



# SASMIRA's Institute of Commerce & Science

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## **Bachelor of Commerce (Accounting & Finance)**

In June 1999, the University of Mumbai introduced the **Bachelor of Commerce (Accounting & Finance)** Course, a three – year integrated degree program having practical and theoretical lessons.

### **EDUCATIONAL OBJECTIVES:**

BAF aims at cultivating knowledge among students to be ideal Finance managers / financial entrepreneurs. The course lays specific emphasis on managing the financial and accounting aspects of business.

### **THE BROAD OBJECTIVES OF THE PROGRAMME ARE;**

1. To create for students of Mumbai university an additional avenue of self employment and also to benefit the industry by providing them with them with suitable and job ready work force.
2. To provide adequate basic understanding about accounting & finance.
3. To provide students with pragmatic knowledge in the field of accounting & finance.
4. To prepare students to exploit opportunities being newly created in accounting & finance profession.
5. To give adequate exposure to operational environment in the field of accounting & finance.

### **PROGRAMME OUTCOMES:**

Programme outcomes are a set of competencies which students acquire at the end of graduation. On successful completion, they shall:

1. Acquire knowledge about financial aspects of business which facilitate them to become effective professionals.
2. Be capable to pursue higher studies in diverse fields of financial management such as CA, CS, CMA, CFA etc.
- 3.
4. Be adequately trained to be entrepreneurs and communicate effectively.
5. Develop a positive attitude towards lifelong learning and research.
6. Acquire the required skills to develop business models and be responsible global citizens with cross-cultural competent behavior and ethical values.
7. To obtain adequate leadership qualities in order to manage and work in a team.

### **CAREER PROSPECTS:**

BAF (Bachelors of Commerce – A & F) is a professional undergraduate course that opens up a whole lot of career options for students to pursue MBA, MSc. In Finance, Professional Course (CA, CMA, CFA & CS), Law or Start up own ventures etc. some of the prime recruiters are;

- MNCs
- Business Houses
- Retail firms
- Finance companies



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- Consultancies
- Marketing agencies
- Corporate houses

## COURSE OUTCOME OF BAF

### Semester - I

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSI.1	Financial Accounting (Elements of Financial Accounting) - I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the accounting standards and inventory valuation. 2. To learn all the intricacies of final accounts & Hire purchase accounting.		1. Students should be able to understand and appreciate accounting standards, and do the inventory valuation. 2. Students should be able to prepare final accounts of manufacturing sole trader and departmental stores. 3. Students should be able to do the accounting for Hire purchase and instalment sale.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSI.2	Cost Accounting (Introduction and Element of Cost) I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic concepts and fundamentals used in elements of cost. 2. To learn all the intricacies of various concepts of cost and types of cost.		1. Students Should be able to understand objectives of cost function. 2. Analyze the different types of cost. 3. Computation of different pricing issue of materials 4. Able to compute labor cost according to different methods of remuneration.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice different types of variety of illustration on different concepts of cost.		1) By practicing different types of variety of illustrations students will be getting clear idea about all the aspects of cost accounting.	



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2. To give more and more sums for practice from different textbooks.	2) Will be able to solve each and every type of illustrations.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSI.3	Financial Management (Introduction to Financial Management) I	03	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic concepts and fundamentals used in financial Management. 2. To learn all the intricacies of various concepts of financial management.		CO1. Should be able to understand objectives of finance function. CO2. Analyze the different types of financing. CO3. Computation of various leverages CO4. Computation of Future value & Present Value of an Annuity.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice different types of variety of illustration on different concepts.  2. To give more and more sums for practice from different textbooks.		1. By practicing different types of variety of illustrations students will be getting clear idea about all the aspects.  2. Will be able to solve each and every type of illustrations.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSI.4	Business Communication - I	03	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. In all social behaviour, communication is essential in building and maintaining human relationships. 2. In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities. 3. In recent years the importance of communication has greatly increased as a result of the growing		1. Historical background and the development of communication; 2. Importance and role of communication in everyday life 3. Mechanics behind the communication process, difficulties experienced in communication 4. Different types of communication, impedances due to extraneous factors called "barriers" 5. Important non-verbal parameters in communication	



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complexity of businesses, as also the impact of rapid industrialization, globalization and the advent of modern technologies. 4. English being globally the language of Management, those with good communication skills in English enjoy a distinct advantage in their work and careers	6 .How to make your communication effective and attractive
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1.Elocution competition 2.Debate competition	1. Defined sentence structure, thought process and enunciation 2. Nurture rational thinking, organization of thought, persuasion and public speaking

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSL5.1</b>	<b>Foundation Course - I</b>	<b>02</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
i. To Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. To Gain an overview of significant skills required to address competition in career choices iii. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life		i. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. overview of significant skills required to address competition in career choices iii. Appreciation of the importance of developing a scientific temper towards	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Skit Performance. 2. Movie with patriotic message		1. Able to get involvement with the outside environment 2. Social Message.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSL6</b>	<b>Commerce (Business Environment)</b>	<b>02</b>	<b>60</b>



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<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>
<ol style="list-style-type: none"> <li>1. To make students understand the concept of business environment and various tools of environmental analysis.</li> <li>2. To understand student the concept of business ethics.</li> <li>3. To make them aware about various consumer laws in India.</li> <li>4. To make students understand the various contemporary issues.</li> <li>5. To introduce them scenario of international business environment.</li> <li>6. To understand concept of business objectives.</li> <li>7. To understand various types of environment.</li> <li>8. To know techniques of environmental analysis.</li> </ol>	<ol style="list-style-type: none"> <li>1. Understand the concept of business environment and various tools of environmental analysis.</li> <li>2. Aware of business ethics.</li> <li>3. Aware of various consumer laws in India.</li> <li>4. Identify the factors of international business environment.</li> <li>5. Understand positive and negative impact of environment on business.</li> <li>6. Understand ethical issues in business, ethical dilemmas, procedure for registration under MSMED Act, 2006, and also the provisions related to consumer protection Act.</li> <li>7. Know CSR, Corporate Governance, and carbon credit and implementation of CSR activities by various companies.</li> <li>8. Know MNCs and TNCs. Implications of WTO and FDI for Indian Industries.</li> </ol>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<ol style="list-style-type: none"> <li>1. Case Study</li> <li>2. Assignment</li> </ol>	<ol style="list-style-type: none"> <li>1. develop Analytical ability</li> </ol>

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSL7</b>	<b>Business Economics-I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>		
<ol style="list-style-type: none"> <li>1. This course is designed to equip the students with basic tools of economic theory and its practical applications</li> <li>2. The course aims at familiarizing the students with the understanding of the economic aspects of current affairs and thereby prepares them to analyse the market behaviour with economic way of thinking</li> <li>3. In addition to providing an</li> </ol>	<ol style="list-style-type: none"> <li>1. The students should be able to decipher, analyse and apply the theory and practice of Managerial Economics</li> <li>2. Students develop an understanding of a businessman need to locate various factors affecting demand of his product and plan marketing &amp; business strategies accordingly.</li> <li>3. Students develop an understanding of the practical application of law of demand</li> <li>4. Students develop an understanding of the</li> </ol>		



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insight into application of economic principles in business decisions, it also intends to widen analytical ability of the students and to provide them a foundation for further study of economics 4. In order to make the study practical oriented, the paper requires discussion of some cases involving the use of concepts of business economics	various concepts and its applications Students should understand the analytics of supply and demand and its various uses.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Group Presentation on different market types 2. Assignment and case studies on pricing practices	1. Presentation gives knowledge and understanding of different market structure and help students to improve the analytical ideas 2. Case discussion gives a clear image of current economy change in market.

### Semester - II

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIL.1</b>	<b>Financial Accounting (Special Accounting Areas) II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the accounting standards and inventory valuation. 2. To learn all the intricacies of final accounts & Hire purchase accounting.		1. Students should be able to understand and appreciate accounting standards, and do the inventory valuation. 2. Students should be able to prepare final accounts of manufacturing sole trader and departmental stores. 3. Students should be able to do the accounting for Hire purchase and instalment sale.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	



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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIL.2	Auditing (Introduction and Planning) I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic concepts of Auditing. 2. To learn all the intricacies of various concepts of auditing, vouching, verification etc.		1. Analyze the difference users of verified financial statements 2. Able to analyze the difference between book-keeping , accounting, auditing & Investigation 3. Able to differentiate between vouching and verification 4. Able to analyze the difference between Internal control procedure to be verified by auditor	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Have a glancing of different vouchers. 2. Have a glancing of audit report of different companies.		1. By seeing different vouchers will get idea about how to prepare vouchers. 2. By seeing audit reports of different companies will provide idea about exactly by which method independent auditor used to prepare his/her report.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIL.3	Innovative Financial Services	03	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To make students aware of bill discounting. 2. Factoring, forfaiting and various modes of indigenous funding of working capital.		1. Non-Banking financial institution. 2. Factoring, forfaiting, bill discounting.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIL.4	Business Communication II	03	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. In all social behaviour, communication is essential in		1. Historical background and the development of communication;	





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<p>building and maintaining human relationships.</p> <p>2. In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities.</p> <p>3. In recent years the importance of communication has greatly increased as a result of the growing complexity of businesses, as also the impact of rapid industrialization, globalization and the advent of modern technologies.</p> <p>4. English being globally the language of Management, those with good communication skills in English enjoy a distinct advantage in their work and careers</p>	<p>2.Importance and role of communication in everyday life</p> <p>3.Mechanics behind the communication process, difficulties experienced in communication</p> <p>4.Different types of communication, impedance due to extraneous factors called "barriers"</p> <p>5.Important non-verbal parameters in communication</p> <p>6 .How to make your communication effective and attractive</p>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<p>1.Elocution competition</p> <p>2.Debate competition</p>	<p>1. Defined sentence structure, thought process and enunciation</p> <p>2.Nurture rational thinking, organization of thought, persuasion and public speaking</p>

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIL.5.1</b>	<b>Foundation Course II</b>	<b>02</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<p>i. To Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.</p> <p>ii. To Gain an overview of significant skills required to address competition in career choices</p> <p>iii. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life</p>		<p>i. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.</p> <p>ii. overview of significant skills required to address competition in career choices</p> <p>iii. Appreciation of the importance of developing a scientific temper towards</p>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<p>1. Group discussion on current issues</p> <p>2. Assignment on globalization</p>		<p>1. Deep understanding of Indian society</p> <p>2. Knowledge of current globalization issues</p>	





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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIL.6</b>	<b>Business Law (Business Regulatory Framework) I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To know the relevant statutory materials, case law and regulatory practice relating to the major topics in Company Law</li> <li>2. To be familiar with the current policy trends and developments in Company Law and of the likely impact of these trends and developments on the major topics in Company Law.</li> <li>3. To develop an argument persuasively.</li> <li>4. To produce a structured analysis of a real or hypothetical scenario, identifying and analyzing the legal issues raised by the scenario and accurately relating their analysis to their source material.</li> </ol>		<ol style="list-style-type: none"> <li>1. Help to think logically and to identify and solve legal problems.</li> <li>2. Discuss legal problems orally and to formulate conclusions.</li> <li>3. Knowledge of present legal analysis and reasoned conclusions clearly and succinctly both orally and in writing.</li> <li>4. To identify legal and practical issues relevant to one particular party in a given scenario, to analyse the scenario from the perspective of that party and to formulate relevant and practical advice for the benefit of that party.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Case Studies on different act on companies.</li> </ol>		<ol style="list-style-type: none"> <li>1. Case discussion gives a proper idea of different case and condition of the acts</li> </ol>	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIL.7</b>	<b>Business Mathematics</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To Study Elementary Financial Mathematics</li> <li>2. To Study the concept of Profits-Loss and Ratio and Proportion</li> <li>3. To Study share and mutual fund</li> </ol>		<ol style="list-style-type: none"> <li>1. Understanding of Profit-Loss and Ratio analysis</li> <li>2. Understanding on share and Mutual Fund and its application in Business</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Training of Excel</li> <li>2. Case study discussion on share market at different situations</li> <li>3. Assignment to study on</li> </ol>		<ol style="list-style-type: none"> <li>1. Excel training help the students in calculating financial aspects of the business</li> <li>2. Comparative study of mutual funds helps the students in understanding merit and</li> </ol>	



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comparative analysis on benefits of mutual fund of two financial companies.	demerits of mutual funds.
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### Semester - III

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIII.1	Financial Accounting (Special Accounting Areas) III	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the different gradual payment procedures according to the nature of liability. 2. To learn all the intricacies of various concepts of financial accounting.		1. Able to analyze the difference between financial accounting and cost accounting 2. Able to understand the difference between preferential liabilities and other liabilities payment order. 3. Able to understand different procedures of amalgamation in the nature of purchase, merger , external reconstruction 4. Able to do conversion of foreign currency transactions into reporting currency transaction.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice various types of numerical illustration. 2. provide your views on amalgamation procedure required to be followed		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By providing views students will be able to understand the different procedures required to be followed according to AS-14.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIII.2	Cost Accounting (Methods of Costing) II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the difference between cost and costing. 2. To understand the transactions by following the different process of accounts. 3. To understand contract costing.		1. Able to analyze the difference between cost and costing 2. Recording of transactions as per different process of accounts 3. Able to do Contract costing of construction business	



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4. To understand reconciliation procedure to be followed to compute financial profit and cost profit. 5. To understand parts of cost sheet. 6. To understand direct cost & Indirect Cost.	4. Able to reconcile financial profit and cost profit 5. Able to analyze entire cost sheet 6. Able to differentiate between direct cost and Indirect cost.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.	1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIII.4</b>	<b>Taxation II (Direct Taxes Paper I)</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Awareness about principles of practices of direct taxation. 2. Knowledge of computation of income from various heads. 3. Understanding exemption. 4. Understanding deductions.		1. Learners being able to do Computation of gross total income. 2. Learners being able to apply deductions under chapter VIA. 3. Learners being able to apply exemption under section 10 of income tax act 1961.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSIII.6</b>	<b>Information Technology in Accountancy I</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Office productivity tools. 2. World wide web. 3. Internet & emerging technologies. 4. Electronic commerce		1. Being able to use MS Word, Power point & Excel. 2. Being able to use web. 3. Being able to use internet and other emerging technologies. 4. Being able to understand and use different types of ecommerce.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz		1. To test the subject Mastery.	



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2. Power point presentation	2. To test the presentation skill of learners.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIII.7.2	Foundation Course- Contemporary Issues- III	02	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
i. To Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. To Gain an overview of significant skills required to address competition in career choices iii. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life		i. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. overview of significant skills required to address competition in career choices iii. Appreciation of the importance of developing a scientific temper towards	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on current affairs. 2. Videos and documentary on environmental hazards. 3. Assignment on development issues		1. Develop soft skills of students 2. Make them aware of current issues. 3. Aware students about the contemporary issues	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIII.8	Business Law (Business Regulatory Framework) II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic of Indian partnership act, 1932 and factories act, 1948. 2. To demonstrate the relationship between law and economic activity by developing in the student an awareness of legal principles involved in economic relationships and business transactions.		1. To develop in the student an understanding of the free enterprise system and the legal safeguards of the same. 2. To develop in the student acceptable attitudes and viewpoints with respect to business ethics and social responsibility.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case studies and case lets discussion on different acts.		1. Understand the basic structure, rules & powers of consumer protection act.	



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2. Assignment and documentary on industries facing problems in their legal formation.	2. Help to know the provision regarding strikes and lock outs under industrial dispute act. 3. Be acquainted with development of patents and environment protection act.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIII.9	Business Economics II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. This course is designed to equip the students with basic tools of economic theory and its practical applications 2 .The course aims at familiarizing the students with the understanding of the economic aspects of current affairs and thereby prepares them to analyse the market behaviour with economic way of thinking 3. In addition to providing an insight into application of economic principles in business decisions, it also intends to widen analytical ability of the students and to provide them a foundation for further study of economics 4. In order to make the study practical oriented, the paper requires discussion of some cases involving the use of concepts of business economics		1.The students should be able to decipher, analyse and apply the theory and practice of Managerial Economics 2. Students develop an understanding of a businessman need to locate various factors affecting demand of his product and plan marketing & business strategies accordingly. 3.Students develop an understanding of the practical application of law of demand 4.Students develop an understanding of the various concepts and its applications Students should understand the analytics of supply and demand and its various uses.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. analysing and comparing economic and fiscal policies of past two decades and comparing the results 2. analysing union budget		1. Develop Analytical ability	



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## Semester - IV

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIV.1	Financial Accounting (Special Accounting Areas) IV	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the accounting standards and inventory valuation. 2. To learn all the intricacies of final accounts & Hire purchase accounting.		1. Students should be able to understand and appreciate accounting standards, and do the inventory valuation. 2. Students should be able to prepare final accounts of manufacturing sole trader and departmental stores. 3. Students should be able to do the accounting for Hire purchase and instalment sale.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIV.2	Management Accounting (Introduction to Management Accounting)	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand and appreciate the application of management accounting in managerial decision making.		1. Being able to use financial statement analysis with the help of tools like comparative analysis, common size analysis, trend analysis, ratio analysis. 2. Working capital management. 3. Cash flow analysis.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
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UA_FFSIV.4	Taxation III (Direct Taxes II)	03	60
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the difference between direct and indirect tax 2. To have a basic understanding of procedures to be followed for the revocable transfers. 3. To have a basic understanding of whom the advance tax payment and interest payment will be applicable. 4. To have a basic understanding of ITR used to get filed according to the applicability.		1. Able to understand the difference between direct tax and indirect tax. 2. Able to understand how to revoke the transfer of property. 3. Able to understand the computation of advance tax and interest payment. 4. Able to understand different types of ITR forms.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. To practice various types of numerical illustration.  2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIV.6	Information Technology in Accountancy II	03	60
COURSE OBJECTIVES		COURSE OUTCOME	
1. In all social behaviour, communication is essential in building and maintaining human relationships. 2. In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities. 3. In recent years the importance of communication has greatly increased as a result of the growing complexity of businesses, as also the impact of rapid industrialization, globalization and the advent of modern technologies. 4. English being globally the language of Management, those with good communication skills in English enjoy a distinct advantage		1. Historical background and the development of communication. 2.Importance and role of communication in everyday life 3.Mechanics behind the communication process, difficulties experienced in communication 4.Different types of communication, impedance due to extraneous factors called "barriers" 5.Important non-verbal parameters in communication 6 .How to make your communication effective and attractive	





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in their work and careers	
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Project	1. Ability to apply the knowledge
2. Power point presentation	2. Presentation skill

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UA_FFSIV.7.2	Foundation Course- Contemporary Issues- IV	02	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
i. To Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. To Gain an overview of significant skills required to address competition in career choices iii. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life		i. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. overview of significant skills required to address competition in career choices iii. Appreciation of the importance of developing a scientific temper towards	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on current affairs. 2. Videos and documentary on environmental hazards. 3. Assignment on development issues		1. Develop soft skills of students 2. Make them aware of current issues. 3. Aware students about the contemporary issues	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UA_FFSIV.8	Business Law (Company Law) III	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic of Indian partnership act, 1932 and factories act, 1948. 2. To demonstrate the relationship between law and economic activity by developing in the student an awareness of legal principles involved in		1. To develop in the student an understanding of the free enterprise system and the legal safeguards of the same. 2. To develop in the student acceptable attitudes and viewpoints with respect to business ethics and social responsibility.	



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economic relationships and business transactions.	
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Case studies and case lets discussion on different acts. 2. Assignment and documentary on industries facing problems in their legal formation.	1. Understand the basic structure, rules & powers of consumer protection act. 2. Help to know the provision regarding strikes and lock outs under industrial dispute act. 3. Be acquainted with development of patents and environment protection act.

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSIV.9	Research Methodology in Accounting and Finance	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The course is designed to inculcate the analytical abilities and research skills among the students. 2. The course intends to give hands on experience and learning in Business Research.		1. Inculcating the analytical abilities and research skills among the students. 2. Giving hands on experience and learning in Business Research.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Research Paper Publication		1. Developing research attitude	

### Semester - V

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
44801	Financial Accounting V	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Underwriting of shares & debentures 2. AS - 14 - Amalgamation, Absorption & External Reconstruction 3. Internal Reconstruction 4. Buy Back & Liquidation		1. To be able to solve practical problems based on underwriting of shares and debentures under the provisions of companies Act. 2. To be able to give accounting treatment for amalgamation, absorption and external reconstruction. 3. To be able to solve problems based on internal reconstruction. 4. To be able to solve problems on buy back & Liquidation.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz		1. To gauge the course mastery of students.	



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2. Power point presentation	2. To analyze the presentation skill of students.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
44802	Financial Accounting - VI	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Banking company final accounts. 2. Insurance company Accounts. 3. Non banking Finance Companies 4. Valuation of Shares & LLP		1. To be able to prepare financial statements. 2. To be able to prepare financial statements. 3. Accounting for NBFCs. 4. Being able to do valuation of Goodwill and accounting for LLP.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
44803	Cost Accounting III	03	60
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Understanding uniform costing. 2. Understanding integrated & non-integrated costing. 3. Understanding Operating Costing. 4. Understanding Activity based costing		1. Being able to apply uniform costing. 2. Being able to apply integrated and non-integrated costing. 3. Being able to do costing for service industry. 4. Being able to apply activity based costing in practical world.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom quiz 2. Power Point presentation		1. To gauge the subject mastery. 2. To Assess the presentation skill of the	



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	students.
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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>44804</b>	<b>Financial Management II</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To have a basic understanding about the functioning of capital structure theories and dividend policy decisions. 2. To have a basic idea about capital rationing. 3. To have a basic understanding of capital structure planning 4. To have a basic understanding of mutual funds & its valuation. 5. To have a basic understanding of how to increase wealth of the shareholders.		1.To be able to analyze different dividend policies & Capital Structure Theories 2. To be able to understand capital rationing 3. To be able to understand capital structure planning 5. To be able to compute mutual funds valuation 6. To be able to do valuation of bonds 7. To be able to analyze the objectives of financial management for increasing the wealth of the shareholders	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>44806</b>	<b>Taxation IV (Indirect Taxes II)</b>	<b>02</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Understanding origin & genesis 2. Understanding basic concepts. 3. Understanding the concept of Supply & documentation 4. Registration, Input Tax credit and computation of GST.		1. To be able to appreciate the need for GST. 2. To general understanding of GST. 3. To be able to apply the concept in practical problems on GST. 4. To be able to solve practical problems on GSTs.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom quiz 2.Power Point presentation		1. To gauge the subject mastery. 2. To Assess the presentation skill of the students.	



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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
44809	Management II (Management Applications)	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To apply concepts and techniques in marketing so that they become acquainted with the duties of a marketing manager both strategic and managerial. 2. To understand integration of numerous activities and processes to produce products and services in a highly competitive global environment by production management. 3. To help students become better leaders by enhancing their effectiveness in managing human resources. 4. To learn fundamental HRM frameworks and analyse the overall role of HRM in business. 5. To demonstrate understanding of the goals of the finance manager. 6. To Identify the basic financial environment and institutions		1. Acquired analytical skills in solving marketing related problems and challenges and be familiar with the strategic marketing management process. 2. Exposed to the development, evaluation, and implementation of marketing management in a variety of business environments. 3. Cases, discussions, exercises and activities, participants would be given opportunities to perform the role of a marketing manager. 4. Understand the development, implementation, and evaluation of employee recruitment, selection, and retention plans and processes. 5. Learn administer and contribute to the design and evaluation of the performance management program. 6. Acquired skill to develop, implement, and evaluate employee orientation, training, and development programs. 7. Perform analytical reviews of financial results, proposals, and plans.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	

## Semester - VI

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSVI.1	Cost Accounting IV	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. Understanding budgeting and budgetary control system. 2. Marginal Costing. 3. Managerial decision 4. Standard costing and variance		1. To be able to prepare various types of budget needed for different types of organisation. 2. Being able to apply marginal costing. 3. Being able to use different managerial decision making tools.	



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analysis	4. Being able to use standard costing techniques.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Classroom Quiz 2. Power point presentation	1. To test the subject Mastery. 2. To test the presentation skill of learners.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSVI.2</b>	<b>Financial Management III</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To have a basic understanding about the functioning of business valuation.  2. To have a basic idea about Exchange ratios, MPS, EPS.  3. To have a basic understanding of mergers & acquisitions  4. To have a basic understanding of leasing & hire purchase.  5. To have a basic understanding of capital restructuring and takeovers.		1. To be able to analyse functioning of business valuation.  2. To be able to understand Exchange ratios, MPS, EPS.  3. To be able to understand mergers & acquisitions.  5. To be able to compute mutual funds valuation  6. To be able to do understand leasing & hire purchase.  7. To be able to understand capital restructuring and takeovers.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice various types of numerical illustration.  2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety.  2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSVI.3</b>	<b>Taxation V (Indirect Taxes III)</b>	<b>03</b>	<b>60</b>



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COURSE OBJECTIVES		COURSE OUTCOME	
1. Filing of tax returns, payment of taxes and applying for refund. 2. Accounts, Audit and assessment records. 3. Customs Act-I 4. Customs Act-II		1. Being able to file the return, pay taxes and get the refund from the government. 2. Being able to keep accounts get the audit done and maintain assessment records. 3. Knowledge of basic concepts. 4. Import & Export procedure & documentation.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSVI.6	Economics Paper III (Indian Economy)	03	60
COURSE OBJECTIVES		COURSE OUTCOME	
1. Agriculture 2. Industry 3. Service sector 4. Money and banking		1. Understanding Indian Agriculture sector. 2. Understanding Indian Industry. 3. Understanding Indian Service Sector. 4. Understanding Indian money market.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UA_FFSVI.7	Financial Accounting VII	02	60
COURSE OBJECTIVES		COURSE OUTCOME	
1. Final Accounts of electricity Company. 2. Final accounts of cooperative societies. 3. Investments Accounting. 4. Mutual funds & IFRS.		1. To be able to prepare financial Statements of electricity companies. 2. To be able to prepare financial Statements of cooperative societies. 3. Accounting for investment in shares & debentures. 4. Being able to apply concepts of IFRS.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Classroom Quiz 2. Power point presentation		1. To test the subject Mastery. 2. To test the presentation skill of learners.	





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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UA_FFSVI.8</b>	<b>Project Work II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
Project work is considered as a special course involving application of knowledge in solving/ analysing/ exploring a real life situation/ difficult problem. Project work would be of 04 credits. A project work may be undertaken in any area of Elective Courses/ study area selected		Learners will get Corporate exposure and develop research attitude.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Research work & data collection on topics related to the electives selected by them in second & third year		1.Develops thinking abilities & research attitude in their respective areas of specialization	



# SASMIRA's Institute of Commerce & Science

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## **Bachelors of Commerce (Banking & Insurance)**

BBI is a full-time degree course spread over 3 years, with each year being divided into 2 semesters. The pedagogy differs greatly from a conventional B. Com degree.

### **EDUCATIONAL OBJECTIVES:**

In BBI, each paper is worth 100 marks which are further divided into 75 marks theoretical exam conducted at the end of the semester and 25 marks internal assessment, which includes class presentations, projects, tests, class participation and attendance. The teaching methodology includes classroom discussions, debates, roles play, case studies and paper presentation, in addition to the conventional chalk and talk method.

### **THE BROAD OBJECTIVES OF THE PROGRAMME ARE:**

1. Creating for students of University of Mumbai an additional avenue of self-employment and also to benefit the industry by providing them with suitable trained person in the field of Banking and Insurance (BBI).
2. Preparing students to exploit opportunities, being newly created in Banking & Insurance as the profession due to Globalization, Privatization & Liberalization.
3. To provide adequate basic understanding about Banking, Insurance & other financial services to the students and to give an adequate exposure to operational environment in the field of Banking, Insurance & other related financial services.
4. To include training, and practical approach, by organizing industrial visits, summer placements and using modern technology in teaching the students in the field of Banking & Insurance.

### **PROGRAMME OUTCOMES:**

Programme outcomes are a set of competencies which students acquire at the end of graduation. On successful completion, they shall:

1. Acquire knowledge about the banking and insurance sector and become effective professionals.
2. Be capable to pursue higher studies in diverse fields of banking and insurance business administration, and financial management.
3. Be adequately trained to be a successful banking and insurance professional.
4. To be able to work in an operational environment in the field of Banking and Insurance.
5. Develop a positive attitude towards lifelong learning and research.
6. Acquire the required skills to develop business models and be responsible global citizens with cross-cultural competent behavior and ethical values.

### **CAREER PROSPECTS:**

- Banking & Insurance (BBI) helps you to fulfil your dream of working with well renowned financial institutions.
- Banking is the fastest growing service sector and the course enhance of the student to work in the banking sector.
- Insurance and other allied field also become available for the students with the help of this course.



## SASMIRA's Institute of Commerce & Science

### COURSE OUTCOME OF BBI (FY SEM I)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSI.1	Environment & management of financial services	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To provide basic knowledge of different kind of financial setups, structure and instruments.</li> <li>2. Learn phases of development of Banking &amp; Insurance.</li> <li>3. Know the management, regulation and development of Banking &amp; Insurance.</li> <li>4. Learn regulatory and developmental framework of banking and insurance</li> </ol>		<ol style="list-style-type: none"> <li>1. To get the basic knowledge of financial services.</li> <li>2. The students understand marketing structure of Banking &amp; Insurance.</li> <li>3. To understand functions and working of banking &amp; insurance companies</li> <li>4. To get the knowledge of framework and mechanism of banking and insurance.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Group Presentation on the different banking and insurance management policies.</li> <li>2. Assignment on diversification in banking and insurance sector</li> </ol>		<ol style="list-style-type: none"> <li>1. Presentation helps building soft skills of the students.</li> <li>2. Case discussion gives clear understanding of banking and insurance sector.</li> <li>3. Learning on any one company will help the student to know the functional and operational activities of it.</li> </ol>	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSI.2	Principles of management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To create basic knowledge about the management and get the knowledge of about leadership, entrepreneurship, and strategy.</li> <li>2. To get the knowledge of the planning-organizing-leading-controlling (P-O-L-C) framework and how their economic performance helps social and environmental performances.</li> <li>3. Understand the performance (individual and group levels) and creates learning and developing principles of</li> </ol>		<ol style="list-style-type: none"> <li>1. Helps students to understand the present management principles, processes and procedures in consideration of their effort on individual actions.</li> <li>2. Students get knowledge of P-O-L-C case problems and situations from recent trends or factors effecting performances.</li> <li>3. Knowledge and understanding of the Principles of Management will enable the student manager and/ or employee and gain valuable insight into the workings of business and other organizations.</li> </ol>	



## SASMIRA's Institute of Commerce & Science

management	
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Group presentations 2. Case studies	1. Group Participation, management, team work 2. Analytical Abilities

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFS1.3</b>	<b>Financial accounting-I</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge about the accounting principles and procedures 2. The objective of this paper is to make the student to understand classification of income & expenses & Accounting Standards 3. To provide adequate knowledge about Issue of Shares Stock Valuation & Hire Purchase 4. To provide detail knowledge of Final Accounts & Accounts of not for Profit Organization		1. Accounting Principles and Procedures 2. Knowledge of classification of income & expenses & Accounting Standards 3. Knowledge of Issue of Shares Stock Valuation & Hire Purchase 4. Detail knowledge of Final Accounts 5. Knowledge of Accounts of not for Profit Organization	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFS1.4</b>	<b>Business Communication - I</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. In all social behaviour, communication is essential in building and maintaining human relationships. 2. In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities. 3. In recent years the importance of communication has greatly increased as a result of the		1. Creates proficiency in Communication skill 2. Giving's knowledge of Channels Methods & Modes of Communication in currents corporate world 3. Helps to understands the role of Communication in Corporate World 4. Understands the importance of listening skill and globally language of management	



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growing complexity of businesses, as also the impact of rapid industrialization, globalization and the advent of modern technologies.	
4. English being globally the language of Management, those with good communication skills in English enjoy a distinct advantage in their work and careers.	
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1.Elocution competition	1. Defined sentence structure, thought process and enunciation
2. Debate competition	2. Nurture rational thinking, organization of thought, persuasion and public speaking

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFS1.5</b>	<b>Business Economics I (micro)</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To create the knowledge of scope and importance of business economics 2. To understand the demand and ability of analysing it for managerial decision making. 3. To create understanding of supply – production decision and cost for production by implying marginal analysis for decision making. 4. Understanding of market structure and pricing practices in business world		1. The students understand in concept of opportunity cost – incremental – marginal concepts and its importance in day to day life. 2. The student understands how the business organizations work by applying economic principles in their business management. 3. Helps students to understand the operations of markets under various production functions and cost concept in market. 4. Create knowledge of market conditions and their mechanism for formulation of pricing	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group Presentation on different market types 2. Assignment and case studies on pricing practices		1. Presentation gives knowledge and understanding of different market structure and help students to improve the analytical ideas 2. Case discussion gives a clear image of current economy change in market.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
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<b>UBIFSL.6</b>	<b>Quantitative methods I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To provide basic knowledge of Data Frequency Distribution Data Representation</li> <li>2. To apply different concepts relating to Measures of Central Tendencies &amp; Measures of Dispersion</li> <li>3. To provide basic knowledge of Probability Distribution &amp; Index Nos.</li> </ol>		<ol style="list-style-type: none"> <li>1. Knowledge of Data Frequency Distribution</li> <li>2. Knowledge of Measures of Central Tendencies &amp; Measures of Dispersion</li> <li>3. Knowledge of Probability Distribution &amp; Index Nos.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Training on Excel</li> <li>2. Assignment on different policies of any one of the Insurance Company.</li> <li>3. Case discussion on Measure of central tendency</li> </ol>		<ol style="list-style-type: none"> <li>1. Knowledge of Excel helps the students in analysis of various statistical tools.</li> <li>2. Case discussion give clear understanding to differentiate between Mean, Median &amp; Mode</li> <li>3. Learning on any one Insurance company will help the student to know the functional and operational activities of an Insurance company.</li> </ol>	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSL.7</b>	<b>Foundation course-I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.</li> <li>2. To Gain an overview of significant skills required to address competition in career choices</li> <li>3. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life</li> </ol>		<ol style="list-style-type: none"> <li>1. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.</li> <li>2. Overview of significant skills required to address competition in career choices\</li> <li>3. Appreciation of the importance of developing a scientific temper towards</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Group Presentation on different market types</li> <li>2. Assignment and case studies on pricing practices</li> </ol>		<ol style="list-style-type: none"> <li>1. Presentation gives knowledge and understanding of Human Rights</li> <li>2. Case discussion gives a clear image of current economy change in market.</li> </ol>	

### **COURSE OUTCOME OF BBI (FY SEM II)**



## SASMIRA's Institute of Commerce & Science

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIL.1</b>	<b>Principles &amp; practices of banking &amp; insurance</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge about Banking Scenario in India. 2. To create basic knowledge of Banking & Insurance sector. 3. To create knowledge of Insurance business environment in India.		1. The students understand the Insurance business environment in India. 2. The students understand the various types of account. 3. Students understand the introduction of banking & insurance.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case studies on banking operation 2. Assignments on finding the comparative banking products and insurances policies between public and private sectors		1. Give analysis on banking and insurance operations 2. Deep knowledge of banking and insurance product	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIL.2</b>	<b>Business law</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To create basic knowledge about the laws relating to companies act 2. To develop conceptual understanding of Security Market 3. To introduced functioning of Securities Exchange Board of India.		1. Student learn the laws relating to companies act 2. To develop an understanding of a Company as a one of the important form of business enterprise.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Studies on different act on companies.		1. Case discussion gives a proper idea of different case and condition of the acts	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIL.3</b>	<b>Financial accounting-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The objective of this paper is to make the student to understand about valuation of Goodwill & Shares		1. Knowledge of Valuation of Goodwill & Shares 2. Knowledge about Company Law & legal provision of Buyback of Equity shares	





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2. To create basic knowledge about Company Law & legal provision of Buyback of Equity shares	3. Knowledge about Redemption of Preference Shares & Debentures
3. To provide adequate knowledge about Redemption of Preference Shares & Debentures	
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Classroom subject quiz	1. To gauge the subject mastery of learners
2. Power point presentation	2. To assess the presentation & communication skill of students.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIL.4</b>	<b>Business communication-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To conduct effective business research and communicating the process & findings in a range of business documents and oral presentations.		1. Proficiency in business documents and oral presentations.	
2. To provide planning and managing a business project & communication strategy.		2. Knowledge of planning and managing a business project & communication strategy.	
3. To demonstrating advance interpersonal communication, business etiquette & relationship building skills.		3. Knowledge of interpersonal communication, business etiquette & relationship building skills.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Essay writing		1. Encourages & enhances critical and creative thinking, organizing thoughts.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIL.5.1</b>	<b>Foundation course-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To study Globalisation and Indian Society		1. Understanding Globalisation and Indian Society	
2. To study Human Rights		2. Understanding Human Rights	
3. To study Ecology		3. Understanding Ecology	
4. To study Understanding Stress and Conflict		4. Understanding Stress and Conflict	
5. To study Managing Stress and Conflict in Contemporary Society		5. Managing Stress and Conflict in Contemporary Society	



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COURSE ACTIVITIES	ACTIVITIES' OUTCOME
1. Group discussion on current issues 2. Assignment on globalization	1. Deep understanding of Indian society 2. Knowledge of current globalization issues

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSII.6	Organizational behavior	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of key approaches and Models relating to Organizational Behavior. 2. To identify specific steps managers can take to motivate the employees. 3. To understand ways of acting effectively and finding ways for controlling human behavior. 4. To apply different concepts relating to managing of conflicts, change, time and stress		1. Students understand the approaches and Models relating to Organizational Behavior. 2. Student learns how to control the conflicts, change, time & stress management. 3. Student learns how to control effectively the human behavior.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group Assignments & Presentations 2. Case Studies		1. understands the importance of group cohesiveness in organisational setup	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSII.7	Quantitative methods II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of Testing of Hypothesis 2. To provide basic knowledge about Linear Programming Techniques 3. To provide basic knowledge of Application of Matrices & Determinant in business Or Economics 4. To apply different concepts relating to ratio Percentage Statistical Application in Investment		1. Knowledge of Testing of Hypothesis 2. Knowledge about Linear Programming Techniques 3. Application & Knowledge of Matrices, Determinant Statistical & Application in Investment	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	



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1. Project on a topic of any particular Industry with hypothesis	1. Student learns about the techniques for collection of data through various methods.
2. Training on SPSS software	2. Hypothesis testing help to analyze a student for decision making process.
	3. SPSS help a student to learn various tools used for analysis of hypothesis.

### COURSE OUTCOME OF BBI (SY SEM III)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIII.1	Financial management-I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The students examine the general nature of financial management. 2. Specific attention is given to present value and capital budgeting; financial analysis and forecasting; financial decisions and market efficiency; and capital structure. 3. Problem-solving methodology is used to illustrate the theories and tools in financial decision making.		1. Understand TVM (Time Value of Money) concepts and calculations; including future value of a present sum, present value, and present and future values of annuities. 2. Calculate Weighted Average Cost of Capital. 3. Understand the various techniques used in capital budgeting decisions.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIII.8	Financial market	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the Indian banking system & describe the role of regulatory bodies in financial markets. 2. To gain an understanding of the characteristics of commodity markets and derivatives. 3. To provide the knowledge of different motivations for their use & how they are traded.		1. Understanding different kinds of financial services available in Indian financial institutions. 2. Comprehension and products available for retail and corporate by banks in India. 3. Understand the role of RBI in the Indian financial system.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation &	



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	communication skill of students.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIII.6	Information technology in banking & insurance- I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The objective of this paper is to expose the students to the managerial issues relating to information systems and help them identify and evaluate various options in this regard. 2. To provide basic knowledge about Microsoft word, excel and power point.		1. Students understand about the concept 'Digital' and how to use digital services. 2. Students understand about letter writing through Microsoft word, creating Microsoft power point slide and data manipulation through Microsoft excel	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on digitalization in banking and insurance sector 2. Assignments on MS office		1. To make students well familiar with computer concepts and Office automation tools 2. Create awareness of E- banking	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIII.7.1	Foundation course III	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand human rights, violations and redressal. 2. To understand co-relation between science and technology. 3. To make aware a dealing with environmental concerns related with disaster management.		1. Develop understanding on human rights, violations and redressal. 2. Develop understanding on co-relation between science and technology. 3. Develop understanding on environmental issues and their disaster management	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on current affairs. 2. Videos and documentary on environmental hazards. 3. Assignment on development issues		1. Develop soft skills of students 2. Make them aware of current issues. 3. Aware students about the contemporary issues	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIII.9	Direct taxation	03	50



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<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>
1. To impart knowledge of the basic principles underlying provisions of income tax. 2. To understand the current income tax provisions & exempted income.	1. Students gain knowledge and understanding of the provisions of the direct tax. 2. Develop the skill of independent thinking and creativity in the field of direct tax law.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Classroom subject quiz 2. Power point presentation	1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.2</b>	<b>Management accounting</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop the understanding of accounting tools and information and their uses in Decision making 2. To impart basic management accounting knowledge as applicable to business with suitable illustrations.		1. Understand financial statement concepts and calculations of ratio analysis & balance sheet ratio. 2. Understand the various techniques used in working capital management. 3. Understand determinants of dividend policy.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.3</b>	<b>Organizational behavior</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To help the students to develop cognizance of the importance of human behaviour. 2. To enable students to describe how people behave under different conditions and understand why people behave as they do. 3. To provide the students to analyse specific strategic human resources demands for future action.		1. Demonstrate the applicability of the concept of organizational behavior to understand the behavior of people in the organization. 2. Demonstrate the applicability of analysing the complexities associated with management of individual behavior in the organization. 3. Analyse the complexities associated with management of the group behavior in the organization. 4. Demonstrate how the organizational behavior can integrate in understanding the	



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4. To enable students to synthesize related information and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behaviour and improve results.	motivation (why) behind behavior of people in the organization.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Group Assignments & Presentations 2. Case Studies	1. Understands the importance of group cohesiveness in organisational setup

### COURSE OUTCOME OF BBI (SY SEM IV)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.1</b>	<b>Financial management-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To impart basic working capital knowledge as applicable to banking and insurance with suitable illustration. 2. To identify specific types of budget and suitable illustration. 3. To provide adequate knowledge on financial policy and corporate strategy. 4. To provide knowledge of types of leverages & suitable illustration.		1. Students understand management of inventory in working capital. 2. Understand the student's advantages of budgeting and zero based budgeting. 3. Students understand the debt and equity financing. 4. The students understand types of leverages and practical illustrations.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners\ 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.6</b>	<b>Information technology in banking &amp; insurance- II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge about e-commerce, Microsoft office suite, internet technology and revolutionary banking technology.		1. Students understand how to use Microsoft office for daily work, surfing on internet to adopt educational knowledge, various E-banking technologies. 2. Core knowledge of MS-word and MS-	



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2. To provide the knowledge of MS-Office for institutional use	Excel.
3. To provide knowledge of cyber law and cyber security.	3. Understanding of cyber crime and cyber law in India.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Assignments on basic concepts of Total Income, Tax Calculations	1. To study how to calculate the tax by using Tax base software

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIV.7.1	Foundation course IV	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the Significant, Contemporary Rights of Citizens 2. To study the Approaches to understanding Ecology, Science and Technology 3. To make aware of Competitive Exams		1. Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender 2. To make aware significance of values, ethics and prejudices in developing the individual. 3. To study Managing Stress and Conflict in Contemporary Society	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on contemporary issues on conflicts in society 2. MCQ test series 3. Role play and group discussions		1. Increases the analytical thinking of students towards the society 2. Create knowledge of current scenario	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIV.8	Corporate law & security laws	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To make the students aware of the laws relating to the business. 2. To provide conceptual knowledge about the business law 3. To know the provision regarding strikes and lock outs under industrial dispute act. 4. Be acquainted with development of patents and environment protection act.		1. Students understand basic knowledge of laws relating to the business. 2. Learn The Law & Legal Principals OF Contract Act 1872. 3. Draft legal documents including partnership deed & service tax returns. 4. Understand the basic structure, rules & powers of consumer protection act.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Role play on case studies 2. Case studies and case lets		1. Students to gain a better understanding of the negotiable instrument act.	





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discussion	2. Learn how to analysis the legal constraints on business.
3. Analysis of current trends in corporates	3. Be able to analysis the Problems on Various Sides of Business and Tax Law.

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIV.9	Business economics-II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Introduction to Macro Economics data& Theory 2. To provide basic knowledge about Money Inflation Monetary Policy 3. To make the students aware of constituents of Fiscal Policy 4. To explain the scope of Open Economy& Issue of International Trade		1. Knowledge of Macro Economics 2. Awareness of Fiscal Policy 3. Awareness of Money Inflation Monetary Policy & Open Economy	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case studies on monetary policies		1. Students will apply the basic theories of Economics in critical thinking and problem solving.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIV.4	Wealth Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. How to create your wealth 2. How you can do your wealth management 3. To make your own retirement planning 4. To make your own investment plan		1. To be able to create your own wealth 2. To be able to do own wealth management 3. To be able to make own retirement planning 4. To be able to make own investment plan	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIV.3	Entrepreneurship Management	03	50



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<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>
1. Entrepreneurship is one of the major Focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers. 2. To develop entrepreneurs & to prepare students to take the responsibility of full line of management function of a company with special reference to 3. SME sector.	1. This course introduces Entrepreneurship to budding managers. 2. Development of entrepreneurs & to prepare students to take the responsibility of full line of management functions of a company with special reference to SME sector.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Business Bazaar	1. Practical experience on business planning, marketing, sales and generating revenue and profit

### **COURSE OUTCOME OF BBI (TY SEM V)**

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSV.6</b>	<b>Financial service management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>		
1. To understand the basic concepts related to Financial Services Management 2. To understand the basic concepts related to Merchant Banking, Hire Purchase Leasing, Venture Capital Mutual Fund, Derivatives Credit Rating, etc.	1. Knowledge of Financial Services Management 2. Knowledge of Merchant Banking, Hire Purchase Leasing 3. Knowledge of Venture Capital Mutual Fund, Derivatives Credit Rating, etc.		
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>		
1. Project on capital mutual funds	1. Practical knowledge of mutual fund markets		

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSV.1</b>	<b>International banking &amp; finance</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>		
1. To understand the basic concepts related to International Finance. 2. To understand International	1. Knowledge of International Finance 2. Knowledge of International Economics 3. Knowledge of International Monetary system.		



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Economics 3. To understand International Monetary system. 4. To understand Euro Currency Market.	4. Knowledge of Euro Currency Market.
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Role play of current scenario. 2. Case studies on financial services	1. Create understanding of the concept of International Finance 2. To aware the students of necessary skills to deal in International Finance

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSV.4</b>	<b>Auditing</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of auditing concept, principles & techniques, vouching & verification, audit ceiling, qualification, system audit, liability of auditor, etc. 2. To develop an understand of audit of bank & insurances companies, role of regulatory authorities.		1. Student learns how to create vouchers & verify that. 2. How to write audit report role& know the rules regulation of auditing.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSV.5</b>	<b>Strategic management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop an understanding of the general and competitive business environments. 2. To enable to understand and resolve cases through strategic decision making. 3. To develop an understanding of strategic management concepts and techniques.		1. Student understanding of the general and competitive business environments. 2. Students understand how to resolve cases through strategic decision making. 3. Students understand how to use strategic management concepts and techniques.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Chart making on banks SWOT analysis		1. Create deep understanding of banking and insurance strategies.	



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2. Presentation on banking and insurance sectors	2. Presentations gives knowledge of strategic technique in trend.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSV.7	Business ethics & corporate governance	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand ethical issues in business. 2. To highlight the role of Corporate Governance practices in maintaining Transparency in business transactions. 3. To highlight the importance of commitment to values and ethical conduct of Business. 4. To increase awareness about the statutory and legal compliances involved in corporate governance.		1. Students understand about the corruption, frauds and scams in financial institution. 2. Students understand about business ethics and values, morals. 3. Students understand about knowledge of corporate governance practices.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Assignments on corporate governance issues. 2. Group discussions on business ethics		1. Study Social and Cultural Environment, Technological environment and Competitive Environment 2. Understanding Sustainability and role of business	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSV.2	Research Methodology	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The course is designed to inculcate the analytical abilities and research skills among the students. 2. The course intends to give hands on experience and learning in Business Research.		1. Inculcating the analytical abilities and research skills among the students. 2. Giving hands on experience and learning in Business Research.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation and analysis of making hypothesis for research 2. Research paper presentation		1. To prepare students to use applications of the theory and practical learned during the course.	

### COURSE OUTCOME OF BBI (TY SEM VI)



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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSVL4</b>	<b>Human resource management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To highlight the role of human resources in success of an enterprise. 2. To understand various processes involved in increasing the value of human assets. 3. To understand ways for maintaining high employees morale and sound human relations by sustaining and improving the various conditions and facilities. 4. To examine current issues, trends, practices & processes in HRM.		1. Students understand how they effectively manage & plan key human resource functions within organization. 2. Students understand how to solve problems strategically.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on HRM practices 2. Role play and group discussion		1. To know about recent trends and processes of HRM	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSVL6</b>	<b>International business</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop a deep understanding of international management. 2. To develop analytical ability of the student to attain an insight into international management contact.		1. Understanding the scope of international business. 2. International finance decisions and impact on operations. 3. Basics of the perspective of a business manager.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Assignment and group discussion international management		1. Understand the concept of International business 2. To enable the students to acquire necessary skills to deal in International business	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSVL7</b>	<b>Marketing in</b>	<b>03</b>	<b>50</b>



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	<b>banking &amp; insurances</b>		
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To develop concepts in marketing.</li> <li>2. To explain the scope of marketing management-analyzing opportunities, selecting target segments, developing the market mix, managing the marketing effort.</li> <li>3. To provide understanding of the communication mix, advertising campaigns, media planning, budgeting, marketing mix decisions, scope and limitations of market research.</li> <li>4. To develop strong concepts in marketing strategies for emerging technology and mature markets.</li> <li>5. To provide understanding about the internet as a strategic medium for marketing and sales efforts for a company.</li> </ol>		<ol style="list-style-type: none"> <li>1. Student learn marketing concept, how to selecting target segments, developing the market mix, managing the marketing effort.</li> <li>2. Student understanding of the communication mix, advertising campaigns, media planning, budgeting, marketing mix decisions, scope and limitations of market research.</li> <li>3. Student understanding about the internet as a strategic medium for marketing and sales efforts for a company.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Project on trends in banking and insurance sector</li> <li>2. Assignment on emerging technologies in sector</li> </ol>		<ol style="list-style-type: none"> <li>1. Develop a basic understanding about the Marketing Management Concepts in banking and insurance sector</li> </ol>	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSVL2</b>	<b>Central banking</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To provide knowledge of central banking and instruments of central bank.</li> <li>2. To provide knowledge of RBI and non banking financial companies.</li> <li>3. To provide basic knowledge of role of RBI.</li> <li>4. To provide basic knowledge of financial sector reforms.</li> </ol>		<ol style="list-style-type: none"> <li>1. Students understand about knowledge of central banks in India and other.</li> <li>2. Students understand about money supply determination and credit creation.</li> <li>3. Students understand about issue of financial stability.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Assignments on recent policies for central banking</li> </ol>		<ol style="list-style-type: none"> <li>1. Create awareness of currents issues of financial services</li> </ol>	



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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFVL8	Project work In Banking and Insurance	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To create awareness about banking & insurance research & provide knowledge of overall banking industries & insurance company.		1. Students understand the research report writing & learn of detail knowledge of banking and insurance sector.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Research work and data collection on selected topic		1. To prepare students to use applications of the theory and practical learned during the course.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFVL3	Auditing - II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To have a basic importance of verified/audited financial statements of limited companies 2. To have a basic understanding of bookkeeping, accounting, auditing, investigation. 3. To have a basic understanding of vouching & verification as far as insurance companies are concern 4. To have a basic understanding of difference between internal check & internal control.		1. Analyse the difference users of verified financial statements of limited companies 2. Able to analyse the difference between book-keeping, accounting, auditing & Investigation 4. Able to differentiate between vouching and verification as far as insurance companies are concern 5. Able to analyse the difference between internal control & internal check.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Have a glancing of different vouchers. 2. Have a glancing of audit report of different companies.		1. By seeing different vouchers will get idea about how to prepare vouchers. 2. By seeing audit reports of different companies will provide idea about exactly by which method independent auditor used to prepare his/her report.	





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## **Bachelor of Management Studies (BMS)**

In June 1999, the University of Mumbai introduced the Bachelor of Management Studies (BMS) Course, a three – year integrated degree program having practical and theoretical sessions.

### **EDUCATIONAL OBJECTIVES:**

Bachelor of Management Studies (BMS) aims at cultivating knowledge among students to be ideal managers / entrepreneurs. The course lays specific emphasis on managing the financial and accounting aspects of business.

### **THE BROAD OBJECTIVES OF THE PROGRAMME ARE;**

1. To sensitize students towards the challenges in the global market.
2. To give an insight into business and modern management practices.
3. To develop professional knowledge and skills in the field of Accountancy, Marketing, Human Resource Management and Financial Management
4. To help students apply the concepts of statistics and research methodology in management.
5. To help students develop competency and skills to make learners employable.

### **PROGRAMME OUTCOMES:**

Programme outcomes are a set of competencies which students acquire at the end of graduation. On successful completion, they shall:

1. Be capable to pursue higher studies in diverse fields of management such as media studies, business administration, human resource management and financial management.
2. Acquire knowledge about management practices which facilitate them to become effective professionals.
3. Acquire the required skills to develop business models and be responsible global citizens with cross-cultural competent behavior and ethical values.
4. Be adequately trained to be entrepreneurs and communicate effectively.
5. Develop a positive attitude towards lifelong learning and research.
6. To obtain adequate leadership qualities in order to manage and work in a team.

### **CAREER PROSPECTS:**

BMS (Bachelors of Management Studies) is a professional undergraduate course that opens up a whole lot of career options for students to pursue MBA, MSc. In Finance, Professional Course (CA, CMA, CFA & CS), Law or Start up own ventures etc. some of the prime recruiters are;

- MNCs
- Business Houses
- Retail firms
- Finance companies
- Consultancies
- Marketing agencies
- Corporate houses



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## COURSE OUTCOME

### FYBMS - SEMESTER I

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.1	Introduction to Financial Accounts	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the basic concepts and fundamentals used in financial accounting. 2. To learn all the intricacies of corporate financial statements.		1. Ability to apply the principles and concepts of accounting in preparing the financial statements. 2. Clarity and understanding of the basic concepts of accounting and financial statements. 3. Ability to execute the accounting process-Recording-Classifying and Summarizing. 4. Understanding the use of accounting software.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Classroom subject quiz 2.Power point presentation		1.To gauge the subject mastery of learners 2.To assess the presentation & communication skill of students.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.2	Business Law	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To provide the brief idea about the frame work of Indian Business Laws. 2. To orient students, about the legal aspects of business. 3. To familiarize the students with cases related to Business Laws		1. Giving idea about the frame work of Indian Business Laws. 2. Orientation students, about the legal aspects of business. 3. Acquainting the students with case law studies related to Business Laws, labour laws.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Classroom subject quiz 2.Power point presentation		1.To gauge the subject mastery of learners 2.To assess the presentation & communication skill of students.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.3	Business Statistics	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To know statistical techniques 2.To understand different statistical tools 3.To understand importance of decision support provided by analysis techniques 4.To appreciate and apply it in business situations using case lets, modelling, cases and projects 5.To understand Managerial applications of Statistics.		1. Learner will be able to apply these basic concepts in business situations, 2.Analyze charts graphs to analyse business situations 3.Understand the uncertainty in business situations as probability 4.Understand decision under risk, use of conditional expectation as basis for comparison	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Training on the usage of Excel 2.Case Discussion on Arithmetic Mean and Median		1. Excel helps the students in analysis of various statistical tools. 2.Case discussion give clear understanding to	



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		differentiate between Mean and Median	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.4	Business Communication - I	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To develop awareness of the complexity of the communication process 2. To develop effective listening skills in students so as to enable them to comprehend instructions and become a critical listener. 3. To develop effective oral skills so as to enable students to speak confidently interpersonally as well as in large groups		After successful completion of the course the learner should be able to enhance his Listening, Speaking, Reading and Writing skills to meet the challenges of the world.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Elocution competition 2.Debate competition		1.Defined sentence structure, thought process and enunciation 2.Nurture rational thinking, organization of thought, persuasion and public speaking	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.5.1	Foundation Course - I	02	50
COURSE OBJECTIVES		COURSE OUTCOME	
i. To Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. To Gain an overview of significant skills required to address competition in career choices iii. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life		i. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. ii. overview of significant skills required to address competition in career choices iii. Appreciation of the importance of developing a scientific temper towards	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Presentations on human rights violations 2.Caser studies on current scientific development		1.To understand the concept of different types of group communication. 2.Create awareness on human rights	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.6	Foundation of Human Skills	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To Understand of Human Nature 2. To Introduction of Group Behaviour 3. To study Organizational Culture and Motivation at workplace 4. To study Organisational Change, Creativity and Development and Work Stress		1.Understanding of Human Nature 2. Introduction to Group Behaviour 3. Organizational Culture and Motivation at workplace 4.Organisational Change, Creativity and Development and Work Stress	



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COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.7	Business Economics-I	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. This course is designed to equip the students with basic tools of economic theory and its practical applications 2. The course aims at familiarizing the students with the understanding of the economic aspects of current affairs and thereby prepares them to analyse the market behaviour with economic way of thinking 3. In addition to providing an insight into application of economic principles in business decisions, it also intends to widen analytical ability of the students and to provide them a foundation for further study of economics 4. In order to make the study practical oriented, the paper requires discussion of some cases involving the use of concepts of business economics		1. The students should be able to decipher, analyse and apply the theory and practice of Managerial Economics 2. Students develop an understanding of a businessman need to locate various factors affecting demand of his product and plan marketing & business strategies accordingly. 3. Students develop an understanding of the practical application of law of demand 4. Students develop an understanding of the various concepts and its applications Students should understand the analytics of supply and demand and its various uses.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Group Presentation on different market types 2. Assignment and case studies on pricing practices		1. Presentation gives knowledge and understanding of different market structure and 2. help students to improve the analytical ideas Case discussion gives a clear image of current economy change in market.	



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## FYBMS - SEMESTER II

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSII.1	Principles of Marketing	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To Introduction of Marketing concepts 2.To study concepts of Marketing Environment, Research and Consumer Behaviour 3. To Study Marketing Mix concept 4.To study concepts of Segmentation, Targeting and Positioning and Trends In Marketing		1. Students will develop basic understanding of concepts in the marketing with respect to historical development of the subject 2. Making students familiar with the Fundamental concepts and vocabulary or practices from business perspective in the Organization. 3. Understanding of the Marketing environment to help students to compare various opportunities available in various sectors. 4. To familiarize students with Various concepts related to market Research and its utility. 5. Helping students to focus on important issues Related to success in consumer buying behavioural process vis a vis organizational buying behaviour process. 6. Understanding mechanism of developing a new product related process	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Case Study 2.Assignment		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSII.2	Industrial Law	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To Study Laws Related to Industrial Relations and Industrial Disputes 2.To Study Laws Related to Health, Safety and Welfare 3.To Study Social Legislation 4.To Study Laws Related to Compensation Management		1.Understaning Laws Related to Industrial Relations and Industrial Disputes 2.Understanding Laws Related to Health, Safety and Welfare 3.Understanding Social Legislation 4.Understanding Laws Related to Compensation Management	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case studies and case lets discussion on different acts. 2. Assignment and documentary on industries facing problems in their legal formation.		1. Understand the basic structure, rules & powers of consumer protection act. 2. Help to know the provision regarding strikes and lock outs under industrial dispute act. 3. Be acquainted with development of patents and environment protection act.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSII.3	Business Mathematics	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To Study Elementary Financial Mathematics		1.Understanding Elementary Financial Mathematics	



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2.To Study Matrices and Determinants 3.To Study Derivatives and Applications of Derivatives 4.To Study Numerical Analysis [Interpolation]		2.Understanding Matrices and Determinants 3.Understanding Derivatives and Applications of Derivatives 4.Understanding Numerical Analysis [Interpolation]	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Case study Interpolation 2.Case study discussion on applications of Derivatives		1.Case Study help a student to understand the concept of Interpolation and applications of Derivative in business prospects	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSII.4	Business Communication - II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop the different communication skills among the students. 2. To understand the concept of different types of group communication. 3. To develop effective writing skills so as enable students to write in a clear, concise, persuasive and audience centred manner. 4. To develop ability to communicate effectively with the help of electronic media.		After successful completion of the course the learner should be able to enhance his Listening, Speaking, Reading and Writing skills to meet the challenges of the world.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Essay writing		1. Encourages & enhances critical and creative thinking, organizing thoughts.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSII.5.1	Foundation Course - II	02	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To study Globalisation and Indian Society 2. To study Human Rights 3. To study Ecology 4. To study Understanding Stress and Conflict 5. To study Managing Stress and Conflict in Contemporary Society		1. Understanding Globalisation and Indian Society 2. Understanding Human Rights 3. Understanding Ecology 4. Understanding Stress and Conflict 5.Managing Stress and Conflict in Contemporary Society	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Group discussion on current issues 2.Assignment on globalization		1.Deep understanding of Indian society 2.Knowledge of current globalization issues	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSII.6	Business Environment	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To study Introduction to Business Environment 2. To study Political and Legal environment 3. To study Social and Cultural Environment, Technological environment and Competitive Environment		1. Understand the concept of Business Environment & it's factors & elements 2.Understand Political and Legal environment & it's effects 3.Understand Social and Cultural Environment, Technological environment and Competitive	



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4. To study International Environment		Environment 4. Understand International Environment	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIL.7	Principles of Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To study Nature of Management 2. To study concept of Planning and Decision Making 3. To study concept of Organising 4. To study Directing, Leadership, Co-ordination and Controlling concepts.		1. Understand Nature of Management 2. Understand Planning and Decision Making 3. Understand Organising 4. Understand Directing, Leadership, Co-ordination and Controlling	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Group presentations 2. Case studies		1. Group Participation, management, team work 2. Analytical Abilities	





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## SYBMS SEMESTER - III

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.1.02	Introduction to Cost Accounting	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.This course exposes the students to the basic concepts and the tools used in Cost Accounting 2.To enable the students to understand the principles and procedure of cost accounting and to apply them to different practical situations		1. Exposing to the basic concepts and the tools used in Cost Accounting 2. Understanding the principles and procedure of cost accounting and to apply them to different practical situations	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.1.04	Corporate Finance	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To make students aware of corporate finance principles & practices		1. Students should be able to use financial leverages. 2. Students should be able to apply capital budgeting technique. 3. Students should be able to understand and appreciate capital structure planning and time value of money.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.1.05	Consumer Behaviour	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. The basic objective of this course is to develop an understanding about the consumer decision making process and its applications in marketing function of firms 2. This course is meant to equip undergraduate students with basic knowledge about issues and dimensions of Consumer Behaviour. 3. Students are expected to develop the skill of understanding and		1. Understanding about the consumer decision making process and its applications in marketing function of firms 2. Understanding basic knowledge about issues and dimensions of Consumer Behaviour. 3. Development of the skill of understanding and analysing consumer information and using it to create consumer-oriented marketing strategies.	



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analysing consumer information and using it to create consumer-oriented marketing strategies			
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study discussion on Family and its impact on Consumer Buying Behavior 2. Case study on impact of Individual Determinants on buying behavior. 3. Project on study on family and its impact on buying behavior of Electronics /FMCG products 4. Role Play on selling Industrial products		1. A student has clear understanding through case study on various factors affecting the consumer buying behavior. 2. Project work help the students to learn about the various methods for collection of data and its analysis to find the impact of family members on Buying Behaviour. 3. It help a student to know the ability and skills required for Institutional selling and to know how its effect on buying behavior.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIII.1.07	Advertising	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand and examine the growing importance of advertising 2. To understand the construction of an effective advertisement 3. To understand the role of advertising in contemporary scenario 4. To understand the future and career in advertising.		1. Understanding and examining the growing importance of advertising 2. Understanding the construction of an effective advertisement 3. Understanding the role of advertising in contemporary scenario 4. Understanding the future and career in advertising.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Advertising making Competition 2. Case study		1. Practical Exposure on making and Executing Advertisement 2. Analytical Ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIII.2	Information Technology in Business Management - I	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To learn basic concepts of Information Technology, its support and role in Management, for managers. 2. Module II comprises of practical hands on training required for office automation. It is expected to have practical sessions of latest MS-Office software. 3. To understand basic concepts of Email, Internet and websites, domains and security therein. 4. To recognize security aspects of IT in business, highlighting electronic transactions, advanced security features		1. To know data analysis and database management with Microsoft Excel 2. To know management of data using Microsoft Access 3. To know how to prepare interactive business presentation	



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COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Presentation on digitalization in banking and insurance sector 2.Assignments on MS office		1.To make students well familiar with computer concepts and Office automation tools 2.Create awareness of E- banking	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.3.02	Foundation Course – Contemporary Issues III	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand human rights, violations and redressal. 2. To understand co-relation between science and technology. 3. To make aware a dealing with environmental concerns related with disaster management.		1. Develop understanding on human rights, violations and redressal. 2. Develop understanding on co-relation between science and technology.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Presentation on current affairs. 2. Videos and documentary on environmental hazards. 3. Assignment on development issues		1. Develop soft skills of students 2. Make them aware of current issues. 3. Aware students about the contemporary issues	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.4	Business Planning & Entrepreneurial Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. Entrepreneurship is one of the major Focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers. 2. To develop entrepreneurs & to prepare students to take the responsibility of full line of management function of a company with special reference to SME sector.		1. This course introduces Entrepreneurship to budding managers. 2. Development of entrepreneurs & to prepare students to take the responsibility of full line of management functions of a company with special reference to SME sector.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Business Bazaar		1.Practical experience on business planning, marketing, sales and generating revenue and profit	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIII.5	Accounting for Managerial Decisions	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To acquaint management learners with basic accounting fundamentals. 2. To develop financial analysis skills among learners.		1. Understanding basic accounting fundamentals. 2. Development of financial analysis skills among learners. 3. Understanding the core concepts of business	



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3. The course aims at explaining the core concepts of business finance and its importance in managing a business		finance and its importance in managing a business	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIII.6	Strategic Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The objective of this course is to learn the management policies and strategies at every Level to develop conceptual skills in this area as well as their application in the corporate world. 2.The focus is to critically examine the management of the entire enterprise from the Top Management view points. 3. This course deals with corporate level Policy & Strategy formulation areas. 4.This course aims to developing conceptual skills in this area as well as their application in the corporate world.		1. Understanding the management policies and strategies at every Level to develop conceptual skills in this area as well as their application in the corporate world. 2. Examining the management of the entire enterprise from the Top Management view points. 3. Understanding corporate level Policy & Strategy formulation areas. 4. Development of conceptual skills in this area as well as their application in the corporate world.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.study one company and analyse the strategies adopted by it		1. develop analytical ability	



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## SYBMS SEMESTER – IV

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIV.1.02	Auditing	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To provide basic knowledge of auditing concept, principles & techniques, vouching & verification, audit ceiling, qualification, system audit, liability of auditor, etc. 2. To develop an understanding of audit of bank & insurances companies, role of regulatory authorities.		1. Student learns how to create vouchers & verify that. 2. How to write audit report role& know the rules regulation of auditing.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Have a glancing of different vouchers. 2. Have a glancing of audit report of different companies.		1. By seeing different vouchers will get idea about how to prepare vouchers. 2. By seeing audit reports of different companies will provide idea about exactly by which method independent auditor used to prepare his/her report.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIV.1.03	Strategic Cost Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.Learners should develop skills of analysis, evaluation and synthesis in cost and management accounting 2.The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place.		1.Development skills of analysis, evaluation and synthesis in cost and management accounting 2.Understanding various facets of decision-making and controlling operations take place.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Classroom subject quiz  2.Power point presentation		1.To gauge the subject mastery of learners  2.To assess the presentation & communication skill of students.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSIV.1.05	Integrated Marketing Communication	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To equip the students with knowledge about the nature, purpose and complex construction in the planning and execution of an effective Integrated Marketing Communication (IMC) program. 2.To understand the various tools of IMC and the importance of co-ordinating them for an effective marketing communication program.		1.The learners acquires knowledge about the nature, purpose and complex construction in the planning and execution of an effective Integrated Marketing Communication (IMC) program. 2.Develops an understanding on the various tools of IMC and the importance of co-ordinating them for an effective marketing communication program.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	



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1.Case Study 2.Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.1.06	Rural Marketing	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.The objective of this course is to explore the students to the Agriculture and Rural Marketing environment so that they can understand consumer's and marketing characteristics of the same for understanding and contributing to the emerging challenges in the upcoming global economic scenario.		1. Understanding Agriculture and Rural Marketing environment so that they can understand consumer's and marketing characteristics of the same for understanding and contributing to the emerging challenges in the upcoming global economic scenario.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Case Study 2.Assignment on company's rural marketing strategy		1.help in investigating and understanding the underlying principles 2. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.2	Information Technology in Business Management - II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To understand managerial decision-making and to develop perceptive of major functional area of MIS. 2.To provide conceptual study of Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Key issues in implementation. This module provides understanding about emerging MIS technologies like ERP, CRM, SCM and trends in enterprise applications. 3.To learn and understand relationship between database management and data warehouse approaches , the requirements and applications of data warehouse 4.To learn outsourcing concepts. BPO/KPO industries, their structures , Cloud computing.		1.Understand managerial decision-making and to develop perceptive of major functional areas of MIS. 2. Providing conceptual study of Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Key issues in implementation. This module provides understanding about emerging MIS technologies like ERP, CRM, SCM and trends in enterprise applications. 3. Understanding relationship between database management and data warehouse approaches , the requirements and applications of data warehouse. 4.Learning outsourcing concepts. BPO/KPO industries, their structures , Cloud computing.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Assignments on basic concepts of Total Income, Tax Calculations		1.To study how to calculate the tax by using Tax base software	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.3.02	Foundation Course – Contemporary Issues IV	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	





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1. To make aware among the student the value system and gender sensitivity and human empowerment. 2. To understand the environment and energy conservation programme. 3. To make aware the concepts of disaster management and preparedness among the students.		1.Able to articulate their thought on social issues. 2.able to evaluate, synthesize and use information from different sources. 3.acquire ability to apply skills required to address competition in career choices.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Presentation on contemporary issues on conflicts in society 2.MCQ test series 3.Role play and group discussions		1.Increases the analytical thinking of students towards the society 2.Create knowledge of current scenario	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.4	Business Research Methods	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The course is designed to inculcate the analytical abilities and research skills among the students. 2.The course intends to give hands on experience and learning in Business Research.		1.Inculcating the analytical abilities and research skills among the students. 2. Giving hands on experience and learning in Business Research.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Research Paper Publication		1. Developing research attitude	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.5	Business Economics-II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To Introduction to Macroeconomic Data and Theory 2. To study Money, Inflation and Monetary Policies 3. To Study Constituents of Fiscal Policy. 4. To Study Open Economy : Theory and Issues of International Trade		1. Understanding Macroeconomic Data and Theory 2. Understanding Money, Inflation and Monetary Policy 3. Understanding Constituents of Fiscal Policy 4. Understanding Open Economy : Theory and Issues of International Trade	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. analysing and comparing economic and fiscal policies of past two decades and comparing the results 2. analysing union budget		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSIV.6	Production & Total Quality Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To acquaint learners with the basic management decisions with respect to production and quality management		1. Understanding learners with the basic management decisions with respect to production and quality management.	





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2.To make the learners understand the designing aspect of production systems 3. To enable the learners apply what they have learnt theoretically.	2. Understanding the designing aspect of production systems 3. Application of theoretical concepts to practical areas of business.
COURSE ACTIVITIES	ACTIVITIES' OUTCOME
1.Compare production of any one industry, pre and post mechanization and study its impact	1. understand the importance of adoption of sophisticated technology in production and quality management



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## TYBMS SEMESTER – V

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.4	Corporate Communication & Public Relation	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To provide the students with basic understanding of the concepts of corporate communication and public relations. 2.To introduce the various elements of corporate communication and consider their roles in managing organizations. 3.To examine how various elements of corporate communication must be coordinated to communicate effectively. 4.To develop critical understanding of the different practices associated with corporate communication.		1. Basic understanding of the concepts of corporate communication and public relations. 2. Introduction the various elements of corporate communication and consider their roles in managing organizations. 3. Examining how various elements of corporate communication must be coordinated to communicate effectively. 4. Understanding of the different practices associated with corporate communication.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Project on companies PR policies 2.Role play and Assignment on corporate communication of organizations		1.To train students in strongly using communication skills in business and life 2.Students will be armed with skills which will enable them to think critically, research and analyze information and apply it in modern business contexts.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.5	Logistics and Supply Chain Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1 To provide students with basic understanding of concepts of logistics and supply chain management 2 To introduce students to the key activities performed by the logistics function 3 To provide an insight in to the nature of supply chain, its functions and supply chain systems 4 To understand global trends in logistics and supply chain management		1 Understanding of concepts of logistics and supply chain management 2 Introduction of students to the key activities performed by the logistics function 3 Understanding the nature of supply chain, its functions and supply chain systems 4.Understanding global trends in logistics and supply chain management	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Case Study 2.Assignment		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.1.1	Investment Analysis & PFM	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. 1. To have a basic understanding of		1.To be able to analyze the different	



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different investment avenues. 2. To have a basic understanding of risk & return analysis. 3. To have a basic understanding of difference between ER & AR. 4. To have a basic understanding of portfolio creation and management		availability of investment avenues . 2.To be able to compute holding period returns for holding the investment for a specific period by keeping risk & return factors in mind. 3. To be able to compute Holding period returns 4.To be able to differentiate between expected return and actual return 5.To be able to understand the creation of own investment portfolio.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Reading of financial newspapers. 2.Interactive session on exchange of quarterly results of securities which are getting traded in market.		1. By reading financial newspapers students will be able to understand how to read financial newspapers. 2. By interactive session amongst students they will be having idea about the current traded securities and its performance.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSV.1.3	Wealth Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To make students aware of concept of Wealth management, retirement planning and state planning.		1. Students should be able to design an investment portfolio. 2. Devise a retirement plan. 3. Prepare a estate plan	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2.Power point presentation		1.To gauge the subject mastery of learners 2.To assess the presentation & communication skill of students.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSV.1.4	Financial Accounting	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To make students aware of presentation of financial statements in Schedule-III format of Companies Act, 2013.		1. To make students be able to prepare financial statement of Companies. 2.Ability to account for foreign currency transaction.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Classroom subject quiz 2.Power point presentation		1.To gauge the subject mastery of learners 2.To assess the presentation & communication skill of students.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSV.1.6	Direct Tax	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.Awareness about principles of practices of direct taxation.		1. Computation of gross total income. 2. Deductions under chapter VIA	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Classroom subject quiz 2.Power point presentation		1.To gauge the subject mastery of learners 2.To assess the presentation & communication	



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		skill of students.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.2.1	Service Marketing	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To understand distinctive features of services and key elements in services marketing 2.To provide insight into ways to improve service quality and productivity 3.To understand marketing of different services in Indian context		1. Understanding distinctive features of services and key elements in services marketing 2. Providing insight into ways to improve service quality and productivity 3. Understanding marketing of different services in Indian context	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Case Study 2.Assignment on strategies adopted by one service provider		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.2.2	E-Commerce and Digital Marketing	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To understand increasing significance of E-Commerce and its applications in Business and Various Sectors 2 To provide an insight on Digital Marketing activities on various Social Media platforms and its emerging significance in Business 3 To understand Latest Trends and Practices in E-Commerce and Digital Marketing, along with its Challenges and Opportunities for an Organisation.		1.Understand online business sits applications in Business and Various Sectors. 2.Understands insides of Ecommerce. 3.To know how technology helps bridging gaps in business. 4.Become familiar with mechanism for conducting business transactions through electronic means.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Preparing a dummy web site. 2.Videos and case studies on diversification of E-Markets		1.To prepare students to acquire the knowledge of recent trends in e-commerce. 2.Also students are prepared for website management which can helpful in industry.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.2.4	Customer Relationship Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.To understand concept of Customer Relationship Management (CRM) and implementation of Customer Relationship Management 2.To provide insight into CRM marketing initiatives, customer service and designing CRM strategy 3.To understand new trends in CRM, challenges and opportunities for organizations		1. Understanding concept of Customer Relationship Management (CRM) and implementation of Customer Relationship Management 2. Providing insight into CRM marketing initiatives, customer service and designing CRM strategy 3. Understanding new trends in CRM, challenges and opportunities for organizations	



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COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study on CRM implementation and its affects in enhancing customer services. 2. Assignment on CRM of any one company of Service Sector/ IT Sector		1. Students will learn about the CRM and its benefits in enhancing a business 2. Students have knowledge on various components of CRM and its effects on service of the company.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.2.6	Strategic Marketing Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. Understand the overview of strategic management 2. Analyse the internal and external environment, formulate strategic intent and understand the different levels of strategy.		1. Engage in group based decision making activities including collaborative reporting and accepting joint responsibility; 2. Engage in strategic thinking including projecting future outcomes, setting goals, and reflecting on the implementation process to reach those goals; 3. Integrate marketing theory, prior practice and prior learning into the strategic marketing environment; and, 4. Communicate effectively in oral and written forms about marketing strategy using appropriate concepts, logic and rhetorical conventions.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. studying marketing strategies of various companies providing substitutes & comparing its impact		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.3.2	Strategic Human Resource Management and HR Policies	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand human resource management from a strategic perspective 2. To link the HRM functions to corporate strategies in order to understand HR as a strategic resource 3. To understand the relationship between strategic human resource management and organizational performance 4. To apply the theories and concepts relevant to strategic human resource management in contemporary organizations 5. To understand the purpose and process of developing Human Resource Policies		1. Understanding human resource management from a strategic perspective 2. Understanding HRM functions to corporate strategies in order to understand HR as a strategic resource 3. Understanding the relationship between strategic human resource management and organizational performance 4. Understanding the theories and concepts relevant to strategic human resource management in contemporary organizations 5. Understanding the purpose and process of developing Human Resource Policies	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study		1. develop Analytical ability	



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2. Assignment on strategies adopted by one service provider			
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.3.3	Performance Management and Career Planning	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the concept of performance management in organizations 2. To review performance appraisal systems 3. To understand the significance of career planning and practices		1. Understanding the concept of performance management in organizations 2. Understanding performance appraisal systems 3. Understanding the significance of career planning and practices	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Role play on different situations in day to day work. 2. Presentation on different performance systems 3. Case studies on corporate appraisals		1. Provide an understanding of the strategic importance of managing human resources within an organization. 2. Provide an overview of the various functions of the HR management regarding performance appraisal.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSV.3.2	Talent & Competency Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand key talent management & competency management concepts 2. To understand the concept and importance of competency mapping 3. To understand the role of talent management and competency management in building sustainable competitive advantage to an organization 4. To know the ethical and legal obligations associated with talent management		1. Develop understanding on key talent management & competency management concepts 2. Develop understanding on the concept and importance of competency mapping 3. Develop understanding on the role of talent management and competency management in building sustainable competitive advantage to an organization 4. Learners are able to realise the ethical and legal obligations associated with talent management	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSI.3.6	Stress Management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the nature and causes of stress in organizations 2. To familiarize the learners with the stress prevention mechanism 3. To understand the strategies that help cope		1. Develop understanding on the nature and causes of stress in organizations 2. The learners familiarizes with the stress prevention mechanism 3. Develop understanding on the strategies	



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with stress 4.To be able to apply stress management principles in order to achieve high levels of performance 5.To enable to learners to adopt effective strategies, plans and techniques to deal with stress	that help cope with stress 4. The learners are able to apply stress management principles in order to achieve high levels of performance 5.The learners adopts effective strategies, plans and techniques to deal with stress
COURSE ACTIVITIES	ACTIVITIES' OUTCOME
1.Case Study 2.Assignment	1. develop Analytical ability





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### TYBMS SEMESTER - VI

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.4	Operation Research	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To help students to understand operations research methodologies 2. To help students to solve various problems practically 3. To make students proficient in case analysis and interpretation		1. Understand application in business. Data Envelopment Analysis as extension of LPP model. 2. Understand special cases of LPP and apply in appropriate Situation. 3. Understand special case of LPP and apply in appropriate situation. 4. Understand Competitive environment of business 5. Understanding project management techniques.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case study or problem discussion with various situation of supply of goods. 2. To Collect the strategy as follow by two different companies of similar Industry		1. The case study helps the students to understand the concept of Transportation. 2. The learning on strategies of two different companies of same industry helps the student to know the concept of game theory	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.5	Project Work	04	50
COURSE OBJECTIVES		COURSE OUTCOME	
Project work is considered as a special course involving application of knowledge in solving/ analyzing/ exploring a real life situation/ difficult problem. Project work would be of 04 credits. A project work may be undertaken in any area of Elective Courses/ study area selected		Learners will get Corporate exposure and develop research attitude.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Research work & data collection on topics related to the electives selected by them in second & third year		1. Develops thinking abilities & research attitude in their respective areas of specialization	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.1.1	International Finance	04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To familiarize the learner with the fundamental aspects of various issues associated with International Finance. 2. To introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of International Finance in this globalised market.		1. Develop an understanding on fundamental aspects of various issues associated with International Finance. 2. Develop an understanding on the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of International Finance in this globalised market.	



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COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.1.3	Project Management	04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To familiarize the learners with the fundamental aspects of various issues associated with Project Management. 2. To give a comprehensive overview of Project Management as a separate area of Management 3. To introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of Project Management		1. Develop an understanding on fundamental aspects of various issues associated with Project Management. 2. Develop an overview of Project Management as a separate area of Management 3. Develop an understanding on basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of Project Management	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.1.4	Strategic Financial Management	04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. Awareness of strategic financial management technique		1. Capital budgeting and Capital rationing. 2. XBRL	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBMSFSVI.1.6	Indirect Taxes	04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the difference between direct and indirect tax		1. To be able to understand the difference between direct tax and indirect tax.	



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2. To have a basic understanding of procedures to be followed for the GST filing and its applicability. 3. To have a basic understanding of time of supply, place of supply, date of registration etc. 4. To have a basic understanding of types of goods & services to which GST is applicable.		2. To be able to understand GST return filing procedures. 3. To be able to understand the computation of Time of supply, place of supply etc. 4. To be able to understand different types of Goods & Services are coming under the purview of GST Act 2017.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. To practice various types of numerical illustration. 2. To practice various types of numerical objectives.		1. By doing practices students will be able to understand all the types of adjustments in illustration of different variety. 2. By practicing various numerical objectives students will be able to understand the different ways of solving those types of numerical.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.2.1	Brand Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the meaning and significance of Brand Management. 2. To Know how to build, sustain and grow brands 3. To know the various sources of brand equity		1. Understanding the meaning and significance of Brand Management. 2. Knowing how to build, sustain and grow brands 3. knowing the various sources of brand equity	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study 2. Assignment on strategies adopted by one Company		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.2.2	Retail Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To familiarize the students with retail management concepts and operations. 2. To provide understanding of retail management and types of retailers. 3. To develop an understanding of retail management terminology including merchandize management, store management and retail strategy. 4. To acquaint the students with legal and ethical aspects of retail management. 5. To create awareness about emerging trends in retail management.		1. Familiarize the students with retail management concepts and operations. 2. Understanding of retail management and types of retailers. 3. Development of an understanding of retail management terminology including merchandize management, store management and retail strategy. 4. To acquaint the students with legal and ethical aspects of retail management. 5. Creation of awareness about emerging trends in retail management.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>



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UBMSFSVI.2.3	International Marketing	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand International Marketing, its Advantages and Challenges. 2. To provide an insight on the dynamics of International Marketing Environment. 3. To understand the relevance of International Marketing Mix decisions and recent developments in Global Market.		1. Understanding International Marketing, its Advantages and Challenges. 2. Providing an insight on the dynamics of International Marketing Environment. 3. Understanding the relevance of International Marketing Mix decisions and recent developments in Global Market.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.2.4	Media Planning and Management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand Media Planning, Strategy and Management with reference to current business scenario. 2. To know the basic characteristics of all media to ensure most effective use of advertising budget. 3. To provide an insight on Media Planning, Budgeting, Scheduling and Evaluating the Different Media Buys.		1. Understanding Media Planning, Strategy and Management with reference to current business scenario. 2. Understanding the basic characteristics of all media to ensure most effective use of advertising budget. 3. Providing an insight on Media Planning, Budgeting, Scheduling and Evaluating the Different Media Buys.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.3.2	Organisational Development	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the concept of Organisational Development and its Relevance in the organization. 2. To Study the Issues and Challenges of OD while undergoing Changes. 3. To get an Understanding of Phases of OD Programme. 4. To Study the OD Intervention to meet the Challenges faced in the Organisation. 5. To get an Insight into Ethical Issues in OD.		1. Understand the concept of Organisational Development and its Relevance in the organization. 2. Understanding the Issues and Challenges of OD while undergoing Changes. 3. Understanding of Phases of OD Programme. 4. Understanding the OD Intervention to meet the Challenges faced in the Organisation. 5. Understanding Ethical Issues in OD.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.3.3	HRM in Service	03	50



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	Sector Management (HRMS)		
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the concept and growing importance of HRM in service sector 2. To understand how to manage human resources in service sector 3. To understand the significance of human element in creating customer satisfaction through service quality 4. To understand the Issues and Challenges of HR in various service sectors		1. Understanding the concept and growing importance of HRM in service sector. 2. Understanding how to manage human resources in service sector. 3. Understanding the significance of human element in creating customer satisfaction through service quality. 4. Understanding the Issues and Challenges of HR in various service sectors.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.3.5	Human Resource Accounting & Audit (HRA)	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To introduce various auditing Techniques and tools to the students. 2. To enable the students to know the Corporate Human Resource Auditing practices, and the auditing practices followed in the audit of certain other entities 3. To introduce the students the relevant Auditing & Assurance Standards		1. To know about recent trends and processes of HRA. 2. To introduce to the students the concept, principles & practices of H.R.A. 3. To familiarize students with different source to Auditing.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Group discussion on auditing assurance 2. Case studies and presentation on corporate auditing policies		1. Develop the idea and present of differ HRA condition 2. Awareness of conceptualization 3. To know about recent trends and processes of HRA	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
UBMSFSVI.3.6	Indian Ethos in management	03	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To understand the concept of Indian Ethos in Management. 2. To link the Traditional Management System to Modern Management System. 3. To understand the Techniques of Stress Management. 4. To understand the Evolution of Learning Systems in India		1. Understanding the concept of Indian Ethos in Management. 2. Understanding Traditional Management System to Modern Management System. 3. Understanding the Techniques of Stress Management. 4. Understanding the Evolution of Learning Systems in India	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case Study 2. Assignment		1. develop Analytical ability	



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## **B.Sc.I.T**

The B.Sc. Information Technology programme was started in 2001 with an aim to make the students employable and impart industry oriented training.

### **EDUCATIONAL OBJECTIVES:**

B.Sc. Information Technology is a three year undergraduate programme. The programme aims to produce graduates who have been exposed to experiences that will prepare them to address the information processing requirements of organizations. The curriculum has been carefully designed in collaboration with our course experts and in consultation with our industrial partners. Students will learn about the concepts of information technology and management of information in organizations by understanding systems concepts, communications and information technologies.

### **THE BROAD OBJECTIVES OF THE PROGRAMME ARE:**

- The graduates will become successful professional by demonstrating logical and analytical thinking abilities in the field of IT.
- The graduates will work and communicate effectively in interdisciplinary environment, either independently or in team, and demonstrate scientific leadership in academia and industry.
- The graduates will engage in lifelong learning and professional development through advanced degrees in information technology, discussion, professional studies and research.

### **PROGRAMME OUTCOMES:**

Upon completion of the B. Sc. Information Technology programme, students will be able to:

1. Develop knowledge of scientific theories and methods, gain experience in working independently with scientific questions and their ability to express clearly on academic issues keeping in view legal, ethical, social security and issues.
2. Communicate effectively in written and oral context with specialized and non-specialized audiences.
3. Identify information technology related problems, analyze them and design the system or provide the solution for the problem.
4. Apply current technical concepts and practices in the core information technologies of human computer interaction, information management, programming, networking, and web systems and technologies.
5. Function in multidisciplinary teams by working cooperatively, creatively and responsibly as a member of a team.
6. Recognize the need to engage in lifelong learning through continuing education and research.

### **CAREER PROSPRCTS:**





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The new syllabus is aimed to achieve the objectives. The syllabus spanning three years covers the industry relevant courses. The students will be ready for the jobs available in different fields like:

- Software Development (Programming)
- Website Development
- Mobile app development
- Embedded Systems Programming
- Embedded Systems Development
- Software Testing
- Networking
- Database Administration
- System Administration
- Cyber Law Consultant
- GIS (Geographic Information Systems)
- IT Service Desk
- Security

And many others The students will also be trained in communication skills and green computing.

### COURSE OUTCOME OF B.Sc.I.T

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT101 & USIT1P2	Imperative Programming & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1.The objective of this course is to provide a comprehensive study of the C programming language 2. Stressing upon the strengths of C, which provide the students with the means of writing modular, efficient, maintainable, and portable code.		1) Students should be able to write, compile and debug programs in C language and use different data types in a computer program. 2) Students should be able to design programs involving decision structures, loops and functions. 3) Students should be able to explain the difference between call by value and call by reference and also understand the dynamics of memory by the use of pointers. 4) Students should be able to use different data structures and create/update basic data files.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Project on application of coding standards ,error handling		1.These activity enhance the learning ability, problem solving ,code optimization, & coding standard of learners	
COURSE	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS



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NUMBER			
USIT102 & USIT1P2	Digital Electronics & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1) To understand the structure and operation of modern processors and their instruction sets		1) To learn about how computer systems work and underlying principles 2) To understand the basics of digital electronics needed for computers 3) To understand the basics of instruction set architecture for reduced and complex instruction sets 4) To understand the basics of processor structure and operation 5) To understand how data is transferred between the processor and I/O devices	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Project on digital electronic 2. Survey on digital application		1. Students will understand how software and hardware work together 2. Awareness of new trend in digital marketing	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT103 & USIT1P3	Operating Systems & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
Learners must understand proper working of operating system. To provide a sound understanding of Computer operating system, its structures, functioning and algorithms		1. To provide a understanding of operating system, its structures and functioning 2. Develop and master understanding of algorithms used by operating systems for various purposes.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Assignment on distributor of operating system		1. Students will understand the working of operating system	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT104 & USIT1P4	Discrete Mathematics & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. The purpose of the course is to familiarize the prospective learners with mathematical structures that are fundamentally discrete. 2. This course introduces sets and functions, forming and solving recurrence relations and different counting principles. 3. This concept is useful to study or describe objects or problems in computer algorithms and		1) To provide overview of theory of discrete objects, starting with relations and partially ordered sets. 2) Study about recurrence relations, generating function and operations on them. 3) Give an understanding of graphs and trees, which are widely used in software. 4) Provide basic knowledge about models of automata theory and the corresponding formal languages.	



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programming languages			
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Project on a topic of any particular mathematical structure 2. Training on SciLAB software		1. Student learn about the techniques for collection of data through various methods. 2. SciLAB help a student to learn various tools used for computer application.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT105 & USIT1P5	Communication Skills & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
To help learners develop their soft skills and develop their personality together with their technical skills. Developing professional, social and academic skills to harness hidden strengths, capabilities and knowledge equip them to excel in real work environment and corporate life. Understand various issues in personal and profession communication and learn to overcome them		1) To know about various aspects of soft skills and learn ways to develop personality 2) Understand the importance and type of communication in personal and professional environment. 3) To provide insight into much needed technical and non-technical qualities in career planning. 4) Learn about Leadership, team building, decision making and stress management	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Elocution competition 2.Debate competition		1.Defined sentence structure, thought process and enunciation 2.Nurture rational thinking, organization of thought, persuasion and public speaking	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT201 & USIT2P1	Object oriented Programming & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.The objective of this course is to provide a comprehensive study of the C++ programming language 2.Stressing upon the strengths of C++, which provide the students with the means of writing modular, efficient, maintainable, and portable code.		1) Students should be able to write, compile and debug programs in C++ language. 2) Students should be able to use different data types in a computer program. 3) Students should be able to design programs involving decision structures, loops and functions. 4) Students should be able to explain the difference between call by value and call by reference 5) Students should be able to understand the dynamics of memory by the use of pointers. 6) Students should be able to use different data structures and create/update basic data files.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Project on application of coding		1.These activity enhanced the learning ability,	



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standards ,error handling, exception handling mechanism		problem solving ,code optimization, coding standard	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT202 & USIT2P2	Microprocessor Architecture & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
To understand the structure and operation of modern processors and their instruction sets.		1) To learn about how computer systems work and reference underlying principles 2) To understand the basics of digital electronics needed for computers 3) To understand the basics of instruction set architecture for reduced and complex instruction sets 4) To understand the basics of processor structure and operation 5) To understand how data is transferred between the processor and I/O devices	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on Microprocessor and Microcontroller 2.Assignment on different types of processor		1.Student will learn how AND ,OR,X-OR gate are used. 2.They will learn which type for processor are used machine	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT203 & USIT2P3	Web Programming Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To provide insight into emerging technologies 2.To design and develop state of - the art web applications using client-side scripting, server-side scripting, and database connectivity.		1. To design valid, well-formed, scalable, and meaningful pages using emerging technologies. 2. Understand the various platforms, devices, display resolutions, viewports, and browsers that render websites 3. To develop and implement client-side and server-side scripting language programs. 4. To develop and implement Database Driven Websites. 5. Design and apply XML to create a mark-up language for data and document centric applications.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on Server and client side scripting		1.Students will learn how to design web site	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT204 &	Numerical and	02+02=04	50



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USIT2P4	Statistical Methods & Practical		
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
The purpose of this course is to familiarize students with basics of Statistics. This will be essential for prospective researchers and professionals to know these basics.		1) Enable learners to know descriptive statistical concepts 2) Enable study of probability concept required for Computer learners	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Assignment on different policies of any one of the Insurance Company. 2. Case discussion on Measure of central tendency		1. Case discussion give clear understanding to differentiate between Mean, Median & Mode 2. Learning on any one Insurance company will help the student to know the functional and operational activities of an Insurance company.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT205 & USIT2P5	Green Computing & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
To familiarize with the concept of Green Computing and Green IT infrastructure for making computing and information system environment sustainable. Encouraging optimized software and hardware designs for development of Green IT Storage, Communication and Services. To highlight useful approaches to embrace green IT initiatives.		1) Learn about green IT can be achieved in and by hardware, software, and network communication and data centre operations. 2) Understand the strategies, frameworks, processes and management of green IT	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group Discussion on different Electronic Waste		1. Student will learn how we will reuse wastage product in computer	

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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT301 & USIT3P1	Python Programming & Practical	02+02=04	50



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<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1)The objective of this paper is to introduce various concepts of programming to the students using Python. 2)The objective of this paper is to explore the style of structured programming to give the idea to the students how programming can be used for designing real-life applications by reading/writing to files, GUI programming, interfacing database/networks and various other features.		1) Students should be able to understand the concepts of programming before actually starting to write programs. 2) Students should be able to develop logic for Problem Solving. 3) Students should be made familiar about the basic constructs of programming such as data, operations, conditions, loops, functions etc. 4) Students should be able to apply the problem solving skills using syntactically simple language i.e. Python (version: 3.X or higher)	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Goup Discussion on different programming language  2.Project on high level programming language		1.Students will understand which language is easy to develop the project  2.Students will learn how to develop GUI based project	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT302 & USIT3P2	Data Structures & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To explore and understand the concepts of Data Structures and its significance in programming. 2.Provide and holistic approach to design, use and implement abstract data types. 3.Understand the commonly used data structures and various forms of its implementation for different applications using C.		1) Learn about Data structures, its types and significance in computing 2) Explore about Abstract Data types and its implementation 3) Ability to program various applications using different data structure in C	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Assignment on different data type		1.Student will understand how data will be organised in logical way	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT303 & USIT3P3	Computer Networks & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
In this era of Information, its computation and its exchange techniques, Learner should be able to		1. Learner will be able to understand the concepts of networking, which are important for them to be known as a 'networking professionals'.	





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conceptualize and understand the framework and working of communication networks. And on completion, will be able to have a firm grip over this very important segment of Internet.		2. Useful to proceed with industrial requirements and International vendor certifications.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on Networking 2.Case study on different topologies		1.They will understand how we will use router, switches and which one is best one among all 2.Which type of network is best and where they are used.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT304 & USIT3P4	Database Management Systems & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
To develop understanding of concepts and techniques for data management and learn about widely used systems for implementation and usage.		1. Master concepts of stored procedure and triggers and its use. 2. Learn about using PL/SQL for data management 3.Understand concepts and implementations of transaction management and crash recovery	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Competition 2.Assignment on different databases.		1.They learn how data will update delete from database and how we will manage data from database 2.Students will learn and understand which one database is useful for our project	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT305 & USIT3P5	Applied Mathematics & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The course is designed to have a grasp of important concepts of Applied Mathematics in a scientific way. 2.It covers topics from as basic as definition of functions to partial derivatives of functions in a gradual and logical way. 3.The learner is expected to solve as many examples as possible to a get compete clarity and understanding of the topics covered.		1) Understanding of Mathematical concepts like limit, continuity, derivative, integration of functions. 2) Ability to appreciate real world applications which uses these concepts. 3) Skill to formulate a problem through Mathematical modelling and simulation	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1Project on a topic of any		1.Student learns about the techniques for	





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particular 2.Training on Android Application software		collection of data through various methods. 2.Android software help a student to learn various tools used for computer application.	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT401 & USIT4P1	Core Java & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
The objective of this course is to teach the learner how to use Object Oriented paradigm to develop code and understand the concepts of Core Java and to cover-up with the pre-requisites of Core java.		1. Object oriented programming concepts using Java. 2. Knowledge of input, its processing and getting suitable output. 3. Understand, design, implement and evaluate classes and applets. 4. Knowledge and implementation of AWT package.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project for java 2.Quiz completion on oops		1.Student will easily develop the project with database 2.This will enhance the programming logic	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT402 & USIT4P2	Introduction to Embedded Systems & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
Students completing this course will be well positioned to: 1. Discuss the major components that constitute an embedded system. 2. Implement small programs to solve well-defined problems on an embedded platform. 3. Develop familiarity with tools used to develop in an embedded environment.		1. Understand what is a microcontroller, microcomputer, embedded system. 2. Understand different components of a micro-controller and their interactions. 3. Become familiar with programming environment used to develop embedded systems 4. Understand key concepts of embedded systems like IO, timers, interrupts, interaction with peripheral devices 5. Learn debugging techniques for an embedded system	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on Microprocessor and Microcontroller 2.Assignment on different types of processor		1.Student will learn how lift will operated which type of processor use in lift etc 2.They will learn which type for processor are used machine	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT403 & USIT4P3	Computer Oriented Statistical Techniques & Practical	02+02=04	50



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<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
The purpose of this course is to familiarize students with basics of Statistics. This will be essential for prospective researchers and professionals to know these basics.		1) Enable learners to know descriptive statistical concepts 2) Enable study of probability concept required for Computer learners	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on a topic of any particular		1.Student learns about the techniques for collection of data through various methods.	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT404 & USIT4P4	Software Engineering & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1.To provide knowledge of software engineering discipline. 2.To analyze risk in software design and quality. 3.To introduce the concept of advance software methodology.		1.Students will demonstrate basic knowledge in software engineering. 2.Students will be able to plan, design, develop and validate the software project. 3.Students will be apply advance software methodology to create high quality WebApps. 4.Students will have an understanding of impact of sound engineering principles.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Case study on different model used in software engineering 2.power point presentation on SE		1.They will understand which model will used for given project 2.They will learn how to complete the project which methodology is best for given project	
<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
USIT405 & USIT4P5	Computer Graphics and Animation & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1 To equip students with the fundamental knowledge and basic technical competence in the field of computer graphics. 2 To emphasize on implementation aspect of Computer Graphics Algorithms. 3 To prepare the student for advance areas like Image Processing or Computer Vision or Virtual Reality and professional avenues in the field of Computer Graphics		1 Understand the basic concepts of Computer Graphics. 2 Demonstrate various algorithms for scan conversion and filling of basic objects and their comparative analysis. 3 Apply geometric transformations, viewing and clipping on graphical objects. 4 Explore solid model representation techniques and projections. 5 Understand visible surface detection techniques and illumination models	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project Based on Animation		1.Student will learn how we will compress the	



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	video, images and 3D rotation in animation
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T.Y.B.Sc.(I.T)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT501 & USIT5P1	Software Project Management & Project Dissertationl	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To familiarize the students with the use of a structured methodology/approach for each and every unique project undertaken, including utilizing project management concepts, tools and techniques. 2. To appraise the students with the project management life cycle and make them knowledgeable about the various phases from project initiation through closure.		1. Apply selection criteria and select an appropriate project from different options. 2. Write work break down structure for a project and develop a schedule based on it. 3. Identify opportunities and threats to the project and decide an approach to deal with them strategically. 4. Use Earned value technique and determine & predict status of the project. 5. Capture lessons learned during project phases and document them for future reference	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1. Case study on different model used in software engineering 2. power point presentation on Project Implementation		1. They will understand which model will be used for given project 2. They will learn how to complete the project which methodology is best for given project	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT502 & USIT5P2	Internet of Things & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
To learn about SoC architectures; Learn how Raspberry Pi. Learn to program Raspberry Pi. Implementation of internet of Things and Protocols.		1. Enable learners to understand System On Chip Architectures. 2. Introduction and preparing Raspberry Pi with hardware and installation. 3. Learn physical interfaces and electronics of Raspberry Pi and program them using practical's 4. Learn how to make consumer grade IoT safe and secure with proper use of protocols.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	



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1.Project on SOC architecture		1.To make learners able to develop the program Raspberry Pi .	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT503 & USIT5P3	Advanced Web Programming & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
To explore .NET technologies for designing and developing dynamic, interactive and responsive web applications.		1. Understand the .NET framework 2. Develop a proficiency in the C# programming language 3. Proficiently develop ASP.NET web applications using C# 4. Use ADO.NET for data persistence in a web application	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project in Visual Studio 2.Quiz completion on oops		1.Student will easily develop the project with database 2.This will enhance the programming logic	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT505 & USIT5P5	Linux System Administration & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
Demonstrate proficiency with the Linux command line interface, directory & file management techniques, file system organization, and tools commonly found on most Linux distributions. Effectively operate a Linux system inside of a network environment to integrate with existing service solutions. Demonstrate the ability to troubleshoot challenging technical problems typically encountered when operating and administering Linux systems.		Learner will be able to develop Linux based systems and maintain. Learner will be able to install appropriate service on Linux server as per requirement. Learner will have proficiency in Linux server administration.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Project on Managing System Administration		1.Student will learn which type of policy used in system and how to configure	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT506 & USIT5P6	Enterprise Java & Practical	02+02=04	50



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COURSE OBJECTIVES		COURSE OUTCOME	
Explore advanced topic of Java programming for solving problems		1) Understand the concepts related to Java Technology 2) Explore and understand use of Java Server Programming	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Project for Enterprise java 2.Quiz completion on oops		1.Student will easily develop the project with database 2.This will enhance the programming logic	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT601 & USIT6P1	Software Quality Assurance & Project Implementation	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
I. Basic software debugging methods. II. White box and Black box testing methods III. Writing the testing plans IV. Different testing tools		1: Identify the reasons for bugs and analyze the principles in software testing to prevent and remove bugs. 2: Implement various test processes for quality improvement 3: Apply the software testing techniques in commercial environments 4: Provides practical knowledge of a variety of ways to test software and an understanding of some of the trade-offs between testing techniques.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Case study on different model used in software engineering 2.power point presentation on SE		1.They will understand which model will used for given project 2.They will learn how to complete the project which methodology is best for given project	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT602 & USIT6P2	Security in Computing & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
To provide students with knowledge of basic concepts of computer security including network security and cryptography.		Understand the principles and practices of cryptographic techniques. Understand a variety of generic security threats and vulnerabilities, and identify & analyze particular security problems for a given application. Understand various protocols for network security to protect against the threats in a network	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Project on Networking 2.Case study on different topologies		1.They will understand how we will use router, switches and which one is best one among all 2.Which type of network is best and where they are used.	
COURSE	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS



## SASMIRA's Institute of Commerce & Science

NUMBER			
USIT603 & USIT6P3	Business Intelligence & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
1. To introduce the concept of data Mining as an important tool for enterprise data management and as a cutting edge technology for building competitive advantage. 2. To enable students to effectively identify sources of data and process it for data mining 3. To make students well versed in all data mining algorithms, methods of evaluation. 4. To impart knowledge of tools used for data mining 5. To provide knowledge on how to gather and analyze large sets of data to gain useful business understanding.		1. Demonstrate an understanding of the importance of data mining and the principles of business intelligence 2. Organize and Prepare the data needed for data mining using pre preprocessing techniques 3. Perform exploratory analysis of the data to be used for mining. 4. Implement the appropriate data mining methods like classification, clustering or Frequent Pattern mining on large data sets. 5. Define and apply metrics to measure the performance of various data mining algorithms.	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Competition 2.Assignment on Data mining		1.They learn how data will update delete from database and how we will manage data from database 2.Students will learn and understand which one database is useful for our project	
COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT604 & USIT6P4	Principles of Geographic Information Systems & Practical	02+02=04	50
COURSE OBJECTIVES		COURSE OUTCOME	
It introduces participant to the fundamentals of GIS, GPS, data models, data sources, databases, cartography, introduction to Global Positioning Systems (GPS) and geospatial metadata. It prepares the candidate for the geospatial modelling and analysis.		1. describe what GIS is; name the major GIS software available; know where to find more information; 2. explain the components and functionality of a GIS and the differences between GIS and other information systems; 3. understand the nature of geographic information and explain how it is stored in computer (including map projection) and the two types of GIS data structure;	
COURSE ACTIVITIES		ACTIVITIES' OUTCOME	
1.Project on usages of GPS		1.student will get exposure to current trends and futures innovation	



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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
USIT606 & USIT6P6	IT Service Management & Practical	02+02=04	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
The course is designed as an introduction and practical implementation of Information Technology Service Management (ITSM) and enables the students to understand how an integrated ITSM framework can be utilized to achieve IT business integration, cost reductions and increased productivity.		1.Ability to understand the value of a service management framework as a means to help consultants and firms to establish a common understanding to ground a service management approach. 2.Ability to understand the service management processes 3.Ability to specify the service management system for given customers 4. Ability to select the appropriate tools to support a given designed service management solution	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Assignment on IT Service Management in different Company		1.Student will learn which type of service and technology used in IT company	