Affiliated to Madural Kamaraj University, Madural Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

A.Meenakshipuram, Anaikuttam Post, SIVAKASI - 626 130. Tamilnadu

Department of Computer Science

B. Com.

S.No	Course Code	Course Name	Course Outcomes
			SEMESTER- I
1.	21UMTL11	Tamil / Hindi – I: மேலாண்மைத் தத்துவங்கள்	CO1(K1): மேலாண்மைப் படிநிலைஅமைப்புபயன்பாடுகளைபற்றிஅடையாளம் காணமுடியும் CO2(K2): விஞ்ஞானமேலாண்மைமற்றும் திட்டமிடுதல் பற்றிதெளிவுபடுத்தமுடியும் CO3(K3): தீர்மானச் செயலின் நிர்வாகப் பிரச்சனைகளைதேர்வுசெய்துஆராயமுடியும் CO4(K4): மனிதசக்திதிட்டமிடுதல் மற்றும் தேர்ந்தெடுத்தலின்நிபந்தனைகளைபற்றிஆராயமுடியும் CO5(K5): நேர்முறைக்கும் பணிமுறைஅமைப்பிற்கும் உள்ளவேறுபாடுகளைநிருபிக்கமுடியும்
2.	21UENL11	Communicative English – I	CO1[K1]: relate and state ideas by reading and listening to simple recorded conversations and fables CO2[K2]: demonstrate communicative skills through simple Descriptions, Requests and Instructions CO3[K3]: apply knowledge of word power and grammar rules in Formal and Informal letter writings CO4[K4]: analyze fairy tales and folk tales to develop language skills through literature CO5[K6]: construct grammatically correct and meaningful simple sentences in English
3.	21UCMC11	Core Course – I: Principles of Accounting	CO1(K1): outline the Accounting Principles CO2(K2):explain the golden rules of Accounting CO3(K3):draw the Trail Balance CO4(K4): classify the various types of Accounting Errors CO5(K5):evaluate the Financial position of business through Final Accounts
4.	21UCMC12	Core Course – II: Marketing	CO1(K1): state the importance of Market Segmentation CO2(K2): explain the concept Product Life Cycle

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

		Management	CO3(K3): apply various strategies in Pricing
		S	CO4(K4): analyse the Buying Behaviour of the Consumer
			CO5(K5): appraise the methods of Personal Selling and Sales Promotion
			CO1(K1): outline the concepts of business economics
		AU: 10 T	CO2(K2): explain the theories of demand analysis
_	041101444	Allied Course - I:	CO3(K3): determine the cost and revenue of the firm
5.	21UCMA11	Business	CO4(K4) : analyze the various approaches of demand forecasting for existing and new
		Economics	products
			CO5(K5): assess the pricing policy
		Ability	CO1[K1]: recognize the importance of environment and role of Individuals in its protection.
		Enhancement	CO2[K2]: explain the key concepts of Ecosystem, Food Web and Bio geochemical.
6.	21UESR11	Compulsory	CO3[K3]: apply the right measures for the sustainable use of natural resources.
0.		Course -I: Environmental	CO4[K4]: analyse the ethical, cross-cultural, and historical context of environmental issues
			and the links between Human and Natural Systems.
		Studies	CO5[K4]: examine the impact of human action on the biological environment
	21UCMS1P	Skill Enhancement Course - I:	CO1(K2): illustrate the mechanism of e-commerce activities and its applications
			CO2(K3): apply the basic web surfing procedure and modern computing infrastructure
7.			CO3(K4): analyze the best online payment gateway options
/.		Practical -E-	CO4(K5): use the appropriate markup language for processing, identifying and presenting of
		Commerce	information in web pages
		Commerce	CO5(K6): develop the website for their business
			SEMESTER- II
			CO1(K1): தொழிலும் வணிகமும்பற்றிவிவரிக்கமுடியும்
		Tamil / Hindi – II:	CO2(K2): தனிநபர் நிறுவனம் மற்றும் கூட்டுவணிகநிறுவனங்கள்
8.	21UVAL21	ு எள்ள / எள்ள – n. வணிகஅமைப்புமுறை	உள்ளவேறுபாடுகளைபுரிந்துகொள்ளமுடியும்
		வண்கஅமைப்புருவற	CO3(K3): இந்துகூட்டுகுடும்பவணிகம் மற்றும் கூட்டுப் பங்குக் கம்பெனிகள் பற்றிஅறியமுடியும்

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

			பற்றியசட்டவிதிகளைவிவாதிக்கமுடியும்
			CO5(K5):சர்வதேசவாணிபப் பொதுகழகத்தின் சட்டவிதிகளைநிருபிக்கமுடியும்
9.	21UENL21	Communicative English – II	 CO1[K1]: relate and state ideas by reading and listening to recorded interviews and news CO2[K2]: demonstrate effective speaking skills by offering suggestions, seeking permission and reporting ongoing activities CO3[K3]: apply knowledge of word power and grammar rules through proverb expansion and paragraph writings CO4[K4]: analyze simple poems and short stories to develop language skills through literature CO5[K6]: construct grammatically correct and logically coherent paragraphs
10.	21UCMC21	Core Course - III: Business Accounting	CO1(K1): record the accounting transaction in respective business CO2(K2): differentiate the methods of accounting in various business operations CO3(K3): use the accounting procedure for various business CO4(K4):analyse the position of different business CO5(K5):evaluate the accounting information
11.	21UCMC22	Core Course - IV: Banking Theory, Law and Practice	CO1(K1): identify different types of customers operate account in banks CO2(K2): explain the contribution of banking services in economic development CO3(K3): build an idea of modes of creating charges on various securities CO4(K4): analyze practical implications of negotiable instrument and banking technology CO5(K5): appraise credit control measures of RBI
12.	21UCMA21	Allied Course – II: Indian Economy	CO1(K1): outline the Nature and Structure of Indian Economy CO2(K2): classify the Economic Policies and take part in the economic reforms in India CO3(K3): determine the role of agriculture in Indian Economy CO4(K4): analyse the Causes of Poverty and Unemployment Problems and its measures to eradicate it CO5(K4): examine the features of NitiAayog
13.	21UVED21	Ability	CO1[K1]:identifythebasichumanvaluesandethicsnecessaryforharmonious

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

		Enhancement	Human relationship	
		Compulsory	CO2[K2]: explainthesignificanceofsocialvaluesandreligioustolerancetoliveinPeace	
		Course – II:	CO3[K3]:articulatethelife-changingprinciplesofbrotherhood,honesty,loyalty	
		Value Education	and community solidarity	
		varae Baacacion	CO4[K4]: analyseemotional, social, spiritual attribute to acquire well balanced Personality	
			CO5[K4]: examinetheimportanceofharmoniouslivinginthemulti-culturalPluralisticsociety.	
			CO1(K1): outline the basic concept of securities market	
		Skill Enhancement	CO2(K2): classify the different segment of Stock Exchange	
14.	21UCMS21	Course- II:	CO3(K3): develop trading on stock market	
111	210000021	Stock Market	CO4(K4): analyze the legal framework of securities market	
		Operations	CO5(K5): select DEMAT account	
			CO1[K1]: outline the causes and impact of disasters.	
			CO2[K2]: explain the features of national policy on disaster management.	
15.	21UDMG21	Disaster Management	CO3[K3]: present the issues in rehabilitation.	
15.			CO4[K4]: classify the mitigation measures.	
			CO5[K5]: assess the role of the agencies for disaster management.	
			SEMESTER- III	
			CO1(K1): draw the analytical table for the preparation of royalty accounts	
			CO2(K2): explain the concepts of depreciation, branch, fire insurance, hire purchase and	
4.6	0411011004	Core Course - V:	royalty accounts	
16.	21UCMC31	Advanced	CO3(K3): calculate the interest under hire purchase and installment system	
		Accounting	CO4(K4) : differentiate debtors system and stock and debtor system of branch accounts	
			CO5(K5): measure thefire insurance for loss of stock and loss of profit policy	
			CO1(K1): outline the basic concepts of cost, costing and cost accounting	
17	21UCMC32	Core Course - VI:	CO2(K2): classify the overheads and its distribution under primary and secondary	
17.		Cost	Cost Accounting	Distribution
			CO3(K3): employ the basic principles and techniques of inventory control	

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

			CO4(K4): analyze the various methods of calculating remuneration to labours
			CO5(K5): assess the transactions and preparation of accounting entries for process costing
			CO1(K1): outline the concepts of business environment and impact of environment on
		Core Course - VII:	business
18.	21UCMC33	Business	CO2(K2): explain the global environment affect the Indian business
10.	210011033	Environment	CO3(K3): apply the Corporate Social Responsibility and Ethical concepts in Business
		Liivii oiiiileiit	CO4(K4): analyzethe New Industrial Policy 1991 and privatization
			CO5(K5): examine the political and legal environment affecting the business
			CO1(K1): outline the use of Office Package in day to day life
		Core Course - VIII:	CO2(K2): demonstrate the Mail Merge concept of MS Word
19.	21UCMC3P	Practical – Office	CO3(K3): apply the various menu in MS Word, Excel, Power Point
		Packages	CO4(K4): analyse the data by using Excel Formula
		Ö	CO5(K5): create the different slide layouts in Power Point
			CO1(K1): identify the formula for measuring central tendency, dispersion and skewness
			CO2(K2): explain the basic concepts of statistics
20.	21UCMA31	Allied Course - III:	CO3(K3): develop the index number and test the adequacy of index number
		Business Statistics	CO4(K4): analyse the relationship between the variables
			CO1(K1): identify the terms Business, Commerce, Trade, Industry, Profession and
			Employment
		Non Major Elective	CO2(K2): explain the scope of e-Commerce activities
21.	21UCMN31	Course –I: Business	CO3(K3):employ the qualities of successful businessmen
		Studies	CO4(K4): comparethe various form of business organization and analyse the suitability
		Claill Each an agus an	CO5(K4): examine the Non-Economic activities and Economic Activities
22	21UCMS31	Skill Enhancement	CO1(K1): outline the registration formalities in the export and import dealings
22.		Course – III:	CO2(K2): explain the procedure in export business
		Export and Import	CO3(K3): employ the concept of custom clearance and export financing

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

		Procedure	CO4(K4): examine the principle of import procedure and documentation
			CO5(K4): analyse the documentation in export trade
			SEMESTER- IV
23.	21UCMC41	Core Course - IX: Partnership Accounting	CO1(K1): outline the basic concepts of partnership accounts CO2(K2): trace the problems related to partnership firm CO3(K3): apply the accounting treatments relating to admission, retirement and death of partners CO4(K4): differentiate partnership and limited liability partnership (LLP) CO5(K5): defend the principles of Garner vs. Murray in cases of Insolvency of Partners
24.	21UCMC42	Core Course - X: Management Accounting	 CO1(K1): describe the concepts, tools and techniques of management accounting CO2(K2): interpret the position of business through financial statement analysis CO3(K3): compute the results of profitability, liquidity, solvency and efficiency levels in the business CO4(K4): examine the uses of fund flow and cash flow statements CO5(K5): evaluate CVP analysis through marginal costing technique
25.	21UCMC43	Core Course - XI: Secretarial Practice	 CO1(K1): describe the knowledge about Formation, Nature and Classification of Joint Stock Companies CO2(K2): explain the Mode and Method of Appointment / Removal / Powers / Duties of (KMP) Director and Company Secretary CO3(K3): apply the various legal Provisions to be complied with in conducting various types of Company Meetings, Resolution, agenda, minutes and Proceeds CO4(K4): analyse the process and mode of Winding up of Joint Stock Companies and Powers of NCLT CO5(K4): classify the various Documents required to bring the Company into Existence
26.	21UCMC44	Core Course - XII: Entrepreneurial Development	CO1(K1): describe the basic concepts of entrepreneurship CO2(K2): explain the role and importance of women entrepreneur in economic development CO3(K3): develop personal creativity in preparation of project report

Affiliated to Medural Kamaraj University, Madural Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

27. 21UCMA41 Allied Course - IV: Business Mathematics CO1(K1): describe the various mathematical application in business CO2(K2): explain the operations of set theory and matrix CO3(K3): use indices and logarithm rules to simplify the problem CO4(K4): compare arithmetic and geometric progression CO5(K5): choose the appropriate the mathematical formulas related to finance CO1[K1]: identify the background and the key words in Consumer Behaviour CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to broaden their knowledge in the concept CO1[K1]: identify the background and the key words in Sales and Distribution Management CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the concept CO5[K4]: analyse critically and apply technical skills to broaden their knowledge in the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the concept CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures				
27. 21UCMA41 Allied Course - IV: Business Mathematics C02(K2): explain the operations of set theory and matrix C03(K3): use indices and logarithm rules to simplify the problem C04(K4): compare arithmetic and geometric progression C05(K5): choose the appropriate the mathematical formulas related to finance C01(K1): identify the background and the key words in Consumer Behaviour C02(K2): demonstrate independent and self-paced learning for clear understanding of the course C04(K4): compare arithmetic and geometric progression C05(K5): choose the appropriate the mathematical formulas related to finance C01(K1): identify the background and the key words in Consumer Behaviour C02(K2): demonstrate independent and self-paced learning for clear understanding of the course C04(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C01(K1): identify the background and the key words in Sales and Distribution Management C02(K2): demonstrate independent and self-paced learning for clear understanding of the concept C03(K3): use high quality reading resources, communication tools and technology to send assignments and to take up test C05(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C04(K3): use high quality reading resources, communication tools and technology to send assignments and to take up test C05(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C05(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C05(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C05(K4): analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures				CO4(K4): analyse the key steps in business ideas
Allied Course - IV: Business Mathematics CO2(K2): explain the operations of set theory and matrix CO3(K3): use indices and logarithm rules to simplify the problem CO4(K4): compare arithmetic and geometric progression CO5(K5): choose the appropriate the mathematical formulas related to finance CO1[K1]: identify the background and the key words in Consumer Behaviour CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO4[K3]: use high quality reading resources, communication Management CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the concept CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO4[K1]: identify the business ideas and opportunities				
27. 21UCMA41 Business Mathematics C04(K4): compare arithmetic and geometric progression C05(K5): choose the appropriate the mathematical formulas related to finance C01[K1]: identify the background and the key words in Consumer Behaviour C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C03[K3]: develop computer and communication skills to broaden their knowledge in the course C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C04[K3]: demonstrate independent and self-paced learning for clear understanding of the course C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C04[K3]: develop computer and communication skills to broaden their knowledge in the course C04[K3]: demonstrate independent and self-paced learning for clear understanding of the concept C05[K4]: adenostrate independent and self-paced learning for clear understanding of the concept C05[K3]: demonstrate independent and self-paced learning for clear understanding of the concept C05[K3]: demonstrate independent and self-paced learning for clear understanding of the concept C06[K3]: demonstrate independent and self-paced learning for clear understanding of the concept C06[K3]: demonstrate independent and self-paced learning for clear understanding of the concept C06[K3]: develop computer and communication skills to broaden their knowledge in the concept C06[K3]: develop computer and communication skills to broaden their knowledge in the concept C06[K3]: develop computer and communication skills to broaden their knowledge in the concept C06[K3]: develop computer and communication skills to broaden their knowledge in the concept C06[K3]: develop computer and to take up test C06[K3]: develop computer and to take up test C06[K3]: develop comput				
28. 21UCMM41 Self-paced Learning (Swayam Course): 1. Consumer Behaviour Self-paced Learning (Swayam Course): 2. Co1[K1]: identify the background and the key words in Consumer Behaviour CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO4[K3]: develop computer and communication tools and technology to send assignments and to take up test CO5[K4]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: develop computer and communication skills to broaden their knowledge in the course CO5[K4]: analyse critically and apply technical skills to broaden their knowledge in the course CO5[K3]: develop computer and communication skills to broaden their knowledge in the course CO5[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO5[K4]: identify the business ideas and opportunities			Allied Course - IV:	CO2(K2): explain the operations of set theory and matrix
28. 21UCMM41 Self-paced Learning (Swayam Course): 1. Consumer Behaviour 29. 21UCMM42 Self-paced Learning (Swayam Course): 2. Sales and Distribution Management Co2[K2]: develop computer and communication skills to broaden their knowledge in the course Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures 29. 21UCMM42 Self-paced Learning (Swayam Course): 2. Sales and Distribution Management Co2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept Co3[K3]: develop computer and communication skills to broaden their knowledge in the course Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures 29. 21UCMM42 Non Major Elective Co1(K1): identify the business ideas and opportunities	27.	21UCMA41	Business	CO3(K3): use indices and logarithm rules to simplify the problem
28. 21UCMM41 Self-paced Learning (Swayam Course): 1. Consumer Behaviour C05[K3]: develop computer and communication skills to broaden their knowledge in the course C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures 29. 21UCMM42 Self-paced Learning (Swayam Course): 2. Sales and Distribution Management C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C03[K3]: develop computer and communication skills to broaden their knowledge in the concept C04[K3]: use high quality reading resources, communication skills to broaden their knowledge in the course C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures 20. 21UCMM41 Non Major Elective C01(K1): identify the business ideas and opportunities			Mathematics	CO4(K4): compare arithmetic and geometric progression
28. 21UCMM41 Self-paced Learning (Swayam Course): 1. Consumer Behaviour Self-paced Learning (Swayam Course): 1. Consumer Behaviour Self-paced Learning (Swayam Course): 2. Co5[K4]: demonstrate independent and self-paced learning for clear understanding of the course Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Co1[K1]: identify the background and the key words in Sales and Distribution Management Co2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept Co3[K3]: develop computer and communication skills to broaden their knowledge in the course and Distribution Management Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Co1(K1): identify the business ideas and opportunities Co1(K1): identify the business ideas and opportunities				CO5(K5): choose the appropriate the mathematical formulas related to finance
21UCMM41 21UCMM41 21UCMM41 21UCMM41 21UCMM41 21UCMM42 29. 21UCMM42 29. 21UCMM42 29. 21UCMM42 29. 21UCMM42 29. 21UCMM42 29. 20. 21UCMM42 20. 20. 21UCMM42 20. 21UCMM41 20. 21UCMM41 20. 21UCMM41 20. 21UCMM41 20. 21UCMM41 20. 21UCMM41 2				CO1[K1]: identify the background and the key words in Consumer Behaviour
Learning (Swayam Course): 1. Consumer Behaviour 29. 21UCMM42 Learning (Swayam Course): 1. Consumer Behaviour Self-paced Learning (Swayam Course): 2. Sales and Distribution Management Course): 2. Sales and Distribution Management Cos[K4]: develop computer and communication skills to broaden their knowledge in the course Cos[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Cos[K4]: identify the background and the key words in Sales and Distribution Management concept Cos[K3]: develop computer and self-paced learning for clear understanding of the concept Cos[K3]: develop computer and communication skills to broaden their knowledge in the concept Cos[K3]: develop computer and communication skills to broaden their knowledge in the concept Cos[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Cos[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Cos[K4]: identify the business ideas and opportunities			Calf magad	CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the
28. 21UCMM41 Course):1. Consumer Behaviour Behaviour CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1[K1]: identify the background and the key words in Sales and Distribution Management CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication tools and technology to send assignments and to take up test CO4[K3]: use high quality reading resources, communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO5[K4]: identify the business ideas and opportunities			•	concept
Consumer Behaviour Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Co1[K1]: identify the background and the key words in Sales and Distribution Management Co2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept Co3[K3]: develop computer and communication skills to broaden their knowledge in the course Co4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Co5[K4]: identify the business ideas and opportunities		2111CMMM41		CO3[K3]: develop computer and communication skills to broaden their knowledge in the
Behaviour CO5[K4]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1[K1]: identify the background and the key words in Sales and Distribution Management CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1(K1): identify the business ideas and opportunities	28.	210CMM41	_	course
assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1[K1]: identify the background and the key words in Sales and Distribution Management CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities				CO4[K3]: use high quality reading resources, communication tools and technology to send
the video lectures C01[K1]: identify the background and the key words in Sales and Distribution Management C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C03[K3]: develop computer and communication skills to broaden their knowledge in the course C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C01[K1]: identify the background and the key words in Sales and Distribution Management C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C01[K1]: identify the business ideas and opportunities			Benaviour	assignments and to take up test
C01[K1]: identify the background and the key words in Sales and Distribution Management C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C03[K3]: develop computer and communication skills to broaden their knowledge in the course and Distribution Management C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C01(K1): identify the background and the key words in Sales and Distribution Management C02[K2]: demonstrate independent and self-paced learning for clear understanding of the concept C04[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test C05[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures C01(K1): identify the business ideas and opportunities				CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in
29. 21UCMM42 Course): 2. Sales and Distribution Management Management Management Co5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the concept CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1(K1): identify the business ideas and opportunities				the video lectures
Self-paced Learning (Swayam 29. 21UCMM42 Course): 2. Sales and Distribution Management CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO3[K3]: develop computer and communication skills to broaden their knowledge in the course CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures CO1(K1): identify the business ideas and opportunities				CO1[K1]: identify the background and the key words in Sales and Distribution Management
29. 21UCMM42 Learning (Swayam Course): 2. Sales and Distribution Management CO5[K4]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities				CO2[K2]: demonstrate independent and self-paced learning for clear understanding of the
29. 21UCMM42 Course): 2. Sales and Distribution Management CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities			Self-paced	concept
and Distribution Management CO4[K3]: use high quality reading resources, communication tools and technology to send assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities			Learning (Swayam	CO3[K3]: develop computer and communication skills to broaden their knowledge in the
Management assignments and to take up test CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities	29.	21UCMM42	Course): 2. Sales	course
CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities			and Distribution	CO4[K3]: use high quality reading resources, communication tools and technology to send
the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities			Management	assignments and to take up test
the video lectures Non Major Elective CO1(K1): identify the business ideas and opportunities			_	CO5[K4]: analyse critically and apply technical skills to comprehend the ideas or theories in
30. 2100MIN41 Course - II. CO2(K2): explain the husiness proposal	20	2111CMN141	Non Major Elective	CO1(K1): identify the business ideas and opportunities
Gourse - II. Goz (INZ). Explain the business proposal	30.	ZIUUMN41	Course – II:	CO2(K2): explain the business proposal

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

		Business	CO3(K3): formulate a well-conceived Business Plan	
		Development	CO4(K4): compare various government schemes and getting financial assistance	
			CO5(K4): examine entrepreneurial skill by starting up of new business	
			CO1(K1): identify the opportunity for international marketing	
		Skill Enhancement	CO2(K2): differentiate the functions of different financial institutions supporting	
31.	21UCMS41	Course – IV:	international marketing	
31.	210CM341	International	CO3(K3): choose foreign market entry strategy	
		Marketing	CO4(K4): examine the overall conditions in international market	
			CO5(K4): classify the barriers in international marketing	
			CO1 [K1]:recognize the importance of community service through training and	
			education	
		- Extension	CO2 [K2]:interpret ecological concerns, consumer rights, gender issues & legal protection	
	-		CO3 [K3]:develop team spirit, verbal/non verbal communication and organizational ethics	
32.			by participating in community service	
			CO4 [K4]: examine the necessity of professional skills & community-oriented services for a	
				holistic development
			wellbeing	
	T		SEMESTER- V	
			CO1(K1): draw the reconstructed balance sheet after Internal Reconstruction	
			CO2(K2): explain the accounting procedure of issue and redemption of shares and	
33.	21UCMC51	Core Course - XIII:	debentures.	
00.	210011001	Company Accounts	CO3(K3): present the final accounts of a joint stock company	
			CO4(K4): separate profit prior to incorporation and post incorporation	
			CO5(K5): evaluate the valuation methods of valuation of shares and goodwill	
34.	21UCMC52	Core Course - XIV:	CO1(K1): outline the provisions relating to Income tax act 1961	
51.	21001.1032	Income Tax - I	CO2(K2): explain the important Definitions u/s 2(7), 2 (9), 2(24), 2(31), 3 of the Income tax	

Affiliated to Medural Kamaraj University, Madural Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

			Act
			CO3(K3): calculate the Income from salary and House property
			CO4(K4): classify the Income under the head Capital gain and other sources of an assessee
			CO5(K5): assess the Income under the head Income from Business or Profession
			CO1(K1):outline the functions and scope of financial management
			CO2(K2): estimate the cost of different forms of capital and overall cost of capital
		Core Course - XV:	CO3(K3): determine the optimum capital structure with using the different theories and
35.	21UCMC53	Financial	working capital
		Management	CO4(K4): examine the determinants and dividend decisions
			CO5(K5): evaluate Capital Budgeting Appraisal Methods
			CO1(K1): describe the procedure for formation of contract
		Core Course - XVI: Mercantile Law	CO2(K2): explain the remedies for breach and discharge of contract
0.6	21UCMC54		CO3(K3): utilize the terms and conditions of indemnity, guarantee, bailment, pledge &
36.			agency
			CO4(K4): examine the features of Foreign Exchange of Management Act 1999
			CO5(K4): analyse the provisions of sale and carriage of goods Act
		M ' El .'	CO1(K1): describe the methods of collecting data
		Major Elective	CO2(K2): explain the significance of Research and Research Methodology
27	21UCMO51	Course – I:	CO3(K3): select Research Problem and Research Design
37.		1. Research	CO4(K4) : determine the sample size in consonance with the research problem and research
		Methodology	design
			CO5(K5): conclude the research report with right findings
		Major Elective	CO1(K1): outline the concepts of relevant cost and differential cost
	21UCM052	Course – I:	CO2(K2): classify the different kinds of Budget
38.	210CM052	2. Accounting for	CO3(K3): compute the different types of Variances
		Decision Making	CO4(K4): differentiate standard costing from budgetary control
			CO5(K5): appraise company annual reports

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

39.	21UCMO53	Major Elective Course – I: 3. Operations Research	CO1(K1): outline the operations research techniques CO2(K2): illustrate the various techniques of analyzing feasibility CO3(K3): formulate the linear programming problem CO4(K4): analyse the PERT and Critical Path Method CO5(K5): select the suitable strategy in game theory
40.	21UCM054	Major Elective Course – II: 1. Services Marketing	CO1(K1):identify the differences between the marketing of services and the marketing of manufactured goods CO2(K2):explain the key issues concerning the management and measurement of service quality and customer satisfaction CO3(K3): determine the role of service personnel in service marketing CO4(K4):analyse the various components of the services marketing mix CO5(K4): examine the factors to be considered in designing service process
41.	21UCM055	Major Elective Course – II: 2. Retail Marketing	 CO1(K1): describe the basic concepts of retailer, retailing and E-retailing CO2(K2): specify 6 P's in retail marketing mix CO3(K3): determine the location to improve the sales volume of the retail business CO4(K4): compare the effects of different pricing, promotional methods used in retail business CO5 (K4): analyse the factors affecting retail consumer buying decisions
42.	21UCM056	Major Elective Course – II: 3. Advertising and Salesmanship	CO1(K1): outline the nature and scope of advertising and salesmanship CO2(K2): explain the activities in advertising agencies CO3(K3): make decisions regarding most feasible advertisement CO4(K4): differentiate advertising and salesmanship CO5(K5): evaluate the knowledge of product and customer
43.	21UCMS51	Skill Enhancement Course – V: Personality Development	CO1(K1): state the significance of soft skills CO2(K2): visualize the good behavior and becoming a performer in interview. CO3(K3): develop good communication and body language CO4(K4): clarify the use of resume/curriculum vitae/bio-data and where it must be used by

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

			the applicant
			CO5(K5):assess the qualities require for getting jobs
44.	21UCMJ51	Internship	CO1(K1): identify the professional requirements to be successful in the field CO2(K2): demonstrate the application of knowledge and skill sets acquired from the course and workplace in the assigned job function CO3(K3): develop work habits and attitudes necessary for job success. CO4(K4): distinguish between management and administration CO5(K5): assess interests and abilities in their field of study
	1		SEMESTER- VI
45.	21UCMC61	Core Course - XVII: Corporate Accounting	CO1(K1): outline the accounts of banking companies CO2(K2): explain the concept of liquidation of companies CO3(K3): draw the consolidated balance sheet of holding company CO4(K4): compare single account and double account system CO5(K5): appraise the revenue account of Insurance companies
46.	21UCMC62	Core Course - XVIII: Income Tax - II	CO1(K1): outline the procedure for assessment and the provisions relating to filing of return of Income CO2(K2): explain the provisions relating to aggregation of Income, Set-off and carry forward of losses to determine the Gross Total Income CO3(K3): compute the taxable income and tax liability of Individual, HUF, and Firm CO4(K4): analyse the provisions under section 115JB of Income tax act 1931 relating to company CO5(K5): choose the avenues of investment with intent to reduce tax liabilities
47.	21UCMC63	Core Course - XIX: Auditing	CO1(K1):outline the meaning, objective, features of Auditing and Audit Assurance and Standards CO2(K2): explain the different types of audit CO3(K3): employ the different tools of Auditing CO4(K4): analyze the internal control, Vouching and Audit Risk

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

			CO5(K5): classify the different types of auditor's Report
			CO1(K1): outline the project and the methods of collecting data.
		Carra Carraga VV	CO2(K2): defend the significance of project.
48.	21UCMJ61	Core Course - XX:	CO3(K3): select current scenario for research.
		Project	CO4(K4): classify the sample size and research design.
			CO5(K5): justify the project with its findings and suggestions.
			CO1(K2) : illustrate the mechanism of accounting accounting procedures
		Core Course - XXI:	CO2(K3): apply the basic procedure for various voucher entries, sale orders and purchase
49.	2411CMCCD	Practical -	orders
49.	21UCMC6P	Accounting	CO3(K4): analyze the bill wise procedure and various price list
		Package	CO4(K5): assess the accounting with GST procedure
			CO5(K6): prepare the inventory operations and budget in accounting package
		Major Elective	CO1(K1): outline the role and functions of human resource manager
	21UCM061	Course – III:	CO2(K2): explain the concept of Job analysis, Job design and Job evaluation
50.	210CM061	1. Human Resource	CO3(K3): apply the selection process in recruitment
		Management	CO4(K4): analyse the need for transfer of employee
			CO5(K5): appraise the performance of employee through different method
		Major Elective	CO1(K1): outline the concept and benefits delivered by CRM
	21UCM062	Course – III:	CO2(K2): explain the challenges in implementing
51.	210CM062	2. Customer	CO3(K3): apply CRM strategies in value chain organisation
		Relationship	CO4(K4): analyse the changing role of CRM in an organisation
		Management	CO5(K4): examine the application of CRM in Indian Service Business
		Major Elective	CO1(K1): describe the distinct features of co-operative management
		Course – III:	CO2(K2): explain the duties and power of registrar of co-operations
52.	21UCMO63		CO3(K3): apply the strategies for sustainable development of co-operatives
		Co-operative Management	CO4(K4): analyse the process of control in co-operatives
		Management	CO5(K4): examine the need and importance of co-operative Audit

Affiliated to Madurai Kamaraj University, Madurai Re-accredited with 'A' grade (3"cycle) by NAAC with CGPA 3.11

53.	21UCMS61	Goods and Services	CO1(K1): outline the feature of GST Act CO2(K2): explain the concept of Supply under GST Act CO3(K3): choose appropriate GST Returns among various types of returns CO4(K4): analyse the benefits of GST CO5(K5): classify the different types of GST
-----	----------	--------------------	---