

B.COM(B&I) PROGRAM OUTCOMES

PO- 1: After completing three years Degree Course – Bachelor of Commerce (Banking and Insurance) (B.Com. B&I) program, Learners will develop a foundation in Banking and Insurance related areas.

PO- 2: Learners will acquire practical knowledge, training in professional skills, ethics and values to build competencies in the area of banking and insurance.

PO- 3: Learners will achieve holistic personal growth and development in a cultural context along with commercial, communication, research, analytical and managerial skills in various theoretical and operational aspects and reforms in banking and insurance sector.

PO- 4: Learners will be able to relate to global challenges in health, ethics, trade and be exposed to newer avenues in the banking, insurance and financial sector.

PO- 5: Learners will be trained in leadership skills and demonstrate social responsibilities with sensitivity towards environment and sustainability.

FYBCOM (B&I)

Semester I

Course Name: Indian Knowledge Systems

Course Codes: BBI-IKSS1-109

After completion of the course, learners will be able to

Course Outcome	PO Mapping
the learner will be able identify and define key concepts of the Indian Knowledge System, including its historical significance and core philosophies.	PO-2, PO-3, PO-4
the learner will be able explain the cultural and historical context of Bharatvarsha and its influence on contemporary Indian society.	PO-1, PO-2, PO-3
the learner will be able apply principles from Indian Knowledge Systems to analyze modern issues in arts and sciences, demonstrating their relevance today.	PO-2, PO-3
the learner will be able analyze the interconnections between traditional Indian arts and sciences, highlighting their contributions to knowledge and culture.	PO-1, PO-2, PO-3, PO-4, PO-5
the learner will be able evaluate the impact of Indian Knowledge Systems on global perspectives in education, arts, and science, discussing both strengths and limitations.	PO-2, PO-3, PO-4, PO-5
the learner will be able design a project that integrates elements from Indian Knowledge Systems with contemporary practices in arts or sciences, showcasing innovative applications.	PO-2, PO-3 PO-4

FYBCOM (B&I)

Semester I

Course Name: Principles of Management

Course Codes: BBI-MAJS1-102

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to describe the various principles governing management and its significance in the banking and insurance industry.	PO 1, PO 2
the learners will be able to explain the organisation structures followed in companies.	PO 1, PO 2
the learners will be able to interpret the various management functions in various sectors.	PO 1, PO 2, PO 3
the learners will be able to analyse the management strategies of various organizations and the leadership for sustainable growth across borders and sectors.	PO 1, PO 2, PO 3, PO 4 PO5
the learners will be able to assess the dynamics of relationships in organizations.	PO 1, PO 2, PO 3, PO 4 PO5
the learners will be able to formulate solutions to management problems.	PO 3, PO 4,PO5

FYBCOM (B&I)

Semester I

Course Name: Financial Accounting – I

Course Codes: BBI-VSCS1-105

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to define key accounting standards (AS 1, AS 2, AS 9, AS 10) and recall methods of stock valuation (FIFO and weighted average).	PO1, PO 2, PO 3, PO 4
the learners will be able to explain the concepts of depreciation and distinguish between different methods, including the provision for depreciation method.	PO1, O 2, PO 3, PO 4
the learners will be able to apply the methods of stock valuation (FIFO, weighted average) and depreciation (provision for depreciation) in practical accounting scenarios.	PO 2, PO 3, PO 4
the learners will be able to analyze hire purchase transactions, including interest calculations and accounting using the asset purchase method.	PO1, PO 2, PO 3, PO 4
the learners will be able to evaluate the advantages and limitations between hire purchase, installment, and lease agreements.	PO 2, PO 3, PO 4, PO5
the learners will be able to create accounting entries for hire purchase, installment, and lease transactions, and assess the impact on financial statements.	PO 2, PO 3, PO 4, PO5

FYBCOM (B&I)

Semester I

Course Name: Indian business environment

Course Codes: BBI-VECS1-108

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to recall and define key terms related to business objectives, business environment	PO1, PO 2, PO3, PO4, PO5
the learners will be able to explain the significance of business objectives and the different factors (both internal and external) that influence business environments.	PO1, PO 2, PO3, PO4, PO5
the learners will be able to apply business environment analysis tools (e.g., PESTLE, SWOT, Porter's 5 Forces) to real-world business cases to assess opportunities and threats.	PO1, PO 2, PO3, PO4, PO5
the learners will be able to analyze the micro and macro environmental factors that affect business decisions, both within a company and in its broader operating environment.	PO 2, PO3, PO4, PO5
the learners will be able to critically assess the impact of changing political, economic, and technological factors on business performance and strategic decisions.	PO 2, PO3, PO4, PO5
the learners will be able to create recommendations for enhancing a company's global competitiveness by leveraging economic integration opportunities	PO 2, PO3, PO4, PO5

FYBCom (B and I)

Semester I

Course Name: **Business Mathematics**

Course Code: BBI-SECS1-106

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to recall and describe basic concepts related to percentage, profit and loss, commission, brokerage, and simple and compound interests.	PO1,PO2
the learners will be able to explain the concepts of returns on investments, annuity, EMI, shares, mutual funds, and insurance, showcasing a deeper understanding of these financial terms	PO1, PO2, PO3
the learners will be able to apply computational skills to solve problems related to banking and insurance, demonstrating practical application in real-world scenarios.	PO1, PO2, PO3, PO4
the learners will be able to distinguish between various aspects of interest and annuities, shares, and mutual funds, showcasing the ability to analyze and differentiate key components.	PO3, PO4, PO5
the learners will be able to calculate returns, EMI, annuity, premium of insurance, etc., allowing for the evaluation of financial scenarios and decision-making based on calculated outcomes.	PO1, PO2, PO5
the learners will be able to create optimum scenarios that benefit individuals in terms of banking and insurance.	PO1, PO2, PO4, PO5

FYBCOM (B&I)

Semester I

Course Name: Principles and Practices of Banking

Course Codes: BBI-MAJS1-101

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to understand and explain fundamental concepts and recent developments within the banking sector, including emerging trends and regulatory changes.	PO1, PO2, PO4
the learners will be able to identify and classify various banking channels and payment systems, assessing their roles and significance within the financial ecosystem	PO1, PO2, PO3, PO4
the learners will be able to examine government initiatives for an inclusive financial system, such as microfinance, and analyze their impact on financial accessibility and economic development	PO1, PO2, PO3, PO4, PO5
the learners will be able to illustrate the concept and process of financial planning, differentiating between various strategies and approaches to managing personal and organizational finances	PO1, PO2, PO3, PO4, PO5
the learners will be able to evaluate the effectiveness of diverse banking channels and payment methods, proposing improvements to enhance service delivery and customer satisfaction	PO1, PO2, PO3, PO4, PO5
the learners will be able to design and recommend a financial plan or inclusive finance model that incorporates principles of financial literacy, accessibility, and sustainability for targeted populations	PO1, PO2, PO4, PO5

FYBCOM (B&I)
Semester I
Course Name: Introduction to HRM
Course Codes: BBI-OES1-103

After completion of the course, the learners will be able to

Course Outcome	PO Mapping
recognise the fundamentals of Human Resource Management and its evolving trends in the Indian context.	PO1, PO2
understand the concept of Human Resource Planning and its importance in aligning human resources with organizational objectives across sectors and borders.	PO1, PO2, PO3, PO4
demonstrate proficiency in executing Recruitment and Selection processes using diverse methods to identify and acquire suitable talent.	PO1, PO2, PO3, PO4, PO5
connect the Placement, Induction, Training, and Development processes to facilitate seamless on boarding and enhance employee skills.	PO2, PO3, PO4, PO5
evaluate and refine Human Resource Development strategies to foster talent growth with values and ensure organizational sustainability.	PO2, PO3, PO4 PO5
develop skills in analyzing job roles effectively through Job Analysis and Evaluation techniques.	PO2, PO3, PO5

FYBCOM (B&I)

Semester: I

Course: Applications in IT-1

Course Code: BBI-OES1-104

Course Outcomes:

After completion of the Course,

No	Course Outcome	PO Mapping
CO 1- Remember	the learner will be able to identify and define the basics concepts of Information Technology with reference to banking, insurance and related sectors.	PO1, PO-2, PO-3
CO 2- Understanding	the learner will be able to explain and describe the components and applications of IT and computers in related sectors.	PO1, PO-2, PO-3
CO 3- Applying	the learners will be able to interpret data and demonstrate application of technology for managerial skills.	PO-2, PO-3
CO 4- Analyzing	the learners will be able to compare basic working of different technologies and new trends in commerce related sectors.	PO-2, PO-3, PO-4, PO-5
CO 5- Evaluating	the learners will be able to evaluate the use and importance of electronic technology for personal, professional and commercial activities.	PO-1, PO-2, PO-3, PO-4, PO-5
CO 6- Creating	the learner will be able to integrate the knowledge of IT for self and society.	PO-2, PO-3 PO-4, PO5

FYBCOM (B&I)

Semester II

Course Name-**ENVIRONMENTAL STUDIES-II**

Course Codes: **BBI-VECS2-108**

After completion of the course,

COURSE OUTCOMES – SEM II	PO Mapping
<p>Learners will be able to recognise the interdisciplinary nature of environmental studies and acquire the basic knowledge of the environment principles.</p> <p>Learners will be able to identify various geographical mapping techniques to solve map reading and map marking exercises.</p>	<p>PO 1</p> <p>PO4</p> <p>PO 5</p>
<p>Learners will be able to interpret and summarize various impacts of consumerism with respect to waste generation and its impact. Learners will be able to understand the impact of agriculture and industrial development</p>	<p>PO4</p> <p>PO5</p>
<p>Learners will be able to demonstrate principles of Sustainability and will be able to apply it in trade and commerce with IT and Geospatial Technologies.</p>	<p>PO1, PO 2</p> <p>PO 4, PO 5</p>
<p>Learners will be able to analyse the role of environmental and Governmental policies and its impact</p>	<p>PO3, PO5</p>
<p>Learners will be able to evaluate the environmental policies and its application in management of the environment and evaluate their role as citizens and corporate social responsibility.</p>	<p>PO5</p> <p>PO 4</p>
<p>Learners will be able to plan, formulate, create and design resources for sustainability to combat global challenges in trade and commerce</p> <p>Learners will be able to develop an attitude of concern for the environment with use of sustainable resources, and attain harmony with Nature.</p>	<p>PO1</p> <p>PO4</p> <p>PO5</p>

FYBCOM (B&I)

Semester II

Course Name: Principles of Marketing

Course Codes: BBI-MAJS2-102

After completion of the course,

Course Outcome	PO Mapping
the learners will be able to explain the concept of marketing with reference to banking, insurance and related sectors.	PO 1, PO 2
the learners will be able to understand the importance of marketing in business and commercial sectors.	PO 1, PO 2
the learners will be able to differentiate between the various marketing concepts and components across sectors and borders.	PO1, PO 2, PO 3, PO4
the learners will be able to analyse the importance of marketing in the banking and insurance industry.	PO1, PO 2 PO 3, PO 4
the learners will be able to choose tools, techniques and strategies of responsible social marketing in related sectors.	PO 2, PO 3, PO 4, PO5
the learners will be able to integrate the various marketing strategies for growth and sustainability of the banking and insurance industry.	PO 2, PO 3, PO 4, PO5

FYBCOM (B&I)

Semester II

Course Name: Business Valuation & Accounting

Course Codes: BBI-VSCS2-105

After completion of the course, learners will be able to

Course Outcome	PO Mapping
define the key methods used in the valuation of goodwill.	PO1, PO 2, PO 3, PO 4
explain the concepts and steps involved for valuing goodwill.	PO1, PO 2, PO 3, PO 4
apply the different methods of goodwill valuation to real-world scenarios.	PO1, PO 2, PO 3, PO 4, PO5
analyze the valuation of shares using various methods	PO1, PO 2, PO 3, PO 4
evaluate the appropriateness of different share valuation methods based on the type of business and market conditions.	PO1, PO 2, PO 3, PO 4, PO5
calculate the value of shares using the Discounted Cash Flow (DCF) method and solve basic problems related to DCF valuation.	PO1, PO 2, PO 3, PO 4

FYBCOM (B&I)

Semester II

Course Name: Business Economics

Course Codes: BBI-MINS2-109

After completion of the course,

No.	Course Outcomes	PO Mapping
CO1 (Remember)	learners will be able to identify key concepts of microeconomics, including elasticity of demand, cost concepts, and revenue analysis.	PO1, PO2
CO2 (Understand)	learners will be able to describe the circular flow of income in both closed and open economies and explain the impact of economic fluctuations.	PO1, PO2
CO3 (Apply)	learners will be able to apply microeconomic principles, such as elasticity, production functions, and break-even analysis, to real-world business scenarios.	PO2, PO3, PO4
CO4 (Analyze)	learners will be able to analyze the determinants of money supply, inflation, and the effects of monetary policy using Keynesian principles across sectors.	PO2, PO3, PO4
CO5 (Evaluate)	learners will be able to evaluate the role of government in public finance, focusing on budget structure, public debt, and principles of sound finance and economic sustainability.	PO3, PO4, PO5
CO6 (Create)	learners will be able to develop policy recommendations by assessing the economic implications of public expenditure and debt management in various economic conditions.	PO2, PO3, PO4, PO5

FYBCom (B and I)

Semester **II**

Course Name: **Business Statistics**

Course Code: BBI-SECS2-106

After completion of the course, learners will be able to

Course Outcome	PO Mapping
recall fundamental measures of central tendency, dispersion, correlation, and regression.	PO1
understand the concept of dispersion, correlation and regression.	PO2
apply statistical measures in financial management to solve problems and make informed decisions based on the data provided.	PO2, PO3, PO5
analyze bivariate data and interpret patterns and relationships, specifically focusing on correlation.	PO2, PO3
evaluate various measures and coefficients, determining their statistical, significance and appropriateness in different contexts.	PO1, PO2, PO3,
construct regression equations based on given data, showcasing the ability to synthesize statistical information and model relationships between variables in different contexts.	PO2, PO4, PO5

FYBCOM (B&I)

Semester II

Course Name: Principles and Practices of Insurance

Course Codes: : BBI-MAJS2-101

After completion of the course, learners will be able to

Course Outcome	PO Mapping
define the concept of insurance, explain its importance, and identify methods for determining individual and organizational insurance needs.	PO1, PO2, PO4
describe and differentiate between major insurance products, including life, health, property, and liability insurance, by examining their purposes and coverage areas	PO1, PO2, PO3, PO4
analyze the regulatory framework governing the insurance sector, assessing its impact on consumer protection and industry standards	PO1, PO2, PO3, PO4, PO5
examine career pathways within the insurance industry, outlining key roles, required skills, and growth opportunities	PO3, PO4, PO5
evaluate the effectiveness of various insurance products in meeting diverse risk management needs, proposing suitable products based on specific scenarios	PO2, PO3, PO5
develop a basic insurance needs assessment for a hypothetical individual or organization, considering coverage requirements, risk factors, and regulatory implications	PO1, PO2, , PO3, PO5

FYBCOM (B&I)

Semester II

Course Name: Talent Management

Course Codes: BBI-OES2-103

After completion of the course, learners will be able to

Course Outcome	PO Mapping
understand the concept, historical evolution, and scope of Talent Management, along with its necessity, benefits, and limitations in modern organizations.	PO1, PO2
differentiate between talent engagement and employee retention.	PO2
interpret the Life Cycle of Talent Management, comprehending its significance and steps in the talent management process.	PO2, PO3
analyse various approaches to Talent Management and stay updated on current trends shaping the field.	PO3, PO4
evaluate the Talent Value Chain and recognize strategies to bridge Talent Gaps effectively within organizations.	PO3, PO4, PO5
Develop a comprehensive talent management process tailored to the needs of a specific organization	PO2, PO3, PO5

FYBCOM (B&I)

Semester: I & II

Course: English for Business Communication I & II

Course Code: BBI-AECS1-107 & BBI-AECS2-107

Course Outcomes:

After completion of the Course,

No	Course Outcome	PO Mapping
CO 1- Remember	the learner will be able to identify and use appropriate channels, modes and media for effective interpersonal communication across sectors and borders for professional and personal development.	PO-2, PO-3, PO-4
CO 2- Understanding	the learner will be able to express and interpret organizational communication and also summarize texts, content in a commercial, ethical and cultural context.	PO-2, PO-3
CO 3- Applying	the learner will be able to execute effective oral and written communication, individually and in groups for commercial, business and organizational purposes.	PO-2, PO-3
CO 4- Analysing	the learner will be able to integrate reading, writing, speaking and listening skills to meet professional, personal and evolving global requirements and challenges.	PO-2, PO-3, PO-4, PO-5
CO 5- Evaluating	the learner will be able to discriminate and assess professional codes and business etiquette in a cultural and global context.	PO-1, PO-2, PO-3, PO-4, PO-5
CO 6- Creating	the learner will be able to plan, formulate, create and design resources for communication.	PO-2, PO-3 PO-4

FYBCOM (B&I)

Semester: II

Course: Applications in IT-2

Course Code: BBI-OES2-104

Course Outcomes:

After completion of the Course,

No	Course Outcome	PO Mapping
CO 1- Remember	the learner will be able to identify and define the basics concepts of Information Technology with reference to banking, insurance and related sectors.	PO1, PO-2, PO-3
CO 2- Understanding	the learner will be able to explain and describe the components and applications of IT and computers in related sectors.	PO1, PO-2, PO-3
CO 3- Applying	the learners will be able to interpret data and demonstrate application of technology for managerial skills.	PO-2, PO-3
CO 4- Analyzing	the learners will be able to compare basic working of different technologies and new trends in commerce related sectors.	PO-2, PO-3, PO-4, PO-5
CO 5- Evaluating	the learners will be able to evaluate the use and importance of electronic technology for personal, professional and commercial activities.	PO-1, PO-2, PO-3, PO-4, PO-5
CO 6- Creating	the learner will be able to integrate the knowledge of IT for self and society.	PO-2, PO-3 PO-4, PO5