Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	Dr.A.Sarangapani	Examiner ;Kakatiya University Warangal
		Question Paper setting ;Kakatiya University Warangal
	Dr.S. Vinodar Rao	Flying Squad ; Kakatiya University Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	M.Somaiah	Question Paper setting ;Kakatiya University Warangal
		BOS Kakatiya University Warangal
	J.Rajeeru	Question Paper setting ;Kakatiya University Warangal
Observer ; Kakatiya University Warangal		
G.Sujatha	Observer ; Kakatiya University Warangal	
J. Saralajhonsi Rani	Question Paper setting ;Kakatiya University Warangal	
2020-21	G.Pavani	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
	K. Linga Reddy	Question Paper setting ; University Art's & Science College Warangal
		Question Paper setting ;Kakatiya University Warangal
		Question Paper setting ;Kakatiya University Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	G. Jeevan Kumar	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	Dr.A.Sarangapani	Examiner ;Kakatiya University Warangal
		Question Paper setting ;Kakatiya University Warangal

		Question Paper setting ;Kakatiya University Warangal
	Dr.S. Vinodar Rao	Flying Squad ; Kakatiya University Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	M.Somaiah	Question Paper setting ;Kakatiya University Warangal
		BOS Kakatiya University Warangal
	J.Rajeeru	Question Paper setting ;Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
	G.Sujatha	Observer ; Kakatiya University Warangal
	J. Saralajhonsi Rani	Question Paper setting ;Kakatiya University Warangal
	C.Lavanya	Question Paper setting ;SR&BGNR College
	Dr.J.Chinna	Flying Squad ; Kakatiya University Warangal
2019 -20	K. Linga Reddy	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
		Question Paper setting ;Kakatiya University Warangal
	G. Jeevan Kumar	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	G. Pavani	Examiner : Arts & Science College (Autonomous) Warangal
	Dr.S. Vinodar Rao	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	M.Somaiah	BOS Kakatiya University Warangal
	C.Lavanya	Chaitanya Degree PG Coolege Hanamkonda
	J. Rajeeru	Examiner : Arts & Science College (Autonomous) Warangal
	G.Sujatha	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
		Examiner : Arts & Science College (Autonomous) Warangal
	Dr.J.Chinna	C Certificate Examination 11(T) Bn NCC ,Khammam
	Dr.A.Sarangapani	Question Paper setting ;Kakatiya University Warangal
Question paper setting : SR&BGNR Khammam		
Ayesha Sheik	Examiner : Arts & Science College (Autonomous) Warangal	
	BOS ; Government Degree Collega Siddipet (Autonomous) Siddipet	
2018 -19	G.Sujatha	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
		Examiner ;Kakatiya University Warangal
	J. Sarala Jhansi Rani	Question Paper setting .SR&BGNR College (Autonomous ) Khammam
		Examiner - SR&BGNR Colleg(Autonomous) Khammam

	K. Linga Reddy	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	G. Jeevan Kumar	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	Dr.A.Sarangapani	Question Paper setting ;Kakatiya University Warangal
	Dr.S. Vinodar Rao	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
	M.Somaiah	Question Paper setting ;Kakatiya University Warangal
	Ayesha Sheik	BOS ; Government Degree Collega Siddipet (Autonomous) Siddipet
	Kasim shek	Observer ; Kakatiya University Warangal
	Dr.J.Chinna	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
	J.Rajeeru	Observer ; Kakatiya University Warangal
	Ch Lavanya	Examiner SR&BGNR College Khammam
2017 - 2018	J. Saralajhonsi Rani	Question Paper setting .SR&BGNR College (Autonomous ) Khammam
		Question Paper setting .SR&BGNR College (Autonomous ) Khammam
		Question Paper setting .SR&BGNR College (Autonomous ) Khammam
	K. Linga Reddy	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
		Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	G. Jeevan Kumar	Question Paper setting ;Chythanya Degree College (Autonomous )Warangal
	G.Sujatha	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
		Examiner ;Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
Examiner ;Kakatiya University Warangal		
Dr.S. Vinodar Rao	Observer ; Kakatiya University Warangal	
M.Somaiah	Flying Squad ; Kakatiya University Warangal	
Ayesha Sheik	Question Paper Setting ;Marivanios College Autonomous ) Tamilnadu	
2016 - 2017	J. Saralajhonsi Rani	Question Paper setting .SR&BGNR College (Autonomous ) Khammam
		Question Paper setting .SR&BGNR College (Autonomous ) Khammam
		Observer ; Kakatiya University Warangal
	G.Sujatha	Observer ; Kakatiya University Warangal
		Observer ; Kakatiya University Warangal
		Examiner ;Kakatiya University Warangal

	Examiner ;Kakatiya University Warangal
	Practical Examiner, Kakatiya University Warangal
	Observer ; Kakatiya University Warangal
	Observer ; Kakatiya University Warangal
	Examiner ;Kakatiya University Warangal
Dr.S. Vinodar Rao	Question Paper setting ;Chaithanya Degree College (Autonomous )Warangal
	Question Paper setting ;Chaithanya Degree College (Autonomous )Warangal
K. Linga Reddy	Question Paper setting ;Chaithanya Degree College (Autonomous )Warangal
M.Somaiah	Observer ; Kakatiya University Warangal
G.Pavani	Observer ; Kakatiya University Warangal
NVN.Chary	BOS Kakatiya University Warangal
Dr.J.Chinna	Observer ; Kakatiya University Warangal
J. Rajeeru	Observer ; Kakatiya University Warangal



## Awards & Laurels

Name of the activity	Name of the Award/ recognition for Institution	Name of the Awarding government/ government recognised bodies	Year of award
<b>Distinguished Service as Teacher</b>	<b>Dr. N V N Chary</b> Received the State Best Teacher award	Government of Andhra Pradesh	2013
Academic Performance as a Commerce teacher	<b>Dr.D.T.CHARY</b> Received the Yuvatarangam best Commerce teacher award from the Commissioner of Collegiate Education, Hyderabad, Telangana.	Commerce teacher award from the Commissioner of Collegiate Education, Hyderabad, Telangana.	2017
Social Service- Blood donation campaigning	<b>Dr .M.SOMAIAH</b> Received “The Best Blood Donation Campaigner Award “from the Indian Red Cross Society , Warangal of Telangana State.	Indian Red Cross Society , Warangal of Telangana State	2018
Outstanding role as a supervisor in Jignasa student study project	<b>Dr. S.VINODAR RAO</b> received the appreciation certificate for Outstanding role as a supervisor in Jignasa student study project	Commissioner of Collegiate Education -Telangana, Hyderabad	2020

## Articles published (2016-17 to 2021-22)

S no	Title of paper	Name of the author/s	Name of journal	Year of publication	ISSN number	Link to article/paper/abstract of the article	Is it listed in UGC Care list/Scopus/ Web of Science/other, mention
1	Impact of Technology on Different Leadership Styles to Support Distanced Working: A study of India's Service Sector in Telangana State	K.Linga Reddy	International Multi Disciplinary Journal, UGC refereed Journal No. 40776,Ajanta.	2023	ISSN 2277-5730- Impact factor - 6.306 Volume- XII, Issue-I- January - March-2023	<a href="http://www.sjifactor.com">www.sjifactor.com</a>	Yes
2	Business Education and Training Programs all over the Globe - A Deliberation	K.Linga Reddy	International Multi Disciplinary Journal, UGC refereed Journal No. 40776,Ajanta.	2022	ISSN 2277-5730- Impact factor - 6.306 Volume- XII, Issue-I- July- September- 2022	<a href="http://www.sjifactor.com">www.sjifactor.com</a>	Yes
3	Divestment Policy and its impact on Indian Economy –An insight into its Rationale.	K.Linga Reddy	International Multi Disciplinary Journal, UGC refereed Journal No. 40776,Ajanta.	2021	ISSN-2277-5730 ,With Impact Factor - 6.399 Vol-XI Issue-IV October- December 2021.	<a href="http://www.sjifactor.com">www.sjifactor.com</a>	Yes

4	Impact Assessment of COVID-19 on Agriculture credit in India	K.Linga Reddy	INTERNATIONAL JOURNAL OF INNOVATIONS & RESEARCH ANALYSIS (IJIRA) An International Quarterly Multidisciplinary Peer Reviewed Refereed Journal	2021	ISSN : 2583-0295 Volume 01 No. 03 October - December, 2021	<a href="https://inspirajournals.com/Issues/IJIRA/92/106">https://inspirajournals.com/Issues/IJIRA/92/106</a>
5	"Investor Behaviour in the ERA of VUCA Environment"	Dr.Surabhi Vinodar Rao	IJMDDR	2021	Print ISSN:2395-1877 online -ISSN:2395-1885 Impact Factor;6089	<a href="http://www.ijmdrr.com/admin/archive.php?m=112020">http://www.ijmdrr.com/admin/archive.php?m=112020</a>
6	E-Learning –A Tool for Continuous learning	J.Rajeeru	IJRAR	2020	E-ISSN 2348-1269 P-ISSN 2349-5138	<a href="http://ijrar.org/viewfull.php?&amp;p_id=IJRAR1AZP043">http://ijrar.org/viewfull.php?&amp;p_id=IJRAR1AZP043</a>
7	RATIO ANALYSIS OF MULKANOOR CO-OPERATIVE RURAL BANK - A MARKETING STUDY	Aayesha Shaik	IJMER	2021	ISSN:2277-7881; IMPACT FACTOR :6.514	<a href="http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume9/volume9-issue12(8)/32.pdf">http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume9/volume9-issue12(8)/32.pdf</a>
8	Role Of Entrepreneur in economic Development-A study	G.Sujatha	Education Today	2021	ISSN 2229-5755	<a href="https://in.docworkspace.com/d/sIOXU5aI2x638kQY">https://in.docworkspace.com/d/sIOXU5aI2x638kQY</a>
9	The Impact of micro finance on rural development of india An overview	Guduru.Pavani	Education Today	2020	ISSN 2319-5282	<a href="https://in.docworkspace.com/d/sIOXU5aI2x638kQY">https://in.docworkspace.com/d/sIOXU5aI2x638kQY</a>

10	ROLE OF SOFT SKILLS FOR COMMERCE EDUCATION AND CAREER	K.Linga Reddy	Langlit-An International Peer-Reviewed Open Access Journal ,Special Issue 98 February, 2020	2020	ISSN 2349-5189	<a href="https://drive.google.com/file/d/1gBmv5adBLfdbaNqm-SIOMauC8H6_A7MR/view?usp=sharing">https://drive.google.com/file/d/1gBmv5adBLfdbaNqm-SIOMauC8H6_A7MR/view?usp=sharing</a>	
11	Blending Learning – The new normal and emerging technologies(Time based blended learning model)	C.Lavanya	Journal of Interdisciplinary Research.-An UGC CARE approved Group-II journal.	2020	ISSN NO 0022-1945,Oct.2020,Vol.XII, Issue X	<a href="http://www.ijcjournal.com/VO-LUME-12-ISSUE-10-OCTOBER-2020/">http://www.ijcjournal.com/VO-LUME-12-ISSUE-10-OCTOBER-2020/</a>	Yes
12	Working Capital Management in HDFC Bank A Study of Warangal District	Aayesha Shaik	Website: www.langlit.org	2019	ISSN: 2277-7881; IMPACT FACTOR – 6.014; IC VALUE:5.16 ; ISI VALUE:2.286 VOLUME 8, ISSUE 10(1), OCTOBER 2019	<a href="http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume8/volume8-issue10(1)-2019.pdf">http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume8/volume8-issue10(1)-2019.pdf</a>	
13	E-VEHICLES MARKET IN INDIA – ANALYSIS ON GROWTH PERSPECTIVES	Dr.Surabhi Vinodar Rao	Indexed: ICI, Google Scholar, Research Gate, Academia.edu, IBI, IIFC, DRJI, The CiteFactor, COSMOS ISSN 2349-5189	2019	E- ISSN - 2349-6746 ISSN -2349-6738	<a href="http://ijmsrr.com/admin/archive.php?m=102019">http://ijmsrr.com/admin/archive.php?m=102019</a>	
14	Effect of Financial Performance Indicators on Profitability of Karimnagar DCCB- A Study	M.Somaiah	International Journal of Research in Finance and Marketing (IJRFM)	2019	ISSN 2231-5985 Impact Factor 6.397		

15	The Role of DCCBS in Financial Inclusion of Farmers in Karimnagar District	M.Somaiah	Indian Journal of Management, Technology and Engineering	2019	ISSN 2348 - 4934	-	
16	The Socio Economic and Potical Status and Environmental of women throthts	G.Pavani	Education inIndia	2020	ISSN-2319-5282	-	
17	A Study on impact of fii flows on indian capital markets issues and Chalanges	J.Rajeeru	Education inIndia	2020	ISSN-2319-5282		
18	A study on Organised Retail on Un organised Retail Outlets of semi urban areas of Karimnagar District of Telangana.	K.Linga Reddy	International Journal of Research in Economics and Social Sciences(IJRESS)	2018	Vol.8 issue 4,april-2018	<a href="https://eu-roasiapub.org/wp-content/uploads/2018/05/7ES_SApril-7232P-1.pdf">https://eu-roasiapub.org/wp-content/uploads/2018/05/7ES_SApril-7232P-1.pdf</a>	
19	Management Accounting Practices in SBI and DCCB in Karimnagar district of Telangana state-A comparative research.	K.Linga Reddy	International Research Journal of Management and Commerce	2018	Vol.5, issue 4,april-2018	<a href="http://aarf.asia/management.php">http://aarf.asia/management.php</a>	
20	Role of State Bank of India In Meeting the Credit Requirements of Farmers and The Needy – A Case Study of Warangal District.	Dr.Surabhi Vinodar Rao	International Journal of Multidisciplinary Educational Research	2018	Volume 7, Issue 9(2), September 2018	<a href="http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume7/volume7-issue9(2)-2018.pdf">http://s3-ap-southeast-1.amazonaws.com/ijmer/pdf/volume7/volume7-issue9(2)-2018.pdf</a>	

21	Problems Faced By Woman Entrepreneurs In Telangana: An Empirical Study	C.Lavanya	2019 IJRAR May 2019, Volume 6, Issue 2	2019	www.ijrar.org (E-ISSN 2348-1269, P- ISSN 2349-5138)	<a href="https://ijrar.org/track.php?r_id=242236">https://ijrar.org/track.php?r_id=242236</a>	
22	Higher Education in India-Quality Management & Sustenance	Aayesha Shaik	Vidyawarta (International Multilingual Research Journal)	2018	<i>Vidyawarta (International Multilingual Research Journal)</i>	-	
23	Consumer's Perceptions Towards GST Implementation – An Analysis'	Dr.D.Thiruvengalachary	International Journal of Research in Management & Social Science- Volume 6 Issue 1(IX)	2018	(ISSN: 2322-0899).		
24	<b>'Entrepreneurial Competencies among Women Graduate Students of Public Funded Higher Educational Institutions – A Study',</b>	Dr.D.Thiruvengalachary	Vidyawarta – International Multilingual Research Journal	2018	(ISSN -2319 9318)		
25	Maly Disiplinary International prey Reviewed Journal - APH-Publication.	G.Sujatha	Education Plus	2018	ISSN-2277-2405 January 2018	-	
26	Maly Disiplinary International prey Reviewed Journal - APH-Publication.	G.Sujatha	Education World.	2018	ISSN-2319-24057129 April 2018		
27	PROBLEMS AND PROSPECTIVE OF WOMEN ENTREPRENEURSHIP IN INDIA	C.Lavanya	<a href="http://www.ijrar.org">www.ijrar.org</a>	2018	(E-ISSN 2348-1269, P- ISSN 2349-5138)	<a href="https://ijrar.org/track.php?r_id=242237">https://ijrar.org/track.php?r_id=242237</a>	

28	Working Capital Management in Small Scale Industrial Units-A Study Of Selected Units in A.P	Dr.Aayesha Shaik	International Journal in Commerce, IT & Social Sciences (IJCISS)	2018	ISSN 2394-5702 Impact Factor 4.218	-	
29	Transforming of Indian Economy- During 25 years of Economic Reforms.	Dr.Yakub	International Journal of Research Culture Society.	2018	ISSN:2456-6683 Impact factor.3.449		YES
30	<b>INCREASING FARM MECHANISATION IN INDIA – A STUDY OF SELECTED VILLAGES IN KARIMNAGAR OF TELANGANA</b>	Dr.Vinodrrao	INTERNATIONAL JOURNAL OF MULTIDISCIPLINARY EDUCATIONAL RESEARCH	2017	ISSN-2277-7881	<a href="http://ijmer.in/issues/volume6/volume6-issue11(1).aspx">http://ijmer.in/issues/volume6/volume6-issue11(1).aspx</a>	
31	<b>Performance Evaluation of Public and Private Sector Banks in India</b>	Dr.Aayesha Shaik	Printing Area (International Multilingual Research Journal)	2018	ISSN 2249-7455		
32	<b>Global Financial Meltdown – A Case Study of India: Where Future Heading’</b>	Dr.D.Thiruvengala chary	International Journal of Academic Research –Voice of Intellectuals – A multidisciplinary,	2017	ISSN:2348 - 7666		
33	Thoughts on Education	Dr.Vinodarrao	An International Journal of Education and Humanitees.	2017	ISSN-2320-4710 VOL-V		
34	Working Capital Management in Small Scale Industrial Units-A Study Of Selected Units in A.P	Dr.Aayesha Shaik	International Journal in Commerce,IT & Social Sciences (IJCISS)		ISSN 2394-5702 Impact Factor 4.218	-	

35	Global Financial Meltdown – A Case Study of India: Where Future Heading’,	Dr.D.Thiruve ngala Chary	International Journal of Academic Research –Voice of Intellectuals – A multidisciplinary	2017	ISSN:2348 - 7666		
36	Behavioral Finance and Global Financial Crisis – An Investor Perspective Approach	Dr.D.Thiruve ngala Chary	Indian Journal of Commerce & Management (IJOCAM)	2015	ISSN – 2348-4934		
37	<b>Performance of Consumer’s Purchasing of Smart Televisions in Warangal – An Business Analysis</b>	Dr.Aayesha Shaik	IJMER	2016	ISSN : 2277 – 7881 Impact Factor :4.527(2016 )		



### Books Authored (2016-17 to 2021-22)

Sl.No.	Name of the Teacher	Title of the book/chapters published	Year of Publication	ISBN number of the proceeding	Wether At ther Time of Publication Affilating Instutions was same Yes/No	Name of the Publisher
1	K. Linga Reddy	Business management Using Machine Learning and Deep Learning	2022	ISBN:- 978--93-95439-00-8	Yes	International Scientific research and publications
2	K. Linga Reddy	IoT Anaytics for Business Intelligence	2022	ISBN:978-81-956780-1-3	Yes	Eduright Global Research Publications
3	DR.S.Vinodar Rao	Corportae Accounting	2021	-	Yes	Frontline Publications
4	DR.S.Vinodar Rao	Business Statistics-II	2021	-	Yes	Frontline Publications
5	Dr.D.Thiruvengala Chary	Principles of Management B.Com I Year, II Semester (Textbook)	2017	ISBN 81818038 5-X	Yes	Telugu Academy
6	Dr.D.Thiruvengala Chary	Nirvahana Sutralu (Telugu Medium) B.Com I Year, II Semester (Textbook)	2017		Yes	Telugu Academy
7	Dr.D.Thiruvengala Chary	Business Statistics - I B.Com II Year, Semester -III (Textbook)	2017		Yes	Telugu Academy
8	Dr.D.Thiruvengala Chary	Vyapara Gananka Sastramu - I (Telugu Medium), B.Com II Year, Semester -III (Textbook)	2017	ISBN-978-81-8180-456-3	Yes	Telugu Academy
9	Dr.D.Thiruvengala Chary	Business Statistics - II B.Com II Year, Semester -IV (Textbook)	2018	ISBN-978-81-8180-498-3	Yes	Telugu Academy
10	Dr.D.Thiruvengala Chary	Vyapara Gananka Sastramu - II (Telugu Medium) B.Com II Year, Semester -IV (Textbook)	2018	ISBN-978-81-8180-421-1	Yes	Telugu Academy
11	Dr.N.V.N.Chary	Advanced Corporate Accounting (Textbook) B.Com III Year	2013		Yes	Kalyani Publishers
12	Dr.N.V.N.Chary	Advanced Corporate Accounting (Textbook) B.Com III Year	2013		Yes	Telugu Academy
13	Dr.N.V.N.Chary	Accountancy Intermediate	2015		Yes	Telugu Academy

		Second Year (Textbook) E/M				
14	Dr.N.V.N.Chary	Accountancy Intermediate Second Year (Textbook) T/M	2015	ISBN-81- 81-80- 278-0	Yes	Telugu Academy
15	Dr.N.V.N.Chary	Information Technology B.Com I Year I Semester (Textbook)E/M	2016	ISBN- 91912303 30-2	Yes	Telugu Academy
16	Dr.N.V.N.Chary	Information Technology B.Com I Year I Semester (Textbook)T/M	2016	ISBN-978- 81- 928017-9- 7	Yes	Spectrum Telugu Publishing House
17	Dr.N.V.N.Chary	Cost & Management Accounting B.Com III year (Textbook)E/M	2014		Yes	Telugu Academy
18	Dr.N.V.N. Chary	Cost & Management Accounting B.Com III year (Textbook)T/M	2014		Yes	Telugu Academy
19	Chief Editor: Dr.N.V.N.Chary & Editor: Dr.D.Thiruvengala Chary	Accreditation of Higher ducational Institutions Issues, Challenges,Experiences and Perspectives	2014		Yes	Spectrum Publications

## Research Projects (Students) -Jignasa

S No	Project title	Principal Investigator	Year	Remarks
1	<b>Role of Soft Skills for Commerce Education and Career -A study</b>	K.LINGA REDDY	2022-23	Sent to State level Competition
2	<b>Awareness on Entrepreneurship &amp; Startups among Rural Youth - a case study of Warangal district</b>	DR.S.VINODAR RAO	2021-22	Selected for state level presentation
3	<b>Awareness on Insurance Schemes among Select Farmers of Warangal, District, Telangana State</b>	DR.S.VINODAR RAO	2019-20	Won commendable prize
4	<b>Perception of Customers of State Bank of India on the Usefulness of Internet Banking -A Case Study of Customers of State Bank of India, Kakatiya University Branch, Warangal, Telangana State</b>	DR.S.VINODAR RAO	2018-2019	Selected for state level presentation
5	<b>Rural Women Empowerment through Self Help Groups</b>	DR.AAYESHA SHAIK	2017-18	Selected for state level presentation

6	<b>Perceptions of Traders and consumers on GST implementation-an analysis</b>	<b>DR.T. THIRUVANGALA CHARY</b>	2016-17	<b>Won State First Prize</b>
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## Learning Management Sources

S.No	Name of the Faculty	No of video lessons uploaded	No Youtube channels	No of web sites	No of google class rooms
1	Dr.S.VINODHAR RAO	13			
2	G.JEEVAN KUMAR	16	1	2	6
3	K.LINGA REDDY	34	1		
4	J.SARALA JHANSI RANI	11	1	1	6
5	M.SOMIAH	8			
6	G.SUJATHA	13			
7	DR.AAYESHA SHAIK	20			
8	DR.A. SARANGA PANI	13			

9	G.PAVANI	20	2	1	2
10	C.LAVANYA	13			
10	SHEIK KAASIM SHAH	13			
11	J.RAJEERU	20			
TOTAL		194	5	4	14

## Research Projects (submitted)

S No	Project title	Principal Investigator	Duration	Grant in Rs	Funding Agency
1	<b>“ A case study on Dropouts of Girl Students of Rural and Urban Areas of Warangal Urban District of Telangana”</b>	<b>Smt. J.SARAL JHANSI RANI</b>	<b>2019-20</b>	<b>1,10,250=00</b>	<b>Under PMMMNMTT-Scheme, MHRD, GOI, School of Education, Pondicherry University, Pondicherry-Minor Research Project</b>
2	<b>“Role Of Micro-Finance In Human Development – Study of Select Indicators – a Research Project sanctioned by ICSSR, New Delhi.”</b>	<b>DR.AYESHA SHAIK</b>	<b>2016-18</b>	<b>5.00,000=00</b>	<b>ICSSR Sponsored Major Research Project</b>

3	<b>“Impact of organized retailing on Medium and Small Kirana Outlets in Semi Urban Areas of Telangana state- a study of selected districts.”</b>	<b>K.LINGA REDDY</b>	<b>2016-18</b>	<b>230000=00</b>	<b>UGC Sponsored Minor Research Project</b>
4	<b>Working Capital Management in Small Scale Industries- A Case Study of Telangana Region</b>	<b>DR.AYESHA SHAIK</b>	<b>2014-16</b>	<b>469800=00</b>	<b>UGC Sponsored Major Research Project</b>

**VISUAL**  
**GALLERY**





**DR. N V N CHARY, Department of Commerce receiving the State Best Teacher Award from The Government of Andhra Pradesh in 2013**



**Sri M. Somaiah , department of Commerce received “The Best Blood Donation Campaigner Award “ from the Indian Red Cross Society , Warangal of Telangana State in 2018 .**



1. DR D. T. CHARY receiving best teacher award from Sri Navin Mittal IAS, CCE-TS,Hyd-2018



B Com students receiving state first prize in Jigansa Student Study Project-2017





B Com students receiving state commendable prize in Jignasa Student Study Project-2019-20



Prof. B.Rajshaekar addressing in the workshop on Research Methodology in Social Sciences-2017



Professor Madabhushi Sridhar , in the national seminar 2014.





National Seminar on Innovations in Indian Banking (Nov.2017) present Prof. V.Sayanna, Vice Chancellor, KU Warangal.



Sri D. Vinay Bhaskar , hon'ble MLA Hanumaoknda in the two day national seminar (2014)





Sri S. Madhusudhana Chary, Hon'ble Speaker ,Legislative Assembly, Telangana in two day national seminar-2014



Career guidance session by Institute of Company Secretary ship of India-Hyderabad Chapter -2021





Workshop on Research Methodology & Project Report-  
present Prof. K. Rajender, Additional Controller of  
Examinations, KU Warangal -2022



Workshop on Intellectual Property Rights -present Prof. B.Vidhyadhar, Agricultural College( PJAUT) Warangal - 2022





Orientation for B Com I year 2021-22 –present DR. K Mallesham, Principal



B Com students' field study project work-2017





B Com students' field study project work-2018





B Com students' field study project work-2019





B Com students' field study project work-2021



National Seminar organised by the department of commerce on Innovations in Indian Banking -2017





CBPFI Certificate course by Bajaj finserv. (MoU) on GST-2019.



Certificate course on GST-present Prof. K.Raji Reddy from department of commerce KU Warangal-2020



Certificate course on GST-present V.Srinivas Chartered Accountant Warangal-2017





Commerce students laurels in state level cultural and literary fests( Yuvatarngam) 2017-18 & 2019-20



Commerce department swagathmela -2018.





**Practicing with Chartered Accountants**



**Assisting bank customers in documentary preparation**





**Seminar on Career with AMA**



**Seminar on Career with Company Secretary ship**





**Seminar on Career with Company Secretary ship**



CMA , Warangal chapter inauguration in KGC Hanumakonda





Workshop on career with CMA for faculty





**Consumer Day observance**



**National Consumer Awareness**





**Intellectual Property Day**









Industrial Park visit Warangal





**Mulkanur society visit**



**Vijaya Diary visit**





**Visit to Kakatiya Thermal Power Station**



**Industrial Park**





**District Industrial Center**



**Vijaya Dairy**



**TIIC-Zonal office**



Zoom Meeting      You are viewing Linga Reddy Katipalli's screen      View Options

Recording

Prof. K. RAJ REDDY

Unmute   Stop Video   Participants (80)   Chat   Share Screen   Record   Live Transcript   Reactions   Apps   Whiteboards   Leave

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Recording      You are viewing Dr. Malla Reddy, Asst. Profess...s screen      View Options

## TS CPGET-2022 M. Com Entrance

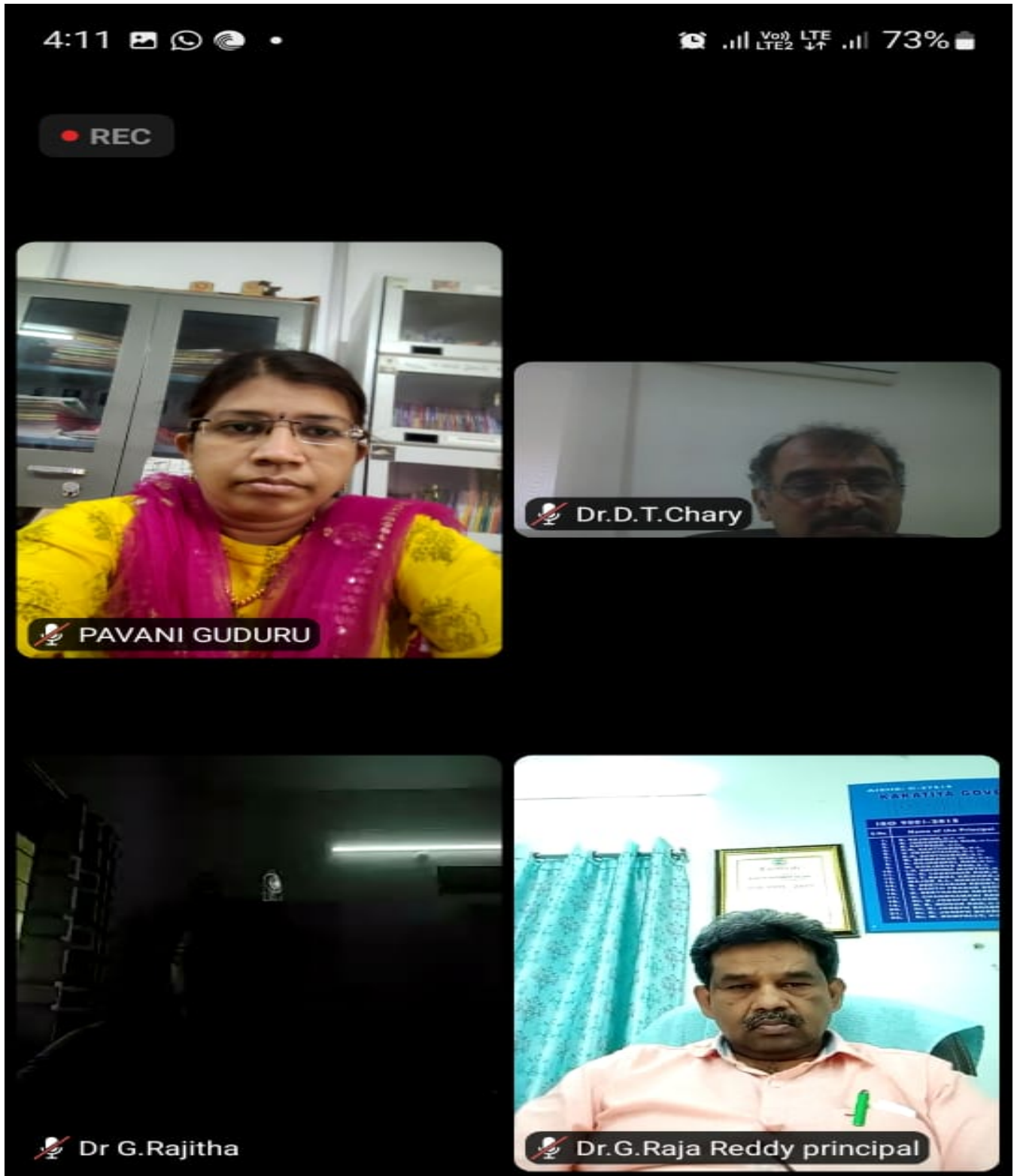
III. FACULTY OF COMMERCE

<p>M.Com. M.Com.(IS) M.Com.(e-Commerce) 27 M.Com.(Computer Applications) M.Com.(Insurance &amp; Banking) M.Com.(Financial Accounting) M.Com.(Travel &amp; Tourism Management)</p>	<p>Osmania, Kakatiya, Telangana, Mahatma Gandhi, Palamuru &amp; Satavahana Universities</p>	<p>M.Com.</p>
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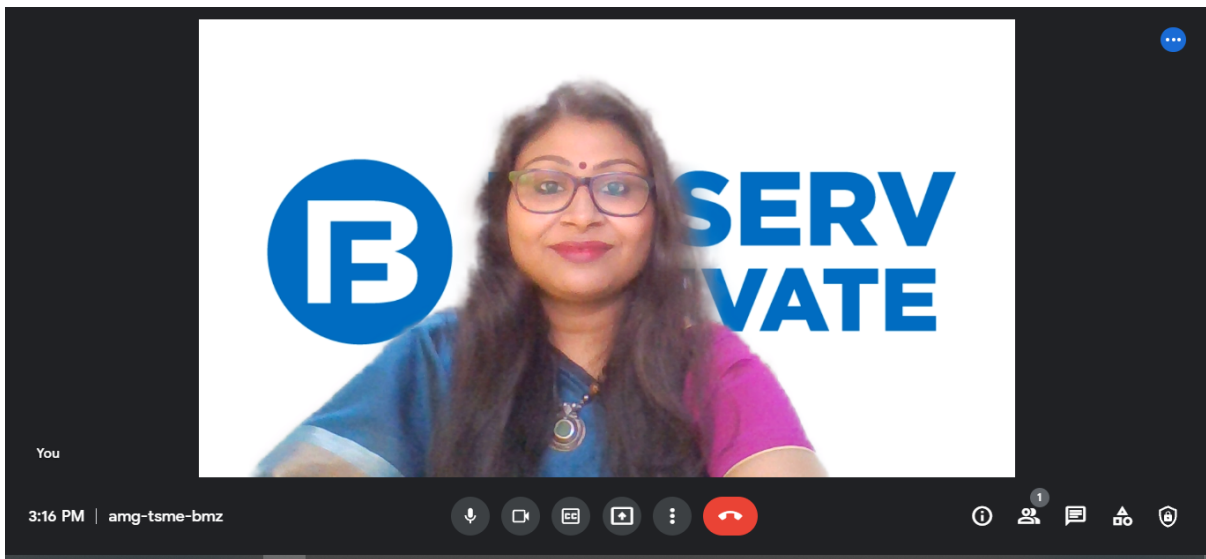


## M. Com State Level Entrance Free Coaching









MoU with Baja Finserv.











**MoUs with premier institutions**





Orientation for I year students













## Quiz & Group Discussions









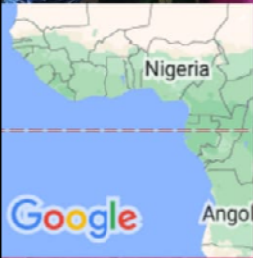


## Student Exchange Program

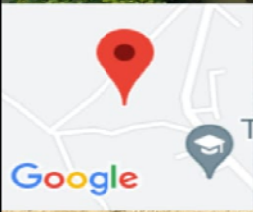




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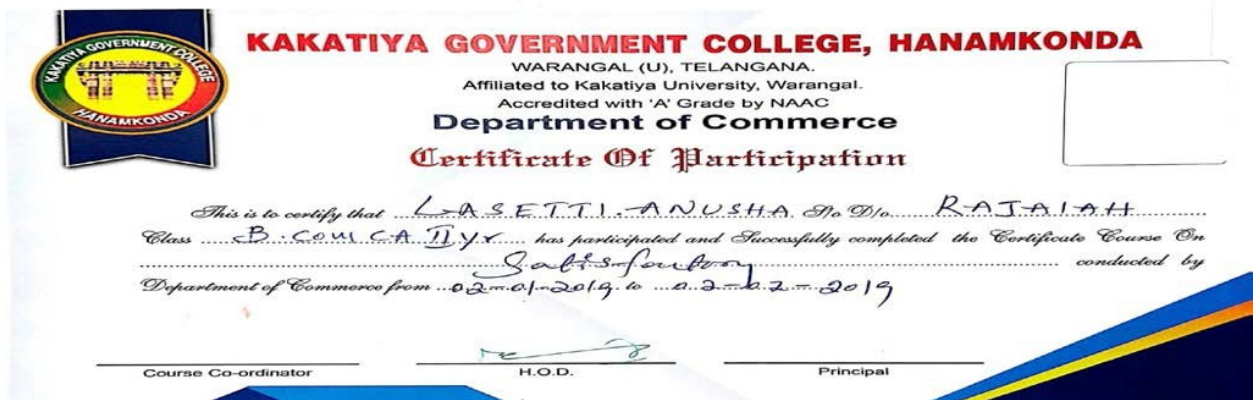
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## Admission Campaign & Counselling





**Certificate course on GST Practices**



**Certificate course on GST Practices**





**Mr. M. Raja Shekar, B Com CA III year selected for National Integration Camp under National Service Scheme at Mysore-Feb.2023**



**Kakatiya Government College, Hanumakonda**  
**Department of Commerce**  
**BBA Program-Program and Course Outcomes- 2020-2023**

No.	Program Outcome
PO1	Upon completion of the BBA program, the individual must demonstrate maturity, professionalism and team working skills.
PO2	Upon completion of the BBA program the students will have general idea of operations in business.
PO3	Upon completion of the BBA program, the individual will have specialized skills to deal with area specific issues of concern.
PO4	Upon completion of the BBA program, the individual will be able to apply technological knowhow for business advancements.
PO5	Upon completion of the BBA program, the individual will be capable of analyzing, investigating and solving critical business issues.

**Program Educational Objectives**

- To develop students professionally to handle business issues.
- To develop students to be a better team worker.
- To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching pedagogy.
- To develop socially, ethically responsible business leaders.
- To sharpen soft and hard skills among the students.
- To promote entrepreneurial skills among students.

**SEMESTER I**

S. No	Course code	Course Type	Course Name	Course Outcomes
1	101	AECC	Environmental Science	CO1. Memorizing the concepts related to the ecological biodiversity of our planet. CO2. Interpreting important processes associated with the evolution of life on earth. CO3. Applying the concepts related to ecology for sustainable life on earth. CO4. Analyzing the importance of wildlife protection and its role in preserving the food chain. CO5. Evaluating the methods of prevention and safety from pollutants. CO6. Formulating the plan for environmental disaster management.
2	102	CC	Fundamentals of Management	CO1: Understand the concept of Management, its levels and functions. CO2: Determine the managerial roles and skills, with special attention to managerial responsibility for effective and efficient achievement of goals. CO3: Understand the planning process, its types and various decision making models. CO4: Ascertain the nature of organization structure,

				and its different types explaining Span of Control. CO5: Understand directing principles, its components and apply the control methods.
3	103	CC	Organisational Behaviour	CO1: Become effective leaders by addressing the human side of enterprise. CO2: Understand individual behavior in organizations, including attitudes, job satisfaction, emotions, personality, values, perception, decision making, and motivational theories. CO3: Understand group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations. CO4: Understand the organizational system, including organizational structures, culture, human resources, and change.
4	104	CC	Statistics for Business Decisions	CO-1. Understand the meaning of statistical terms used in business statistics. CO-2. Analyze statistical data using measures of central tendency, dispersion and skewness. CO-3. Calculate and interpret the simple correlation for a set of data. CO-4. Construct Index numbers and its use. CO-5. Test the adequacy of Index number formulae.
5	105	GE	<b>Generic Elective I</b>	
6	106	SEC	Personality Development & Communication Skills	CO1: Understanding the basic fundamentals of English Grammar required for effective communication. CO2: Enhancing English vocabulary & Improving English Speaking Skills (Accent, Intonation & pronunciation) CO3: Enhancing confidence articulation Skills (to listen, speak and write in English at workplace). CO4: Demonstrating instant sophistication through soft skills, body language & presentation skills CO5: Grooming for corporate etiquettes, group discussion, resume writing (basic ingredients) & mock Interviews

## SEMESTER II

S. No	Course code	Course Type	Course Name	Course Outcomes
1	201	AECC	English	<b>CO1:</b> Students will review the grammatical forms of English and the use of these forms in specific communicative contexts, which include: class activities, homework assignments, reading of texts and writing. <b>CO2:</b> Develop reading, writing and analytical skills and communicate their ideas critically, creatively, and persuasively through the medium of language.

				<p><b>CO3:</b> Equip with the practical, emotional, intellectual and creative aspects of language by integrating knowledge and skills.</p> <p><b>CO4:</b> Enhance LSRW communicative skills through language and literature.</p> <p><b>CO5:</b> Increase confidence in their ability to read, comprehend, organize, and retain written information.</p> <p><b>CO6:</b> Improve their ability to read and understand the written word in everyday life through the study of literary text</p>
2	202	CC	Managerial Economics	<p><b>CO1:</b> Develop Understanding to take business decisions in different business situation using theory and concept.</p> <p><b>CO2:</b> Analyzing consumer behavior and their utility for their consumption through utility, consumer equilibrium, indifference curve &amp; demand concept.</p> <p><b>CO3:</b> Apply the concept of demand and elasticity practically.</p> <p><b>CO4:</b> Evaluate the relationship between price and output determination in different market structure.</p> <p><b>CO5:</b> Demonstrate future demand of a product using qualitative and quantitative techniques.</p>
3	203	CC	Financial Accounting	<p><b>CO1:</b> Demonstrate a good understanding the concept of double entry system and principles of accounting.</p> <p><b>CO2:</b> Apply critical thinking and problem solving skill for preparation of trading and profit and loss account and balance sheet of sole trader.</p> <p><b>CO3:</b> Understand of various methods of maintaining accounts of Departments.</p> <p><b>CO4</b> learn accounting for branches and departments</p> <p><b>CO5:</b> develop understanding about the accounting of single entry system and its difference with double entry system.</p>
4	204	CC	Company Law	<p><b>CO1:</b> Students will understand of the concepts Company Law.</p> <p><b>CO2:</b> They will come to know the Process of formation and registration of company.</p> <p><b>CO3:</b> They will understand the importance and of memorandum of association and Article of association</p> <p><b>CO4:</b> They will understand legal rules related to issue of Prospectus and shares.</p> <p><b>CO4:</b> They will come to know the Process of winding up of company.</p>
5	205	GE	<b>Generic Elective II</b>	
6	206	SEC	IT Tools for Business	<p><b>CO1:</b> The student will understand the basic working of computers and about hardware and softwares.</p> <p><b>CO2:</b> They will come to know working with MS Office, MS excel and MS office</p> <p><b>CO3:</b> They will come to know concept of database management system</p> <p><b>CO4:</b> They will understand communications system,</p>



				types of network, internet, WWW, emails
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### SEMESTER III

S. No	Course Code	Course Type	Course Name	Course Outcomes
1	301	CC	Macro Economics	<p>CO1: understanding of different school of thoughts of Macro economics</p> <p>CO2: Demonstrate a way to measure concepts of national income and its related measure</p> <p>CO3: Examine the GAP between theory of money and the present concepts of money along with concepts of supply of money</p> <p>CO4: Analyze determinants of consumption and investment in the macro economic environment</p> <p>CO5: Evaluate in-depth causes of unemployment and inflation and apply remedies over them in economic policy</p>
2	302	CC	Marketing Management	<p>CO1: Understand the basic concepts, importance of marketing and marketing environment.</p> <p>CO2: Learn concepts related to consumer behaviour and market segmentation.</p> <p>CO3: Analyze the concept of product, branding and product life cycle.</p> <p>CO4: Learn and understand the concepts of pricing and distribution.</p> <p>CO5: Demonstrate the concepts of promotion and promotion mix.</p>
3	303	CC	Cost Accounting	<p>CO1: Familiarize the concept of cost accounting and analysis material cost by various methods of pricing material issues.</p> <p>CO2: Develop the knowledge about remuneration and incentives of labour with calculations of overheads.</p> <p>CO3: Gather knowledge on preparation of cost sheet in organization practical point of view.</p> <p>CO4: Facilitate the idea and meaning of process costing with accounting procedure of costing and analysis the treatment of normal and abnormal losses &amp; gains.</p> <p>CO5: Impart the knowledge of operating costing with various methods and techniques of operating costing.</p>
4	304	CC	Business Environment	<p>CO1: Understand the concept, factors of the business environment and five year plans of India.</p> <p>CO2: Examine the concept and role of social environment, ethics and corporate governance.</p> <p>CO3: Understand various government policies, institutions and its role in business.</p> <p>CO4: Develop insights of economic policies, RBI role,</p>

				process of economic reforms. CO5: Develop knowledge of Technological environment, issues in technology acquisition and transfer.
5	305	GE	<b>Generic Elective III</b>	
6	306	SEC	E-Commerce	CO1: Demonstrate an in-depth knowledge of the roots, concepts and evolution of E-Business and E-Commerce along with its benefits and limitations  CO2: Develop an understanding of the concepts related to EDI and web-based tools used for electronic marketing  CO3: Demonstrate the awareness about security risks pertaining to E-Commerce and digital tools that can help prevent and/or overcome these threats  CO4: Build and understanding of various concepts related to E-Payment Systems and Internet Banking  CO5: Exhibit the knowledge of various applications of E-Business laterally with legal and social impact of E-Commerce

#### SEMESTER IV

S. No	Course code	Course Type	Course Name	Course Outcomes
1	401	CC	Business Research	CO1: Understand the concept, process, design, tools and techniques of RM. CO2: Apply tools, techniques/methods to assist various functions of management. CO3: Analyse the data collected. CO4: Evaluating the results, interpret and present findings. CO5: Preparing research report
2	402	CC	Human Resource Management	CO1: Develop an understanding of the concepts of HRM and its importance in the organization. CO2: Inculcate the essential skill sets required to function as an HR manager. CO3: Integrate the knowledge of HR concepts to take the best managerial decisions. CO4: Contribute to the implementation and evaluation of plans related to employee recruitment, selection, appraisal processes in an organization.

				<p>CO5: Evaluate and implement employee training and development programs.</p> <p>CO6: Analyze the strategies aimed at transfer and promotion of the employees.</p>
3	403	CC	Financial Management	<p><b>CO1:</b> Demonstrate a good understanding of concepts, goals and functions of financial management.</p> <p><b>CO2:</b> Analyze the pattern of fund requirement and associated risk through financial planning.</p> <p><b>CO3:</b> Evaluate various theories of dividend and capital budgeting techniques to allocate funds to the most attractive investment opportunity</p> <p><b>CO4:</b> Estimate various capital structure theories and factors affecting capital structure decisions in a firm.</p> <p><b>CO5:</b> Determine optimum capital structure and cost of capital of various sources like equity, debt, preference and retained earnings.</p> <p><b>CO6:</b> Examine the determinants of working capital requirement of the company and its tools for smooth functioning of business.</p>
4	404	CC	Banking Law & Practice	<p>CO1: Demonstrate a good understanding of the Banking system, their challenges and functions.</p> <p>CO2: Analyze critically the role of RBI , its function s and schemes in India</p> <p>CO3:Examine relationship between banker and customer and their obligations</p> <p>CO4: Evaluate the various types of accounts and problems faced by the customers</p> <p>CO5: Applying bank committees report and bank credit policy</p>
5	405	GE	<b>Generic Elective -IV</b>	
6	406	SEC	Statistical Software Package	<p>CO1: Demonstrate a good understanding of various software used in business analytics and other related activities</p> <p>CO2: Develop and in-depth understanding of how the statistical data is used using statistical software and spreadsheets</p> <p>CO3: Display a better understanding statistical tools and performing them using popular software like, SPSS and MS Excel</p> <p>CO4: Analyzing data looking at different situations</p> <p>CO5: Perform the multivariate statistical tools also</p>



**SEMESTER V**

<b>S. No</b>	<b>Course code</b>	<b>Course Type</b>	<b>Course Name</b>	<b>Course Outcomes</b>
1	501	CC	Quantitative Techniques for Management	<p>CO-1. Understand the key terminologies, concepts, tools and techniques of Quantitative techniques.</p> <p>CO-2. Calculate and interpret the simple regression equation for a set of data.</p> <p>CO-3. Apply probability rules and theoretical distributions to solve problems.</p> <p>CO-4. Analyse time series data and its components by various methods.</p> <p>CO-5. Knowledge about association of attributes and inferential aspects such as test of hypotheses and associated concepts.</p>
2	502	CC	Business Legislation for Management	<p><b>CO1:</b> Will become aware of law related to sales of goods, the unpaid seller</p> <p><b>CO2:</b> Understand about creation and termination of the contract of agency</p> <p><b>CO3:</b> Will understand the different provision related to negotiable instruments</p> <p><b>CO4:</b> Will understand the process of creation and termination of the partnership.</p> <p><b>CO5:</b> Understand consumer protection measures available in India</p> <p><b>CO5:</b> Will be able to understand the applicability of IPR, filing and infringement of IPR</p>
3	BBA-FM-503	DSC	Investment Analysis & Portfolio Management	<p>CO1: understanding the measures of risk and return in financial assets, based on the characteristics of different financial assets and value assets such as stocks and bonds for investment, concept and theories of traditional and modern portfolio management</p> <p>CO2: analyzing stock returns and risk in economic environment and indicators and using various models for the purpose of investment.</p> <p>CO3: measuring the risk and return of a portfolio position and diversify and manage investment portfolios in accordance with a person's risk preferences</p> <p>CO4: evaluating investment advice from brokers to develop optimal portfolio and selecting best portfolio based on different evaluation models</p>
	BBA-MM-503	DSC	Consumer Behaviour	<p>CO1: Discuss the rationale for studying consumer behavior.</p> <p>CO2: Identify and explain factors that influence consumer behavior inclusive of society and culture and demonstrate how knowledge of consumer behavior can be applied to marketing.</p> <p>CO3: Develop an understanding of the motivational factors in consumer behavior and will be able to measure the consumer personality.</p>

				<p>CO4: Demonstrate the impact of reference groups in influencing buying decisions.</p> <p>CO5: Explain the diffusion of innovation and various models of consumer decision making</p>
	BBA-HRM-503	DSC	HRD: Systems & Strategies	<p>CO1: Understand the HRD concepts, evolution and its activity areas.</p> <p>CO2: Analyze and design HRD process.</p> <p>CO3: Understand HRD interventions and its application.</p> <p>CO4: Measure competency and interpret high performance work systems.</p>
4	BBA-FM-504	DSC	Business Analysis & Valuation	<p>CO1: Describe and apply the basic techniques of financial statement analysis (FSA);</p> <p>CO2: Explain the linkage between strategic business analysis, accounting analysis and financial analysis;</p> <p>CO3: Identify and utilize value-relevant information contained within financial statements;</p> <p>CO4: Recognize and explain the fundamental role of accounting numbers in the valuation of entities;</p> <p>CO5: Prepare and substantiate a valuation that incorporates the strategic, accounting and financing activities of a business entity;</p> <p>CO6: Identify and assess ethical considerations accounting disclosure.</p>
	BBA-MM-504	DSC	Advertising & Brand Management	<p><b>CO1:</b> Understand needs and importance of advertising, models of advertising and required planning framework for promotional strategy.</p> <p><b>CO2:</b> Analyze about the target audience, advertising media and its effectiveness.</p> <p><b>CO3:</b> Learn about the media planning, scheduling and media decisions.</p> <p><b>CO4:</b> Demonstrate how to do brand management and strategies corresponding to</p>
	BBA-HRM-504	DSC	Management of Industrial Relations	<p>CO1: Understand the concepts of Trade Unions, Social Security, Labour Welfare and Industrial Relations.</p> <p>CO2: Illustrate the applicability of concepts in various types of organizations.</p> <p>CO3: Demonstrate the problems faced in dealing with disputes and grievances.</p>

				CO4: Suggest the ways to manage various IR issues.
5	BBA-DSE- 505	DSE	<b>Discipline Specific Elective*</b>	
6	BBA-506	SEC	Summer Training Project & Viva	
7	BBA-507	SEC	Research Project Report & Viva	

### SEMESTER VI

S. No	Paper code	Course Type	Course Name	Course Outcomes
1	601	CC	Business Policy & Strategy	CO: On completion of the course, the student will be able to CO1: design, deploy and evaluate business strategies. CO2: conduct environmental scanning using different methods. CO3: implement tools and techniques for strategic analysis and decision making.
2	602	CC	Financial Institutions & Markets	CO1: Understanding the concepts, structure, functioning and theories related to financial markets, institutions and services  CO2: Analyzing the different types of financial markets and the product traded therein.  CO3: Illustrating an awareness of the current structure and functioning of the financial Markets, Institutions and Services.  CO4: Demonstrating an awareness of the regulation of the Indian Financial Markets, Institutions and services sector.  CO5: Evaluating and creating strategies to promote financial products and services.  CO6: Identifying the Regulators in Financial System and understanding the role of various intermediaries in the system



3	BBA-FM-603	DSC	Project Appraisal & Analysis	<p>CO1: understanding the relevance of alternative project appraisal techniques, financial structuring and financing alternative identification of a project, feasibility analysis including market, technical and financial appraisal of a project and the elements of social cost benefit analysis.</p> <p>CO2: analyzing the learning and understand techniques for Project planning, scheduling and Execution Control</p> <p>CO3: applying technology tools for communication, collaboration, information management, and decision support and appraisal techniques for evaluating live projects</p> <p>CO4: interacting with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment</p> <p>CO5: evaluating and appreciating contemporary project management tools and methodologies in Indian context</p>
	BBA-MM-603	DSC	Marketing of Services	<p>CO1: Students will be able to learn growth and importance of services and basics of service.</p> <p>CO2: Students will be able to learn marketing mix in service marketing and its implementation</p> <p>CO3: Students will be able to learn service marketing strategy, how to frame them and how to use them so to have competitive advantage.</p> <p>CO4: Students will be able to learn concept, dimensions and process of services and models of services and demand management in services.</p> <p>CO5: Students will be able to learn importance of relationship building and how to use them to build a strong personal-professional relationship with the customers and they also able to learn about different service industries prevailing in Indian economy.</p>
	BBA-HRM-603	DSC	Performance & Compensation Management	<p>CO1: Design an organization's performance management process that is compliant with law.</p> <p>CO2: Compare and contrast various organizational performance management programs and best practices and define attributes of effective performance management systems.</p> <p>CO3: Assess performance appraisal methods and various tools to devise their successful career paths (through feedback, mentoring, coaching, and competency development).</p> <p>CO4: Understand basic compensation concepts and recognize job evaluation methods and related pay decisions.</p>

				CO5: Analyze, integrate, and apply the knowledge to solve compensation related problems in organizations and understand the wage concepts in India.
4	BBA-FM-604	DSC	Investment Banking & Financial Services	CO1: Understanding various concepts of Merchant Banking Services. CO 2: Learning different terminologies and stages involved in issue management. CO 3: Understanding and Evaluating fund and fee based financial services namely leasing; Insurance; hire purchase; venture capital financing; credit rating; and securitization.
	BBA-MM-604	DSC	Retail Management	<b>CO1:</b> Memorize the concepts related to retail management. <b>CO2:</b> Explain the reasons for the growth of retailing in India. <b>CO3:</b> Illustrate the various types of retail formats. <b>CO4:</b> Examine the store design, location, and layout planning. <b>CO5:</b> Evaluate the retail sales promotion strategy. <b>CO6:</b> Synthesize the plan for retail store operation.
	BBA-HRM-604	DSC	Talent & Knowledge Management	CO1: The students will understand the concept of Talent management and its relevance in organizations. CO2: The students will develop the necessary skill set for the application of various Talent issues. CO3: Integrate the knowledge of concepts to take correct talent management and talent retention decisions CO4: They will understand planning for acquiring and retention of talent management CO5: Students will understand proper strategies for talent engagement and retention
5	BBA-DSE-605	DSE	<b>Discipline Specific Elective*</b>	

6	BBA-606	SEC	Comprehensive Viva	
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### GENERIC ELECTIVES

S. No	GENERIC ELECTIVE	COURSE	Course outcomes
1	BBA GE -01	Ethics & Corporate Social Responsibility	<p>CO1: Comprehend the concept of business ethics and reasons of unethical business practices.</p> <p>CO2: Exhibit a relationship between business ethics and the Changing Environment.</p> <p>CO3: Understand the relevance of driving forces of CSR present scenario.</p> <p>CO4: Familiarize with cultural differences of CSR in Indian and International context.</p>
2	BBA GE -02	Entrepreneurship And Small Business Management	<p><b>CO1:</b> Define the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p> <p><b>CO2:</b> Explain the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p> <p><b>CO3:</b> Illustrate the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p> <p><b>CO4:</b> Examine the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p> <p><b>CO5:</b> Evaluate the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p> <p><b>CO6:</b> Synthesize the concepts related to entrepreneurship: entrepreneur, functions, development programs, motivation; rural and small scale enterprise.</p>
3	BBA GE -03	Development of Management Thought	<p>CO1: The students will understand the major influences on the development of management thought.</p> <p>CO2: Identify the five major perspectives of management thought that have evolved over the years.</p>



			<p>CO3: The different sub-fields that exist in the classical perspective of management and discuss the central focus of each.</p> <p>CO4: The theories of the major contributors to the behavioral perspective of management.</p>
4	BBA GE -04	Production & Operations Management	<p>CO1: Analyze the Network Design and Logistics Management of a firm</p> <p>CO2: Apply the concepts of Vendor Management.</p> <p>CO3: Understand the Inventory Management concepts.</p> <p>CO4: Learn and understand the key issues of IT in SCM</p>
5	BBA GE -05	Income Tax Law And Practices	<p><b>CO1:</b> Acquire knowledge regarding the basic concepts of Income Tax.</p> <p><b>CO2:</b> Compute the taxable income/gain under different heads of Income.</p> <p><b>CO3:</b> Determine eligible deductions and compute taxable income and tax liability of an individual.</p> <p><b>CO4:</b> Understand the Assessment procedure &amp; e-filing of Income Tax Returns and Computation of Tax.</p> <p><b>CO5:</b> Obtain knowledge about TDS, advance payment of tax, income tax authorities, and provisions of appeal, revision and penalties</p>
6	BBA GE -06	Management Information System	<p>CO1: Students will be able to understand the leadership role of Management Information systems in achieving business competitive advantage through informed decision making.</p> <p>CO2: Student will be able to analyze and synthesize business information and systems to facilitate evaluation of strategic alternatives.</p> <p>CO3: Students will be able to effectively communicate strategic alternatives to facilitate decision making.</p> <p>CO4: Student will be able to establish and understanding of the various techniques for system analysis and design.</p> <p>CO5: Student will be able to develop an understanding of the principles and techniques used in the System Development Life Cycle.</p>
7	BBA GE -07	Foreign Language- French I	<p>CO1: The students will be understanding the basic concepts of French language and its importance in today's time</p> <p>CO2: The learner will be analyzing the basic visuals, auditory of French.</p> <p>CO3: The students will be familiarizing with the Francophone cultures.</p> <p>CO4: The students will be comparing and contrasting the similarities and differences between his/her own culture and those of various French-speaking cultures</p> <p>CO5: he students will be combining sentences and phrases to express opinions on topics related to the self, personal interest, and everyday life.</p>

### DISCIPLINE SPECIFIC ELECTIVES

S.NO.	DS ELECTIVES	COURSE	SEMESTER	Course Outcomes
1	BBA DSE 505-01	Management Accounting	V SEMESTER	<p>CO1: Acquaint with the fundamentals principles of management accounting.</p> <p>CO2: Prepare; analyze and interpret financial statements.</p> <p>CO3: Analyze typical business transactions to determine their effects on the principal elements of financial statements</p> <p>CO4: Take decisions using management accounting tools.</p> <p>CO5: Understand the role of management accounts in planning, control and decision making in an organization</p>
2	BBA DSE 505-02	Distribution & Supply Chain Management	V SEMESTER	<p>CO1: Analyze the Network Design and Logistics Management of a firm</p> <p>CO2: Apply the concepts of Vendor Management.</p> <p>CO3: Understand the Inventory Management concepts.</p> <p>CO4: Learn and understand the key issues of IT in SCM</p>
3	BBA DSE 505-03	Counseling & Negotiation Skills For Managers	V SEMESTER	<p>CO1: Understand the concept, process and skills of counseling.</p> <p>CO2: Evaluate the impact of counseling on employee behavior and performance.</p> <p>CO3: Understand the concept, process and tactics of negotiation.</p> <p>CO4: Know the sub process, communication and barriers in negotiation.</p> <p>CO5: Determine the role of trust, ethics, cultural differences in negotiation.</p>
4	BBA DSE	Global Business	V	CO1: selecting and applying disciplinary knowledge to business

	505-04	Environment	SEMESTER	<p>situations in a local and global environment.</p> <p>CO2: identifying the research issues in business situations, analyse the issues, and propose appropriate and well-justified solutions.</p> <p>CO3: identifying and assessing ethical, environmental and/or sustainability considerations in business decision-making and practice,</p> <p>CO4: implying social and cultural aspects of business situations.</p>
1	BBA DSE 605-01	International Finance	VI SEMESTER	<p>CO1: Understanding international integration of finance and analyzing various theories of international trade.</p> <p>CO2: Learning basic theorems of exchange rate determination.</p> <p>CO3: Identifying various financial instruments and strategies used in forex market.</p> <p>CO4: Applying knowledge of hedging strategies to identify, evaluate and manage foreign exchange risk exposures faced by forex market participants.</p> <p>CO5: Learning international investment and working capital management system.</p>
2	BBA DSE 605-02	International Marketing	VI SEMESTER	<p>CO1: Developed an understanding of major issues related to international marketing</p> <p>CO2: Access the different entry modes in the international business</p> <p>CO3: Analyze the recent trends in India foreign trade policy and its procedures</p> <p>CO4: Demonstrate the various channels of distribution used in international marketing, its procedure and promotion tools used in export and import.</p> <p>CO5: Evaluate export documentation and its procedures in the international marketing</p>

3	BBA DSE 605-03	Industrial Law	VI SEMESTER	<p>CO1: Analyse the dynamic legal context in which employment relationships are enacted.</p> <p>CO2: Understand the provisions of the Industrial Disputes Act, 1947 which provides for settlement of industrial disputes through conciliation, voluntary arbitration and compulsory adjudication.</p> <p>CO3: Understand the process of trade union formation, working, role of trade union and concept &amp; process of bonus.</p> <p>CO4: Determine the process and rules of wages, minimum wages payment to the workers.</p> <p>CO5: Gained insights in workers contract, apprentices training and equal remuneration to the workers.</p>
4	BBA DSE 605-04	Transnational And Cross Cultural Marketing	VI SEMESTER	<p>CO1: Define culture, communication, intercultural communication, ethnocentrism, and multiculturalism.</p> <p>CO2: Identify and describe the various aspects of culture which affect a person's worldview, values, and behavior.</p> <p>CO3: Understand the diversity of worldviews, values, behavior, traditions, and experiences of co-cultures and their interactions.</p> <p>CO4: Understand the diversity of worldviews, values, behavior, traditions, and experiences of</p> <p>CO5: Understand the roles of culture, language, power, and communication on global product development.</p> <p>CO6 Demonstrate the concepts of pricing decision keeping cultural aspect into consideration</p>



Kakatiya Government College, Hanumakonda-Telangana – 506001.  
 Affiliated to Kakatiya University-Warangal.

**DEPARTMENT OF COMMERCE**  
**B.COM (GENERAL) & (CA)**

<b>PROGRAMME OUTCOMES &amp; COURSE OUTCOMES</b>			
<b>Programme</b>	<b>Combination</b>	<b>Programme Outcomes</b>	<b>Programme Specific outcomes</b>
<b>B.Com (General) &amp;(CA)</b>	<b>B.Com (General) and B.Com (Computer Applications )</b>	<p>This programme aims to make the students employable and self employment oriented.</p> <p>After completion of the B.Com programme, the students are expected with the following outcomes:</p> <ol style="list-style-type: none"> <li>1. They attain skills like management skills, entrepreneurial ability, numerical ability, administration ability, marketing ability etc.</li> <li>2. Students can independently start their own business.</li> <li>3. Attains knowledge in trade, finance, commerce, insurance, income tax, banking, money market, capital market, warehousing etc.</li> <li>4. The students will be capable in decision making in their personal and professional life.</li> </ol>	<ol style="list-style-type: none"> <li>1. Attains basic knowledge of commerce, e-commerce, tally etc.</li> <li>2. After completion of degree the students have the opportunities like manager, accountant, cost accountant, bank manager, auditor, stock agents and so on.</li> <li>3. Students can prepare for professional exams like CA, CS, UPSC, CMA etc</li> <li>4. Gains knowledge in income tax laws and procedures.</li> <li>5. The programme aims to develop entrepreneurial skills among students this leads to new <b>startups</b>.</li> <li>6. The programme imparts developing oral and written communication, statistical skills, legal knowledge, information technology etc.</li> </ol>

## COURSE OUTCOMES

S.No.	Paper Title & Paper Code	CO	Course Outcomes
1	<b>FINANCIAL ACCOUNTING – I DSC101</b>	CO1	The student gains the knowledge about principles of accounting, accounting standards, and basic knowledge on journal, ledger and trial balance.
		CO2	Student acquires knowledge on types of cash book and subsidiary books.
		CO3	Student will be able to know the reasons for differences between cash book and pass book.
		CO4	Students learn how to rectify the errors and types of depreciation.
		CO5	Student gains the knowledge in preparing the final accounts of a sole trader.
2	<b>BUSINESS ORGANIZATION AND MANAGEMENT  DSC102</b>	CO1	Acquires basic knowledge on business and forms of business.
		CO2	Student gains the knowledge on preparation of important documents of joint stock company.
		CO3	Student learns about functions and principles of management.
		CO4	Learns about planning and organizing.
		CO5	Knows the meaning of authority and responsibility, techniques of effective coordination.
3	<b>FINANCIAL ACCOUNTING-II DSC201</b>	CO1	Student gains the knowledge on negotiable instruments.
		CO2	Learns the accounting treatment of consignment.
		CO3	Gains knowledge on methods of keeping records for joint venture accounts.
		CO4	Determines the ascertainment of profit in Single entry system.

		C05	Learns the accounting treatment of non-profit organizations.
4	<b>BUSINESS LAWS</b> <b>DSC202</b>	CO1	Understands the basic contract act, essentials of a valid contract, types of contract.
		CO2	Gains knowledge on consumer protection act and sale of goods act.
		CO3	Learns about the types of intellectual property rights.
		CO4	Gains knowledge on duties and responsibilities of company director, meetings, minutes etc.
		CO5	Learns about the modes of winding up of a company.
5	<b>ADVANCED ACCOUNTING</b> <b>BC304</b>	CO1	Learns the accounting treatment of partnership.
		CO2	Student gains knowledge on dissolution and insolvency of a partner.
		CO3	Student knows about the types of shares , issue of share capital etc.
		CO4	Student learns about the different types of companies acts.
		CO5	Student acquires knowledge about goodwill and valuation of goodwill.
6	<b>BUSINESS STATISTICS-I</b> <b>BC305</b>	CO1	Acquires knowledge about origin and development of statistics, statistical investigation, primary and secondary data, tabulation of data.
		CO2	Students will be able to do diagrammatic and graphical presentations of frequency distributions.
		CO3	Gains knowledge to solve 5 types of averages.
		CO4	Acquires knowledge on dispersion and skewness.
		CO5	Gains knowledge on karl pearson's correlation and rank correlation.
7	<b>INCOME TAX-I</b> <b>BC306</b>	CO1	Gains knowledge on canons of taxation, basic concepts of income tax.
		CO2	Will be able to compute agricultural and non-agricultural income.
		CO3	Gains knowledge on computation of income from salary.
		CO4	Gains knowledge on computation of income from house property, deductions under section 24.

		CO5	Will be able to compute the income from business and profession.
8	<b>ENTREPRENEURIAL DEVELOPMENT &amp; BUSINESS ETHICS BC307</b>	CO1	Learns about entrepreneur, women entrepreneur in India, challenges & opportunities of entrepreneurship.
		CO2	Learns the ways of entrepreneurial development, selection of right opportunity.
		CO3	Learns about budget and planning financial analysis, project financing and MSMEs.
		CO4	Learns about policies and programmes of entrepreneurial development.
		CO5	Learns about business ethics and moral values.
9	<b>CORPORATE ACCOUNTING BC404</b>	CO1	The student will be able to compute the liquidator's final statement of account.
		CO2	Gains basic knowledge and accounting treatment on amalgamation.
		CO3	Gains knowledge in preparation of final statement after reconstruction.
		CO4	Learns about the accounts of banking companies.
		CO5	Gains knowledge on accounts of insurance companies and insurance claims.
10	<b>BUSINESS STATISTICS-II BC405</b>	CO1	The student will be able to compute regression lines.
		CO2	Learns about different types of index numbers and tests of consistency.
		CO3	Learns about the components of time series, their uses and limitations.
		CO4	The students will be able to compute probability and theorems of probability.
		CO5	The students gains knowledge on theoretical distributions.
11	<b>INCOME TAX-II BC406</b>	CO1	Student gains knowledge in short term and long term capital gains
		CO2	The student knows about general incomes, specific incomes, casual income and deductions.
		CO3	Gains knowledge on carry forward of losses, computation of gross total income, deductions from GTI u/s 80C to 80U.



		CO4	The students will be able to compute tax liability of individuals.
		CO5	Gains knowledge on assessment procedure and filing of e-returns.
12	<b>AUDITING BC407</b>	CO1	Will be able to understand Auditing as per AASB.
		CO2	Learns about Auditors qualifications, qualities, remuneration, rights and duties.
		CO3	Learn about internal control, internal check and internal audit.
		CO4	Will be able to do vouching of trading transactions and vouching of cash transactions.
		CO5	Learns about verification and valuation of assets.
13	<b>COST ACCOUNTING BC503</b>	CO1	Gains knowledge in cost concepts and cost classification.
		CO2	Acquires knowledge on inventory control techniques.
		CO3	The students will be able to compute wages payment methods, methods of allocation and apportionment of overheads.
		CO4	Will be able to compute tenders and estimated costs, job cost sheet.
		CO5	Will be able to solve contract and process accounts, compute normal and abnormal losses.
14	<b>BANKING THEORY AND PRACTICE BC505</b>	CO1	Acquires knowledge of working of Indian Banking system, origin and growth of banking, nationalization of commercial banks, emerging trends.
		CO2	Acquires knowledge on the role of RBI.
		CO3	Learns about the types of banks.
		CO4	Students acquire knowledge on KYC norms, opening of accounts, types of customers.
		CO5	Learns about duties and responsibilities of paying and collecting banker, precautions to be taken while advancing loans against securities.
		CO1	Student acquires knowledge on techniques of financial management, maximization of wealth management.

15	<b>FINANCIAL MANAGEMENT BC507</b>	CO2	Gains knowledge on financial planning.
		CO3	Understands the concepts of over capitalization and undercapitalization.
		CO4	The student will be able to analyze the differences in cost of capital, cost of debt, and cost of equity capital.
		CO5	Gains knowledge on net income approach, net operating income approach, traditional approach.
16	<b>PRINCIPLES OF MARKETING BC508</b>	CO1	The student acquires knowledge about marketing definition, scope, concept and online marketing opportunities and challenges.
		CO2	Learns about marketing environment, micro and macro environment.
		CO3	Learns about marketing segmentation.
		CO4	Acquires knowledge on consumer behavior, post purchase behavior, organizational buyer.
		CO5	Learns about market research process, ethics in marketing.
17	<b>MANAGERIAL ACCOUNTING BC603</b>	CO1	Learns about the techniques of managerial accounting.
		CO2	The students will be able to compute BEP and learn its assumptions, importance and limitations.
		CO3	Acquires the knowledge of marginal costing and decision making.
		CO4	Will be able to prepare the budgets.
		CO5	Will be able to prepare the estimations of working capital requirements.
18	<b>COMPANY LAW BC604</b>	CO1	Learns about company promotion, memorandum of association, articles of association, prospectus, commencement of business.
		CO2	Learns about company director duties, responsibilities, remuneration etc.
		CO3	Gains knowledge on company secretary appointment, duties, liabilities etc.
		CO4	Gains knowledge in types of company meetings.
		CO5	Learns about modes of winding up of a company.

19	<b>FINANCIAL INSTITUTIONS AND MARKETS BC605</b>	CO1	The student gets an overview of Indian Financial System.
		CO2	Gains the knowledge on role of financial institutions in economic development.
		CO3	Learns about state level development banks.
		CO4	Acquires knowledge on money market.
		CO5	Acquires knowledge on capital market.
20	<b>HUMAN RESOURCE MANAGEMENT BC607</b>	CO1	Learns about introduction of human resource management, Elton mayo's human relations theory.
		CO2	Learns about human resource planning.
		CO3	Acquires knowledge on recruitment methods and selection process.
		CO4	Learns about human resource training and development.
		CO5	Learns about performance appraisal methods.
21	<b>TAX PLANNING AND MANAGEMENT BC608</b>	CO1	The student knows about tax planning, tax avoidance, tax evasion.
		CO2	Students gain knowledge on basic salary, DA, gratuity, medical allowances etc.
		CO3	Understands the concept of tax planning for profit and gain of business or profession and capital gain.
		CO4	Learns about short term loans, term loans, public deposits, bonus issues.
		CO5	Learns about various types of mergers and amalgamations.

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Department of Commerce

## B.Com. Business Analytics

### Program General Outcomes

Code	Outcome
<b>PO1</b>	Business, Accounting and Finance Knowledge: Ability to apply business, accounting and finance knowledge which is essential for decision making in an organization
<b>PO2</b>	Problem Analysis: Ability to apply basic statistical, legal, finance, accounting and analytical skills for interpreting business-related problems.
<b>PO3</b>	Develop Solutions: Ability to critically analyze and develop solutions to meet the specific needs of an organization.
<b>PO4</b>	Adapting to Systems: Ability to adapt to new systems by applying discipline
<b>PO5</b>	Specific knowledge and entrepreneurial skills to solve problems and provide valid conclusions.
<b>PO6</b>	Communication: Communicate effectively on problems, issues and solutions with community and with society at large, such as being able to comprehend and write effective reports and design documentation, make effective presentations, and give and receive clear instructions.
<b>PO7</b>	Ethics & Environment: Apply ethical principles and commit to professional ethics and responsibilities and norms in research and the functional areas, understand the issues of environmental context and sustainable development.
<b>PO8</b>	Individual and team work: Function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.
<b>PO9</b>	Self-directed and Life-long Learning: Acquire the ability to engage in independent and life-long learning in the broadest context of socio, economic and technological changes.



## Program Specific Outcomes

Code	Outcome
<b>PSO1</b>	Understand and develop wide spectrum of analytical skills in the areas of Trade, Commerce and Industry.
<b>PSO2</b>	Apply critical and analytical research skill to evaluate the real time problems in specialized field of study.
<b>PSO3</b>	Versatility to function in multi-disciplinary work environment, develop good interpersonal skills with work ethics and societal responsibilities.
<b>PSO4</b>	Prospective career opportunities and growth in the field of big data analytics
<b>PSO5</b>	Learning trending programming language for career advancements

## Course Outcomes

<b>Name of the Course</b>		<b>FINANCIAL ACCOUNTING – I</b>
<b>Course Code</b>		
CO1	Identify the key principles of accounting, branches of accounting and apply them in the process of accounting.	
CO2	Acquaint them with different types of subsidiary books.	
CO3	Compare the balances of cash book and pass book and reconcile them.	
CO4	Categorise the types of errors, rectify them and prepare final accounts.	
CO5	Assess the value of assets by using different methods of depreciation.	

<b>Name of the Course</b>		<b>MANAGERIAL ECONOMICS</b>
<b>Course Code</b>		
CO1	Identify various utility approaches and the laws associated with cardinal utility approach.	
CO2	Identify the factors determining the demand along with the laws of demand and able to demonstrate the knowledge of understanding of elasticity of demand.	
CO3	Identify the factors determining the supply along with the laws of supply and identify the factors determining the production and also able to demonstrate short run and long run production laws.	
CO4	Distinguish between various types of costs short run and long run costs	
CO5	Develop knowledge regarding National income, Measurement of National Income ,Business cycle and inflation	

<b>Name of the Course</b>		<b>PRINCIPLES OF MARKETING</b>
<b>Course Code</b>		
CO1	Exemplify the key concepts of marketing; define the role of marketing in economic development, and also will be able to identify the relevance of marketing mix for various products and services.	
CO2	Identify the main factors and forces of marketing environment that affect a firm's ability to build and maintain successful customer relationships.	

CO3	Describe major bases for segmenting consumer and business markets; define and be able to apply the three steps of target marketing: market segmentation, target marketing, and market positioning; understand how different situations in the competitive environment will affect choices in target marketing.
CO4	Explain the major types of consumer market and business market buying behaviour, the stages in the buyer decision process and analyze the major factors that influence both consumer market and business market purchasing decision.
CO5	Define the basic concepts related to marketing research and list the marketing research process.

<b>Name of the Course</b>		<b>BUSINESS MATHEMATICS</b>
<b>Course Code</b>		
CO1	Familiarize the concepts of Time Value of Money by Grasping the Concepts of Simple Interest, Compound Interest and Annuities.	
CO2	Examine the nature of the variables by figuring out the logical relationship of the functional behaviour, also the fundamentals of Limits, Continuity and Sets through their applications in the field of Business and Industry.	
CO3	Conceptualize the core methods of Mathematical Operations using Matrices.	
CO4	Apply the concepts of quadratic equations and progressions in practical business decisions.	
CO5	Integrate Differentiation & Integration applications in the areas related to economics & business	

<b>Name of the Course</b>		<b>INFORMATION TECHNOLOGY FOR BUSINESS ANALYTICS</b>
<b>Course Code</b>		
CO1	Identify various parts of computers and their functions.	
CO2	Distinguish various operating systems and execute DOS commands.	
CO3	Make use of Ms.-word application.	
CO4	Design power point presentation.	
CO5	Apply the concepts of Internet and Multimedia.	

<b>Name of the Course</b>	<b>FINANCIAL ACCOUNTING-II</b>
<b>Course Code</b>	
CO1	Outline the various contemporary issues of accounting.
CO2	'Identify the profit/loss understatement of affairs method and conversion method in single entry system.
CO3	Prepare accounts of non-trading concerns.
CO4	Solve problems related to types of capital accounts, admission, retirement and death of a partner of partnership firm.
CO5	Evaluate the firms at the time of dissolution and insolvency of partnership firm.

<b>Name of the Course</b>	<b>BUSINESS ORGANISATION &amp; MANAGEMENT</b>
<b>Course Code</b>	
CO1	Classify the concepts of business -trade,industry and commerce.
CO2	Distinguish different forms of business organisations
CO3	Outline the features of Joint Hindu family firm and Categorize different forms of companies.
CO4	Explain the principles of management in business organisations, and develops the skills to act as manager.
CO5	Discuss the concept organization, centralization, decentralization and delegation of authority.

<b>Name of the Course</b>	<b>DATA ANALYSIS WITH EXCEL</b>
<b>Course Code</b>	
CO1	Identify the data analysis methods and tools in excel application.
CO2	Interpret formatting, sorting, filtering.
CO3	Analyze and implement calculations using formulae and function methods
CO4	Apply knowledge for Design Chart and graphs.
CO5	Interpret data using validation tools Goal seek method and lookup wizard



<b>Name of the Course</b>	<b>Business Statistics-I</b>
<b>Course Code</b>	
CO1	To familiarise the basic concepts of statistics along with methods of collection and presentation of data.
CO2	To compute averages using different methods of central tendency.
CO3	To examine the variation of data through different methods of dispersion.
CO4	To identify the skewness and peaked ness in the data using the methods of skewness and kurtosis
CO5	To determine the relation between variables using the methods of correlation.

<b>Name of the Course</b>	<b>Financial System</b>
<b>Course Code</b>	
CO1	Illustrate the role of financial system in economic development.
CO2	Explain about the growth and operations of the Commercial banks in India
CO3	Elucidate the role of RBI with functioning of various banks under the control of RBI
CO4	Describe the regulations and workings of Indian Money Market.
CO5	Evaluate the regulations and functioning of the stock exchange and differentiate the role of different Banks in Indian financial System.

<b>Name of the Course</b>	<b>FINANCIAL ACCOUNTING</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>□ To provide a strong foundation in fundamental accounting concepts, various elements of financial statements and relevant accounting standards.</li> <li>□ To be familiar with partnership, companies and inventory accounts.</li> <li>□ To inculcate the knowledge of international financial reporting standards.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Relate accounting concepts and conversion to prepare financial statements		K1
2	Outline the preparation of final accounts using AS1 & 5		K2
3	Explain the preparation of Depreciation and Bank Reconciliation statement		K2
4	Examine the concepts of consignment and joint venture.		K4
5	Outline the preparation of partnership accounts		K2

**K1** - Remember; **K2** - Understand; **K3** - Apply; **K4** - Analyze; **K5** - Evaluate; **K6** - Create

<b>Course Name</b>	<b>FUNDAMENTALS OF BUSINESS ANALYTICS</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>□ To achieve and establish vital understanding of big data application in business intelligence.</li> <li>□ To institute the concept of systematic transformation of process-oriented data into information of underlying business process.</li> <li>□ To exhibit knowledge of data analysis techniques and to apply principles of data sciences integrating enterprise reporting.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Outline the business analytical role		K2
2	Examine the business view of information technology application		K4
3	Explain the concepts of OLTP, OLAP and BI		K3
4	Demonstrate the data integration and data modelling concepts		K4
5	List the concepts of Enterprise reporting and BI in real world		k4
<b>K1</b> - Remember; <b>K2</b> - Understand; <b>K3</b> - Apply; <b>K4</b> - Analyze; <b>K5</b> - Evaluate; <b>K6</b> - Create			

<b>Course Code</b>	<b>SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>□ To familiarize the fundamental concept of Securities and Portfolio Management</li> <li>□ To provide knowledge of risk and return involved in the different types of Securities</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Outline the nature and scope of Investment management		K2
2	Explain the concepts of Security valuation using various techniques		K2
3	Demonstrate the fundamental analysis and its theories		K3
4	Examine the process of portfolio analysis and its relevant theories		K4
5	List the techniques of portfolio plans		K4
<b>K1</b> - Remember; <b>K2</b> - Understand; <b>K3</b> - Apply; <b>K4</b> - Analyze; <b>K5</b> - Evaluate; <b>K6</b> - Create			

<b>Course Code</b>	PRINCIPLES OF FINANCIAL MANAGEMENT	<b>Syllabus Version</b>	
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▫ To familiarize the students with the principles and practices of financial management.</li> <li>▫ To understand the concepts of Financial Management and their application for managerial decision making</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Define and identify the concepts of Financial Management		K1
2	Understand Capital Structure and leverage for strategic Financial Decision Making		K2
3	Apply the concept of cost of capital and techniques of capital budgeting to enhance the investment proposal.		K3
4	Illustrate the importance and estimation of working capital in the organization		K2
5	Outline the concepts of dividend policy		K2
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

<b>Course Name</b>	COST AND MANAGEMENT ACCOUNTING		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▫ Knowledge on Classification of Material, Labour and Overheads.</li> <li>▫ To provide the fundamental knowledge and techniques in Management Accounting</li> <li>▫ To apply the tools and techniques used to plan, control and make decisions</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Recall various concepts of costing and costing methods		K1
2	Analyze the material costing with various methods		K4
3	Explain the labour wage payment system		K2
4	Outline the various concepts relating to management accounting		K2
5	Analyze financial statements using ratio analysis		K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

<b>Course Code</b>	INCOME TAX		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▫ To state the laws relating to income tax and procedures.</li> <li>▫ To equip the students with revised provisions of The Income Tax Act of 1961.</li> <li>▫ To lay down a foundation for computing gross total income, rebate and the total tax liability of an individual.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Outline the various terminologies related to income tax		K1
2	Understand the method of calculating and levying tax		K2
3	Apply the various tax laws and available provisions in tax computations		K3
4	Evaluate the set off and carry forward of losses while calculating personal income		K5
5	Analyze self-assessment of income and tax computation		K4
<b>K1</b> - Remember; <b>K2</b> - Understand; <b>K3</b> - Apply; <b>K4</b> - Analyze; <b>K5</b> - Evaluate; <b>K6</b> - Create			

<b>Course Name</b>	<b>BUSINESS ORGANISATION AND MODELS</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▫ To enable the students to learn principles and concepts of Business.</li> <li>▫ To provide a theoretical knowledge about the process of decision making with models of business.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Classify the basic ideas of Business		K2
2	Indicate the Preparation method of business models.		K2
3	Outline the financial models of business		K2
4	Illustrate the marketing and selling models to promote business		K2
5	Explain the models of HR in business		K4
<b>K1</b> - Remember; <b>K2</b> - Understand; <b>K3</b> - Apply; <b>K4</b> - Analyze; <b>K5</b> - Evaluate; <b>K6</b> - Create			



<b>Course Name</b>	<b>FINANCIAL MARKETS AND INSTITUTIONS</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to: To enable the students to know the functioning of Indian financial markets and institutions.			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Relate the concepts of Indian financial system		K1
2	Outline the concepts of New issue market		K2
3	Examine the role and functions of Investment Institutions in India		K4
4	List the types, role and performance of Mutual funds and its regulations		K4
5	Identify the importance and kinds of derivatives		K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

<b>Pre-requisite</b>	<b>CYBER LAW</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to: After the successful completion of the course the student should have a thorough knowledge on the basic concepts which lead to the formation and execution of electronic contracts			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Relate the concepts of Cyberspace		K1
2	Outline the technical aspects of encryption		K2
3	Analyze the law of procedures and factors influencing computer crime		K4
4	Interpret and Analyze the Legal frame work for Electronic Data Interchange		K2
5	Examine the authentication of electronic records		K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

<b>Course Name</b>	<b>GOODS AND SERVICE TAX</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▮ To provide an in depth knowledge of the various provisions of indirect taxation</li> <li>▮ To know the various types of indirect taxes like, excise duty, customs duty, production linked tax, and Value Added Tax</li> <li>▮ To identify situations where input tax credit is available.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Relate the concepts of Indirect Taxes		K1
2	Understand the Levy and Collection of Cost of GST		K2
3	Explain the concepts relating to supply of goods and services		K3
4	Analyze the registration procedure under GST		K4
5	Outline the scope, objectives relates to customs law		K2
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

<b>Course Name</b>	<b>LEGAL ASPECTS OF BUSINESS</b>		
<b>Course Objectives:</b>			
The main objectives of this course are to:			
<ul style="list-style-type: none"> <li>▮ To acquaint the student with the knowledge of basic legal aspects under various laws.</li> <li>▮ To provide knowledge of the various rights and liabilities under the various laws.</li> </ul>			
<b>Expected Course Outcomes:</b>			
On the successful completion of the course, student will be able to:			
1	Outline the essential elements of Indian Contract Act		K2
2	Understand the sale of goods act		K2
3	Inspects the nature and registration process in partnership act		K4
4	Explain the importance, types and claim settlement of insurance		K4
5	Examine the need for consumer protection act, its procedures for consumer grievances		K4
<b>K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create</b>			

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### **B.Com Taxation**

#### **Programme General Outcomes**

At the end of three year 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- Equip with skills and knowledge to excel in their future careers

PO 4- Develop critical thinking skills in students

PO 5- Enter master programmes like M. Com, MBA and pursue professional programmes like C.A, CMA, C.S, etc.

PO 6- Develop entrepreneurial skills

#### **Programme Specific Outcomes**

At the end of three year B.Com Model I programme with specialization in Finance and Taxation, 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 Companies.

PSO 3- File Income tax return and compute the tax liability of individuals

PSO 4- Develop proficiency in the management of an organization

PSO 5- Attain skills in conducting business transactions online

PSO6 - Learn the basic skills for the effective utilization of

funds PSO7 - Follow the ethics pertaining to business

transactions

## **Course Outcomes**

After completing each course under three year B.Com programme with specialization in Finance and Taxation, the students will be able:

### **SEMESTER 1**

#### **Core Course -1: DIMENSIONS AND METHODOLOGY OF BUSINESS STUDIES**

CO1- To understand business and its role in society

CO2- To have an understanding of Business ethics and CSR

CO3- To comprehend the business environment and various dimensions

CO4- To familiarise Technology integration in business

CO5- To introduce the importance and fundamentals of business research

#### **Core Course -2: FINANCIAL ACCOUNTING– I**

CO1- To equip the students with the skill of preparing accounts and financial statements of various types of business units other than corporate undertakings

CO2- To introduce single entry system of accounts

CO3- To enable students with the skills to prepare royalty

accounts, CO4- To understand the system of preparing

consignment accounts CO5- To familiar with the procedure

involved in the farm accounts.

#### **Core Course -3: CORPORATE REGULATIONS AND ADMINISTRATION**

CO1- To understand the provisions of Company Act 2013.

CO2- To familiarize on capital structure and the procedure of share allotment.

CO3- To attain knowledge on rights and duties of shareholders, members and types of meetings in the companies.

CO4- To familiar with rules and regulations relating to appointment of directors



CO5- To acquire the knowledge on modes and procedure of winding up of companies

**Complementary Course 1:  
BANKING AND INSURANCE**

CO1- To familiarize the students with the basic concepts and practice of banking and the principles of Insurance

CO2- To provide the students an understanding about recent trends and innovations in the banking sector.

CO3- To provide basic awareness to students about the concept of risk and various types of insurance. CO4- Gain knowledge on various kinds of life insurance plans

CO5- Familiarize the types of the general insurance in India

**SEMESTER 2**

**Core Course -4 FINANCIAL ACCOUNTING – II**

CO1- To gain knowledge on preparation of accounts in Hire purchase and Instalment system.

CO2- To acquire the skill to prepare different types of branch accounts.

CO3- To transform the accounting knowledge in preparing departmental accounting. CO4- To familiar with the procedure involved in the dissolution of partnership firms. CO5- To familiarize students with the application of important accounting standards.

**Core Course -5  
BUSINESS REGULATORY FRAMEWORK**

CO1- To understand the rules governing Indian Contract Act

CO2- To familiarize the rights and discharges of duties by parties in Indemnity, Guaranty, Bailment and Pledge

CO3- To acquire knowledge of rules governs setting up of agency and termination of agency

CO4- To understand the legal provisions of Sale of Goods Act.

CO5- To know the legal provisions of the laws relating to business.

**Core Course -6:  
BUSINESS MANAGEMENT**

CO1- To acquire knowledge on principles of management

CO2- To understand the corporate strategic planning techniques

CO3- To acquire the knowledge on organization structure

CO4- To familiarize with the different types of leadership

CO5- To acquaint students with various the techniques of controlling and co-ordination management techniques like Quality Circle, TQM, BPR and Six Sigma

**Complementary Course 2–  
PRINCIPLES OF BUSINESS DECISIONS**

CO1- To help the students to understand Decision-making and application of economic theories in decision-making

CO2- To acquaint students with concept of demand, demand theory demands forecasting

CO3- To imparting idea about production function and analysis

CO4- To enable the students to understand Cost analysis

CO5- To make the students familiar with the pricing in different markets

**SEMESTER 3**

**Core Course -7 CORPORATE ACCOUNTS – I**

CO1- To make the students familiarise with the rules relating to issues of shares and debentures. CO2- To make the students familiarise with the rules relating to underwriting of shares

CO3- To familiar with computation of the financial results of companies

CO4- To familiar with preparation of Investments account

CO5- To familiar with computation of Insurance claims

## **Core Course -8 QUANTITATIVE TECHNIQUES FOR BUSINESS – I**

CO1- To explain the features and methods of statistics

CO2- To apply the appropriate sampling survey method and collect

data CO3- To calculate an appropriate measure of central tendency

CO4- To calculate an appropriate measure of dispersion

CO5- To interpolate and extrapolate a value from a series and use it for forecasting

## **Core Course -9 FINANCIAL MARKETS AN OPERATIONS**

CO1- To introduce the operations of Indian financial system to the students

CO2- To create awareness regarding the operations of primary market iIndia

CO3- To understand the role of secondary market in the financial market operations

CO4-To gain knowledge about the mutual funds, its operations, advantages and disadvantages

CO5- To acquire knowledge about the various derivative instruments deal in the Indian financial market

## **Core Course 10: MARKETING MANAGEMENT**

CO1- To understand the marketing concepts and marketing environment.

CO2- To acquire knowledge on product planning and product life cycle.

CO3- To gain knowledge on choice of distribution channels and pricing strategies.

CO4- To understand the various methods of promotion.

CO5- To understand the peculiarities of marketing, marketing of agricultural products and functions of commodity market.

CO1- To provide knowledge about goods service tax

CO2- To create employability to the students in the commercial tax practices

CO3- To understand the procedure for registration, payment and refund of GST

CO4- To know tax related with movement of goods

CO5- To understand the appeals, offences and penalties with respect to GST

## **SEMESTER 4**

### **Core Course 11: CORPORATE ACCOUNTS – II**

CO1- To compute the final accounts for a corporate group like banking companies

CO2- To compute the final accounts for insurance companies

CO3- To give a detailed idea about internal reorganization of companies

CO4- To apply the knowledge gained in preparation of final accounts of amalgamated companies

CO5- To study the procedure followed for the liquidation of companies

### **Core Course 12: QUANTITATIVE TECHNIQUES FOR BUSINESS- II**

CO1- To provide exposure on calculation of measures of correlation

CO2- To provide 1 exposure on calculation of Regression

CO3- To acquaint students with the concept of index number

CO4- To introduce the students about the concept of provability

CO5- To acquire knowledge about time series analysis

### **Core Course -13**

#### **ENTREPRENEURSHIP DEVELOPMENT AND PROJECT MANAGEMENT**

CO1- To understand the concept, functions and growth of entrepreneurship

CO2- To familiarise with project identification and feasibility analysis

CO3- To learn to design and appraise the project and factors influencing the plant location.

CO4- To acquire the knowledge on formalities and documentation for registration

CO5- To understand the government policies for the growth of SSIs



- CO1- To create basic idea about financial services and merchant banking
- CO2- To facilitate the knowledge about venture capital and securitization
- CO3- To understand the concept of leasing and factoring
- CO4- To familiarity with the credit rating
- CO5- To aware about the concept of mergers and acquisitions

## **SEMESTER 5**

### **Core Course 14: COST ACCOUNTING- I**

- CO1- To understand the concept of costing and related terms.
- CO2- To familiarity with the estimation and controlling of material cost
- CO3- To understand the estimation and controlling of labour cost
- CO4- To familiarity with the estimation of overhead cost
- CO5- To able to prepare cost sheet

### **Core Course 15: ENVIRONMENT MANAGEMENT AND HUMAN RIGHTS**

- CO1- To give the students an understanding of natural resources and ecosystems
- CO2- To create awareness among students about the importance of biodiversity and its conservation.
- CO3- To create awareness among students about the consequences of pollution and possible solutions to avoid pollution
- CO4- To familiarize students with human rights
- CO5- To examine the application of Human rights in the field

### **Core Course 16: FINANCIAL MANAGEMENT**

- CO1- To learn the theoretical foundations of financial management and Financial management decisions.
- CO2- To familiarize the theories of capital structure and the concept of cost of capital
- CO3- To evaluate feasibility of various investment options
- CO4- To provide basic knowledge about working capital management .
- CO5- To understand the factors determining dividend policy adopted by companies.

### **Optional Core 3: INCOME TAX I**

CO1- To collect the basic concepts and definitions of Income Tax Act 1961

CO2- To know the residential status of assessee and incomes exempted from tax

CO3- To familiar with the computation of income from salary

CO4- To familiar with the computation of income from house property

CO5- To familiar with the computation of income from business and profession

### **OPEN COURSE: FUNDAMENTALS OF ACCOUNTING**

CO1- To familiarize the students with the basic accounting principles and practices in business

CO2- To enable students to record transactions in the books of original entry.

CO3- To enable students to post the transactions to the ledger

CO4- To enable students to prepare the final accounts.

## **SEMESTER 6**

### **Core Course 17: COST ACCOUNTING- II**

CO1- To enable the students to understand job costing, batch costing and contract costing.

CO2- To understand the students the different operating methods to control and reduce cost of rendering services

CO3- To inform the students about the methods of costing and also used to ascertain the cost at each stage of manufacturing

CO4- To aware the students to analyse the behavior of cost in relation to changes in volume of Output

CO5- To understand the students about the different tools in the hands of management for effective utilization of resources.

### **Core Course 18: ADVERTISEMENT AND SALES MANAGEMENT**

CO1- By knowing about the various concepts related to advertisements, students will be able to identify misleading and false advertisements and will also get a general idea about framing advertisements.

CO2- The students will acquire copy writing skills and will also be equipped with the ability to choose a particular medium for advertisement.

C03- The students will be able to decide an appropriate test for measuring the effectiveness of advertisement as they become aware of various tests for measuring the effectiveness of advertisements.

C04- Enable the students to prepare sales promotion budget and the knowledge about various sales promotion strategies may benefit those students who dream of a career in salesmanship.

C05- The students will be able to formulate their own strategies to manage sales force in their client organization.

### **Core Course 19 : AUDITING AND ASSURANCE**

CO1- To acquaint themselves about the concepts and principles of auditing , auditing process and the objectives of auditing

CO2-To familiarize with basic terms used in auditing

CO3-To know more about internal control and internal check system

CO4-To understand the duties and liabilities of a company auditor CO5-

To get knowledge about preparation of audit report

CO6-To understand more about government audit ,audit of charitable and educational organizations, hospitals, clubs etc.

### **Core Course 20 : MANAGEMENT ACCOUNTING**

CO1- To understand the basic concepts of management accounting

CO2- To understand the analysis of financial statements by using various methods

CO3- To enable the students to understand different ratios used for analyzing financial Statements

CO4- To helps the students to prepare fund flow statement for the business organization

CO5- To helps the students to prepare the cash flow statement required for the business

### **Core Course 21: INCOME TAX II**

CO1- To familiar with the computation of capital gain

CO2- To familiar with the computation of income from other sources

CO3- To know about the aggregation of income and deduction u/s 80C to 80U

CO4- To know about the assessment of individuals

CO5- To aware about the income tax authorities and their powers and duties.