



TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

Bachelor of Commerce (B.Com.)

Programme Outcomes (POs)

A B.Com. degree provides a gateway to various professional courses like C.A., I.C.W.A., C.S., M.B.A., etc. A B.Com. graduate has diverse job opportunities in the stock exchange, insurance companies, banks, etc.

Programme Specific Outcomes (PSOs):

- Learners will learn relevant managerial accounting career skills, applying both quantitative and qualitative knowledge to their future career in business.
- Learners will gain thorough systematic and subject skills within various disciplines of commerce, business accounting, economics, and finance, auditing and marketing.
- Learners will be able to recognize features and roles of businessmen, entrepreneurs, managers, consultant, which will help them to possess knowledge and other soft skills and to react aptly when confronted with critical decision making.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	COs
	Elective Courses (EC)		
	Discipline Specific Elective (DSE) Courses		
1	Accountancy and Financial Management - I	I	The learners will understand the: 1. Basic of classification of expenses as capital or revenue 2. Preparation of financial statement of manufacturing concerns 3. Department- wise classification of expenses and income 4. The methods of accounting for hire purchase transaction
	Discipline Related Elective (DRE) Courses		
2	Commerce - I	I	The learners will be able to:





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none"> 1. Clearly understand the basic terminologies and concepts in business 2. Consider business as a potential option for career and become an employment generator 3. Understand the minute details that a business person needs to follow in the process of promoting business unit and how to run a successful business
3	Business Economics- I	I	On successful completion of this course, learners will be able to understand the basics of consumer and producer theory.
Core Courses (CC)			
4	Mathematical and Statistical Techniques - I	I	<ol style="list-style-type: none"> 1. To create a base for understanding the concept of Mutual Funds and Shares and allowing the learners to carry out simple calculations about the same 2. To enhance the knowledge of statistical techniques such as probability, measures of central tendency and dispersion 3. To be able to draw conclusions using mathematical tools such as Linear Programming for optimization and permutation, combination
Skill Enhancement Courses (SEC)			
5	Foundation Course - I	I	<p>The learners will be able to understand the following:</p> <ol style="list-style-type: none"> 1. Indian Constitution in brief 2. Social and political issues in India 3. Challenges faced by the individuals and society
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Courses (AECC)			



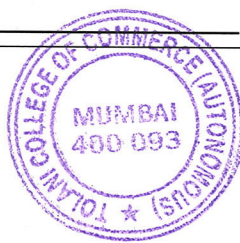


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

6	Business Communication - I	I	<ol style="list-style-type: none">1. The learners develop a better understanding of communication and are able to showcase their skills with enhanced language proficiency.2. The learners can draft better letters for business and personal correspondence.3. The learners are well versed with the expectations and needs of the corporate world with regards to business ethics and etiquettes.
7	Environmental Studies - I	I	<ol style="list-style-type: none">1. Understanding of natural environment.2. Appreciating the role of humans in the natural environment.3. Sensitizing learners towards conservation of environment.4. Develop scientific thinking5. Lead to responsible individual and group actions.
Elective Courses (EC)			
Discipline Specific Elective (DSE) Courses			
8	Accountancy and Financial Management - II	II	Learners will understand the: <ol style="list-style-type: none">1. Procedure of determination of insurance claim2. The concept and procedure of accounting from incomplete records3. Different types of branches and methods of maintaining books in branch accounting4. The concept of consignment sale
Discipline Related Elective (DRE) Courses			
9	Commerce - II	II	The learners will be able to: <ol style="list-style-type: none">1. Demonstrate knowledge of the principles and concepts underlying services marketing knowledge2. Demonstrate creative and strategic thinking so as to make optimal decisions regarding services marketing and





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<p>communicate this in an engaging manner</p> <ol style="list-style-type: none">3. Use critical thinking to recognise, evaluate and solve services marketing problems4. Understand various service sector options available for careers
10	Business Economics- II	II	On successful completion of this course learners will be in a position to understand how markets operate and determination of price.
Core Courses (CC)			
11	Mathematical and Statistical Techniques - II	II	<ol style="list-style-type: none">1. To study the applications of mathematical techniques in Economics using Derivatives2. To enable the learners to estimate the future values using statistical techniques like correlation and regression.3. Identify the applicability of simple and compound interest and study its scope
Skill Enhancement Courses (SEC)			
12	Foundation Course- II	II	<p>The learners will be in a position to understand the following:</p> <ol style="list-style-type: none">1. Liberalisation, Privatisation and Globalisation reforms and its impacts on Indian Economy2. Basic of human rights3. Importance of Environment4. Stress and stress management
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Courses (AECC)			
13	Business Communication - II	II	<ol style="list-style-type: none">1. The learners develop good understanding about the recruitment process.2. The learners can face interview questions and perform better in future interviews.3. The learners can orient their educational goals with their future job prospects and ambitions.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">The learners are well versed with the expectations and needs of the corporate world with regards to business meetings and conferences.The learners can identify the new methods of managing good public relations.The learners get practical experience of drafting business letters.
14	Environmental Studies - II	II	<ol style="list-style-type: none">Understanding the concept of Waste ManagementAppreciating the role of Environment Movements, Environment Management Systems in environment protectionDevelop a rational attitude towards sustainable development
Elective Courses (EC)			
Discipline Specific Elective (DSE) Courses			
15	Accountancy and Financial Management - III	III	<p>The learners will get familiar with the:</p> <ol style="list-style-type: none">Consequences of AmalgamationAccounting procedure in the books of old firmsAccounting procedure in the books of new firm in conversion of Partnership Firm into a Ltd. CompanyAdjustments in final accounts arising due to admission, retirement, death of a partner and the order of payment on dissolution of a firm
16	Financial Accounting and Auditing -V : Introduction to Management Accounting	III	<p>The learners will get familiar with the:</p> <ol style="list-style-type: none">Proper understanding of financial statementsApplication of various techniques for analysisInterpretation of firm data from the point of view of users





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

Discipline Related Elective (DRE) Courses			
17	Commerce - III	III	The learners will be able to: 1. Define the concept of management and discuss why organizations are needed, why managers are necessary, and why management is a challenge. 2. Identify the essential characteristics of decision making and indicate the range and types of decisions a manager is asked to make. 3. Differentiate between the various types of organizational structures and patterns 4. Describe the characteristics of the informal organization and discuss the role it plays in a company
18	Business Economics - III	III	The learners will be able to evaluate macroeconomic conditions such as inflation, unemployment and growth.
Skill Enhancement Courses (SEC) Group B			
19	Foundation Course - III	III	The learners will have an enhanced understanding of vital topics on human rights, development of science, ecology & technological advancements.
Core Courses (CC)			
20	Business Law- I	III	1. To develop the awareness among the learners regarding these laws affecting business, trade and commerce. 2. Learners will be able to prove proficiency with the ability to engage in competitive exams like CA, CS, ICMA and other courses 3. To help the learners to understand the basic laws





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			related to business and corporate. 4. To help the learners to understand the concept of negotiable instrument and sale of goods. 5. Creating thorough knowledge on contract and various types of contracts and their practical application.
Skill Enhancement Courses (SEC) Group A			
21	Advertising- I	III	The learners will be able to: 1. Understand the basic concepts of advertising 2. Consider advertising as a potential option for career 3. Have a basic understanding of various laws and enactments concerning Advertising in India and the issues concerning Advertising in India 4. The position of Advertising Agencies in India 5. Economic and social impact of advertising
22	Company Secretarial Practice -I	III	1. Identify the scope, role and functions of the company secretary and apply them in the employing or client organisation by implementing Secretarial Standards. 2. Critically evaluate and apply the role of company secretary as an advisor to the board. 3. Developing effective communication and dissemination of information to and from the board, both internally and externally, for the optimum benefit of the organisation.
23	Travel and Tourism Management- I	III	1. Understanding of the basic concepts of tourism.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">2. Appreciating the role of tourism in the global economy.3. Understanding the need to opt for sustainable tourism.
Elective Courses (EC)			
Discipline Specific Elective (DSE) Courses			
24	Accountancy and Financial Management -IV	IV	<p>The learners will understand:</p> <ol style="list-style-type: none">1. formation of companies, the concept of issue of shares, redemption of shares/definition and its accounting treatment2. The concept of profit, prior to incorporation and allocation of various expenses on the basis of ratio in the pre, post period, calculation of profits
25	Financial Accounting and Auditing VI - Auditing	IV	<p>The learners will understand the:</p> <ol style="list-style-type: none">1. Basis of auditing, procedures and documentation involved in the audit process2. The techniques of vouching verification
Discipline Related Elective (DRE) Courses			
26	Commerce - IV	IV	<p>The learners will be able to:</p> <ol style="list-style-type: none">1. Identify the roles and responsibilities of operations managers & finance managers in different organisational contexts2. Describe the boundaries of an operations system, and recognise its interfaces with other functional areas within the organisation and with its external environment3. Explain domestic financial markets and institutions and how firms obtain funds in the financial markets and at what cost
27	Business	IV	<p>The learners will be able to understand reasons for market</p>



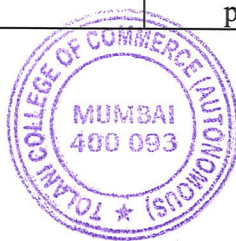


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

	Economics - IV		failures, the causes for increase in public expenditure, concepts of deficits and issues related to centre state financial relationship.
Skill Enhancement Courses (SEC) Group B for Semester IV			
28	Foundation Course - IV	IV	The learners will have an enhanced understanding of vital topics on consumer rights, ecology and environmental principles & technological advancements. They are also acquainted with the basics of various competitive exams and soft skills required for the same.
Core Courses (CC)			
29	Business Law- II	IV	<ol style="list-style-type: none">1. Make the learners understand various concepts used in business and corporate law.2. Make the learners understand about companies and its types, procedures for its registration and its functioning under various governing bodies.3. Creating awareness of partnership form of business and the latest Limited Liability Partnership (LLP) form and to enhance knowledge on Consumer Protection Act and Competition Act.4. Make the learners understand the importance of various Intellectual Property Rights (IPRs).
Ability Enhancement Courses (AEC)			
Skill Enhancement Courses (SEC) Group A			
30	Advertising- II	IV	The learners will be able to: <ol style="list-style-type: none">1. Understand the functioning of an advertising agency2. Knowing various career options and considering advertising as a potential option for career





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">3. Understanding emerging media options in India4. Understanding various elements of an advertisement and techniques in planning an advertisement
31	Company Secretarial Practice -II	IV	<ol style="list-style-type: none">1. Applying the understanding of functions of a company secretary in ensuring corporate compliance through good disclosure and observance of statutory and other regulations.2. Take responsibility for the ongoing responsibilities of the secretary as a professional practitioner in the organisation.3. Enabling the learners to understand the role of a company secretary that involves maintaining key elements of an organisation: the company itself, the board of directors and the shareholders, BSE, IPO, Online Trading.4. Learners will gain proficiency with the ability to attempt competitive exams like CS and Company Laws.
32	Travel & Tourism Management II	IV	<ol style="list-style-type: none">1. Learners are familiar with tourism planning and management2. The learners understand the basics in tourism policies.3. Preparing the learners in their initiation towards tourism industry.
Elective Courses (EC)			
Discipline Specific Elective (DSE) Courses			
33	Financial Accounting and Auditing VII - Financial Accounting	V	<p>The learners will understand the:</p> <ol style="list-style-type: none">1. Formats of financial statements to be prepared under revised Schedule 32. Accounting procedures, legal aspects of internal reconstruction



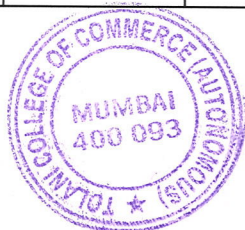


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">3. Methods, conditions for buyback of shares4. Treatment, valuation of investments and the concept of ethical behaviour and implications for accountants
34	Financial Accounting and Auditing VIII - Cost Accounting	V	The learners will know: <ol style="list-style-type: none">1. Limitation of financial accounting and need of cost accounting2. Classification of cost in detail3. Practical application of cost accounting in decision making and planning
Discipline Related Elective (DRE) Courses			
35	Commerce -V	V	The learners will be able to: <ol style="list-style-type: none">1. State the role and functions of marketing within a range of organizations2. Synthesize ideas into a marketing plan3. Demonstrate the ability to justify marketing strategies and advocate a strategically informed position when considering marketing implementation4. Through the group-based projects, learners are expected to apply the covered concepts, and to use a critical and analytical approach
36	Business Economics- V	V	The learners will be able to understand the challenges and policy measures faced by agriculture, industry and services sector in India.
Discipline Related Elective (DRE) Courses for Semester V			
37	Export Marketing-I	V	The learners will be able to: <ol style="list-style-type: none">1. Clearly understand the basic terminologies used in Export Marketing.



			<ol style="list-style-type: none"> 2. Consider export marketing as a potential option for career. 3. Understand the minute details that an exporter need to follow in the process of export marketing.
38	Marketing Research -I	V	<p>The learners of B.Com. Programme are exposed to different branches of management in six semesters. Marketing Research is an integral part of marketing management. The expected learning outcomes are:</p> <ol style="list-style-type: none"> 1. Nature, scope, functions, merits, demerits, process of Marketing Research 2. Research approaches, methods and collection of data 3. Components of marketing information system 4. Career opportunities in marketing
39	Computer system & Applications Paper I	V	<p>The learners get the knowledge of Networking and its architecture. They are also able to get practical knowledge of MS-Excel and MySQL with their functionalities.</p>
40	Direct & Indirect Taxation Paper I	V	<p>The learners learn about:</p> <ol style="list-style-type: none"> 1. The terms of tax and taxation 2. Calculation of tax under different heads such as house property, salary, business 3. Claiming deduction under different sections for computations of total tax
Elective Courses (EC)			
Discipline Specific Elective (DSE) Courses			
41	Financial Accounting and Auditing IX - Financial Accounting	VI	<p>The learners will understand:</p> <ol style="list-style-type: none"> 1. The concept of amalgamation 2. Need for conversion and accounting of foreign currency transaction 3. Procedure, modes of equitaton of companies



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">4. Procedure determination of liabilities in underwriting of shares, debentures5. Formation and accounting process of limited liability partnership.
42	Financial Accounting and Auditing X - Cost Accounting	VI	<p>The learners will understand the</p> <ol style="list-style-type: none">1. Various techniques of Cost Accounting2. Basic understanding of cost of producing an additional unit and its effect on the sales3. Brief study of various variances with comparison of actual and standard4. Understand apportionment of cost among various cost centres through contract and process costing
Discipline Related Elective (DRE) Courses			
43	Commerce VI	VI	<p>The learners will be able to:</p> <ol style="list-style-type: none">1. State the role and functions of HR within a range of organisations2. Synthesize ideas into a HR plan3. Give learners the knowledge, understanding and key skills that are required by today's HR professionals4. Enable learners to effectively contribute to dynamic organisations
44	Business Economics VI	VI	<p>The learners will be able to understand the implications of internationalisation of the economy.</p>
Discipline Related Elective (DRE) Courses for Semester VI			
45	Export Marketing Paper- II	VI	<p>The learners will be able to:</p> <ol style="list-style-type: none">1. Clearly understand the procedure involved in Export Marketing





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ol style="list-style-type: none">2. Understand the product and pricing policies for export marketing3. Consider export marketing as a potential option for career4. Understand the minute details that an exporter needs to follow in the process of export marketing specifically in relation to documentation
46	Marketing Research Paper - II	VI	The learners would have gained a basic understanding of Marketing Research in Semester V. The learning outcomes of Semester VI focus on applications of Marketing Research in areas including Product Research, Sales Research, Consumer Research etc.
47	Computer system & Applications Paper -II	VI	The learners are familiarised and trained in MS- Excel with very advanced and useful features also they understand the concept of online shopping, Networking and E- commerce in detail.
48	Direct & Indirect Taxation Paper- II	VI	The learners learn about: <ol style="list-style-type: none">1. The term tax and indirect tax with concepts of GST2. Time of applicability of GST3. Value on which GST is applicable4. Exempted goods and services under GST

Verified & Found Correct.

For
Prepared by & Teacher
In-charge

Ms. Jyoti Ghosh

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-47

Checked by

For
Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Dr. Vijaya Krishna

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

Bachelor of Management Studies (B.M.S.)

Programme Outcomes (POs):

The programme comprises of six semesters spread over three years. It helps the learners specialize in General Management and provides exposure to subjects like Marketing, Human Resource and Finance. Pursuing Masters in Business Administration (M.B.A.) becomes easier for learners of this programme.

Programme Specific Outcomes (PSOs):

- Learners will be able to understand, analyze and apply management concepts in the areas related to Marketing, Human Resources and Finance for efficient running of a business organization and varying complexity in competitive areas.
- Learners are exposed to basics of corporate culture. The learners are made to understand the importance of organizational hierarchy, team work, target- oriented attitude, leadership, problem solving skills, and promptness in work. This makes them highly compatible for the corporate world.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	COs
	Elective Courses (EC)		
1	Introduction to Financial Accounts	I	This course aims at understanding the meaning and scope of accounting and introduction to final accounts of sole proprietor, preparation and presentation of final accounts in horizontal format.
2	Business Law	I	Learners will get an insight into Contract Act 1872, Sale of Good Act 1930 and Intellectual Property Rights (IPRs).
3	Business Statistics	I	The course is designed to inculcate the analytical abilities and to know Measures of Dispersion, Correlation and Linear Regression, Probability & Decision Theory.



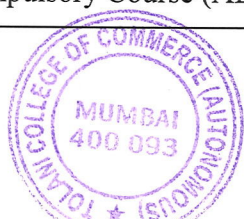


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

	Ability Enhancement Courses (AEC)		
	Ability Enhancement Compulsory Course (AECC)		
4	Business Communication-I	I	This course aims at understanding the meaning and scope of business communication, obstacles to communication in the business world.
	Skill Enhancement Courses (SEC)		
5	Foundation Course-I	I	Learners will get an insight to the multi-cultural diversity of Indian society through its demographic composition and to know the philosophy of the constitution as set on the Preamble.
	Core Courses (CC)		
6	Foundation of Human Skills	I	Learners will get to understand the concepts of foundation of human skills and they can apply these in life and also at their workplace.
7	Business Economics-I	I	The course is designed to help the learner understand business economics by learning Demand Analysis, Cost Concepts, Market Structure and Pricing Policies.
	Elective Courses (EC)		
8	Principles Of Marketing	II	Learners will get to know about Marketing Environment, Research, Consumer Behavior and Marketing Mix.
9	Industrial Law	II	The objective is to familiarize the learners with Industrial Disputes Act 1947, Factory Act 1948 and laws related to compensation management.
10	Business Mathematics	II	This course will expose learners to Elementary Financial Mathematics, Matrices & Determinants and Numerical Analysis.
	Ability Enhancement Courses (AEC)		
	Ability Enhancement Compulsory Course (AECC)		





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

11	Business Communication-II	II	This course aims at understanding the elements involved in Group Communication and Business Correspondence.
Skill Enhancement Courses (SEC)			
12	Foundation Course-II	II	Learners will get to understand the concepts of liberalization, privatization and globalization.
Core Courses (CC)			
13	Business Environment	II	Learners will understand business, political and legal environment, and the international environment.
14	Principles Of Management	II	Learners will get acquainted with issues related to management, planning and decision making, organizing and directing, leadership, coordination and controlling.
Elective Courses (EC)			
15	Corporate Finance (Finance)	III	The course aims at explaining the core concepts of corporate finance and its importance in managing the business. It also provides an understanding of nature, importance, structure of corporate finance related areas and to impart knowledge regarding sources of finance for business.
16	Introduction to Cost Accounting (Finance)	III	This course exposes the learners to the basic concepts and the tools used in Cost Accounting and to enable learners to understand the principles and procedures of cost accounting and to apply them for different practical solutions.
17	Advertising (Marketing)	III	Learners will understand and examine the growing importance of advertising and to understand the careers in advertising.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

18	Consumer Behaviour (Marketing)	III	The course is meant to equip undergraduate learners with basic knowledge about issues and dimensions of consumer behavior. This also enables the learners to develop the skill of understanding and analyzing consumer information and using it to create consumer-oriented marketing strategies.
19	Recruitment & Selection (Human Resource)	III	The objective is to familiarize the learners with concepts and principles, procedures of recruitment and selection in an organization. It also aims at providing an in- depth insight into various aspects of HRM and make them acquainted with practical aspects of the subjects.
20	Organisation Behaviour & HRM (Human Resource)	III	The course aims to give a comprehensive overview of Organizational Behavior (OB) as a separate area of management. It also introduces basic concepts, functions and processes & create an awareness of the role, functions and functioning of Human Resource Management& OB.
Ability Enhancement Courses (AEC)			
21	Information Technology(IT) in Business Management- I	III	Learners will understand the basic concepts of Information Technology, its support and role in Management for managers. It also aims to recognize security aspects of IT in business, highlighting electronic transactions, advanced security features.
Core Courses (CC)			
22	Business Planning & Entrepreneurial Management	III	This course aims to develop entrepreneurs & to prepare learners to take the responsibility of full line of management function of a company with special reference to SME sector.
23	Accounting For Managerial Decisions	III	The course aims at explaining the core concepts of business finance and its importance in managing a business and to develop financial analysis skills among learners.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

24	Strategic Management	III	To focus is to critically examine the management of the entire enterprise from the top management viewpoints and this course deals with corporate level policy & strategy formulation areas. This course aims to develop conceptual skills in this area as well as their applications in the corporate world.
25	Foundation Course-III (Environmental Management)	III	This course exposes the learners to the basic environmental concepts and how to use non-conventional energy sources in business.
Elective Courses (EC)			
26	Financial Institutions & Markets (Finance)	IV	The course aims at providing the learners basic knowledge about the structure, role and functioning of financial institutions and markets in the financial system in India and to inculcate understanding relating to managing of financial system.
27	Strategic Cost Management (Finance)	IV	Learners should develop skills of analysis, evaluation and synthesis in cost and management accounting. The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place.
28	Rural Marketing (Marketing)	IV	The objective of this course is to explore the learners to the agriculture and rural marketing environment so that they can understand consumers and marketing characteristics of the same for understanding and contributing to the emerging challenges in the upcoming global economic scenario.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

29	Integrated Marketing Communication (Marketing)	IV	To equip the learners with knowledge about the nature, purpose and complex construction in the planning and execution of an effective Integrated Marketing Communication (IMC) Program.
30	Human Resource Planning & Information System (Human Resource)	IV	To understand the concept and process of HRP and to explore the concept of Strategic HRP.
31	Training & Development In HRM (Human Resource)	IV	This course will attempt to orient the learners to equip themselves to meet the specific needs of the organizations in training and development activities.
Ability Enhancement Courses (AEC)			
32	Information Technology In Business Management-II	IV	To provide conceptual study of Enterprise Resource Planning(ERP), Supply Chain Management, Customer Relationship Management, Key issues in implementation. This provides understanding about emerging MIS technologies like ERP, CRM, SCM and trends in enterprise applications.
Core Courses (CC)			
33	Business Economics-II	IV	To provide knowledge about demand forecasting, management studies and business organizations.
34	Business Research Methods	IV	The course is designed to inculcate the analytical abilities and research skills among the learners and to give hands on experience and learning in business research.
35	Production & Total Quality Management	IV	To acquaint learners with the basic management decisions with respect to production and quality management and to enable the learners apply what they have learnt theoretically.



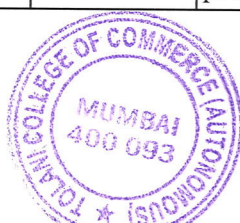


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

36	Foundation Course-IV (Ethics & Governance)	IV	To study the ethical business practices, Corporate Social Responsibility (CSR) and Corporate Governance practiced by various organizations and to understand the significance of ethics and ethical practices in businesses which are indispensable for progress of a country.
Core Courses (CC)			
37	Corporate Communication & Public Relations (Compulsory)	V	To introduce the various elements of corporate communication and consider their roles in managing organizations and to develop a critical understanding of the different practices associated with corporate communication.
38	Logistics & Supply Chain Management (Compulsory)	V	To provide learners with a basic understanding of concepts of logistics and supply chain management. To provide an insight in to the nature of supply chain, its functions and supply chain systems.
Elective Courses (EC)			
39	Sales & Distribution Management	V	To get familiarized with concepts, approaches and the practical aspects of the key decision-making variables in sales management and distribution channel management.
40	Customer Relationship Management	V	The learners can: 1. Get insight into CRM marketing initiatives, customer service and designing CRM strategy. 2. Understand new trends in CRM, challenges and opportunities for organizations
41	Services Marketing	V	The learners will understand the distinctive features of services and key elements in services marketing and to provide insight into ways to improve service quality and productivity.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

42	E-Commerce & Digital Marketing	V	To understand latest trends and practices in E-Commerce and Digital Marketing, along with their challenges and opportunities for an organization and to provide an insight on digital marketing activities on various social media platforms and its emerging significance in business.
43	Wealth Management	V	The learners will be acquainted with issues related to taxation in wealth management and to study the relevance and importance of insurance in wealth management
44	Investment Analysis and Portfolio Management	V	To understand various models and techniques of Security and Portfolio Analysis and to understand the terms which are often confronted while reading newspaper, magazines etc. for better correlation with the practical world
45	Direct Taxes	V	The learners will understand the provisions of determining residential status of an individual and study various heads of income, deductions from total income, to compute taxable income of individuals.
46	Commodity & Derivatives Market	V	The learners will understand the concepts related to Commodities and Derivatives Market. They will gain knowledge about trading, clearing and settlement mechanism in derivatives market.
47	Strategic Human Resource Management & HR Policies	V	The learners will understand human resource management from a strategic perspective and to apply the theories and concepts relevant to strategic human resource management in contemporary organizations
48	Performance Management & Career Planning	V	The learners will understand the concept of performance management in organizations and understand the significance of career planning and practices.



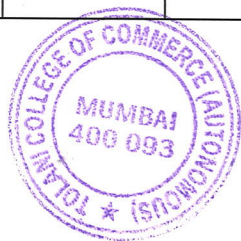


Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

49	Talent & Competency Management	V	The learners will understand the role of talent management and competency management in building sustainable competitive advantage to an organization.
50	Stress Management	V	The learners will understand to adopt effective strategies, plans and techniques to deal with stress.
Core Courses (CC)			
51	Operation Research (Compulsory)	VI	Learners will understand Operation Research Methodologies and to make learners proficient in case analysis and interpretation.
Project Work			
52	Project Work (Compulsory)	VI	The project aims to inculcate the element of research analysis and scientific temperament, challenging the potential learners as his / her eager to enquire about the ability to interpret particular aspect of the study.
Elective Courses(EC) for Semester VI			
53	Brand Management	VI	Learners will understand the meaning and significance of Brand Management and to know how to build, sustain and grow brands.
54	Retail Management	VI	Learners will develop an understanding of retail management terminology including merchandize management, store management and retail strategy and to create awareness about emerging trends in retail management.
55	International Marketing	VI	Learners will understand the relevance of International Marketing Mix decisions and recent developments in Global Market.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

56	Media Planning & Management	VI	The learners will be familiarized with Media Planning, Strategy and Management with reference to current business scenario and to provide an insight on Media Planning, Budgeting, Scheduling and evaluating the different Media Buys.
57	International Finance	VI	Learners will understand the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of International Finance in this Globalized Market.
58	Innovative Financial Services	VI	The learners will get a comprehensive overview of emerging financial services in the light of globalization and to introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of financial services.
59	Project Management	VI	The learners will understand the basic concepts, functions, process, techniques , role, functions and functioning of Project Management.
60	Indirect Taxes	VI	Learners will be familiarized with filing of returns in GST and to study the registration and computation of GST.
61	HRM in Global Perspective	VI	The learners will understand the concepts, theoretical framework, and issues of HRM in global perspective and to get insights of the concepts of Expatriates and Repatriates
62	Organisational Development(OD)	VI	The learners will understand the phases of OD Programme and to study the OD Intervention to meet the challenges faced in the organisation.
63	HRM in Service Sector Management	VI	Learners will understand the significance of human element in creating customer satisfaction through service quality.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

64	Workforce Diversity	VI	Learners will be familiarized with the strategies to deal with work force diversity.
----	---------------------	----	--

Verified & Found Correct

Shalini

Prepared by & Teacher In-charge

Ms. Shalini Clayton

Omnia

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

for

Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Vijaya Krishna

Dr. Vijaya Krishna

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577
AQAR 2022 - 2023

Bachelor of Commerce (Accounting and Finance) -B.Com. (A &F)

Programme Outcomes (POs):

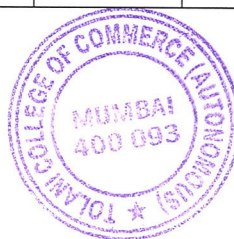
The programme comprises of six semesters spread over three years. The course allows learners to obtain an in-depth knowledge of Accounting and Finance. It also provides opportunities to gain a broader insight into financial aspects of Business and Management.

Programme Specific Outcomes (PSOs):

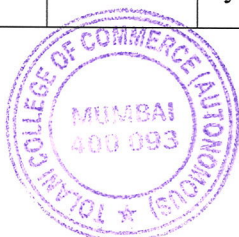
- Learners can enhance their knowledge on managing the financial and accounting aspects of business.
- Learners can enhance their practical skills related to Cost Accounts, Direct and Indirect Taxation and Financial Management.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	COs
Elective Courses (EC)			
1	Financial Accounting-I (Elements of Financial Accounting)	I	Learners will get familiarized with Accounting Standards and Inventory Valuation. They will understand how to prepare accounts of manufacturer, departmental accounts, accounting for hire purchase.
2	Cost Accounting-I (Introduction and Element of Cost)	I	Learners will be able to understand various concepts of cost and also elements of costing.
3	Financial Management -I (Introduction to Financial Management)	I	Learners will get acquainted to time value of money, relationship between EBIT and EPS calculation of cost of capital and risk analysis using leverages.



Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Course (AECC)			
4	Business Communication-I	I	Learners are trained in business communication skills where they should be able to write business letters and make presentation for corporates.
Skill Enhancement Courses (SEC)			
5	Foundation Course I	I	Learners will be given an overview of Indian Society about religion, caste, rural and urban gender discrepancy etc.
Core Courses (CC)			
6	Commerce -I (Business Environment)	I	Learners will be able to understand the concept of business and its environment, ethics to be adopted while conduct of business.
7	Business Economics-I	I	Learners will understand micro concept in economics like demand function, supply function market structure and pricing practices to be adopted.
Elective Courses (EC)			
8	Financial Accounting-II (Special Accounting Area)	II	They will be trained in practical aspects of preparing single entry system, consignment accounts, branch accounts and how to calculate insurance claims and preparation of insurance accounts.
9	Auditing - I (Introduction and Planning)	II	Learners get acquainted with the basics of auditing and internal control system developed in an organization.



10	Innovative Financial Service	II	Learners will get familiarized with traditional financial services, Issue Management Securitization mechanism. They will also get acquainted with Credit rating concept and consumer finance.
Ability Enhancement Courses (AEC) Ability Enhancement Compulsory Course (AECC)			
11	Business Communication - II	II	Learners are trained in preparation of interview, business correspondence and group communication.
Skill Enhancement Courses (SEC)			
12	Foundation Course- II	II	Learners will understand the concept of globalization, human rights, ecology. They will also understand how to manage stress.
Core Courses (CC)			
13	Business Law-I (Business Regulatory Framework)	II	They will get familiarized with various Business Laws such as Contract Act, Sale of Goods Act, Negotiable Instruments Act 1881, and Consumer Protection Act 1986.
14	Business Mathematics	II	Learners will understand the concept of shares, profit and loss, mutual fund.
Elective Courses (EC)			





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

15	Financial Accounting-III (Special Accounting Area)	III	Learners are trained in preparation of partnership Final Accounts, Amalgamation of Firms and Piecemeal Distribution of Cash.
16	Cost Accounting-II (Method of Costing)	III	Learners are able to understand various methods of costing and are also able to prepare the cost sheet.
17	Taxation I (Direct Tax)	III	Learners will be able to find the total income of various heads like salary, house property, capital gains.
Ability Enhancement Courses (AEC)			
18	Information Technology in Accountancy-I	III	Learners will get familiarized with MS- Office and Electronic Commerce.
Skill Enhancement Course (SEC)			
19	Foundation Course- III (Financial Market Operations)	III	Learners will be able to understand the financial system, markets, instruments and services.
Core Courses (CC)			
20	Business Law-II (Business Regulatory Framework)	III	Learners will get familiarized with the Indian Partnership Act 1932, Factories Act 1948.
21	Business Economics-II	III	Learners will understand macro concepts in economics like Money, Inflation, Public Finance ,Public Revenue.
Elective Courses (EC)			





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

22	Financial Accounting-IV (Special Accounting Area)	IV	Learners are trained in preparation of Company Final Accounts, treatment of profit prior to incorporation.
23	Management Accounting (Introduction to Management)	IV	Learners are trained in Analysis and Interpretation of Financial Statements.
24	Taxation -II (Direct Tax)	IV	Learners are trained in computation of income of partnership firm, advance tax, TDS.
Ability Enhancement Courses (AEC)			
25	Information Technology in Accountancy-II	IV	Learners will be able to understand the concept of MIS Reports in computer environment and auditing.
Skill Enhancement Course (SEC)			
26	Foundation Course- IV (Introduction to Management)	IV	Learners will get familiarized with Basic management concept like Planning Staffing Directing, Controlling.
Core Courses (CC)			
27	Business Law- III (Company Law)	IV	They will get familiarized with Company Law such as Incorporation of Companies, Public Offer and Private Placement.
28	Research Methodology in Accounting and finance	IV	Learners will be able to understand Research, Research Design Data Collection and processing in Accounting and Finance.
Elective Courses (EC)			





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

29	Cost Accounting- III	V	Learners will be able to understand Integrated and Non- Integrated system of Accounts, Operating Costing and Activity Based Costing
30	Financial Management-II	V	Learners are trained in Project Planning, Risk Analysis and Credit Management.

31	Taxation - III (Indirect Taxes- I)	V	Learners will get familiarized with Concept of GST- Documentation, Registration and Input Tax Credit.
32	International Finance	V	Learners will be able to understand Foreign Exchange Market and Risk Management.
Core Courses:			
33	Financial Accounting -V	V	Learners are trained to prepare the Statement of Liquidator, understand the concept of buy back of shares.
34	Financial Accounting -VI	V	Learners are trained in Preparation Final Accounts of Banking and Insurance Companies and LLP.
Elective Courses			
35	Cost Accounting- IV	VI	Learners will be able to understand Absorption Costing, Marginal Costing and Standard Costing.
36	Financial Management-III	VI	Learners will be able to understand the concept of Mergers and Acquisitions, Hire Purchase Financing and Working Capital Financing.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

37	Taxation -IV (Indirect Tax-II)	VI	Learners are trained in payment of tax and refunds and Customs Act.
38	Security Analysis and Portfolio Management	VI	Learners are trained in Fundamental and Technical Analysis.
	Core Courses		

39	Financial Accounting- VII	VI	Learners are trained in preparation of Final Accounts of Electricity Companies and Co- operative Societies.
40	Project Work	VI	Learners can learn research analysis and scientific temperament. This enhances their ability to interpret particular aspects of the study.

Verified & Found Correct

Muruga

Prepared by & Teacher
In-charge

Mr. Murugan Nadar

Ansari

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai

Checked by

For

Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Vijaya Krishna

Dr. Vijaya Krishna

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

B.Com. (Banking and Insurance) {B.B.I.}

Program Outcomes (POs):

The programme comprises of six semesters spread over three years.. It gives in-depth knowledge in the areas of banking and insurance. A B.B.I. graduate has a wide range of career opportunities in banking and other financial sectors.

Program Specific Outcomes (PSOs):

The learners will:

- Get exposure to operational environment in the field of Banking and Insurance.
- Get to explore opportunities that has been newly created in the field of Banking and Insurance due to Liberalization, Privatization and Globalization.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	COs
	Elective Courses (EC)		
1	Environment & Management of Financial Services	I	Learners learn about financial system, Banking & Insurance regulatory & developmental framework .
2	Principles of Management	I	Learners learn about management, process of management, structure of Banking & Insurance and various business leaders.
3	Financial Accounting - I	I	Learners learn about accounting system, accounting standards, issue of shares, valuation of stock and hire-



			purchase system.
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Course (AECC)			
4	Business Communication - I	I	Learners learn about communication theory, obstacles, business correspondence and writing skills.
*Skill Enhancement Courses (SEC)			
5	Foundation Course - I	I	Learners learn about the overview of Indian society, concepts of disparity, Indian Constitution and aspects of political processes.
Core Courses (CC)			
6	Business Economics - I	I	Learners learn the concepts of macroeconomics like demand, supply, market structure and pricing practices.
7	Quantitative Methods - I	I	Learners learn about organizing data, frequency distribution and data presentation, central tendency, correlation regression, profitability and index in insurance.
Elective Courses (EC)			

8	Principles & Practices of Banking & Insurance	II	Learners learn about banking and its scenario in India, insurance and insurance environment.
9	Business Law	II	Learners learn about Indian Constitution, Contract Act, Negotiable Instrument Act and Information Technology Act.
10	Financial Accounting - II	II	Learners learn about valuation of goodwill and shares, buyback of shares, redemption of preference shares and redemption of debentures.
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Course (AECC)			
11	Business Communication - II	II	It enhances presentation skills, group communication skills, language and writing skills and helps in knowing how to write business letters.
**Skill Enhancement Courses (SEC)			
12	Foundation Course - II	II	Learners learn about globalization and Indian society, human rights, understanding and managing stress and conflict.
Core Courses (CC)			
13	Organizational Behavior	II	Learners learn about organizational behavior, their dynamics, culture and development.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

14	Quantitative Methods - II	II	Learners learn about hypothesis, linear programming techniques, matrices, ratio, statistical applications in investment management and economic indicator.
Elective Courses (EC)			
15	Financial Management - I	III	Learners learn about financial management, financial goal setting and time value of money, investment decisions and financial decisions.
16	Management Accounting (Tools & Techniques, Focus on Banking & Insurance)	III	Learners learn about financial statement analysis, working capital management, management of profit and dividend policy.
17	Organizational Behavior	III	Learners learn about individual behavior, group dynamics, organizational dynamics, organizational behavior in financial services.
Ability Enhancement Courses (AEC)			
18	Information Technology in Banking & Insurance - I	III	Learners learn about E-banking, MS-Office, Cyber Law and Cyber Security.





Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

*Skill Enhancement Courses (SEC)			
19	Foundation Course - III (An Overview of Banking Sector)	III	Learners learn about banking & customer relationship, universal banking and technology in the banking sector, micro finance & financial inclusions.
Core Courses			
20	Financial Market (Equity, Debt, Forex and Derivatives)	III	Learners learn about Indian financial system, financial markets, commodity market and derivatives market.
21	Direct Taxation	III	Learners learn about residential status, various heads of income and computation of total income.
Elective Courses (EC)			
22	Financial Management - II	IV	Learners learn about working capital management, financial planning, financial policy and corporate strategy.
23	Cost Accounting of Banking & Insurance	IV	Learners learn about Cost Classification, Standard Costing and Marginal Costing.
24	Entrepreneurship Management	IV	Learners learn about concepts of entrepreneurship, business planning, business opportunities.
Ability Enhancement Courses (AEC)			
25	Information Technology in Banking & Insurance - II	IV	Learners learn about E-Banking, Techno-management, IT applications in banking and MS – Office



	*Skill Enhancement Courses (SEC)		
26	Foundation Course - IV (An Overview of the Insurance Sector)	IV	Learners learn about life insurance, health insurance, home and motor insurance and role of insurance in logistics.
	Core Courses (CC)		
27	Corporate Laws & Securities Law	IV	Learners learn about Company Law, law governing Stock Exchange, SEBI and Depository Act.
28	Business Economics - II	IV	Learners learn about macro-economic data, inflation and monetary policy, fiscal policy and open economy.
	Elective Courses (EC)		
29	Financial Reporting & Analysis (Corporate Banking & Insurance)	V	Learners learn about Banking, Insurance and Corporate Final Accounts, Cash Flow, ethical behavior of accountants and IFRS.
30	Strategic Management	V	Learners learn about strategic management environment, levels of strategies activating strategy and evaluation and control.
31	Financial Services Management	V	Learners learn about mutual funds, factoring, securitisation and derivatives, housing finance and depositories.
32	Business Ethics & Corporate Governance	V	Learners learn about the ethical theories in business, corporate governance, implementation of corporate governance, and global scenario.



Core Courses			
33	International Banking & Finance	V	Learners learn about the fundamentals of international finance, capital market, foreign exchange market, risk management and international banking operations.
34	Research Methodology	V	Learners learn about research, data collection and processing, interpretation, statistical techniques and research report.
Elective Courses (EC)			
35	Security Analysis & Portfolio Management	VI	Learners learn about the portfolio management, fundamental and technical analysis.
36	Human Resource Management	VI	Learners learn about HR Procurement, Planning & Recruitment, training and development.
37	Turnaround Management	VI	Learners learn about industrial sickness, turnaround management strategies, business scenario, leadership management.
38	International Business	VI	Learners learn about international economic institutions, international marketing, export & import documentation and export and important procedures.
Core Courses :			
39	Central Banking	VI	Learners learn about overview of central banking, role of RBI, central banking in other countries and in cyber world.






Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

40	Project Work in Banking & Insurance	VI	Learners work on research in banking & insurance.
----	-------------------------------------	----	---

Verified & Found Correct

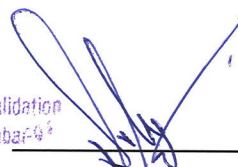

Prepared by & Teacher
In-charge

Dr. Ishtiyaq Chiplunkar


Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-400 093

Checked by

For
Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator


Dr. Vijaya Krishna
Principal

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

B. Com. (Financial Markets) {B.F.M.}

Program Outcomes(POs) :

It is a three-year comprehensive undergraduate programme which covers all the different aspects of capital markets. While the course is primarily theoretical, there is a good blend of projects, case studies and industrial visits to enable a student to get well-versed with the functioning of the industry. There is also exposure to working in the industry during the summer internships. A BFM graduate has a wide range of career opportunities in merchant banking and other financial sectors.

Program Specific Outcomes (PSOs):

- Learners will be able to analyse the financial markets and research on the trending market forces and basics of trading in order to enhance the market growth and resource management.
- This course requires both practical and theoretical analysis of the market, which helps to get a deeper understanding of how the financial market functions.

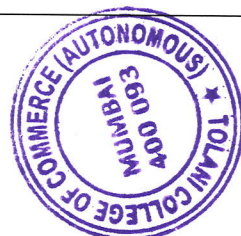
Course Outcomes (COs):

Sr. No.	Course Name	Semester	Cos
	*Skill Enhancement Courses (SEC)		
1	Foundation Course	I	Learners get an overview of Indian society, concept of disparity. They get acquainted with The Indian Constitution and significant aspect of political process.
	Elective Courses (EC)		



2	Financial Accounting-I	I	Learners comprehend purpose of accounting, to maintain books of accounts, prepare final accounts, analyse financial statements.
3	Introduction to Financial System	I	Learners get an overview of the Financial System, Financial Markets, Financial Regulators and Financial Instruments.
4	Business Mathematic	I	Learners are able to solve problems related to Ratio, Proportion and Percentage. They also learn to solve problems based on Profit & Loss, Interest and Annuity, Shares and Mutual Fund.
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Course (AECC)			

5	Business Communication-I	I	Learners are able to understand the theory of communication. They learn business correspondence and develop language and writing skills.
Core Courses (CC)			
6	Business Environment	I	Learners get an insight about business and its environment. They comprehend the contemporary issues related to Intra and International Environment.
7	Business Economics- I	I	Learners are able to grasp the concept of Demand and Supply Analysis. They are able to understand the market structure and different pricing practices.
Elective Courses (EC)			



8	Financial Accounting - II	II	Learners are able to understand about shares and debentures. They learn about Corporate Accounting, Share Valuation and Indian Accounting Standards.
9	Principles Of Management	II	Learners get an insight about planning and decision making, organizing and controlling.
10	Business Statistics	II	Learners get to study about population and sampling, They get conceptual clarity about Measures of Central Tendency and Dispersion, Correlation and Regression and Linear Programming.
Ability Enhancement Courses (AEC)			
Ability Enhancement Compulsory Course (AECC)			
11	Business Communication -II	II	Learners develop presentation skills, group communication, business correspondence and languages plus writing skills.
**Skill Enhancement Courses (SEC)			
12	Foundation Course -II	II	Learners get an overview of Globalization and Indian society, Human Rights, Ecology, understanding and managing stress and conflict.
Core Courses (CC)			
13	Environmental Science	II	Learners get an overview of environment and natural resources, environment and economic activities and about environmental management.

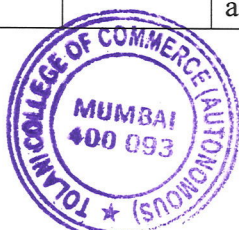




Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

14	Computer Skills-I	II	Learners get a technical insight into computer hardware. They learn about user interface viz. Windows. They learn about internet and software viz. Microsoft Word - 2013 and Microsoft Excel 2013.
	Elective Courses (EC)		
15	Debt Markets-I	III	Learners get to understand about debt markets, its instruments and markets. They learn to do valuation of bonds.
16	Equity Markets-I	III	Learners get an insight into equity markets. They come to know about primary and secondary market. They realize the importance of equity markets in developing the country.
17	Commodities Markets	III	Learners get to know about commodity market particularly in India, commodity exchanges and the role of commodities market in strengthening the economy.
18	Computer Skills-II	III	Learners hone their skills by getting insight into advanced spreadsheet. They get an idea about DBMS and modern E-Business software systems.
	Core Courses		
19	Management Accounting	III	Learners study about management accounting. They learn to analyze and interpret statements of accounts. They also learn Ratio Analysis based on the comprehension of Vertical Statements of Accounts. They learn about practical working of Cash Flow



			Statement and Working Capital Management.
20	Business Law-I	III	Learners learn to comprehend the Indian Contract Act, Special Contracts, Negotiable Instrument Act and the Sale of Goods Act.
21	Foundation Course - in Financial Markets- FC III- Money Market	III	Learners get an insight into Foreign Exchange Market. They learn about the operational aspects of foreign exchange and foreign exchange contracts. The learners learn about foreign exchange arithmetic and risk management.
Core Courses (CC)			
22	Business Law-II	IV	Learners get an insight into Indian Companies Act 2013, IPR, Copyrights and trademarks. They also learn about Indian Partnership Act, 1932 and Limited Liability Partnership, 2008.
23	Foundation Course - in Financial Markets- FC IV- Foreign Exchange Market	IV	Learners are introduced to money markets. They come to know about the regulatory framework of money market, money market instruments.
24	Corporate Finance	IV	Learners get an overview about corporate finance. They get to know the planning of the corporate financial activities. They comprehend capital structure. They come to know the sources and methods of raising corporate finance.



25	Business Economics II	IV	Learners are introduced to macroeconomic concepts like money, inflation and monetary policy. They get aware about the constituents of fiscal policy. They learn about open economy, its theory and issues of international trade.
Elective Courses (EC)			
26	Debt Market – II	IV	Learners become aware of the basic concepts and fixed income mathematics. They learn pricing of fixed income securities, tracking fixed income market, portfolio management of fixed income etc.
27	Equity Market – II	IV	Learners comprehend the developments in the Indian equity market. They learn valuation of Indian securities and can statistically analyze share price movement. They learn about dealings in stock exchanges.
28	Commodities Derivatives	IV	Learners get an introduction to derivatives, About its pricing, trading and regulatory framework.
29	Marketing in Financial Services	V	Learners get an insight into the foundation of financial service marketing. They learn about service market segmentation and issues in marketing of services. They also learn about customer satisfaction and service quality in service marketing.



Elective Courses (EC)			
30	Technical Analysis	V	Learners get introduced to Technical Analysis, its major indicators and oscillators. They learn about the major theories in Technical Analysis. They get an insight into Dow Theory and Eliot wave theory ,risk management, trading psychology and trading strategies.
Core Courses (CC)			
31	Corporate Accounting	V	Learners are able to solve problems on Redemption of Preference Shares and Debentures, Profit Prior to Incorporation, Amalgamation of Companies and Internal Reduction.
Elective Courses (EC)			
32	Financial Derivatives	V	Learners get introduced to the concept of Financial Derivatives and Futures and Pricing Options. They learn about trading, clearing and settlement of Options and Futures.
33	Business Ethics and Corporate Governance	V	Learners get an insight into business ethics and corporate governance. They learn about shareholders rights. They get familiar to corporate governance forum and legislatives framework of corporate governance in India.



34	Direct Tax-Income Tax	V	Learners are able to comprehend the definition and determination of residential status, various heads of income and deduction under chapter VI A. They learn to compute the taxable income of individuals.
	Project Work	V	
	Elective Courses (EC)		
35	Venture Capital & Private Equity	VI	Learners get conceptual knowledge of Venture Capital and Private Equity. They learn the structure and valuation approaches. They also learn strategies of Private Equity and exit strategies for Private Equity.
36	Mutual Fund Management	VI	Learners learn about mutual fund organization and management. They get to know about Investment and Performance Measurement. They also get a chance to get an insight into the accounting and taxation of mutual funds.
37	Organizational Behavior	VI	Learners get introduced to Organization Behavior. They get to understand the interpersonal relationships, Group Behavior and Team Behavior. They learn to manage stress and change.
38	Indirect Tax - GST	VI	Learners get introduced to indirect tax in general and GST in particular. They learn the concept of supply. They also learn how to register for GST and computation of GST. They come to know the procedure of filing returns for GST.



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

39	Risk Management	VI	Learners get introduced to Risk Management. They learn to evaluate Risk particularly in relation to foreign exchange risk.
Core Courses :			
40	Corporate Restructuring	VI	Enable the learners to understand the process of reorganizing, managing and operating the company's management with the right tools.
	Project Work II	VI	

Verified & Found Correct



Prepared by & Teacher
In-charge

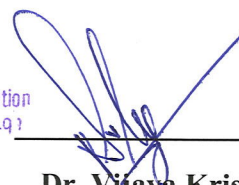
Mr. Deepak Sharma



Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

For
Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator



Dr. Vijaya Krishna

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

B.Sc. (Information Technology) {B.Sc. (IT)}

Program Outcomes (POs):

The programme comprises of six semesters spread over three years. It enables the learners to apply knowledge of computing, mathematics program logic, and different operating systems platform. It also develops the ability to design, implement, and evaluate a computer-based system, process, component, or program to meet desired needs of industry.

Program Specific Outcomes (PSOs):

- Learners can be an expert in software designing ,testing and documentation with different technical languages such as JAVA , Computer Network, Embedded System, and Artificial Intelligence (AI).
- Learners can be developers of open source technology and can become Data Scientist with in-depth knowledge in data structure.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	Cos
1	Imperative Programming	I	To make the learners familiar with programming.
2	Operating Systems	I	To make the learners understand the Operating Systems and its working process.
3	Discrete Mathematics	I	Learners are trained to develop logic and probability required in different types of programs and day to day life activities to solve their problems.
4	Digital Electronics	I	Learners are trained to design and implement various combinational and sequential digital circuits used for real life application.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

5	Communication Skills	I	Learners are familiarized and trained with the skills required to communicate their respective proficiencies in the corporate sector.
6	Object Oriented Programming	II	Learners are familiarized and trained for Object Oriented Programming and concepts.
7	Green Computing	II	Learners are trained about green technology and its applications in IT sector.
8	Web Programming	II	Learners are trained to develop static website.
9	Microprocessor and Architecture	II	Learners are trained about the architecture and programming of microprocessor and interfacing with other devices.
10	Numerical and Statistics Methods	II	Learners are trained to find probability and all possible outcomes of problems with different multiple criteria.
11	Data Structure	III	Learners are familiarized for logic and concept of data structure and able to make the algorithm of different concepts
12	Python Programming	III	Learners are trained to develop python programs which are used in real time activities.
13	Computer Network	III	Learners are trained to do software connections.
14	Database Management Systems	III	Learners are familiarized with the logic and concept of database and are to create tables and other functions related to tables.
15	Applied Mathematics	III	Learners are trained to find area volume of irregular shapes and create encryption and decryption with matrices multiplication.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

16	Core JAVA	IV	Learners are trained in the JAVA programming
17	Software Engineering	IV	Learners are trained about software development models which are used in the IT industry for developing software applications.
18	Computer Graphics	IV	Learners are trained to develop and create different applications using animation and computer graphics.
19	Computer Oriented Statistical Techniques	IV	Learners are trained to develop data mining skills with analysis tools and representation to simplify complex data.
20	Embedded Systems	IV	Learners are trained about the importance of microcontroller in designing embedded applications and interfacing to real world devices.
21	Advanced Web Programming	V	Learners are trained to create dynamic websites.
22	Enterprise JAVA	V	Learners are trained to create dynamic websites and related applications.
23	Software Project Management	V	Learners are trained to manage software projects.
24	Artificial Intelligence	V	Learners are trained to create logical agents and game programs.
25	Internet of Things (IOT)	V	Learners are trained to take up and create IOT based projects and applications
27	Cyber Law	VI	Learners are able to understand the laws related to different cyber crimes.
28	Security in Computing	VI	Learners are able to configure host and network level technical security controls, to include host firewalls, user access controls, host logging, network filtering, intrusion detection, and prevention and encryption at



Dd



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			all levels.
29	Software Quality Assurance	VI	Learners are trained to create software projects with different parameters and quality measurements.
30	Business Intelligence	VI	Learners are trained to create mathematical models with business intelligence model.
31	Geographic Intelligence System	VI	Learners are trained to create Maps and study the geographical structure of the world.

Verified & Found Correct

Bandita Singh

Prepared by & Teacher
In-charge

Ms. Bandita Singh

Ansari

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

For

Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Vijaya Krishna

Dr. Vijaya Krishna

Pr

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

Bachelor of Business Administration in Logistics (B.B.A. in Logistics)

Programme Outcomes (POs):

The Bachelor of Business Administration in Logistics, offered in collaboration with Logistics Sector Skill Council (LSC)-India, is designed to equip graduates with a comprehensive skill set to excel in the dynamic field of logistics and supply chain management. This program combines theoretical knowledge with hands-on experience, preparing students for a successful career in the logistics industry. Upon completion of the program, graduates will be poised to contribute effectively to the industry by demonstrating a profound understanding of logistics processes and practices.

Programme Specific Outcomes (PSOs):

- Learners will master practical logistics skills through industry apprenticeships, enabling them to tackle real-world challenges confidently.
- They will exhibit managerial expertise, effectively supervising and coordinating logistics operations for enhanced efficiency.
- Equipped with comprehensive knowledge and hands-on experience, learners will seamlessly integrate into logistics companies, making immediate valuable contributions.
- Graduates will explore diverse career pathways, shaping the industry's future by becoming adept practitioners and leaders.

Course Outcomes (COs):

Sr. No.	Course Name	Semester	COs
1	Language	I	<ul style="list-style-type: none"> ● To identify and evaluate the key aspects of grammar. ● To understand and engage in various forms of oral communication. ● To improve writing skills. ● To improve reading skills and gain exposure to different types of text. ● To develop interpersonal and group communication skills.
2	Environmental Studies	I	<ul style="list-style-type: none"> ● Master core concepts and methods from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ul style="list-style-type: none"> ● Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems. ● Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.
3	Fundamentals of Logistics	I	<ul style="list-style-type: none"> ● Learners will be able to apply the Basic knowledge of Logistics in the real-life situation ● This subject will enable learners to enhance their ability and professional skills in Logistics
4	Principles of Management	I	<ul style="list-style-type: none"> ● To apply the knowledge of management in real-life business situation ● To enhance their managerial ability and professional skills
5	Business Statistics	I	<ul style="list-style-type: none"> ● Gain conceptual and working knowledge of Business Statistics and use it in the applications of business. ● Learn the methods of solving problems on basic concepts and analytical business statistical model. ● Enable the learner to use introductory level of Transportation and queuing theory.
6	Materials Management	I	<ul style="list-style-type: none"> ● To apply the knowledge about material management in the real-life business situation ● Understand the contemporary practices followed in the field of Materials Management ● To enhance their managerial ability and professional skills
7	Warehousing & Distribution Centre Operations	I	<ul style="list-style-type: none"> ● To apply the Basic knowledge of Warehousing and distribution centre operations in the real-life situation. ● To enhance their ability and professional skills ● To understand the contemporary Practices in the Industry.
8	Language II	II	<ul style="list-style-type: none"> ● To develop an understanding of grammar used in oral and written communication. ● To sensitize the learners to norms of etiquettes. ● To understand and engage in various forms of oral communication. ● To develop the ability to synthesize and draft written communication





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ul style="list-style-type: none"> ● To enhance the skill of communicating appropriately in a written form. ● To enhance the ability of articulation. ● To develop professional communication skills.
9	Business Communication	II	<ul style="list-style-type: none"> ● Expose learners to variety of texts to interact with them ● Capability to increase learners to visualize texts and its reading formulas ● Develop critical thinking. ● Develop a more humane and service-oriented approach to all forms of life around them. ● Improvement in their communication skills for larger academic purposes and vocational purposes ● Critical participants in their everyday business life
10	Freight Forwarding (Ocean & Air Cargo)	II	<ul style="list-style-type: none"> ● Learners will be able to apply the Basic knowledge of freight forwarding including ocean and air cargo in the real-life situation ● Students will be able to demonstrate their skill on documentation in their profession. ● This subject will enable them to enhance their ability and professional skills
11	Forecasting and Inventory Management	II	<ul style="list-style-type: none"> ● Learners will be able to apply the Basic knowledge of forecasting and inventory management in the real life situation ● It will enable them to enhance their ability and professional skills in inventory management
12	Surface Transportation	II	<ul style="list-style-type: none"> ● Learners will be able to apply the knowledge of surface transportation in the real-life situation ● Enhancement of professional skills with regard to the field
13	Human Resources Management	II	<ul style="list-style-type: none"> ● Learners will be able to apply the basic knowledge of Human resource management in the real life situation ● Learners will get to know about the contemporary practices of the Industry ● It will enable them to enhance their ability and professional skills with regard to Logistics Industry
14	Management and Cost Accounting	II	<ul style="list-style-type: none"> ● Learners will be able to apply the Basic knowledge of Management and cost accounting in the real-life situation



Dd



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

			<ul style="list-style-type: none">• This subject will enable them to enhance their ability and professional skills
--	--	--	--

Verified & Found Correct

Prepared by & Teacher
In-charge

Ms. Amrita Nambiar

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

For
Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Dr. Vijaya Krishna

Dr
Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHCOGN10577

AQAR 2022 - 2023

Master of Commerce (M.Com.)

(Advanced Accountancy)

Program Outcomes:

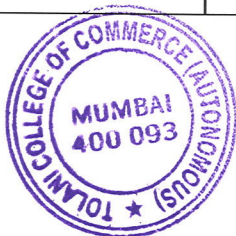
The College offers M.Com. with specialization in Advanced Accountancy. The course is designed to cater to the needs of learners who desire extensive knowledge in the field of Accountancy. This course is managed by both full-time in-house and visiting faculty from other institutes and industry.

Program Specific Outcomes:

- Develop skills in the preparation of accounting statements.
- Develop knowledge on organizational dynamics.
- Create awareness in application oriented research through business decisions.
- Develop the skills in application of research methods.
- Understand ethical issues and good governance practices.
- Develop the skills of analysis and capability of making business decisions.
- Ability to start entrepreneurial activities.

Course Outcomes:

Sr. No.	Semester	Course	Course outcome
Core Courses :			
1	I	Strategic management	<ol style="list-style-type: none"> 1. The course would enable learners to understand the principles of strategy formulation, implementation and control in organizations. 2. To help learners develop skills for applying these concepts to the solution of business problems 3. To help learners master the analytical tools of strategic management.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

2	I	Economics for Business Decisions	The learners will be in a position to understand how knowledge of economics facilitates business decisions.
3	I	Cost and Management Accounting	The learners will: <ol style="list-style-type: none"> 1. understand the basic concepts and processes used to determine product costs. 2. be able to interpret cost accounting statements. 3. be able to analyze and evaluate information for cost ascertainment, planning, control and decision making.
4	I	Business Ethics and Corporate Social Responsibility	The learners will: <ol style="list-style-type: none"> 1. acquire a basic and clear understanding of philosophical ethics. 2. understand the principles of moral decision- making in global business. 3. understand how competitive advantage maps on to corporate social responsibility.
Core Courses :			
5	II	Research Methodology for Business	The learners will be: <ol style="list-style-type: none"> 1. Familiar with basic of research and the research process. 2. Enabled to conduct research work and formulate research synopsis and report. 3. Imparted knowledge for enabling them to develop data analytics skills and meaningful interpretation to the data sets so as to solve the problem.
6	II	Macro Economics: Concepts and Applications	The learners will be in a position to understand the working of an economy, the challenges faced and economic policies required to overcome these challenges.



7	II	Corporate Finance	<p>The learners will be able to:</p> <ol style="list-style-type: none"> 1. understand the basic concepts and techniques of corporate financing and its importance in managing business. 2. gain knowledge regarding source of finance for business.
8	II	E- commerce	<p>The learners will:</p> <ol style="list-style-type: none"> 1. gain a comprehensive understanding of the E-Commerce landscape, current and emerging business models, and the technology and infrastructure underpinnings of the business. 2. develop an understanding of how the internet can help business grow.
Elective Courses:			
9	III	Advanced Financial Accounting	<p>The learners will be able to:</p> <ol style="list-style-type: none"> 1. prepare financial statements in accordance with appropriate standards. 2. interpret the business implications of financial statement information 3. understand accounting information for planning and control and for the evaluation of finance.
10	III	Direct Tax	<p>The learners:</p> <ol style="list-style-type: none"> 1. are acquainted with the legal regime governing the direct taxes. 2. gain knowledge and understanding of the provisions of the direct tax laws. 3. acquire the ability to apply the knowledge of the provisions of the direct tax laws to various situations in actual practice.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

11	III	Advanced Cost Accounting	<p>The learners will be able to:</p> <ol style="list-style-type: none"> 1. understand the basic concept of cost and how costs are presented in financial statements. 2. analyze the basic cost flow model and be able to assign costs in a job cost system. 3. prepare budget and use budgets for performance evaluation after flexing the budget.
		Project Work [Sem III]	
		Elective Courses	
12	IV	Corporate Financial Accounting	<ol style="list-style-type: none"> 1. A comprehensive understanding of the advanced issues in accounting for assets, liabilities and owner's equity. 2. The ability to account for a range of advanced financial accounting issues. 3. An understanding of the accounting requirements for a corporate group and familiarity with the theory underlying the methods used to account for inter-company investments.
13	IV	Indirect Tax- Introduction to Goods and Service Tax	<p>The learners get:</p> <ol style="list-style-type: none"> 1. Introduced to the concept of indirect tax in general and GST in particular. 2. to learn the concept of supply under GST. 3. to learn how to register for GST and computation of GST.
14	IV	Financial Management	<p>The learners will be able to:</p> <ol style="list-style-type: none"> 1. measure risk and return and explain the trade-off between risk and return. 2. calculate the value of various financial assets. 3. estimate cash flows from a project, including operating, net working capital, and capital spending.



Dd



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

Project Work [IV]

Verified & Found Correct

Prepared by & Teacher
In-charge

Ms. Priyanka Bhalekar

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

for
Dr. Ansari Mehrunnisa
I.Q.A.C. Co-ordinator

Dr. Vijaya Krishna

Principal





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

College NAAC Code No. MHC0GN10577

AQAR 2022 - 2023

Master of Commerce (M.Com.)

(Business Management)

Program Outcomes:

The College offers M.Com. with specialization in Business Management. The course is designed to cater to the needs of learners who desire extensive knowledge in the field of Management. This course is managed by both full-time in-house and visiting faculty from other institutes and industry.

Program Specific Outcomes:

- Develop skills in the preparation of accounting statements.
- Develop knowledge on organizational dynamics.
- Create awareness in application oriented research through business decisions.
- Develop the skills in application of research methods.
- Understand ethical issues and good governance practices.
- Develop the skills of analysis and capability of making business decisions.
- Ability to start entrepreneurial activities.

Course Outcomes:

Sr. No.	Semester	Course	Course outcome
	Core Courses :		
1	I	Strategic management	4. The course would enable learners to understand the principles of strategy formulation, implementation and control in organizations. 5. To help learners develop skills for applying these concepts to the solution of business problems 6. To help learners master the analytical tools of strategic management.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

2	I	Economics for Business Decisions	The learners will be in a position to understand how knowledge of economics facilitates business decisions.
3	I	Cost and Management Accounting	The learners will: <ol style="list-style-type: none"> 4. understand the basic concepts and processes used to determine product costs. 5. be able to interpret cost accounting statements. 6. be able to analyze and evaluate information for cost ascertainment, planning, control and decision making.
4	I	Business Ethics and Corporate Social Responsibility	The learners will: <ol style="list-style-type: none"> 4. acquire a basic and clear understanding of philosophical ethics. 5. understand the principles of moral decision- making in global business. 6. understand how competitive advantage maps on to corporate social responsibility.
Core Courses :			
5	II	Research Methodology for Business	The learners will be: <ol style="list-style-type: none"> 4. familiar with basic of research and the research process. 5. enabled to conduct research work and formulate research synopsis and report. 6. imparted knowledge for enabling them to develop data analytics skills and meaningful interpretation to the data sets so as to solve the problem.
6	II	Macro Economics: Concepts and Applications	The learners will be in a position to understand the working of an economy, the challenges faced and economic policies required to overcome these challenges.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

7	II	Corporate Finance	The learners will be able to: 3. understand the basic concepts and techniques of corporate financing and its importance in managing business. 4. gain knowledge regarding source of finance for business.
8	II	E- commerce	The learners will: 3. gain a comprehensive understanding of the E-Commerce landscape, current and emerging business models, and the technology and infrastructure underpinnings of the business. 4. develop an understanding of how the internet can help business grow.
Elective Courses:			
9	III	Human Resource Management	The learners will be able to: 1. understand and apply Human Resource Management Perspective. 2. draft HR planning. 3. design Job Description. 4. develop job Specifications 5. to apply the Techniques of Job Design.
10	III	Entrepreneurial Management	The learners will be able to: 1. understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation. 2. describe and distinguish the typologies of entrepreneurship, the financial sources for start-ups, the modes of business networking - Design business plans. 3. develop capabilities and skills necessary to assume entrepreneurial activity.





TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)

150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

11	III	Marketing Strategies and Practices	<p>The learners will be able to:</p> <ol style="list-style-type: none"> 1. analyze organization's marketing strategies. 2. evaluate marketing implementation strategies. 3. formulate and assess strategic, operational and tactical marketing decisions.
	Project Work [Sem III]		
	Elective Courses		
12	IV	Supply Chain Management and Logistics	<p>On completion of the course, learners will be:</p> <ol style="list-style-type: none"> 1. familiarized with basic concepts of logistics and supply chain management. 2. understand global trends in logistics and supply chain management. 3. get an insight into the nature of supply chain, its functions and supply chain systems.
13	IV	Advertising and Sales Management	<p>The learners will:</p> <ol style="list-style-type: none"> 1. understand the growing importance of advertising. 2. be familiarized with construction of effective advertisement. 3. understand the future and careers in advertising and sales promotion.
14	IV	Retail Management	<p>On completion of the course, learners will be:</p> <ol style="list-style-type: none"> 1. familiarize with retail management concepts and operations. 2. acquainted with legal and ethical aspects of retail management. 3. aware about emerging trends in retail management.



Dd



Knowledge is Supreme

TOLANI COLLEGE OF COMMERCE (AUTONOMOUS)
150-151, Sher-E-Punjab Society, Guru Gobind Singh Road, Andheri (E), Mumbai – 400 093.

Project Work [IV]

Verified & Found Correct

**Prepared by &
Teacher In-charge**

Ms. Priyanka Bhalekar

Internal Committee For Data Verification & Validation
Of Commerce (Autonomous), Mumbai-93

Checked by

For
Dr. Ansari Mehruunisa
I.Q.A.C. Co-ordinator

Dr. Vijaya Krishna

Principal

