

**MATUSHRI PUSHPABEN VINUBHAI VALIA**  
**COLLEGE OF COMMERCE**

**BACHELOR OF MANAGEMENT STUDIES (BMS)**

**FYBMS- SEM 1**

**INTRODUCTION OF FINANCIAL ACCOUNTS**

**OBJECTIVE**

- 1.To enhance students' knowledge about Accounting terminology and Principles of Accounting. To enable students to classify income and expenditure and acquaint with Accounting Standards
2. To make students acquainted with the aspects and types of Depreciation. To enhance knowledge of final accounts of sole trader, manufacturing concerns and creating awareness of Companies Act

**COURSE OUTCOME**

**After completion of this course, the outcome will be as follows:**

CO1: To create knowledge about accounting concepts and conventions and awareness of Accounting standards and IFRS

CO2: To clarify the fundamental knowledge of basics of accounting transactions and distinguishing between capital and revenue items and to recall rectification of errors and bank reconciliation statement

CO3: To enhance the learner's knowledge of different methods of Depreciation and preparation of Trial balance.

CO4: The learner is enhanced with the knowledge of accounting treatment of final accounts and its adjustments

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS LAW**

#### **OBJECTIVES**

- 1.To Impart Basic knowledge about contracts and types of contracts and to learn the different Negotiable Instruments for transfer of value in terms of money.
- 2.To familiarise learners with various provisions of company and Intellectual Property Rights – Patents , Trademarks , copyrights.

#### **COURSE OUTCOME**

After completion of the course , the outcome will be as follows :-

CO 1:Students learn basic concepts of contract and kind of contracts, provisions of consideration , free consent etc

CO 2: Students gain understanding of negotiable instruments and its types , promissory notes , Bills of Exchange and rules related provisions.

CO 3: Learners gain in-depth knowledge of company law which includes Memorandum of Association , Articles of Association , Prospectus and Transmission of Shares etc.

CO 4: Students are informed about the rules of Intellectual Property Rights includes Patents , Trademarks , Copyrights and Geographical Indications etc

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS COMMUNICATION**

#### **OBJECTIVE**

1. Learner will be able to communicate effectively as the course provide overview of prerequisites of Business Communication
2. Develops learner human skills, interpersonal skills and facilitates their abilities to work collaboratively with others in corporate world

#### **COURSE OUTCOME**

**After completion of this course, the outcome will be as follows :**

CO1: Learners create the understanding of basic concepts of Communication and Methods & modes of communication which enable them to interact effectively.

CO2: Learners understand the application of concepts of business ethics and overcoming the areas which can hinder communication.

CO3: Enables learners with applications of Business Correspondence that cater them to communicate effectively in organisations.

CO 4: Develop learners ability to analyse , interpret and edit the content to meet the challenges in the business environment.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS STATISTICS**

#### **OBJECTIVES**

1. To demonstrate knowledge of classical and repeated measures multivariate methods and computational techniques.
2. To gain knowledge of the concept of a random variable and the probability distributions.

#### **COURSE OUTCOME**

**After completion of the course , the outcome will be as follows :-**

CO 1 :- Interpret a frequency table of quantitative data.

CO 2:- Calculate the range of a data set, and recognize it's limitations in fully describing the behaviour of a data set

CO 3:- Perform calculations involving simple, composite and weighted index numbers

CO 4:- Demonstrate knowledge of probability and the standard statistical distributions.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **FOUNDATION OF HUMAN SKILLS**

#### **OBJECTIVE**

1. Understand the basic behaviour pattern of humans, which is the most important resource of a business and to deal with them in an apt manner.
2. Deal & negotiate with different kinds of human nature with greater awareness of human behaviour.

#### **COURSE OUTCOME**

**After completion of the course, the outcome will be as follows:**

**CO1:** Learner understands the concept of human behaviour, personality and attitude, thinking, learning skills by the basics of human nature.

**CO2:** Learner applies the knowledge of group behaviour, enhances team effectiveness, evaluates the implications of power and politics in the organisation.

**CO3:** Learner understands the organisational culture and motivation at the workplace.

**CO4:** Learner demonstrates organisational change, creativity and development and work stress in organisation.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS ECONOMICS**

#### **OBJECTIVE**

1. To stimulate the student interest by showing the relevance and use of various economic theories.
2. To apply economic reasoning to problems of business.

#### **COURSE OUTCOME**

**After completion of this course, the outcome will be as follows:**

CO1: To make concepts easy for learners, demonstrate knowledge and proficiency in the overall foundations of an economy as it relates to supply and demand and its impact on the domestic economy.

CO2: Students are familiarised with nature of demand concept under different markets

CO3: Students can relate to concepts such as opportunity cost principle, basic economic relations-functional relations

CO4: Evaluate the effects of government interventions in individual markets and in the macro economy

CO5: The students have a fair view on different market structures such as monopolistic competition and oligopolistic markets, The students recall the concepts of cost-oriented pricing method.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **FOUNDATION COURSE - I**

#### **OBJECTIVE:**

1. To make students socially aware of societal problems and develop a positive outlook on the same.
2. To develop preliminary understanding related to culture, social, constitutional and political aspects of the Indian economy to meet the challenges and issues of Indian society.
3. To develop practical knowledge through project work.

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

CO1: Students recall concepts of religion, caste, gender and linguistic diversity in relation to Indian situations.

CO2: Students form a sensitised approach towards social problems of disparity arising out of gender inequality and discrimination plaguing Indian society.

CO3: Creates an understanding of the causes of conflicts and inequality manifested due to caste system, and inter group rivalry.

CO4: Learners enhance the application based knowledge of fundamental duties and maintaining peace and harmony in the community.

CO 5: Evaluate the implications for inclusive politics

CO 6: Create practical knowledge through project work on topics covered in the course.

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**COLLEGE OF COMMERCE**

**SEMESTER- 2**

**BUSINESS MATHEMATICS**

**OBJECTIVE**

1. To Qualitative describe features of a matrix, e.g., diagonal, upper or lower triangular
2. To define the derivative of a function and apply appropriate differentiation formulas to evaluate the derivative of various types of functions.

**COURSE OUTCOME:**

**After completion of this course , the outcome will be as follows:**

CO1: Demonstrate understanding of concepts relating to functions and annuities

CO2: Demonstrate understanding of basic concepts in linear algebra, relating to linear equations, matrices, and optimization

CO3: Develop the ability to give different interpretations of derivative, such as derivative as slope of tangent line and derivative as rate of change.

CO4: Demonstrate understanding of common numerical methods and how they are used to obtain approximate solutions to otherwise intractable.



# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **PRINCIPLES OF MARKETING**

#### **OBJECTIVE**

- 1 To enable learners to obtain the basic knowledge and skill required in the field of marketing
- 2 To develop marketing leadership qualities in organising business activities

#### **COURSE OUTCOME**

**After completion of this course, the outcome will be as follows :**

CO 1 : To demonstrate strong conceptual knowledge in Marketing.

CO 2 : To Identify the various component of Marketing Environment, Research and behaviour

CO3: Enables learner to design the various Marketing Mix element

CO 4 : To create marketing strategies in alignment with new trend in marketing

**MATUSHRI PUSHPABEN VINUBHAI VALIA**  
**COLLEGE OF COMMERCE**

**BUSINESS COMMUNICATION-II**

**OBJECTIVE**

- 1 To Enhance learner's communication skills required from business point of view
- 2 To develop the writing skills from the point of business correspondences

**COURSE OUTCOME**

**After completion of this course, the outcome will be as follows:**

CO 1: To enhance knowledge and update skills of effective presentation.

CO 2: Learner develops the understanding of conducting Interviews, meetings and conferences for successful business

CO3: Enables learner application skills of Business Correspondences

CO 4 : Enable learner to create reports on the basis of investigation

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **PRINCIPLES OF MANAGEMENT**

#### **OBJECTIVE**

- 1 To introduce basic concepts of Management and enhance learners' ability to use these concepts in the industrial world.
- 2.To develops management, interpersonal and leadership skills through various theories and concept and apply them to succeed in professional world.

#### **COURSE OUTCOME**

**After completion of this course, the outcome will be as follows:**

- CO1: To enhance the knowledge of basic concepts, various theories and approaches applicable in management
- CO2: Learner develops skill to take right decision by application of various technique
- CO3 : Learns to analyse various factors influencing span of control and delegation of authority
- CO4: Learner synthesis the learning from concepts of directing ,leadership, coordination, and control measures in business

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **FOUNDATION COURSE II**

#### **OBJECTIVE:**

1. By the end of this unit students are expected to understand the basic concepts of globalisation, liberalisation and privatisation and its impact on agriculture and industry.
2. The students learn various issues regarding the environment such as pollution, ecology, sustainable development etc.
3. To train students to stay composed in different stressful situations and make them mentally strong. In a way a positive personality is developed among the young graduates to become.

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

CO 1: The learner will understand the basic concepts related to globalisation and its impact on the Indian economy.

CO 2: The learner is made aware of different fundamental Human rights in the society.

CO 3: Students understand the nature of the various environmental issues and their duty towards protection of the environment.

CO 4: Students are able to explain the causes of stress, conflict, aggression and violence and also understand the significance of values, ethics in developing the individual.

CO 5: Students will learn various techniques like Yoga, meditation, etc. as tools to manage stress aiming at building peace and harmony in society.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS ENVIRONMENT**

#### **OBJECTIVE:**

1. To make students aware of micro and macro factors affected by the business environment in organisation.
2. To analyse the overall business environment and evaluate its various components in business decision making.

#### **COURSE OUTCOME**

After completion of the course, the outcome will be as follows:

CO1: Demonstrate and develop conceptual framework of business environment.

CO2: Learner will examine the analysis of the political, economic and legal environment for survival of the organisation in the real world.

CO3: Create the social, cultural, technological and competitive environment in the organisation.

CO4: Gain knowledge on the international environment by involving investment opportunities for Indian Industry.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **INDUSTRIAL LAW**

#### **OBJECTIVES:**

1. To learn basic concepts of the Industry and Industrial Dispute Act 1947 and provisions of Health, Safety and Welfare etc for employees.
2. To acquaint students with provisions of Employee State Insurance Act 1948, Employee Provident Fund & Miscellaneous Act 1952 and various provisions of Bonus Act 1965.

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#### **COURSE OUTCOME:**

After completion of the course, the outcome will be as follows: -

CO 1: Students get an idea about Industrial Dispute Act 1947, understands the concept of strike, lay-off, retrenchment, lock out etc and rules related with The Trade Union Act 1926.

CO 2: To acquaint learners with the provision of The Factory Act 1948 which include rules related with general duties of occupier, health, safety and welfare of employees and concepts of The Workmen's Compensation Act, 1923.

CO 3: To gain in-depth knowledge of Employee State Insurance Act, 1948 – committee, councils and benefits and Employees Provident Fund Rules.

CO 4: To know the rules of the Payment of Wages Act, 1948, The Payment of Bonus Act, 1965 and The Payment of Gratuity Act, 1972.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **SYBMS - SEMESTER – 3**

#### **RECRUITMENT & SELECTION ( HR)**

##### **OBJECTIVE:**

1. To develop knowledge of concepts and skills necessary to be able to place the right person at the right job and improve business performance.
2. To enable learners to formulate and implement systematic approaches to the selection process.

##### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: To build the basic concepts related to recruitment and selection which are required to draft the recruitment advertisement.

CO2: Learner is able to examine the candidate on the basis of screening and interviewing the candidates applied for the position in an organisation.

CO3 : Application of knowledge to conduct the successful induction program for new recruits in the organisation.

CO4: Create social and soft skills which are required to be successful in today's corporate world.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **ADVERTISING (MARKETING)**

#### **OBJECTIVE :**

- 1 To introduce key principles of advertising which enable them to make their product awareness campaign successful in the market
- 2 To familiarise learner with various strategies that help them to capture maximum share in the market

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: Students gain knowledge of various concepts of advertising, ethics and law to be followed in the advertising world.

CO2: Students learn advertisement plan & strategies, and also to develop skills to operate as an advertising professionals in an advertising agency

CO3: Students learn to apply various creative strategies to build successful advertising campaign

CO4: Students learn to evaluate advertising effectiveness and to formulate appropriate budgets specific to the organisation's financial capacity.



# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS PLANNING & ENTREPRENEURIAL MANAGEMENT**

#### **OBJECTIVE :**

1. To introduce learner with key concepts of Entrepreneurship which are vital to frame business plan and Entrepreneurship Development
2. To provide knowledge and develop skills which facilitates learner to become self employed ( Entrepreneur)

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: To build the foundation concepts which are necessary to be a successful entrepreneur.

CO2: To examine the concepts of various types of entrepreneur and develop skills to operate as an entrepreneur

CO3 : Enable learners to analyse the business plan and the critical risk pertaining to the plan

CO4: Develop and Create a successful business plan and arranging fund required for venture set up

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BASICS OF FINANCIAL SERVICES**

#### **OBJECTIVE**

- 1.To enhance students knowledge about the concepts of financial system and it's role in managing business
2. To orient students about insurance company operations along with different insurance policies and possibilities of investment in different mutual funds.

#### **COURSE OUTCOME**

After completion of this course ,the outcome will be as follows:

CO1: To create knowledge about financial markets along with SEBI and RBI regulations.

CO2: To enhance learner's awareness about commercial banks, development banks and RBI rules.

CO3: To enhance the learner's knowledge about basic terminology of Insurance and it's types and benefits.

CO4: The learner is acquainted with options of mutual fund investments and evaluation of its performance

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **INFORMATION TECHNOLOGY IN BUSINESS MANAGEMENT- I**

#### **OBJECTIVE:**

- 1.To learn basic concepts of information technology, its support and role in Management, for managers
- 2.To provide practical hands-on training required for office automation in MS Office software.

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

CO1:Examine various support systems and automation tools.

CO2: Solve a range of problems using office productivity applications and adapt quickly to new software releases.

CO3:Learn basic concepts of Email, internet and websites.

CO4: Recognise security aspects of IT in business, highlighting electronic transactions, advanced security features

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **ACCOUNTING FOR MANAGERIAL DECISIONS**

#### **OBJECTIVE:**

- 1.To enable students to acquaint with the basic accounting fundamentals, techniques and methods of management accounting, working capital management and cash flow statement
2. To develop Financial analysis skills and its application. To enable students to create an in-depth understanding of the core concepts of business finance and its importance in managing a business .

#### **COURSE OUTCOME**

After completion of this course the outcome will be as follows :

CO1 :To prepare financial statements in accordance with the appropriate accounting standards.To create practical knowledge of analysis and interpretation of financial statements

CO2:To enhance the application of different Accounting ratios for inter firm and inter period comparison for setting future goals.

CO3:To prepare the cash flow analysis based on activity performed in accordance with accounting standards and generate cash balance

CO4:To develop a position to estimate working capital requirements and its implications in case of trading and manufacturing organisation and calculate operating cycle. To determine the various Methods of credit evaluation and monitoring the Debtors techniques.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **STRATEGIC MANAGEMENT**

#### **OBJECTIVE:**

1. To learn the management policies and strategies at every level to develop conceptual skills in this area as well as their applications in the corporate world.
2. To critically examine the management of the entire enterprise from the top management viewpoints.

#### **COURSE OUTCOME:**

**After completion of the course, the outcome will be as follows:**

**CO1 :** Learner inputs the knowledge of business policy, strategic management and mission, vision, goals and objectives for the organisation.

**CO2 :** Know, implement and apply strategic management processes to analyse and improve organisational performance.

**CO3:** Learner practically implements the various strategies through implementation of organisation's policies.

**CO4:** Learner evaluates and controls the various strategic alternative in the corporate world.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **CORPORATE FINANCE**

#### **OBJECTIVE:**

- 1.To enable students to develop an understanding of nature, structure of corporate finance related areas and to impart knowledge regarding sources of finance for a business and to create an in-depth understanding of the core concepts of corporate finance and its importance in managing a business .
2. To develop a conceptual framework of finance function and to acquaint students with the tools and techniques of financial management in relation to financial decision making.

#### **COURSE OUTCOME**

After completion of this course the outcome will be as follows :

CO1 :To recall the various sources of finance and impact of over capitalisation and under capitalisation and concept of private placement of securities

CO2:To enhance the application of different capital structure theories, calculation of cost of Capital and impact of leverages on business risk and operating risk.

CO3: To determine the application based knowledge of time value of money ,techniques of capital budgeting and risk and returns and evaluate the implications of various techniques on Investment decisions .

CO4:To analyse and determine the various mobilisation of funds in relation to SEBI regulations

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **CONSUMER BEHAVIOUR**

#### **OBJECTIVE**

1. To discuss the basic concepts and the tools used consumer decision making process
2. To discuss the procedure of Process of consumer needs and motivation, personality, self-concept

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: Students learn the consumer decision making process and its application in marketing functions of firms.

CO2: Understands individual determinants of consumer behaviour with reference to consumer needs and motivation, personality, self-concept, consumer perception learning and attitude.

CO3: Learns environmental determinants of consumer behaviour with reference to role of different members in family, social class, group dynamics, and cultural influence in buying behaviour.

CO4: Students recall the concept of E- buying and different behaviour which influences E-buying.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **MOTIVATION AND LEADERSHIP**

#### **OBJECTIVE**

1. To discuss the basic concepts that affect individual personalities
2. To discuss the principles and procedure of various theories, regarding motivation

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: There is clarity about individual differences among different personalities and thereby sensitising the students related to such differences.

CO2: The students can distinguish between type a and type b personalities, there is ease in analysing of attitude, self- esteem and risk-taking.

CO3: Students learn ways to resolve conflicts by using resolution strategies and Students can apply various theories, regarding motivation and reinforcement taught in the class.

CO4: Learner recalls the concept of types of stress, causes and consequences of such stress. There is emphasis on ways of coping with stress which helps the students in their day-to-day life.



# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **FOUNDATION COURSE- III**

#### **OBJECTIVE:**

1. To make students aware about protection of environmental resources in the real world.
2. To develop practical knowledge about the environmental innovations in business.

#### **COURSE OUTCOME:**

**After completion of the course, the outcome will be as follows:**

**CO1:** Learner describes the environmental concepts as biogeochemical cycles, protection of resources.

**CO2:** Learner identifies and values the effect of the pollutants on the environment: water, atmosphere and soil.

**CO3:** Examines skills and improved understanding of sustainability issues such as environmental degradation and natural resource management.

**CO4:** Learners transform towards non - conventional energy resources as an innovation in business from an environmental perspective.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BASICS OF FINANCIAL SERVICES**

#### **OBJECTIVES :-**

1. To enhance the ability to understand the Financial System and concept of Commercial Banks and RBI.
2. To gain the knowledge of Insurance and related provisions and Mutual Fund companies in India, which will help learners in the real world.

#### **COURSE OUTCOME**

After completion of the course, the outcome will be as follows :-

CO 1 :- To help in improving knowledge of financial system of India which includes structure of financial market, intermediaries, function of financial system etc

CO 2:- To inculcate the concept of Commercial Banks, NPA, rules and concept of RBI, Development Banks etc

CO 3:- To gain in-depth knowledge of Insurance – features, principles of insurance, reinsurance, kind of life insurance etc

CO 4:- To acquaint with Mutual funds concept, features of mutual funds, various schemes, MMMF etc

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **SEMESTER – 4**

### **RURAL MARKETING**

#### **OBJECTIVES:**

1. To explore the students in the agriculture and rural marketing environment so that they can understand consumers and marketing characteristics.
2. Understanding and contributing to the emerging challenges in the upcoming global economic scenario.

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

CO1: Gain conceptual knowledge about rural marketing with special reference to Indian context.

CO2: Understand the rural market distribution in relation with rural consumer, rural market environment and rural consumer behaviour.

CO3: Learners enhance the rural marketing mix with product strategies, by facing competition in the market, with relation to different pricing strategies.

CO4: Learner applies the various rural marketing distribution strategies and communication strategies.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **INTEGRATED MARKETING COMMUNICATION**

#### **OBJECTIVE :**

- 1 To develop ability to unify all the marketing communication tools and send a consistent and persuasive message to achieve company's goal
- 2 Equip learners with knowledge about various tools of IMC and the importance of coordinating them for an effective marketing communication program

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: Students gain knowledge of various concepts of IMC and basic models of Communication process for effective commercial communication

CO2: Students can examine the elements of IMC and adopt the latest trends to design effective communication messages for consumers by integrating various elements and tools.

CO3 : Students will be able to apply a communication model to develop a successful advertising campaign for business.

CO4: Learn to evaluate effectiveness of advertisement for controlling the advertisement budget and also to choose the best media to increase the sales.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **CHANGE MANAGEMENT**

#### **OBJECTIVE :**

- 1 To develop ability to understand the need of change and to respond to the changing business requirement effectively
- 2 To identify ways to reduce resistance to change and foster a collaborative and positive environment for change implementation .

#### **COURSE OUTCOME :**

After completion of this course, the outcome will be as follows :

CO1: Learners gain knowledge of models of change and practical implication of theories in bringing change in an organisation.

CO2: Learner examines the sources of resistance to change and implement an effective change

CO3: Learners are able to analyse the current change in environment and apply effective OD intervention to improve productivity, performance of individuals and of organisation.

CO4: Enable learners to create comprehensive change management strategies to support successful change.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **INFORMATION TECHNOLOGY IN BUSINESS MANAGEMENT- II**

#### **OBJECTIVE:**

1. To learn relationship between database management and data warehouse approaches
2. To learn outsourcing concepts, BPO/ KPO industries and their structures

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

CO1: Gain knowledge about managerial decision-making and to develop perceptive of major functional area of MIS

CO2: Identify the important business functions provided by typical business software such as enterprise resource planning and customer relationship management.

CO3: Evaluate and consider data quality issues through the investigation and critical assessment of the principles and techniques relating to data extraction, cleansing, integration, and transformation

CO4: Develop training programs strategically aligned with your business goals by learning the concepts of Outsourcing.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS ECONOMICS- II**

#### **OBJECTIVE**

1. To introduce the meaning and scope of Macro Economics and its functional relations.
2. To enable students to critically evaluate the consequences of basic macroeconomic policy options under differing economic conditions within a business cycle.
3. To make students identify the objectives and instruments of fiscal and monetary policy.

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: learners learn the concept of national income and relationship with economic welfare and concept of Macroeconomics and various circular flows of income.

CO2: Familiarises learner various concepts in money, prices and inflation

CO3: learner learn objectives and instruments of fiscal policy And public revenue and expenditure.

CO4: learner Acquires sound knowledge of gain from trade and knowledge of basis and intricacies of international trade.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **AUDITING**

#### **OBJECTIVE**

- 1.To enhance students' knowledge about the theoretical concept of Auditing and documentation of Audit planning and it's procedures.
2. To make students acquainted with the different techniques of Auditing.

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1:To enhance students' knowledge of objectives of Auditing, Concepts of Errors and frauds and distinguishing between various types of Audit.

CO2: To create knowledge of the concept of Audit planning, Audit programme, Audit evidence, Audit working papers in relation to Standards of Auditing.

CO3: To orient students with techniques of Auditing and to enable them to determine internal control and internal check and distinguish between internal audit and statutory audit.

CO4: The learner is made aware of the procedure of vouching for obtaining audit evidence and to ascertain the value of assets and liabilities through verification of books of accounts.



# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS RESEARCH METHODS**

#### **OBJECTIVE**

1. To make students aware how data is collected and analysed and testing hypotheses.
2. To make students aware of how a research report is written.

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: Learner able to recall the various concepts of research, learn the different modes of sample selection through probability and non-probability sampling.

CO2: Students able to collect data, analyse it and test hypotheses.

CO3: It helps them to learn and apply the different sources of primary data collection which is helpful for their research projects.

CO4: learner able to recall the various advanced statistical techniques an integral part of RM thus enabling them to take on responsibilities into market research and help in the future

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **PRODUCTION AND TOTAL QUALITY MANAGEMENT**

#### **OBJECTIVE:**

1. To acquaint learners with the basic management decisions with respect to production and quality management.
2. To make learners understand about the designing aspect of the production system.

#### **COURSE OUTCOME:**

**After completion of the course, the outcome will be as follows:**

**CO1 :** Gain basic knowledge in production management relevant to both manufacturing and service industry.

**CO2 :** Demonstrate the tools and techniques of quality management to manufacturing and service process

**CO3 :** Implement the basic principles of TQM in manufacturing and service based organisation.

**CO4 :** Develop quality improvement strategies and certifications in manufacturing and service processes.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **TRAINING & DEVELOPMENT IN HRM**

#### **OBJECTIVE:**

1. To enable learners to Possess the knowledge of various methods of training and development
2. To orient the learners to tailor themselves meet the specific needs of the organization in training and development

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: To demonstrate strong conceptual knowledge about process, assessment and implementation of effective training program

CO2 : To Identify the various counselling techniques and career development

CO3: It will enhance concept of management development

CO4 : To identify various performance, talent and knowledge management

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **FINANCIAL INSTITUTIONS & MARKETS**

#### **OBJECTIVES:-**

1. To gain more knowledge about Indian Financial System and its regulatory framework
2. To familiar with various financial intermediaries and conceptual understanding of various market includes capital market, debt market, money market ,etc

#### **COURSE OUTCOME**

After completion of the course , the outcome will be as follows :-

CO 1 :- To study the structure and components of the Indian financial system.

CO 2 :- To provide an overview of the Indian financial regulatory framework.

CO 3 :- To study the various financial intermediaries operating in the financial system

CO 4 :- To develop an understanding of different aspects of the Indian capital market, debt market, money market, commodity market and derivatives market.

# **MATUSHRI PUSHPABEN VINUBHAI VALIA**

## **COLLEGE OF COMMERCE**

### **BUSINESS ETHICS & CORPORATE GOVERNANCE- IV**

#### **OBJECTIVES**

- 1.The student will comprehend the values and implement in their career to become good manager
2. Student will be able to confront with multiple challenges faced by modern business organisation

#### **COURSE OUTCOME**

After completion of the Course the outcome will be as follow

**CO1:** Demonstrate an enhanced appreciation for the relevance and practical application of ethics in Business in India

**CO2:** Illustrate importance of ethics in various field of Marketing, Finance and HRM

**CO3:** Critically evaluate the theory of corporate governance and apply this theory in analysing corporate structures, board composition and how boards of directors conduct their affairs.

**CO4:** Demonstrate detailed knowledge of the development of Corporate Social Responsibility and the responsibilities of business corporations beyond profit maximisation.

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## **COLLEGE OF COMMERCE**

### **DIRECT TAX**

#### **OBJECTIVES:-**

1. To gain more knowledge about how the working concepts in Taxation can be used in tax management.
2. To provide a link between taxation laws and real world problems through cases and examples.

#### **COURSE OUTCOME**

After completion of the course , the outcome will be as follows :-

CO 1 :- To gain the basic information about definitions and terms related to direct taxation and to implement the provisions related with residential status thus making them understand the scope of total income for assessee with different kinds of residential status.

CO 2 :- To acquaint them with computational provisions under the heads “Salary Income” , “Income from House Property” , “Profits and Gains of Business / Profession”

CO 3 :- To compute the capital gains , Income from Other Sources and to acquaint with exemptions under section 10.

CO 4:- To know the various deductions under Chap VI-A of the Income tax act, 1961

CO 5:- To compute net total taxable income of an assessee after reducing the deductions from the gross total income earned from all or either of the five heads of income.

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**TYBMS**

**SEMESTER- V**

**CORPORATE COMMUNICATION AND PUBLIC RELATION**

**OBJECTIVE :**

1. To introduce concept of international the marketing mix in relation to foreign market and develop competency to bring success in foreign market
2. To develop skills in researching and analysing global market and identify ways to enter international market

**COURSE OUTCOME:**

After completion of this course, the outcome will be as follows :

CO1: To acquire knowledge of core legal and ethical mandates for corporate communication for developing corporate communication strategies

CO2: To comprehend the theories of Public relation and public relation environment for maintaining best public relations with the stakeholders

CO3: Analyse and apply successful Public Relation in tandem with the media for gaining good corporate reputation

CO4: To evaluate and execute the best communication practice through latest communication technological like -E-media, Blogs , Web conferencing

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**SERVICE MARKETING**

**OBJECTIVE :**

1. To provide insight to the unique challenges of service marketing and create strategies for customer satisfaction
2. To develop skills in researching and analyzing global market and identify ways to enter international market

**COURSE OUTCOME:**

After completion of this course, the outcome will be as follows :

CO1: To acquire knowledge of service marketing concepts , features and challenges

CO2: Comprehend the learning of extended marketing Mix and solution to branding problems

CO3: Analyse Quality aspects of Service marketing and fill up the gap in quality delivery

CO4: To evaluate and learn to execute various Global Strategies,ethics and recent trends in marketing services



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## **COLLEGE OF COMMERCE**

### **SALES & DISTRIBUTION MANAGEMENT ( MARKETING)**

#### **OBJECTIVE :**

- 1 To provide insight to the concepts of sales management with particular emphasis on effective management of distribution channel
2. To understand the emerging trend in sales management and develop effective selling strategies

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#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: To identify the key concepts of sales management and acquire skills to effectively handle the sales team

CO2: To apply the concepts related to selling strategies and bring better results by increasing the sales

CO3 : Analyse the factors affecting distribution channel and effectively managing these channels

CO4: To evaluate and create best sales performance strategies in the business market

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**INDUSTRIAL RELATIONS**

**OBJECTIVE :**

1 To acquire thorough conceptual knowledge and practical implication of various Industrial relations issues

1. To acquire skills in handling employer - employee relation

**COURSE OUTCOME:**

After completion of this course, the outcome will be as follows :

CO1: To impart knowledge and develop concepts of Industrial Relations and in system it operates

CO2: Enhance application based knowledge of handling industrial dispute, grievances through maintaining discipline and encouraging workers participation in decision making

CO3 : Analyse and evaluate the collective bargaining process and handling issues related to collective bargaining effectively

CO4: To create healthy working environment by following various laws and act framed by government

**STRATEGIC HUMAN RESOURCES MANAGEMENT (HR)**

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## **COLLEGE OF COMMERCE**

### **OBJECTIVE :**

1. Enhance learners ability to keep alignment between HR activities and HR strategies
2. Aims to develop learners skills in drafting policies and strategies keeping in view the global recent trends in view to bring success internationally .

### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

CO1: To gain knowledge of basic concepts of strategic Human Resource Management to bring success to the organisation

CO2: Application of HR strategies to support organisations objective

CO3 : Evaluation of HR policies and developing effective HR policies to maintain harmony at workplace

CO4: To create a tailor made HR strategies in alignment with recent trends and develop competencies for effective execution of HRM functions

## **E- COMMERCE AND DIGITAL MARKETING**

### **OBJECTIVE :**

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## **COLLEGE OF COMMERCE**

- 1.To provide an insight on Digital Marketing activities on various social media platforms and its emerging significance in business.
2. To discuss the impact of E-commerce and digital marketing in current business scenario.

### **COURSE OUTCOME**

After completion of this course , the outcome will be as follows:

CO1: Identify the significance of E-commerce .

CO2: Analyse real business cases regarding their e-business strategies and transformation processes.

CO3: Analyse different types of portal ,payment technologies used in the industry

CO4: Develop different ways of marketing and analyse web analytics for E-business

## **FINANCIAL ACCOUNTING**

### **OBJECTIVE:**

- 1.To enable students to acquire knowledge of preparation of final accounts as per revised schedule, concept of underwriting of shares and debentures and Investment Accounting
2. To enable students to gain knowledge of Accounting procedures related to Transactions of Foreign Currency and to inculcate the concept of Ethical behaviour and Implications for Accountants.

### **COURSE OUTCOME**

After completion of this course the outcome will be as follows :

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## **COLLEGE OF COMMERCE**

CO1 :To recall the format of final accounts as per schedule III and create practical knowledge of preparation of final accounts of Companies and Notes to Accounts.

CO2:To identify the types of underwriters and develop a position to estimate the liabilities of underwriters and determine the commission payable as per provision of companies act

CO3: To reproduce and evaluate the concept of Accounting for effects of changes in Foreign Exchange Rates as per AS 11. and translation of transactions in Foreign currency or of balances at year end through practical application.

CO4:To create practical knowledge of Accounting for transactions of purchase and sale of Investments with ex and cum interest rates and to present the columnar format of Investment account.

CO5:To explain the impact of Ethical behaviour in accounting profession and identify the IFAC Code of Ethics for professional accountants. To evaluate the implications of unethical behaviour and develop knowledge of the increasing role of whistle-blowing.

### **CRM (MARKETING)**

#### **OBJECTIVE**

1. To provide insight into CRM marketing initiatives, customer service and designing CRM strategy
2. To provide insight of new trends in CRM, challenges and opportunities for organisations

#### **COURSE OUTCOME**

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## **COLLEGE OF COMMERCE**

After completion of this course, the outcome will be as follows:

CO1: Learners will be well-versed with the concept of Customer Relationship Management (CRM) and will also be able to implement the philosophy of Customer Relationship Management effectively.

CO2: Learners will get deep insight into CRM marketing initiatives, customer service and will be able to design result-oriented CRM strategy

CO3: Learners will be able to analyse the recent trends in CRM and predict the challenges and opportunities for organisations.

CO4: Learner will recall the Horizon CRM uses actions as events that can be planned, tracked and reviewed.

## **FINANCE FOR HR PROFESSIONAL AND COMPENSATION MANAGEMENT**

### **OBJECTIVE**

1. To orient HR professionals with financial concepts to enable them to make prudent HR decisions
2. To understand the various compensation plans.
3. To study the issues related to compensation management and understand the legal framework of compensation management

### **COURSE OUTCOME**

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## **COLLEGE OF COMMERCE**

After completion of this course, the outcome will be as follows:

CO1: Learner learns the Objectives of Compensation Plans, Job based, and Skill based, Models and Compensation Scenario in India.

CO2: learner recalls the concept of Wage Differentials, Factors contributing to Wage Differentials, Types of Wage Differentials, Which they can apply practical day to day life.

CO3: learner learn Team Based pay, Remunerating Professionals, Contract Employees, Corporate Directors.

CO4: students learns different Legal Framework of Compensation in India, which help them to know their legal rights related to wage

## **LOGISTICS AND SUPPLY CHAIN MANAGEMENT**

### **OBJECTIVE:**

1. To provide students with basic understanding of concepts of logistics and supply chain management.
2. To provide an insight into the nature of supply chain, its functions and supply chain system.

### **COURSE OUTCOME:**

After completion of the course, the outcome will be as follows:

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## **COLLEGE OF COMMERCE**

CO1 : Demonstrate a clear understanding of the key concepts applied in logistics and supply chain management.

CO2 : Learner creates practically the elements of logistics mix as transportation, warehousing, material handling and packaging.

CO3 : To analyse inventory management techniques, logistics costing, performance management and logistical network analysis.

CO4 : Enhance their skills in recent trends in logistics and supply chain management.

### **PERFORMANCE MANAGEMENT AND CAREER PLANNING**

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#### **OBJECTIVE:**

1. To make students understand the concept of performance management in organisation.
2. To understand the significance of career planning and practices.

#### **COURSE OUTCOME:**

After completion of the course, the outcome will be as follows:

CO1 : Learner describes the overview of performance management and appreciates the background of performance management.



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## **COLLEGE OF COMMERCE**

CO2 : Describes the types of performance appraisal tools and processes used in organisations.

CO3 : Learners practically identify the ethics, under performance and key issues in performance management.

CO4 : Prioritise the career planning and development through new organisational structures and changing career patterns.

## **INVESTMENT ANALYSIS AND PORTFOLIO MANAGEMENT**

### **OBJECTIVES :-**

1. To acquaint the students with various concepts of finance.
2. To become familiar with various models and techniques of security and portfolio analysis, which can help them in practical life.

### **COURSE OUTCOME**

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## **COLLEGE OF COMMERCE**

After completion of the course , the outcome will be as follows :-

CO 1: To identify the characteristics of different financial assets such as money market instruments, bonds, and stocks, and how to buy and sell these assets in financial markets through measurements of risk and returns through mathematical and statistical models.

CO 2 : To examine the concept of risk and return which includes Measurement of Beta , Standard Deviation , Variances with practicals.

CO 3 : Demonstrate how to apply different valuation models to evaluate fixed income securities such as bonds,equity stocks, and how to construct and evaluate portfolio through various models of evaluation

CO 4 : To develop analytical abilities to appraise the business entity through tools of fundamental and technical analysis

## **WEALTH MANAGEMENT**

### **OBJECTIVES :-**

1. To increased knowledge about investments aspects , process , concept of wealth management
2. To be well versed with taxation policy , Estate Planning related to Wealth Management and components of retirement planning.

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**COURSE OUTCOME:**

After completion of the course, the outcome will be as follows :-

CO 1 :- To provide an overview of various aspects related to wealth management

CO 2 :- Learners gain the basic idea related with the importance of Insurance Planning and Investment Planning in the field of wealth management.

CO 3:- Learners get acquainted with the issues related to taxation and Estate Planning in wealth management.

CO 4:- Learners understand various components about retirement planning and get aware with the calculation of Total income .

**TYBMS**

**SEMESTER - 6**

**PROJECT MANAGEMENT**

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## **COLLEGE OF COMMERCE**

### **OBJECTIVE:**

1. To enable students to develop an understanding of nature, history, need of project management and to create knowledge of types of organisational structure related to strategic business unit and to impart knowledge regarding project initiation, project selection, project planning. To create an in-depth understanding of the core concepts of analysing project feasibility and its importance.
2. To develop a conceptual framework of funds estimation, risk management and cost benefit analysis of a project .To acquaint students with the new techniques in project management in relation to decision making.

### **COURSE OUTCOME**

After completion of this course the outcome will be as follows :

CO1 :To recall the various types of projects and its importance .To recollect the impact of organisational structure and to determine the concept of project initiation, project selection and project planning and it's overall implications

CO2:To classify the types of project feasibility and to examine the market ,technical and operational analysis and to evaluate the feasibility analysis.

CO3: To determine the fund estimation and sources of finance .To create an application based knowledge of techniques of capital budgeting and Risk management and cost benefit analysis and evaluate the implications of various techniques on strategic Investment decisions .

CO4:To analyse the modern parameters in project management and determine the project monitoring and controlling. To justify on Project termination or solving project management problems

### **MARKETING OF NON- PROFIT ORGANISATION**

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## **COLLEGE OF COMMERCE**

### **OBJECTIVE**

1. To Identify the common myths and misconceptions in the Governance of NPOs.
2. To Have an overview of the Governance Structures & Processes;

### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: Student adhere to the appropriate legal, financial, and ethical frameworks under which non-profit organisations operate and are regulated

CO2: Demonstrate knowledge and awareness of the standards and codes of conduct that are appropriate to professionals and volunteers in philanthropy and the non-profit sector

CO3: After the successful completion of this Chapter, individuals will Gain a basic knowledge of the Governance mechanism in NPOs

C04: Learner learns the Basic Roles & Responsibilities of the Board Members, and Gain a basic knowledge of the Governance Controls required for an NPO

### **HRM IN GLOBAL PERSPECTIVE**

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## **COLLEGE OF COMMERCE**

### **OBJECTIVE:**

1. To understand the concepts, theoretical framework and issues of HRM in Global Perspective.
2. To find out the impact of cross culture on Human Resource Management.

### **COURSE OUTCOME:**

After completion of the course, the outcome will be as follows:

CO1 : Recall the concept of human resource management in respect to international HRM.

CO2 : Learner explores the global HRM functions as international recruitment and selection, international compensation, training and development, motivation and reward system, international industrial relations.

CO3 : Learner examines the management of expatriation and repatriation process in international HRM.

CO4 : Acquires the recent trends and trends in HRM in global perspective by comparing differences between virtual and traditional organisation.

## **RETAIL MANAGEMENT**

### **OBJECTIVE:**

1. To develop an understanding of the overview of retail management terminology including merchandise management, store management and retail strategy.
2. To create awareness about emerging trends in retail management.

### **COURSE OUTCOME:**

After completion of the course, the outcome will be as follows:

CO1 : Awareness about the concept of retail management and types of retailers.

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## **COLLEGE OF COMMERCE**

CO2 : Implementing various retail strategies in the retail sector.

CO3 : Learners gain the importance of merchandise management and to discover the pricing in the retail sector.

CO4 : Enhance by sustaining retail management in retail store operations

### **BRAND MANAGEMENT**

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#### **OBJECTIVES**

1. To attain about the meaning and significance of Brand Management
2. To pursue how to build, sustain and grow brands and various sources of brand equity

#### **COURSE OUTCOME**

After completion of the Course the outcome will be as follow

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## **COLLEGE OF COMMERCE**

CO1. Indicate basic concept and structure of Brand and to recall various branding challenges and strategies and the steps for brand building and brand positioning

CO2. To identify and implement various brand marketing programs like brand element, personalising marketing, various product, pricing, promotion strategy.

CO3. To outline various measuring sources and outcomes of brand equity and to interpreting the brand performance

CO4. Construct branding strategies and implementing for growing and sustaining the brand equity and to build Global Customer Based Brand Equity

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## **INTERNATIONAL FINANCE**

### **OBJECTIVES :-**

1. To make students understand about foreign exchange rate concept
2. To introduce the concept of foreign exchange market and to bring awareness about the international money market.

### **COURSE OUTCOME**



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## **COLLEGE OF COMMERCE**

After completion of the course , the outcome will be as follows :-

CO 1 :- To introduce various aspects pertaining to international finance such as balance of payments and international monetary systems.

CO 2 :- To provide an overview to exchange rates, foreign exchange markets, international parity relationships.

CO 3:- To develop an understanding of international capital budgeting and foreign exchange risk management.

## **STRATEGIC FINANCIAL MANAGEMENT**

### **OBJECTIVES :-**

1.To match the needs of current market scenarios and upgrade the learner's skills and knowledge for long term sustainability.

2. Changing scenario in the Banking Sector and the inclination of learners towards choosing banking as a career option has made study of financial management in the banking sector inevitable.

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### **COURSE OUTCOME**

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## **COLLEGE OF COMMERCE**

After completion of the course , the outcome will be as follows :-

CO 1 :- To introduce learners to strategic financial decision making

CO 2 :- To impart knowledge of dividend decision, risk adjusted capital budgeting and capital rationing.

CO 3:- To study corporate governance and corporate restructuring.

CO 4:- To provide an overview of financial management in banking sector and working capital Financing

## **INTERNATIONAL MARKETING (MARKETING)**

### **OBJECTIVE :**

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1. To introduce concept of international the marketing mix in relation to foreign market and develop competency to bring success in foreign market
2. To develop skills in researching and analysing global market and identify ways to enter international market

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### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

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## **COLLEGE OF COMMERCE**

CO1: To acquire knowledge of concepts of international trade and various methods to enter into foreign markets.

CO2: To examine the International environment and market research process to be successful in international business.

CO3 : To apply Marketing Mix in international marketing to develop success in business

CO4: Enable learners to evaluate effectiveness of international strategies and prepare International Marketing Plan for foreign trading.

## **HUMAN RESOURCE MANAGEMENT IN SERVICE SECTOR**

### **MANAGEMENT (MARKETING)**

#### **OBJECTIVE :**

1 To develop competency by integrating Human Resources with service sector and create customer satisfaction through employee satisfaction

2. To acknowledge issues and Challenges faced by HR in service sector and methods to effectively handle the same.

#### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows :

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## **COLLEGE OF COMMERCE**

CO1: To develop knowledge to understand the significance of service industry and importance of service encounter to create an impact on customers

CO2: Application of skills in placing right person for the job in order to deliver quality service in the industry

CO3: Analyse the issues and challenges pertaining to the service sector and developing strategies to handle these issues effectively

CO4: To develop and create the best leadership style which enables to retain employees and enhance organisation's effectiveness globally.

### **OPERATION RESEARCH**

#### **OBJECTIVE:**

1. To make students proficient in case analysis and interpretation
2. To provide knowledge and insights about operations research methodologies

#### **COURSE OUTCOME:**

After completion of this course, the outcome will be as follows:

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## **COLLEGE OF COMMERCE**

CO1:Formulate a given simplified description of a suitable real-world problem as a linear programming model in general. Learners will be able to understand the characteristics of different types of decision-making environments and the appropriate decision making approaches and tools to be used in each type.

CO2: Cognitive skills (thinking and analysis) : Learners will be able to build and solve Transportation Models and Assignment Models.

CO3:Learners will be able to design new simple models, like: CPM, PERT to improve decision –making and develop critical Thinking

CO4: Examine the significant impact of job sequencing system on total elapsed time management

## **INDIAN ETHOS IN MANAGEMENT**

### **OBJECTIVES**

1. To make learner aware about the concept Indian Ethos in Management
2. To pursue how to build the traditional management system to modern management system

### **COURSE OUTCOME**

After completion of the Course the outcome will be as follow

**CO1:** Indicate basic concept and structure of Indian ethos and management lesson from Scripture

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## **COLLEGE OF COMMERCE**

**CO2:** Learner identifies and implements various Work Ethos and value system in work culture.

**CO3:** Learner outlines various measuring sources and techniques of stress management, leadership and motivation

**CO4:** Demonstrates the concept of Indian system of learning and personality development

## **INNOVATIVE FINANCIAL SERVICES**

### **OBJECTIVE**

- 1.To orient students with the fundamental aspects of financial service markets and consequential effects of globalisation
2. To make students acquainted with basic concepts of international finance in a globalised market.

### **COURSE OUTCOME**

After completion of this course ,the outcome will be as follows:

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## **COLLEGE OF COMMERCE**

CO1:Learners get acquainted with basic concepts, functions and processes and with different financial service markets with its different constituents..

CO2: Learners get known with the meaning, feature of issue management, stock broking and securitization process.

CO3: Learners examine various Financial services such as Leasing, Hire Purchase and Housing Finance services etc.

CO4:The learner is acquainted with different types of consumer products, the growing demand for plastic money and the popularity of Credit Rating.

## **ORGANISATIONAL DEVELOPMENT**

### **OBJECTIVE**

1. To understand the nature of the developmental process in organisations.
2. To comprehend the main derives and approaches of the change.
3. To realise and apply the stages of the organisational development process.

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## **COLLEGE OF COMMERCE**

### **COURSE OUTCOME**

After completion of this course, the outcome will be as follows:

CO1: Students will have an overview Gaining knowledge about the organisational development process at Globe.

CO2: . students learn how to change and develop organisations and change management models with the help of Human Resources management.

CO3: learner learns Skills needed to develop an action plan for the development process.

CO4: learner learns change resistance and how to handle it and International trends & challenges .

### **FINANCIAL ACCOUNTING**

#### **OBJECTIVE:**

1.To enable students to acquire knowledge of preparation of final accounts as per revised schedule, concept of underwriting of shares and debentures and Investment Accounting

2. To enable students to gain knowledge of Accounting procedures related to Transactions of Foreign Currency and to inculcate the concept of Ethical behaviour and Implications for Accountants.



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## **COLLEGE OF COMMERCE**

### **COURSE OUTCOME**

After completion of this course the outcome will be as follows :

CO1 : To recall the format of final accounts as per schedule III and create practical knowledge of preparation of final accounts of Companies and Notes to Accounts.

CO2: To identify the types of underwriters and develop a position to estimate the liabilities of underwriters and determine the commission payable as per provision of companies act

CO3: To reproduce and evaluate the concept of Accounting for effects of changes in Foreign Exchange Rates as per AS 11. and translation of transactions in Foreign currency or of balances at year end through practical application.

CO4: To create practical knowledge of Accounting for transactions of purchase and sale of Investments with ex and cum interest rates and to present the columnar format of Investment account.

CO5: To explain the impact of Ethical behaviour in the accounting profession and identify the IFAC Code of Ethics for professional accountants. To evaluate the implications of unethical behaviour and develop knowledge of the increasing role of whistle-blowing.

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