

BBI-MAJS3-301**Management of Financial Services**

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Develop a comprehensive understanding of the various components comprising the financial system, including institutions, markets, and instruments.	PO1, PO2, PO4
CO2: Explain the classifications, scope, and revenue sources within the financial services sector, demonstrating a sound understanding of its operations.	PO1, PO2, PO4
CO3: Apply acquired financial expertise to formulate effective risk management strategies, consumer market methods, and derivative-based pricing solutions, ensuring practical application in real-world financial scenarios.	PO2, PO3, PO4, PO5
CO4: Enhance analytical skills by comparing banking roles, analyzing factors influencing mutual fund growth, and critically evaluating the benefits and drawbacks of financial instruments, facilitating informed decision-making in banking and investment.	PO2, PO3, PO4, PO5
CO5: Assess housing finance policies and depository rules to understand their impact on India's financial stability and effectiveness.	PO3, PO4, PO5
CO6: Build a tailored finance portfolio for managing investments, empowering informed decisions and goal achievement.	PO2, PO3, PO4, PO5

BBI-MAJS3-302 Financial Management I

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Defining and listing basic finance and financial management concepts.	PO1, PO2, PO3
CO2: Explaining core financial principles such as forecasting, time value of money, and objectives of financial management.	PO1, PO2, PO3
CO3: Using financial techniques in real-world scenarios (e.g., forecasting, time value of money).	PO1, PO2, PO3
CO4: Breaking down and assessing the impact of different financing and budgeting decisions.	PO1, PO2, PO3
CO5: Critically assessing key concepts such as capital structure theories and the objectives of financial management.	PO1, PO2, PO3
CO6: Designing and formulating financial strategies, such as capital budgeting plans and optimal capital structures.	PO1, PO2, PO3

BBI-MINS3-303 Organizational Behavior I

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Describe the various concepts and principles governing Organizational Behavior.	PO1, PO2
CO2: Interpret concepts in individual behavior and appreciate the benefits of group dynamics and teamwork.	PO2, PO3, PO5
CO3: Complete tasks that require working in groups and adapting to dynamic work cultures.	PO2, PO3, PO4, PO5
CO4: Appraise the skills needed to resolve practical organizational problems.	PO2, PO4, PO5
CO5: Evaluate factors causing stress and conflicts and learn ways to avoid or minimize them.	PO1, PO2, PO3, PO5
CO6: Develop strategies that foster individual and professional growth.	PO3, PO4, PO5

BBI-OES3-304 Management Accounting -I

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain the meaning, scope, functions, objectives, and importance of Management Accounting.	PO1, PO2, PO3
CO2: Describe and evaluate the role, framework, and tools of Management Accounting in organizational decision-making.	PO1, PO3, PO4
CO3: Prepare and interpret vertical financial statements, including common-size, comparative, and trend analysis.	PO1, PO2, PO3, PO4
CO4: Apply ratio analysis techniques based on vertical financial statements and analyse their advantages and limitations.	PO2, PO3, PO4
CO5: Compute and interpret key Balance Sheet and Revenue Statement ratios (e.g., Current Ratio, Gross Profit Ratio, Operating Ratio, Du-Pont chart) to assess business performance.	PO1, PO2, PO3, PO4
CO6: Evaluate financial health and support strategic decision-making through interpretation of ratios and financial analysis.	PO2, PO3, PO4, PO5

BBI-OES3-308 Cost Accounting – I

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain the fundamental concepts, objectives, scope, and importance of Cost Accounting, including cost centres, cost units, profit centres, and investment centres.	PO1, PO2, PO3
CO2: Classify costs for stock valuation, profit measurement, decision-making, control, and apply coding systems for cost identification.	PO1, PO2, PO3
CO3: Distinguish costs based on behaviour, traceability, functionality, and other cost concepts to support managerial decision-making.	PO1, PO3, PO4
CO4: Prepare and analyse cost sheets to determine total and per-unit cost for managerial planning and control.	PO2, PO3, PO4
CO5: Explain the need for reconciliation between cost and financial accounts and identify reasons for differences in profit reporting.	PO1, PO3, PO4
CO6: Apply cost sheet preparation and reconciliation techniques to enhance accuracy and reliability of financial and cost information for effective decision-making.	PO2, PO3, PO4, PO5

BBI-VSCS3-305 Regulatory Aspects of Banking and Insurance

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explore the significance of the establishment of LIC and its role in shaping the life insurance sector.	PO1, PO3, PO4
CO2: Scrutinize statutory provisions of the LIC Act and analyse LIC's multifaceted roles in life insurance.	PO1, PO3, PO4
CO3: Analyse the provisions and objectives of the Banking Regulations Act, 1949, and its impact on the banking sector.	PO1, PO2, PO4
CO4: Critically assess the roles and responsibilities of the board of directors in banking operations.	PO2, PO3, PO4
CO5: Evaluate the regulatory framework for banking institutions, including licensing prerequisites and compliance obligations.	PO1, PO2, PO4
CO6: Evaluate roles and ethical responsibilities of insurance intermediaries and examine ethical dilemmas in their conduct.	PO2, PO3, PO5

BBI-AECS3-306 Hindi

CO- 1 छात्र प्रयोजनमूलक, वाणिज्यिक और अन्य उद्देश्यों के लिए हिंदी के महत्व को पहचान सकेंगे। Learners will be able to recognize the importance of Hindi for functional, commercial, and other purposes.	PO-1 PO - 3
CO- 2 छात्र विभिन्न क्षेत्रों में हिंदी भाषा की मौलिक संरचना और प्रयोजनमूलक उपयोगिता को समझ सकेंगे। Learners will understand the fundamental structure and functional utility of the Hindi language in different sectors	PO-1 PO- 2
CO- 3 छात्र हिंदी के प्रयोग से वैश्विक विवाद और विभिन्न समसामयिक माहौल से सामंजस्य स्थापित कर सकेंगे। Learners will be able to relate to global issues and different avenues through the use of Hindi.	PO- 4
CO- 4 छात्र वाणिज्यिक, संचार, अनुसंधान, विश्लेषणात्मक, वित्तीय, विपणन और प्रबंधकीय क्षेत्रों में हिंदी के प्रयोग के माध्यम से रोज़गार का चयन करने में सक्षम होंगे। Learners will be able to select careers through the use of Hindi in commercial, communication, research, analytical, financial, marketing and managerial sectors.	PO- 3
CO- 5 छात्र औपचारिक और अनौपचारिक, व्यावहारिक, व्यावसायिक और नैतिक संचार के लिए हिंदी की प्रभावशीलता का आकलन करने में सक्षम होंगे। Learners will be able to assess effectiveness of Hindi for formal and informal, practical, professional, and ethical communication.	PO-2 PO- 3
CO- 6 छात्र हिंदी के प्रयोग से व्यक्तित्व और नेतृत्व कौशल विकसित कर सकेंगे तथा संस्कृति, समाज, पर्यावरण और संधारणीयता के प्रति अपनी जिम्मेदारी समझ सकेंगे। Learners will be able to develop personalities and leadership skills, and responsibilities towards culture, society, environment, and sustainability through the use of Hindi.	PO - 3 PO-5

BBI-FPS3-307 Mutal Funds

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain the concept of mutual funds and compare them with conventional investment avenues, including SIP, STP, and SWP options.	PO1, PO2, PO3
CO2: Describe and distinguish various mutual fund products such as equity funds, ETFs, debt funds, and analyse their features, risks, and suitability for investors.	PO1, PO3, PO4
CO3: Evaluate risk factors in mutual fund investments and apply risk-adjusted return measures for performance assessment.	PO2, PO3, PO4
CO4: Analyse the application of entry load and exit load in determining Net Asset Value (NAV).	PO1, PO2, PO3
CO5: Compute returns from different mutual fund schemes and interpret results for informed investment decision-making.	PO2, PO3, PO4
CO6: Assess the impact of various taxes applicable to mutual fund schemes and their implications for investors.	PO1, PO3, PO5

Semester IV

BBI-MAJS4-401 Innovations in Banking & Insurance

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Understand innovative advancements in banking, including personalized financial products and services for retail and corporate customers.	PO1, PO2, PO3
CO2: Analyse the impact of technology on banking, focusing on digitalization and digital payment systems.	PO2, PO3, PO4
CO3: Explore the influence of microinsurance, digital platforms, and InsurTech startups on insurance practices in India.	PO1, PO3, PO4
CO4: Recognize the importance of cyber law and cybersecurity in safeguarding banking and insurance sectors.	PO2, PO3, PO5
CO5: Demonstrate proficiency in cyber law principles and cybersecurity measures for mitigating cyber threats.	PO2, PO3, PO5
CO6: Evaluate the role of innovation in transforming the Indian insurance industry, emphasizing accessibility and customer experience.	PO1, PO3, PO4, PO5

BBI-MAJS4-402 Financial Management II

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain the concepts, sources, and methods of working capital financing, including trade credit, bank credit, commercial paper, and CDs.	PO1, PO2, PO3
CO2: Analyse working capital management practices by estimating working capital needs, understanding the operating cycle, and evaluating Tandon Committee recommendations.	PO1, PO2, PO3, PO4
CO3: Apply techniques of inventory, cash, receivables, and marketable securities management to optimize components of working capital.	PO2, PO3, PO4
CO4: Demonstrate an understanding of financial planning, including budgetary control, types of budgets, zero-based budgeting, and preparation of key budgets like sales, cash, and flexible budgets.	PO1, PO3, PO4
CO5: Analyse business risk and financial risk by comparing debt vs equity financing and applying leverage concepts for decision-making.	PO2, PO3, PO4
CO6: Evaluate the role of strategic financial management by assessing financial policies, strategic decision-making frameworks, and key functions of strategic financial management.	PO3, PO4, PO5

BBI-MINS4-403 Organisational Behaviour II

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Identify the various dynamics of individual behaviour.	PO1
CO2: Classify the various aspects of group dynamics.	PO1, PO2, PO5
CO3: Interpret the various aspects of organizational structure and its interrelationship with strategy.	PO1, PO2, PO4
CO4: Analyse information related to factors that affect organizational behaviour.	PO4, PO5
CO5: Evaluate various dimensions of their own and others' personalities and learn to interact effectively with others.	PO2, PO3, PO4, PO5
CO6: Create solutions to problems based on the implications of organizational behaviour theories and principles in Banking and Insurance.	PO2, PO3, PO4, PO5

BBI-OES4-404 Management Accounting – II

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain key profitability, turnover, solvency, and market ratios such as ROCE, ROE, EPS, dividend payout ratio, debtors and creditors turnover, and their relevance in financial performance evaluation.	PO1, PO2, PO3
CO2: Analyse important banking and insurance industry ratios including NIM, CASA, CAR, NPA, Credit–Deposit Ratio, Claim Settlement Ratio, Persistency Ratio, Incurred Claims Ratio, and Combined Ratio.	PO1, PO3, PO4
CO3: Interpret the implications of industry-specific ratios for assessing operational efficiency, financial stability, and customer servicing capabilities in banking and insurance institutions.	PO2, PO3, PO4
CO4: Understand the meaning, forms, and types of dividend policy and identify factors influencing corporate dividend decisions.	PO1, PO2, PO3
CO5: Analyse and apply dividend models such as Walter, Gordon, and Lintner to evaluate dividend decision-making.	PO2, PO3, PO4
CO6: Evaluate bonus shares, stock splits, and legal, procedural, and tax aspects of dividend decisions in financial management.	PO2, PO3, PO4, PO5

BBI-OES4-408 Open Elective - Cost Accounting – II

Course Outcomes (COs)	Program Outcomes (POs)
CO1: Explain the meaning, definition, and concepts of Activity-Based Costing (ABC), including cost drivers and their role in overhead allocation.	PO1, PO2, PO3
CO2: Compare ABC with traditional methods of overhead absorption and interpret their suitability through illustrations.	PO1, PO2, PO3, PO4
CO3: Describe the concepts of operating costing, including composite units, fixed charges, maintenance charges, and operating/running charges.	PO1, PO2, PO3
CO4: Prepare basic operating cost statements and distinguish between operating cost and operation cost in service-related undertakings.	PO2, PO3, PO4
CO5: Explain the meaning, applications, advantages, and limitations of marginal costing, including concepts of contribution and break-even analysis.	PO1, PO2, PO3
CO6: Apply marginal costing techniques to prepare break-even charts and profit-volume graphs for analysing cost–volume–profit relationships.	PO2, PO3, PO4, PO5

BBI-SECS4-405 Foundations of Research Methodology

Course Outcomes	Mapped POs
CO1: To recollect and explain the core concepts of research, including its definition, objectives, diverse categories, and intrinsic attributes.	PO1, PO3
CO2: To grasp the pivotal role of research hypotheses and research design in steering the research endeavour towards meaningful outcomes.	PO1, PO3, PO4
CO3: To employ a range of sampling methodologies to construct well-suited research samples tailored to specific research objectives.	PO2, PO3
CO4: To scrutinize assorted data sources comprehensively and employ apt techniques for primary data acquisition.	PO2, PO3, PO4
CO5: To assess the intricacies involved in data processing, encompassing editing, coding, tabulation, and subsequent analysis and interpretation.	PO3, PO4
CO6: To develop pragmatic research techniques capable of effectively and intelligently addressing real-world research issues.	PO2, PO3, PO5

BBI-AECS3-306 Hindi

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CO- 4 छात्र वाणिज्यिक, संचार, अनुसंधान, विश्लेषणात्मक, वित्तीय, विपणन और प्रबंधकीय क्षेत्रों में हिंदी के प्रयोग के माध्यम से रोज़गार का चयन करने में सक्षम होंगे। Learners will be able to select careers through the use of Hindi in commercial, communication, research, analytical, financial, marketing and managerial sectors.	PO- 3
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**BBI-CEPS4-407 Community engagement program
(CEP) Financial Literacy**

CO1: Defining and identifying key financial concepts and investment avenues.	PO1, PO3
CO2: Explaining key financial principles and the importance of budgeting, financial goals, and investment strategies.	PO1, PO2, PO3
CO3: Applying tools like the Rule of 72, rupee cost averaging, and using financial inclusion concepts in practical contexts.	PO2, PO3, PO4
CO4: Analyzing investment options, challenges of financial inclusion, and cross-country experiences to assess their implications.	PO3, PO4
CO5: Evaluating risks and returns of investments, assessing financial inclusion policies, and critiquing financial planning practices.	PO3, PO4, PO5
CO6: Designing comprehensive financial plans, developing financial inclusion strategies, and formulating innovative financial literacy programs.	PO2, PO3, PO5

**BBI-CCS3-309 & BBI-CCS4-409CC- CO-CURRICULAR
COURSE**

Course Outcomes	PO Mapping
CO1: Learners will be able to recall the importance of co-curricular engagement in holistic personal and professional development.	PO-1, PO-3
CO2: Learners will be able to understand the significance of participating in arts, culture, wellness, sports, and community-based activities for balanced growth.	PO-2, PO-3, PO-4
CO3: Learners will be able to apply organizational, communication, and leadership skills while engaging in various college-level and intercollegiate activities.	PO-2, PO-3, PO-4
CO4: Learners will be able to analyse their personal strengths, interests, and social responsibilities through participation in diverse co-curricular fields.	PO-2, PO-3, PO-4, PO-5
CO5: Learners will be able to evaluate their contribution towards community development, sustainability, and team-based initiatives.	PO-3, PO-4, PO-5
CO6: Learners will be able to design, plan, and execute events or initiatives that foster creativity, teamwork, and leadership in co-curricular domains.	PO-2, PO-3, PO-4, PO-5