



### Department of Commerce (Corporate Secretaryship)

### B.Com. Corporate Secretaryship

S.No	Course Code	Course Name	Course Outcome
<b>I Semester</b>			
1.	21UVAL11	வணிகஅமைப்பு	<b>CO1 [K1]:</b> பல்வேறுவணிகஅமைப்பின் நன்மைகள் மற்றும் தீமைகளைஅடையாளம் காண்பர் <b>CO2 [K2]:</b> வணிகத்தின் அடிப்படைகருத்துகள் மற்றும் வணிகஅமைப்பின் வடிவங்களைவிளக்குவர் <b>CO3 [K3]:</b> தொழில் நிறுவனத்தின் அளவைதீர்மானிப்பர் <b>CO4 [K4]:</b> சமுதாயத்தில் பொதுத்துறைமற்றும் பெரியஅளவிலானதொழில் நிறுவனங்களின் பங்குமற்றும் முக்கியத்துவத்தைஆராய்வர் <b>CO5 [K5]:</b> வணிகத்தின் வெவ்வேறுவடிவத்தைமதிப்பீடுசெய்வர்
2.	21UENL11	Communicative English - I	<b>CO1[K1]:</b> relate and state ideas by reading and listening to simple recorded conversations and fables <b>CO2[K2]:</b> demonstrate communicative skills through simple Descriptions, Requests and Instructions <b>CO3[K3]:</b> apply knowledge of word power and grammar rules in Formal and Informal letter writings <b>CO4[K4]:</b> analyze fairy tales and folk tales to develop language skills through literature <b>CO5[K6]:</b> construct grammatically correct and meaningful simple sentences in English
3.	21UCCC11	<b>Core Course - I:</b> Financial Accounting - I	<b>CO1[K2]:</b> explain fundamental accounting concepts, conventions, accounting process and system of accounting <b>CO2[K3]:</b> develop accounting skills in recording and maintaining transactions relating to bills of exchange and subsidiary book



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			<p><b>CO3[K3]:</b> prepare final account and other necessary accounts while running a business</p> <p><b>CO4[K4]:</b> analyse the procedures of rectification of errors, bank reconciliation statement and final accounts of a sole trader</p> <p><b>CO5[K5]:</b> assess the accounting principles and rules while maintain the accounts and at the time of preparing final account</p>
4.	21UCC12	<b>Core Course - II: Banking Theory Law and Practice</b>	<p><b>CO1[K2]:</b> express the fundamental concepts in banking</p> <p><b>CO2[K2]:</b> explain the e-banking techniques, lending procedures of banks, NPA in banks, negotiable instruments and banker rights</p> <p><b>CO3[K3]:</b> determine the relationship between banker and customer and modes of charging securities, statutory protection to paying and collecting banker</p> <p><b>CO4[K4]:</b> analyze the banking provisions relating to negotiable instruments, paying and collecting banker and relationship between banker and customer</p> <p><b>CO5[K4]:</b> examine the various banking and e-banking services available to the customers</p>
5.	21UCCA11	<b>Allied Course - I: Business Economics</b>	<p><b>CO1[K1]:</b> identify the primary concept of business economics</p> <p><b>CO2[K2]:</b> explain the basic laws of business economics</p> <p><b>CO3[K3]:</b> apply in practice the theory of demand, supply, law of consumption and cost curve</p> <p><b>CO4[K4]:</b> examine the utility analysis, production functions and cost curves in decision making</p> <p><b>CO5[K4]:</b> analyze the different market structure and elasticity of demand and supply</p>
6.	21UESR11	<b>Ability Enhancement Compulsory Course - I:</b>	<p><b>CO1[K1]:</b> recognize the importance of environment and role of Individuals in its protection.</p>



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		Environmental Studies	<b>CO2[K2]:</b> explain the key concepts of Ecosystem, Food Web and Bio geochemical. <b>CO3[K3]:</b> apply the right measures for the sustainable use of natural resources. <b>CO4[K4]:</b> analyse the ethical, cross-cultural, and historical context of environmental issues and the links between Human and Natural Systems. <b>CO5[K4]:</b> examine the impact of human action on the biological environment
7.	21UCCS11	<b>Skill Enhancement Course - I:</b> Communicative Skills in Corporate Secretaryship	<b>CO1[K1]:</b> describe the concept of communication and commercial correspondence <b>CO2[K2]:</b> explain the procedure for making secretarial correspondence, agenda, minutes and report <b>CO3[K3]:</b> draw secretarial correspondence, agenda, minutes and report <b>CO4[K4]:</b> examine the procedures for drafting secretarial correspondence, parts and importance of commercial correspondences <b>CO5[K5]:</b> evaluate the content of agenda, minutes and report
<b>II Semester</b>			
8.	21UKKL21	காப்பீட்டுகோட்டுபாடுகள்	<b>CO1[K2]:</b> காப்பீட்டின் அடிப்படைக் கருத்தைவிளக்குவர் <b>CO2[K2]:</b> காப்பீட்டுகளுக்கும் முறைகளைபற்றிவிளக்குவர் <b>CO3[K3]:</b> வணிகங்களுக்குபொருத்தமானதீகாப்பீட்டுமற்றும் கடல் சாரகாப்பீட்டுப் பத்திரங்களைதீர்மானிப்பர் <b>CO4[K4]:</b> இந்தியகாப்பீட்டுக் கழகத்தின் செயல்பாடுகள் மற்றும் பங்கைஆராய்வர் <b>CO5[K5]:</b> ஆயுள் மற்றும் பொதுகாப்பீட்டின் கொள்கைகளைபகுப்பாய்வுசெய்வர்
9.	21UENL21	Communicative English - II	<b>CO1[K1]:</b> relate and state ideas by reading and listening to recorded interviews and news <b>CO2[K2]:</b> demonstrate effective speaking skills by offering suggestions, seeking permission and reporting ongoing activities <b>CO3[K3]:</b> apply knowledge of word power and grammar rules through proverb



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			expansion and paragraph writings <b>CO4[K4]:</b> analyze simple poems and short stories to develop language skills through literature <b>CO5[K6]:</b> construct grammatically correct and logically coherent paragraphs
10.	21UCCC21	<b>Core Course - III:</b> Financial Accounting – II	<b>CO1[K1]:</b> explain the procedures for maintaining accounts under single entry system, joint venture and consignment and depreciation methods <b>CO2[K2]:</b> compute average due date, account current and deprecation <b>CO3[K3]:</b> prepare accounts relating to single entry system, joint venture and consignment business <b>CO4[K4]:</b> examine the account current, joint venture and consignment accounting system <b>CO5[K5]:</b> evaluate single entry system and the depreciation methods
11.	21UCCC22	<b>Core Course - IV:</b> Company Law and Secretarial Practice - I	<b>CO1[K1]:</b> describe the basic concept of company and its management. <b>CO2[K2]:</b> illustrate the procedures for incorporation of private and public company with proper documentation. <b>CO3[K3]:</b> apply the provision of Companies Act relating to formation of company with necessary documents, company management and administration <b>CO4[K4]:</b> analyze the legal provisions relating to company under Companies Act 2013. <b>CO5[K5]:</b> evaluate the role of company secretary in company.
12.	21UCCA21	<b>Allied Course - II:</b> Principles of Marketing	<b>CO1[K1]:</b> describe the basic concepts of marketing <b>CO2[K2]:</b> explain marketing functions and elements of marketing mix <b>CO3[K3]:</b> apply the pricing, promotion, distribution strategy in marketing <b>CO4[K4]:</b> analyze the components of marketing mix and recent trends in marketing <b>CO5[K5]:</b> evaluate the market segment, product mix and promotion mix strategy



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13.	21UVED21	<b>Ability Enhancement Compulsory Course - II:</b> Value Education	<p><b>CO1 [K1]:</b> identify the basic human values and ethics necessary for harmonious Human relationship</p> <p><b>CO2 [K2]:</b> explain the significance of social values and religious tolerance to live in Peace</p> <p><b>CO3 [K3]:</b> articulate the life-changing principles of brotherhood, honesty, loyalty and community solidarity</p> <p><b>CO4 [K4]:</b> analyse emotional, social, spiritual attributes to acquire well balanced Personality</p> <p><b>CO5 [K4]:</b> examine the importance of harmonious living in the multi-cultural Pluralistic society</p>
14.	21UCCS2P	<b>Skill Enhancement Course - II:</b> Practical: E-Commerce	<p><b>CO1 [K2]:</b> explain the techniques for uploading and downloading the multimedia document</p> <p><b>CO2 [K3]:</b> apply e-commerce techniques in day to day activities</p> <p><b>CO3 [K3]:</b> use online services</p> <p><b>CO4 [K6]:</b> design Google form</p> <p><b>CO5 [K6]:</b> create Google account and You Tube Channel</p>
15.	21UDMG21	Disaster Management	<p><b>CO1 [K1]:</b> outline the causes and impact of disasters.</p> <p><b>CO2 [K2]:</b> explain the features of national policy on disaster management.</p> <p><b>CO3 [K3]:</b> present the issues in rehabilitation.</p> <p><b>CO4 [K4]:</b> classify the mitigation measures.</p> <p><b>CO5 [K5]:</b> assess the role of the agencies for disaster management.</p>
<b>III Semester</b>			
16.	21UCCC31	<b>Core Course - V:</b> Partnership Accounting	<p><b>CO1 [K2]:</b> explain the procedure for preparing necessary accounts in relation to partnership firm</p> <p><b>CO2 [K3]:</b> prepare relevant accounts in adoption to changes in the partnership firm</p> <p><b>CO3 [K3]:</b> prepare relevant accounts relating to dissolution of firms.</p>





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			<p><b>CO4[K4]:</b> examine the principles of Garner Vs Murray and piecemeal distribution method.</p> <p><b>CO5[K5]:</b> evaluate the accounting treatment relating to goodwill, joint life policy, capital account, revaluation account and realization account.</p>
17.	21UCCC32	<b>Core Course - VI:</b> Company Law and Secretarial Practice - II	<p><b>CO1[K2]:</b> explain the basic concepts relating to issue of shares and prospectus, share certificate and winding up of company.</p> <p><b>CO2[K2]:</b> illustrate fundamental concepts of the membership of a company and payment of dividend</p> <p><b>CO3[K3]:</b> apply the provision of Companies Act relating to issue of prospectus, share certificate, dividend declaration and winding up of company.</p> <p><b>CO4[K4]:</b> examine the provision of companies act relating to issues of prospectus and shares, dividend declaration, and winding up of companies</p> <p><b>CO5[K5]:</b> evaluate the role of company secretary in issue of prospectus and shares, declaring dividend, and winding up of company.</p>
18.	21UCCC33	<b>Core Course - VII:</b> Management Accounting	<p><b>CO1[K2]:</b> explain the basic concepts and applications of management accounting techniques.</p> <p><b>CO2[K3]:</b> prepare the fund flow, cash flow statement and budgets</p> <p><b>CO3[K3]:</b> determine BEP, PV ratio, margin of safety, cash and fund from operations and ratio.</p> <p><b>CO4[K4]:</b> analyze the financial statements with the help of management accounting tools.</p> <p><b>CO5[K5]:</b> assess BEP, PV ratio, margin of safety, cash and fund from operations</p>
19.	21UCCC3P	<b>Core Course - VIII:</b> Practical - Computer Applications in Corporate Office	<p><b>CO1[K2]:</b> explain various shortcut keys, menus, icons and onscreen buttons.</p> <p><b>CO2[K3]:</b> apply mathematical functions and formulas, sort and filter options.</p> <p><b>CO3[K6]:</b> create informative and attractive documents.</p>



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			<b>CO4[K6]:</b> prepare payroll and chart. <b>CO5[K6]:</b> design a corporate presentation.
20.	21UCCA31	<b>Allied Course - III: Business Statistics</b>	<b>CO1[K1]:</b> describe the basic concepts, definitions and formulas of business statistics. <b>CO2[K2]:</b> illustrate a basic statistics tools to solve simple statistical problems. <b>CO3[K3]:</b> compute central tendency, dispersion, index number, correlation and regression coefficient. <b>CO4[K4]:</b> analyze the relationship between correlation and regression, methods of construction of index number and time series. <b>CO5[K5]:</b> measure the central tendency and dispersion.
21.	21UCCN31	<b>Non-Major Elective Course - I: Introduction to Company Law</b>	<b>CO1[K1]:</b> describe the basic concept of company <b>CO2[K2]:</b> explain the procedures for incorporation of company with proper documentation and contents of company documents <b>CO3[K3]:</b> apply the provision of Companies Act relating to incorporation of company with documentation, issue of prospectus, share certificate and share warrant. <b>CO4[K4]:</b> examine the provision of Companies Act relating to formation of company, issue of prospectus, share certificate and share warrant. <b>CO5[K4]:</b> compare memorandum of association and articles of association, share certificate and share warrant
22.	21UCCS31	<b>Skill Enhancement Course - III: Corporate Social Responsibilities and Business Ethics</b>	<b>CO1[K1]:</b> describe the conceptual framework of corporate social responsibilities (CSR) <b>CO2[K2]:</b> explain the fundamental concepts of business ethics <b>CO3[K3]:</b> determine the ethical practices, CSR policy and strategy, social responsibility of business



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			<p><b>CO4[K4]:</b> analyze the theories of social responsibilities and business ethics activities</p> <p><b>CO5[K5]:</b> evaluate the CSR policy and strategy, responsibility of business towards stakeholders and ethical practices</p>
<b>IV Semester</b>			
23.	21UCCC41	<b>Core Course - IX:</b> Corporate Accounting	<p><b>CO1[K2]:</b> explain the accounting principles and treatment relating to company accounts</p> <p><b>CO2[K3]:</b> apply the accounting procedures to solve the problems in company account</p> <p><b>CO3[K3]:</b> prepare final accounts of joint stock companies, balance sheet under amalgamation and absorption and other necessary account</p> <p><b>CO4[K4]:</b> examine the accounting treatment relating to issue and redemption of shares and debenture, final accounts and methods of amalgamation and absorption</p> <p><b>CO5[K5]:</b> assess pre and post incorporation profits, underwriter commission, purchase consideration, managerial remuneration and debentures redemptions methods</p>
24.	21UCCC42	<b>Core Course - X:</b> Auditing	<p><b>CO1[K1]:</b> describe the basic concept and procedures for auditing</p> <p><b>CO2[K2]:</b> explain the basic concept of company audit, secretarial audit and audit report</p> <p><b>CO3[K3]:</b> determine audit planning, audit programme, internal control and audit, vouching method, secretarial audit system, and audit report.</p> <p><b>CO4[K4]:</b> examine the vouchers relating to day to day business operations auditor duties, responsibilities and audit report of a company.</p> <p><b>CO5[K4]:</b> analyze the internal control and secretarial audit system in a company</p>





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25.	21UCCC43	<b>Core Course - XI:</b> Cost Accounting	<p><b>CO1[K2]:</b> explain the basic concepts and applications of cost accounting</p> <p><b>CO2[K3]:</b> apply the cost accounting techniques in preparing cost sheet, inventory maintenance, fixation of remuneration, overhead allocation</p> <p><b>CO3[K3]:</b> examine the sock level and store ledger, wage system, allocation and apportionment of overheads</p> <p><b>CO4[K4]:</b> use the process and contract costing techniques</p> <p><b>CO5[K4]:</b> evaluate cost sheet, continuous product and construction projects costing methods</p>
26.	21UCCC4P	<b>Core Course - XII:</b> Practical - Accounting Software	<p><b>CO1[K2]:</b> explain the way to create company and maintain the account using accounting software.</p> <p><b>CO2[K2]:</b> explain the procedure for activating interest, budget , cost centre and godown.</p> <p><b>CO3[K3]:</b> develop the accounting tactics applicable in computerized environment</p> <p><b>CO4[K6]:</b> prepare financial reports using accounting software.</p> <p><b>CO5[K6]:</b> generate GST report.</p>
27.	21UCCA41	<b>Allied Course - IV:</b> Business Mathematics	<p><b>CO1[K2]:</b> explain the concepts, rules and formulas of business mathematics</p> <p><b>CO2[K3]:</b> use the procedures of set, matrix and commercial arithmetic operations</p> <p><b>CO3[K3]:</b> apply the rules of indices and theorems of probability</p> <p><b>CO4[K4]:</b> examine the law of indices, theory of probability and commercial arithmetic operations</p> <p><b>CO5[K4]:</b> assess word problem in set theory and simultaneous linear equations in matrix</p>
28.	21UCCM41	<b>Self-paced Learning (Swayam Course):</b> 1. Enhancing Soft Skills	<p><b>CO1[K1]:</b> identify the background and the key words in soft skills and personality</p> <p><b>CO2[K2]:</b> demonstrate independent and self-paced learning for clear understanding of the concept</p>



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		and Personality	<p><b>CO3[K3]:</b> develop computer and communication skills to broaden their knowledge in the course</p> <p><b>CO4[K3]:</b> use high quality reading resources, communication tools and technology to send assignments and to take up test</p> <p><b>CO5[K4]:</b> analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures</p>
29.	21UCCM42	<p><b>Self-paced Learning (Swayam Course):</b></p> <p>2. Sales and Distribution Management</p>	<p><b>CO1[K1]:</b> identify the background and the key words in sales and distribution management</p> <p><b>CO2[K2]:</b> demonstrate independent and self-paced learning for clear understanding of the concept</p> <p><b>CO3[K3]:</b> develop computer and communication skills to broaden their knowledge in the course</p> <p><b>CO4[K3]:</b> use high quality reading resources, communication tools and technology to send assignments and to take up test</p> <p><b>CO5[K4]:</b> analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures</p>
30.	21UCCN41	<p><b>Non-Major Elective Course - II:</b>Company Management and Administration</p>	<p><b>CO1 [K1]:</b> state the procedure to become member, appointment of directors and secretary, convening company meetings,</p> <p><b>CO2 [K2]:</b> explain the types of meeting, role and functions of directors and company secretary.</p> <p><b>CO3 [K3]:</b> apply the regulatory aspects in membership, company management and meetings.</p> <p><b>CO4 [K4]:</b> examine the provisions relating to company management, meeting and secretary.</p> <p><b>CO5 [K4]:</b> analyze the structure of company management and company meeting</p>



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			procedures
31.	21UCCS41	<b>Skill Enhancement Course - IV: Company Meetings Law and Practice</b>	<p><b>CO1[K1]:</b> describe the kinds of company meeting and the procedures for conducting meeting</p> <p><b>CO2[K2]:</b> explain the procedures for preparing agenda, passing motion, drafting resolution and minutes</p> <p><b>CO3[K3]:</b> determine the role of company secretary in conducting meeting, preparing agenda, minutes and drafting resolution</p> <p><b>CO4[K4]:</b> examine the legal provision in conducting meeting, appointing proxy, preparing agenda, minutes and drafting resolution</p> <p><b>CO5[K4]:</b> evaluate the role of company secretary in convening meeting, appointing proxy, preparing agenda, minutes and drafting resolution</p>
32.		Extension	<p><b>CO1 [K1]:</b> recognize the importance of community service through training and education</p> <p><b>CO2 [K2]:</b> interpret ecological concerns, consumer rights, gender issues &amp; legal protection</p> <p><b>CO3 [K3]:</b> develop team spirit, verbal/non verbal communication and organizational ethics by participating in community service</p> <p><b>CO4 [K4]:</b> examine the necessity of professional skills &amp; community-oriented services for a holistic development</p> <p><b>CO5 [K6]:</b> create awareness on human rights, legal rights, First Aid, Physical fitness and wellbeing</p>
<b>V Semester</b>			
33.	21UCCC51	<b>Core Course - XIII:Advanced Corporate Accounting</b>	<p><b>CO1[K2]:</b> explain the accounting procedures and practices of corporate undertakings, goodwill and share valuation and liquidation of company</p> <p><b>CO2[K3]:</b> compute minority interest, liquidators remuneration, rebate on bills</p>



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			discounted and life assurance fund value of goodwill and shares <b>CO3[K3]:</b> prepare final accounts of corporate undertaking and liquidators final statement <b>CO4[K4]:</b> examine the goodwill and share valuation methods, and final accounts of corporate undertakings <b>CO5[K4]:</b> analyze the liquidator's final statement and consolidated financial statements of holding companies
34.	21UCCC52	<b>Core Course - XIV:</b> Business Law	<b>CO1[K1]:</b> identify the legal principles behind contractual agreements <b>CO2[K2]:</b> explain the basic principles of general contract and special contract <b>CO3[K3]:</b> apply law of contract, indemnity and guarantee, contract of sales, bailment and pledge to enter into valid contract <b>CO4[K4]:</b> analyse the provisions relating to indemnity, guarantee, condition, warranty, bailment and pledge <b>CO5[K4]:</b> examine various aspects of entering into a contract, discharge and breach of contract
35.	21UCCC53	<b>Core Course - XV:</b> Income Tax Law and Practice	<b>CO1[K1]:</b> find the residential status, incidence of tax and exemption limit under various heads <b>CO2[K2]:</b> explain the basic concepts and definitions under the Income Tax Act <b>CO3[K3]:</b> compute income from various heads <b>CO4[K4]:</b> examine the residential status, incidence of tax and exemption limit under various heads <b>CO5[K4]:</b> analyze the tax provisions in the computation of income from different heads
36.	21UCCC54	<b>Core Course - XVI:</b> Research Methodology	<b>CO1[K1]:</b> describe the data collection, sampling and scaling techniques. <b>CO2[K2]:</b> illustrate the types, process, design, techniques and planning of research



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			<p><b>CO3[K3]:</b> apply research process, design, data collection, sampling, scaling and data processing techniques.</p> <p><b>CO4[K4]:</b> examine the research process, data collection, sampling and scaling techniques.</p> <p><b>CO5[K5]:</b> evaluate research design and research report</p>
37.	21UCC051	<p><b>Major Elective Course - I:</b> 1. Principles of Management</p>	<p><b>CO1[K1]:</b> describe the basic concepts, principles and functions of management</p> <p><b>CO2[K2]:</b> illustrate the types and techniques of planning, decision making, organizing, staffing, and controlling</p> <p><b>CO3[K3]:</b> apply the techniques of planning, organization, staffing, directing and controlling to manage the business</p> <p><b>CO4[K4]:</b> examine the organizing, staffing, directing and controlling techniques</p> <p><b>CO5[K4]:</b> analyze the management thought, different form of organization structure and coordination techniques</p>
38.	21UCC052	<p><b>Major Elective Course - I:</b> 2. Retail Management</p>	<p><b>CO1[K1]:</b> describe the basic concepts of retail marketing, international retailing and retail management techniques</p> <p><b>CO2[K2]:</b> illustrate the techniques of retail location, retail pricing, retail branding and retail store management</p> <p><b>CO3[K3]:</b> select retail pricing, retail location, store management methods, retail branding and retail labeling techniques</p> <p><b>CO4[K4]:</b> analyze retail pricing, branding methods and international retailing techniques</p> <p><b>CO5[K4]:</b> examine retail location, store design, and the format of retailing</p>
39.	21UCC053	<p><b>Major Elective Course - I:</b> 3. Investment Management</p>	<p><b>CO1[K1]:</b> describe the basic concepts involved in investment management</p> <p><b>CO2[K2]:</b> illustrate the investment process, investment alternatives, portfolio management and investment analysis methods</p>





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			<p><b>CO3[K3]:</b> apply the investment process and techniques of fundamental analysis, technical analysis, portfolio in investment proposal</p> <p><b>CO4[K4]:</b> examine the investment analysis methods</p> <p><b>CO5[K4]:</b> analyze investment process, investment alternatives and portfolio management</p>
40.	21UCC054	<p><b>Major Elective Course - II:</b> 1. Financial Markets and Services</p>	<p><b>CO1[K1]:</b> describe the basic concepts of financial market and financial services.</p> <p><b>CO2[K2]:</b> explain the merchant banking, factoring, forfeiting and credit rating services</p> <p><b>CO3[K3]:</b> determine the ideal mutual fund, factoring services, financial market instruments and methods of floating new issue</p> <p><b>CO4[K4]:</b> examine the money market and capital market activities</p> <p><b>CO5[K4]:</b> analyze the mutual funds, merchant banking activities and credit rating services.</p>
41.	21UCC055	<p><b>Major Elective Course - II:</b> 2. Services Marketing</p>	<p><b>CO1[K1]:</b> state the fundamental concepts of services marketing</p> <p><b>CO2[K2]:</b> explain the services marketing mix and its components</p> <p><b>CO3[K3]:</b> determine the services marketing mix</p> <p><b>CO4[K4]:</b> analyze the pricing, promotion, distribution, physical evidence and service process strategies in services marketing</p> <p><b>CO5[K4]:</b> examine the implementation of services marketing mix in banking, insurance and tourism industry</p>
42.	21UCC056	<p><b>Major Elective Course - III:</b> 3. International Marketing</p>	<p><b>CO1[K1]:</b> outline the basic concepts and practices of international marketing</p> <p><b>CO2[K2]:</b> explain the types of trade barriers, trade agreement and international pricing techniques</p> <p><b>CO3[K3]:</b> apply pricing, distribution and market entry strategies in international marketing</p>



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			<p><b>CO4[K4]:</b> examine the market entry strategy and international distribution methods of the company to penetrate into the global market</p> <p><b>CO5[K4]:</b> analyze international orientation and international trade environment</p>
43.	21UCCS51	<b>Skill Enhancement Course – V:Securities Market and Laws</b>	<p><b>CO1[K1]:</b> identify the stock trading methods, settlement procedures, stock indices and its legal framework</p> <p><b>CO2[K2]:</b> describe the basic concepts of stock exchange, listing procedures and depository system</p> <p><b>CO3[K3]:</b> determine the procedures for listing, stock market trading, depository systems, Trading in OTC Exchange and securities law provisions</p> <p><b>CO4[K4]:</b> analyze the guidelines of SEBI, Securities Contract (Regulations) Act and SEBI (Depository and Participants) Regulation Act in stock market operations</p> <p><b>CO5[K4]:</b> examine the listing procedures, stock trading methods and depository system</p>
44.	21UCCJ51	Internship	<p><b>CO1[K1]:</b> relate the class room theory with organizational functioning</p> <p><b>CO2[K2]:</b> explain the management and administration practice, accounting tactics and operations techniques of business organisations</p> <p><b>CO3[K3]:</b> apply the knowledge learned in class room in a work place</p> <p><b>CO4[K4]:</b> examine the business operations and administrative operations of business units.</p> <p><b>CO5[K5]:</b> develop the real time technical and managerial skills required at the job</p>
<b>VI Semester</b>			
45.	21UCCC61	<b>Core Course - XVII:Human Resource Management</b>	<p><b>CO1[K1]:</b> describe the fundamental concepts, functions and scope of human resource management</p> <p><b>CO2[K2]:</b> explain the dimensions of job analysis, human resource planning,</p>



S.No	Course Code	Course Name	Course Outcome
			<p>recruitment, selection, performance appraisal and job evaluation</p> <p><b>CO3[K3]:</b> determine job analysis, recruitment, selection, training, compensation transfer and promotion policy of an organization</p> <p><b>CO4[K4]:</b> examine the methods of recruitment, selection, training and development, transfer and promotion of an organization</p> <p><b>CO5[K5]:</b> evaluate the functions of human resource management and techniques of job evaluation, performance analysis and wage payment</p>
46.	21UCCC62	<b>Core Course - XVIII:Entrepreneurial Development</b>	<p><b>CO1[K1]:</b> describe the basic concept of entrepreneur, entrepreneurship, women entrepreneur, institutional support and assistance to entrepreneur</p> <p><b>CO2[K2]:</b> explain the procedure for starting a new business venture, developing business idea, project identification and project report</p> <p><b>CO3[K3]:</b> determine business ideas, project appraisal techniques, institutional support and assistance, incentive schemes and industrial sickness</p> <p><b>CO4[K4]:</b> examine the problems of entrepreneur, techniques of generating new business ideas, project appraisal techniques and industrial sickness</p> <p><b>CO5[K5]:</b> assess the institutional support and assistance, incentive schemes in developing entrepreneurship</p>
47.	21UCCC63	<b>Core Course - XIX:Business Taxation</b>	<p><b>CO1[K1]:</b> describe the procedural and functional aspects of indirect tax system</p> <p><b>CO2[K2]:</b> explain the indirect tax provision relating to registration, levy and collection procedures</p> <p><b>CO3[K3]:</b> apply the provisions on registration, valuation of supply of goods and services, levy and collection under GST and Custom Law</p> <p><b>CO4[K4]:</b> examine the indirect tax system, Customs and GST Act provisions, CST Council and E-way bill concept</p> <p><b>CO5[K4]:</b> analyze the indirect tax provision relating to Valuation of goods, levy,</p>



S.No	Course Code	Course Name	Course Outcome
			collection and remission of tax
48.	21UCCC64	<b>Core Course - XX:</b> Financial Management	<p><b>CO1[K1]:</b> describe the various concepts and theories related to financial management</p> <p><b>CO2[K2]:</b> explain the various components in the firm's capital structure, cost of capital, capital budget and working capital</p> <p><b>CO3[K3]:</b> determine source of finance, leverages, cost of capital, capital structure, capital budget, working capital and dividend of a company</p> <p><b>CO4[K4]:</b> analyse the source of finance, cost of capital and working capital for effective decision making</p> <p><b>CO5[K5]:</b> evaluate the capital structure, capital budget and dividend policies of the companies</p>
49.	21UCCJ61	<b>Core Course - XXI:</b> Project	<p><b>CO1[K2]:</b> explain the research process, research methodology, significance and problems in conducting social science research in India</p> <p><b>CO2[K3]:</b> determine the types research, research methodology</p> <p><b>CO3[K3]:</b> formulate research problem and research design</p> <p><b>CO4[K4]:</b> analyze primary and secondary data</p> <p><b>CO5[K6]:</b> prepare a report on the basis of collected data</p>
50.	21UCCO61	<b>Major Elective Course - III:</b> 1. Business Environment	<p><b>CO1[K1]:</b> describe the various dimensions of business environment</p> <p><b>CO2[K2]:</b> explain the micro and macro environmental issues and their impact on business strategy</p> <p><b>CO3[K3]:</b> formulate suitable business strategies to cope with micro and macro environmental issues</p> <p><b>CO4[K4]:</b> examine the impact of political, economic, social, legal and global environment on business decision</p> <p><b>CO5[K5]:</b> evaluate the industrial policy, globalization and its implementations in</p>



S.No	Course Code	Course Name	Course Outcome
			business
51.	21UCCO62	<b>Major Elective Course - III:</b> 2. Supply Chain Management	<b>CO1[K1]:</b> describe the basic concepts of supply chain management <b>CO2[K2]:</b> illustrate supply chain drivers and transportation management techniques, network design and sourcing techniques <b>CO3[K3]:</b> determine the transportation mode, transportation network, supply chain drivers, network design and outsourcing methods <b>CO4[K4]:</b> analyze the supply chain process and drivers, transportation network and transport decision and capacity allocation <b>CO5[K5]:</b> evaluate the network design and sourcing strategy
52.	21UCCO63	<b>Major Elective Course - III:</b> 3. Consumer Affairs	<b>CO1[K1]:</b> describe the basic concepts of consumer, consumerism, consumer exploitation and consumer protection <b>CO2[K2]:</b> illustrate consumer rights and grievance redressal mechanism. <b>CO3[K3]:</b> apply Consumer Protection Act and other Statutory provision to redress consumer complaints and consumer protection <b>CO4[K4]:</b> examine the consumer rights, consumer forum and role of various advisory bodies in consumer protection and movements <b>CO5[K5]:</b> assess the role of Industry Regulators in consumer protection and consumer movements
53.	21UCCS61	<b>Skill Enhancement Course - VI:</b> Corporate Governance	<b>CO1[K1]:</b> describe the basic concept and dimension of corporate governance <b>CO2[K2]:</b> illustrate the corporate governance relating to board of directors and whistle blowing frame work <b>CO3[K3]:</b> apply corporate governance principles, theories, corporate disclosure, code of conduct for directors and whistle blowing techniques <b>CO4[K4]:</b> analyze the role of board of directors, whistle blowing techniques in





S.No	Course Code	Course Name	Course Outcome
			corporate management <b>CO5[K5]:</b> evaluate the forms of corporate disclosure and role, principles and theories of corporate governance