

Dnyan Prabodhini Mandal's
SHREE MALIKARJUN COLLEGE OF ARTS & COMMERCE
DELEM-CANACONA, GOA 403702

Pre-CBCS

**PROGRAM OUTCOMES (POS) (POs), PROGRAM SPECIFIC
OUTCOMES (PSOs) AND COURSE OUTCOMES (COs)**

INDEX

Sr. No.	CONTENT	Page No.
1	PROGRAM OUTCOMES (POS) FOR BACHELOR OF ARTS	2
2	PROGRAM SPECIFIC OUTCOMES FOR BACHELOR OF ARTS	3-5
3	PROGRAM OUTCOMES (POS) FOR BACHELOR OF COMMERCE	6
4	PROGRAM SPECIFIC OUTCOMES FOR BACHELOR OF COMMERCE	7
5	COURSE OUTCOMES FOR BACHELOR OF COMMERCE	8-12

1) PROGRAM OUTCOMES (POS) FOR BACHELOR OF ARTS

The **Bachelor of Arts** requires three Years of Full time study consisting of six semesters. The Bachelor of Arts provides students with a broad range of disciplinary and interdisciplinary studies from across the University, with a strong focus on aspects of human culture and achievements in social and behavioral sciences. Arts degrees are focused on increasing a student's knowledge and critical thinking skills in a variety of areas –History, Geography, Sociology Economics etc. The course aims to provide students with a basis of sound knowledge in their chosen areas of study, the ability to apply the knowledge they have required, the ability to communicate effectively in arrange of ways, the ability to work both independently and collaboratively, the skills to connect across geographical, disciplinary, social and cultural boundaries, an understanding of the value of ethical behavior, independent and lifelong learning skills.

The B.A. programme OUTCOMES:

- Students will be empowered with knowledge and skills for critical creative and lateral thinking, research and application in their areas of undergraduate study.
- The Languages and Social Science Curriculum is designed to equip the students with new trends in the subject areas.
- The program will facilitate the acquiring of skills to pursue higher education and career opportunities.
- Students are imparted with value based learning with the aim to make them socially responsible and enlightened citizens.
- To develop sustainable development Goals.

2) PROGRAM SPECIFIC OUTCOMES FOR BACHELOR OF ARTS

a) GEOGRAPHY

- Student will be able to gain knowledge and understand the fundamentals of geographical concepts.
- They acquire the skills to apply the acquired knowledge to solve the current geographical issues.
- The practical course student will be able to locate places on the map, to understand and interpret the same.
- To comprehend the possibility and unforeseen challenges in the field of travel and tourism activities, and acquire confidence of taking up tourism related initiatives.
- To understand the link between the physical unavoidable hazard system in the world, the information will enable the student to become alert citizen and express their understanding before others.
- Finally, the student will acquire basic skills of taking judicious decisions for the welfare of the society at the time of distress.

b) ECONOMICS

- Student will be able to gain knowledge and understanding of different economic aspects at **Micro and Macro** levels.
- Students will be able to understand the economic setup at **National and International** levels.
- Students will be equipped to understand and apply the modern **banking techniques**.
- Students will be able to understand the different **intricacies of the budget**.
- Students will be able to take wise decisions to **invest in stock market**.
- Study tours/field trips /excursions will open the horizon of **practical knowledge** of different economic and non-economic aspects of life.
- Students will acquire the basic skills to understand economic issues and problems faced and to take **judicious decisions for the welfare and betterment** of the society at large.

c) MARATHI

- Develop competency in Literary Forms. (i.e. Marathi poetry, autobiography, novel, short story, drama & performing prose)
- Develop Reading, Writing & Communication Skills in Marathi Creating an interest in literature.
- Availing the job opportunities in translation, transformation and media.
- Developing language.

- Increasing the critical attitude about literary studies.
- Imbuing the literary research attitude.

d) HINDI

- Develop competency in Literary Forms. (Hindi Poetry & Fiction)
- Develop Reading, Writing & Communication Skills in Hindi.
- Get information about the history of ancient, medieval and modern Hindi Literature.
- Developing reading, writing, speaking and listening skills.
- Availing the job opportunities in translation.
- Increasing the critical attitude about literary writing.
- Creating an interest in literature. Imbuing the literary research attitude.

e) SOCIOLOGY

- Sociology is a discipline that belongs to what conventionally is called the social science. The discipline plays a leading role in the social sciences.
- Sociology is about understanding and interpreting society and the people within it. Sociologists are concerned with the ways we organise our lives and institutions and the consequences of such activity.
- Central to the work of Sociology are broad themes related to its conceptual framework, Indian social institutions, socio-cultural dynamics of Goan society, contemporary social issues, migration, social skills & etiquettes, corporate interpersonal skills and tribal society.
- The social world is explored with the help of theories about the nature of social life and a range of qualitative and quantitative data collection methods.

f) ENGLISH

- A student, who has taken admission into this program of B.A with English as specific subject of study, is expected to target on following OUTCOMESs.
- Basic knowledge of English as Language.
- Major knowledge of English as Literature.
- Basic knowledge of English Grammar.
- Critical study of English Literary studies.
- Relation between pleasure of literature and real life
- Compare literary works of the great writers and philosophers by using their logic and literary competency.

g) HISTORY

- Understand the basic themes, concepts, chronology and the Scope of Indian History.
- Be Acquaint with the range of issues related Indian History and its distinctive eras.
- Understand the history of the countries other than India with comparative approach.
- Think and argue historically and critically in writing and discussion.
- Prepare for various types of Competitive Examinations
- Critically recognize the Social, Political, Economic and Cultural aspects of History.
- To study further in the applied field of history as archaeology.

h) KONKANI

- Develop listening, reading, writing and communication skills in Konkani
- Develop confidence in literary field in different forms of creative writing
- Availing job opportunities in translation, journalism & teaching
- Imbuing the literary research attitude.
- To develop skills in making career in Film production.

i) IT

- Use system development, Word Processing, Spreadsheet and Presentation Software to solve basic information systems problems.
- Identify and Analyze computer hardware, software and Network components. Well versed with Practical Skills.
- Use system development, Word Processing, Spreadsheet and Presentation Software to solve basic information systems problems.

3) PROGRAM OUTCOMES (POS) FOR BACHELOR OF COMMERCE

The **Bachelor of Commerce** requires three Years of Full time study consisting of six semesters. It aims to provide students with the knowledge, tools of analysis and skills with which to understand and participate in the modern business and economic world, to prepare them for subsequent graduate studies and to achieve success in their professional careers. Demonstration of knowledge in major theories and models is key areas of organizational behavior. Demonstrate knowledge of Economics. It acquired knowledge of basic mathematical and statistical skills. Graduates of this degree will be knowledgeable of domestic and international economic and organizational environments. It Evaluate national and international debates and discussion on economic, commercial and business issues. It provides opportunities for an exciting career in accounting, a field that offers challenge, variety and job satisfaction, an opportunity to travel and work overseas and the opportunity to develop career into various sectors of the business community.

The B.COM. programme OUTCOMES:

- Acquire critical thinking and analytical skills in program specific courses.
- Acquire computing skills, basic marketing skills, communication skills which will help them secure employment.
- Obtain practical and experiential learning in carrying out field work.
- Develop an interest in pursuing higher education in the course specific areas.
- Create an interest in entrepreneurship and acquire basic knowledge for self-employment.

4) PROGRAM SPECIFIC OUTCOMES BACHELOR OF COMMERCE

COST ACCOUNTING

- 1)** Apply quantitative skills to help analyze and solve business problems and to take advantage of business opportunities.
- 2)** Students will learn to monitor performance and efficiency to locate and report on problems and also learn to prepare regular cost reports.
- 3)** Describe and explain the ethical and social responsibilities of accountants in ensuring the integrity of financial information.
- 4)** Students will be able to Collect, organize internal and financial information for evaluating, critical analyses and regulating past and present financial performance for forecasting.

ACCOUNTING

- 1)** Students will demonstrate quantitative literacy by using accounting models to define, represent, and solve mathematical problems.
- 2)** Students will use critical thinking to analyze financial transactions.
- 3)** Students will prepare and analyze financial statements.
- 4)** Students will understand the accounting and taxation system its legislation, types and finalization of accounts of banking, insurance, holding companies and of a cooperative society

5) COURSE OUTCOMES FOR BACHELOR OF COMMERCE

Semester I Subject: General Management-(CC1)

Course OUTCOMES: Students will understand important aspects of management such as decision-making, conflict management & emerging areas

SEMESTER I MARKETING MANAGEMENT (GE1)

The course is designed to provide an understanding of the principles of marketing and basic knowledge of marketing discipline. It provides with the basic understanding of marketing concepts and theories. It critically analyses an organization's marketing strategies.

SEMESTER I Principles of Insurance – (GE 1)

Learning OUTCOMES - The students will know about Insurance, its principles. The different policies under Life Insurance and General Insurance and Risk management-Its process and Principles. The procedure for applying for an Insurance Policy and the different terminologies of Insurance.

Semester II Subject: Introduction to Marketing (CC -5)

Course OUTCOMES: Students will understand market & marketing concepts, marketing environment & new trends in marketing

Semester II CORPORATE FINANCIAL REPORTING (CC-6)

Students will be able to understand the recognition, measurement, disclosure and analysis of information in an entity's financial statements which cater to the needs of the stakeholders and interpret the financial statements for understanding of stakeholders and analyze the impact of GAAP and its application for reporting and compliance.

SERVICE MARKETING I SEMESTER II (GE 2)

It understands the overview of service marketing. It also introduces the learner to all aspects of developing and managing a service operation -.The GAPS in service marketing, service delivery process and provides students with understanding of current service marketing, focusing on the

service experience. In addition it establishes the importance of the service sector in the global economy, introduces the concept of technologically based e-services.

SEMESTER II Practice of Insurance (GE 2)

The students will study Claim management- its process and the terminologies for both Life and General Insurance companies. The various Insurance Intermediaries and how the marketing of Insurance products are done. Also the study will study about Rural Insurance what is the need and potential and the different Rural Insurance schemes.

SEMESTER III BUSINESS FINANCE (CC9)

This course introduces the students to the field of finance .the course is designed to give an understanding of the fundamental finance concepts. The students will be able to identify link between the concepts that they have learned in the course to the financial decisions that they are making.

Semester III Fundamentals of Cost Accounting (CC10)

Students will understand concept of cost, classification of cost, preparation of cost sheet including estimated cost sheet, acquire knowledge of contract accounts & process accounts.

III Semester Entrepreneurship Development (CC11)

Students will acquire skills of project formation, project selection & making project report.

B.Com. Semester III FUNDAMENTALS OF RURAL MARKETING (GE 5)

Students will develop the understanding of the Indian rural economy and identify the challenges and opportunities in the field of rural marketing for the budding managers and also expose the students to the rural market environment and the emerging challenges in the globalization of the economies and also understand the concepts and techniques of marketing management and their application in rural marketing.

Semester III NEW VENTURE PLANNING (SEC 1)

Students will learn to build consensus around some of the key elements of entrepreneurship education through the analysis of the skills and knowledge required to develop a business plan for a new venture and provide a foundation for better understanding of the values and relevance of entrepreneurial knowledge and skills increasingly being delivered to students.

Semester III Consumer Behaviour – (GE 4)

Learning OUTCOMES- The students will understand the meaning of consumers, the rights and responsibilities of the consumers and the different redressal agencies which the consumer can approach in case of disputes. Determinants of Consumer Behaviour, Psychological, Economic and Social. Consumer Buying Behaviour and Organizational Buying Behaviour.

Semester IV Income Tax (Direct Tax) (CC113)

Students will acquire knowledge of scope of total income, residential status of individual, exemption along with deduction and skill to compute income tax on Income from salary & Income from Business

Semester IV Accounting for Service Organization (CC14)

Students will gain practical knowledge on bank account, general insurance company account, underwriters & hotel accounts

COLLECTIVE BARGAINING AND NEGOTIATION SKILLS

SEMESTER IV SEC 2

This course provide students with a theoretical understanding of the bargaining process and will gain insight into best practice approaches to collective bargaining negotiation. It increases awareness of the legal framework imposed on collective bargaining. It reflects on bargaining, industrial relations and bargaining.it also understands the process of bargaining and negotiation. It provide exposure to the required skills in negotiating a contract and also promote the concept and theories of collective bargaining

Semester IV Salesmanship and Sales Management- (GE 6)

To help students understand the basic concepts of salesmanship and sales management and it's application in current marketing scenario. Study on sales organizations, it's structure and the functions of sales managers. Managing the sales force-their selection, training and Motivation to the sales force.

SEMESTER V & VI (NON CHOICE BASE CREDIT COURSE)

Semester V Accounting Major:

Industrial Management

Students will understand the knowledge about industrial management, industrial productivity & total quality Management.

Semester V & VI Accounting Major- Auditing

Students are able to understand the Principles, methods, techniques of auditing & their applications, Rights Duties & liabilities of Auditor.

Semester VI

Human Resources Management

Students will understand important issues of HRM such as employee compensation, empowerment, labour welfare & Trade Unit.

Semester V & VI Cost & Management Cost Audit

Students get in-depth knowledge of cost & management Audit with various techniques & Cost Audit Rules.

Semester V &VI Accounting Advance Company Accounts

Students will acquire in preparation of financial statements of limited companies, valuation of shares & goodwill of the companies and reconstruction of the companies..

Semester V Cost & Management Accounting – Methods of Costing

The students will be familiarized with the basic cost concepts, preparation of Cost Sheet & Estimated Cost Sheet

Computation of Profit & loss on Contract accounting, Procedure for contract account and calculation profit on incomplete contract and Balance Sheet, Process Costing calculation of normal loss abnormal loss, Calculation of Profit on Inter process transfer. Joint product by product costing & service costing

Semester V

Accounting Major 1 Income Tax & GST

Students will develop conceptual Knowledge on Income Tax, Residential Status of Individual, HUF, Firm & Company, Exemption under section 10 of Income tax along with computation of Income from Salaries and computation of Income from Business. GST Conceptual knowledge

Semester VI Income Tax, Goods & Service Tax

Student will develop skill in computation of Income from House Property, Income from Capital Gain, Income from Other sources along with Deduction U/s 80 C to U. Computation of Income tax surcharge under Section 87(B). Computation of Advance Tax Filing Return, Self assessment Tax, a filling return, Loss of Return Defective Return, Belated, Return Revision of Return, GST computation of tax filling return payment of Tax.