

Rayat Shikshan Sanstha's

# Dr. Babasaheb Ambedkar College

**Aundh, Pune-411067** 



## **LEARNING OUTCOMES**



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# 1.DEPARTMENT OF COMMERCE BACHELOR OF COMMERCE

#### 1.1 PROGRAM OUTCOME (POS)

#### After studying the program, students will be able to:

- PO 1 Get theoretical and practical exposure in the commerce sector which includes Accounts, Costing, Commerce, Marketing, Management.
- PO 2 Prepare financial statements in accordance with Generally Accepted Accounting Principles useful for employability
- PO 3 Demonstrate and understand audit process, advanced auditing standards and acceptable practices and the impact of audit risk on the engagement
- PO 4 Acquire industry required various managerial and accounting skills for better professional opportunities and entrepreneurship
- PO 5 Remember comprehensive and accurate understanding of various areas of Company Law included in syllabus and beyond text and trigger critical thinking for developing decision making skill
- PO 6 Strengthens their capacities in varied areas of commerce and industry aiming towards holistic development as a potential commerce practitioner
- PO 7 Experience practical learning and application of skills

through internship

PO 8 Acquire versatility to work effectively in a broad range of analytic, scientific, government, financial, health, technical and other positions.

#### 1.2 PROGRAM SPECIFIC OUTCOMES (PSOS)

- PSO 1 Define the terms Contract, Offer, Acceptance, Consideration, Consent, Free Consent and discharged of Contract.
- PSO 2 Paraphrase the Banking Company, Legal Provisions, Non Performing Assets (NPA), Reserve Fund, Acceptance, Endorsements & Other Obligations and Preparation of Final Accounts in vertical form as per Banking Regulation Act 1949.
- PSO 3 Explain the meaning, structure and role of financial system in India.
- PSO 4 Understand Banking Regulation Act 1949 with objectives and selective Provisions.
- PSO 5 Identify the various concepts of audit
- PSO 6 Indicate the various Overheads.
- PSO 7 Construct different types of Budgets.
- PSO 8 Interpret basic knowledge of Business Communication.
- PSO 9 Apply the revised format of company final accounts.
- PSO 10 Identify procedure of management works and processes as a manger.
- PSO 11 Memorize the concept of company and types of companies.
- PSO 12 Demonstrate various Concepts of Banking.
- PSO 13 Elaborate the concept of cost, costing and cost accounting.

- PSO 14 Recall Accounting Procedure of the firm under Conversion of Partnership Firm into Ltd. Co. and solve the problems.
- PSO 15 Analyze the structure of Indian Banking system.
- PSO 16 Calculate correlation for knowing the relationship between two variables.
- PSO 17 Express various aspects of business environment useful for future Entrepreneurs.

#### 1.3 COURSE OUTCOME (CO)

#### 1.3.1 B. COM. THIRD YAER

## 1.3.1.1 BUSINESS REGULATORY FRAMEWORK (MERCANTILE LAW)

After studying this curse student will be able to:

- CO 1 Define the terms Contract, offer, acceptance, Consideration, Consent, free Consent and discharged of contract.
- CO 2 Discuss the functions of Digital Signature and Digital Certificate.
- CO 3 Explain Arbitration, essentials of arbitration agreement.
- CO 4 Elaborate the terms Patent, copyright, Trademarks, Geographical Indication
- CO 5 Illustrate the terms Negotiable Instruments, Promissory Note, Bill of Exchange.
- CO 6 Recall the rights and duties of partners under Partnership Act, 1932

#### 1.3.1.2 ADVANED ACCOUNTING

CO 7 Impart the knowledge of Indian accounting standards and IFRS like AS- 3, AS-7, AS 12, AS-15, and AS-17 to AS-25.

- CO 8 Discuss Banking company, Legal Provisions, Non Performing Assets (NPA), Reserve Fund, Acceptance, Endorsements & Other Obligations and Preparation of Final Ac units in vertical form
- CO 9 Calculate amount of insurance claims using various methods like Claim for Loss of Stock, claim for Loss of Profit and Claim for Loss of Fixed Assets.
- CO 10 Explain -operative society and prepare financial reports as per Maharashtra State operative Societies Act.
- CO 11 Differentiate indirect tax like VAT & VAT Report, Service Tax, and Central Value Added Tax and income Tax
- CO 12 Paraphrase the methods of maintaining ac units of different types of branches and Goods supplied at 1st & Invoice Price.

## 1.3.1.3 BANKING LAW AND PRACTICES IN INDIA. BANKING & FINANCE-II

- CO 13 Understand the meaning, structure and role of Financial System in India.
- CO 14 Recall the Recent development in Indian Money Market
- CO 15 Explain the recent development in Foreign Exchange Market.
- CO 16 Describe the basic concept of stock market.
- CO 17 Classify the different types of stock trading.
- CO 18 Interoperate the role of SEBI in financial Market.

#### 1.3.1.4 BANKING & FINANCE-III

- CO 19 Explain Banking Regulation Act 1949 with objectives and selective Provisions.
- CO 20 Understand the Provisions of Negotiable Instruments Act, 1881.

- CO 21 Discuss the objectives, Importance, Selective Definitions and Provisions Insolvency and Bankruptcy.
- CO 22 Describe the concept and types of cyber-crimes in banking.
- CO 23 Classify the concept of paying and aspects of paying and collecting banker.
- CO 24 Differentiate relationship between banker and customers

#### 1.3.1.5 AUDITING & TAXATION

- CO 25 Discuss the various concepts of audit like Types of errors and frauds, Various Classes of Audit, Audit Note Book, Check-Internal Audit
- CO 26 Explain verification and valuation of assets and liabilities and Auditing and Assurance Standards like AAS- 1, 2,3,4,5,28,29
- CO 27 Assess tax audit with computerized system. Measure Scope of Auditor's Role under Income Tax Act.
- CO 28 Recognize Company Auditor like his Qualification,
  Disqualifications, Appointment, Removal, Rights, Duties and
  liabilities
- CO 29 Calculate total taxable Income and tax liability of an individual under chapter VIA ie Deductions u/s-80C to 80 U
- CO 30 Define various concepts under Income Tax act1961like Income, Person, Assessed, Assessment year, previous year, Agricultural Income, Exempted Income, PAN, TAN.

#### 1.3.1.6 COST AND WORKS ACCOUNTING-II

- CO 31 Classify the various Overheads.
- CO 32 Describe the process of Accounting Overheads.

CO 34	Develop the ability to prepare a Job cost Sheet.
CO 35	Recall the Concept of Contract Costing.
CO 36	Prepare Cost Sheet for transportation services, Hospital and Hotel
	Organization.
1.3.1.7	COST AND WORKS ACCOUNTING-III
CO 37	Explain the important concept in Marginal Costing.
CO 38	Create an idea of how to prepare different types of Budgets
CO 39	Prepare the Different types of budgets
CO 40	Develop the ability to understand the standard cost and Actual cost
	of product.
CO 41	Calculate the selling price under different pricing methods.
CO 42	Exposé to details of Cost Audit and Role of a Cost Auditor.
1.3.1.8	INDIAN & GLOBAL ECONOMIC DEVELOPMENT
CO 43	Examine globalization and Indian economy
CO 44	Explain Indian agriculture role and progress
CO 45	Interpret industrial development in India
CO 46	Appraise role of service sector in India
CO 47	Use concept of human resource development
CO 48	Evaluate the Indian foreign trade policy
CO 49	Analyse role of international financial institution
1.3.2	B. COM SECOND YEAR

Understand of basic knowledge of Business Communication.

**BUSINESS COMMUNICATION** 

Identify the Overheads as per various Activities.

1.3.2.1

CO 50

CO 33

- CO 51 Prepare business letters. CO 52 Create awareness about soft skill among the students. CO 53 Explain the Report Writing and Internal Correspondence. CO 54 Discuss Import Export Trade Correspondence CO 55 Formulate ability among the students about Writing Formal Mails
- and Blog writing.

#### 1.3.2.2 CORPORATE ACCOUNTING

- CO 56 Develop Conceptual understating about Preand Post-Incorporation period.
- CO 57 Understand Practical Application of financial statements along with various adjustments.
- Recall the revised format of company final accounts. CO 58
- Apply Practical Application skills and Analytical skills. CO 59
- CO 60 Preparation of Balance Sheet after Absorption in the books of Purchasing Company.
- Describe the Knowledge on recent advances in the field of CO 61 Accountancy.

#### 1.3.2.3 **BUSINESS MANAGEMENT**

- CO 62 Understand how management works and process as a manger.
- Plan various management activities, programmers and events CO 63
- CO 64 Create Team building skills.
- Develop the Skills regarding how to motivate staff and other CO 65 members of the team.
- CO 66 Formulate the ability to achieve success at work.
- CO 67 Plan about the Skills to establish coordination between

departments.

1.3.2.4	ELEMENT OF COMPANY LAW
CO 68	Understand the concept of company
CO 69	Recall the procedure of formation of company.
CO 70	Define the role and importance of various documents like
	Memorandum
CO 71	Describe the knowledge and maturity to understand Company
	management.
CO 72	Explain the training in to various types of meeting and procedure.
CO 73	Develop the skills and knowledge about the E- governance of the
	company and Winding-up of the company
1.3.2.5	BANKING AND FINANCE
CO 74	Understand the structure of Indian Banking and Analyze the role
	of Banking in Economic Development.
CO 75	Understand the Central Banking in India.
CO 76	Disparity between the Private sector Bank and Public sector Bank.
CO 77	Explain the Structure of Co-operative Banking in India.
CO 78	Analyze the Role of Development Banks in Economic
	Development
CO 79	Express the various Concepts of Banking.
1.3.2.6	COST AND WORKS ACCOUNTING
CO 80	Understand the concept of cost, costing and cost accounting.
CO 81	Differentiate the elements of cost.
CO 82	Calculate EOQ, stock levels and inventory ratio.

- CO 83 Use different pricing methods used for issuing the material.
- CO 84 Calculate wages and incentives.
- CO 85 Elaborate the process of job analysis, job evaluation and merit rating

#### 1.3.2.7 BUSINESS ECONOMICS (MACRO)

- CO 86 Compare between micro economics and macro economics
- CO 87 Describe various concepts of national income
- CO 88 Apply Keynesian theory of employment
- CO 89 Explain concept of national income
- CO 90 Interpret causes, effect and controlling measures of inflation, deflation, Business Cycle.
- CO 91 Discover purpose of public finance
- CO 92 Explain concept of consumption

#### 1.3.3 B.COM FIRST YEAR

#### 1.3.3.1 ACCOUNTING

- CO 93 Solve problems of liabilities under piecemeal distribution of cash.
- CO 94 Discuss disposal of assets and liabilities not taken over by new firm in amalgamation process with example.
- CO 95 Explain Accounting Procedure in the books of the firm under Conversion of Partnership Firm into Ltd. Co. and solve the problems.
- CO 96 Demonstrate how to create a company, grouping, generation, Accounting Report with the help of Accounting Software Package.
- CO 97 Distinguish between Hire Purchase System and Installment System and solve problems there on.

CO 98	Recall the Accounting Standard applicable in India
1.3.3.2	BANKING AND FINANCE
CO 99	Explain the structure of Indian Banking system.
CO 100	Recall the procedure of opening of Deposit Account.
CO 101	Analyze the methods of Remittances of Banking.
CO 102	Develop the capability of students for knowing banking concepts
	and operations
CO 103	Explore the students aware of banking business and practices
CO 104	Discuss new concepts the banking system
1.3.3.3	BUSINESS MATHEMATICS AND STATISTICS
CO 105	Understand the concept interest, and effect of compounding.
CO 106	Solve problems related to shares and mutual funds.
CO 107	Analyze and interpret data and knowing different method of sampling.
CO 108	Apply the determinant in solving linear equations
CO 109	Explain the different type's index numbers and problems in their
	construction
CO 110	Use correlation for knowing the relationship between two variables.
1.3.3.4	BUSINESS ENVIRONMENT AND ENTREPRENEURSHIP
CO 111	Understand various aspects of business environment useful for
	entrepreneurs.
CO 112	Discuss various aspects of pollution and its ill effects
CO 113	Explain the concept of entrepreneur, competencies of a successful
	entrepreneur.

CO 114	Differentiate between entrepreneurial and non-entrepreneurial
CO 115	Describe the knowledge and significance of entrepreneurship
CO 116	Memorize the knowledge of various institutions promoting
	entrepreneurship.
1.3.3.5	COMMERCIAL GEOGRAPHY
CO 117	Differentiate economic activities and geographical factors.
CO 118	Sketch the dynamic aspects of resources and need of its conservation.
CO 119	Discriminate role and dynamics of population in commerce
CO 120	Explain the industrial sector and the pollution associated with it.
CO 121	Connect the changing role of transport and communication in
	Trade and Commerce.
CO 122	Measure of the role of tourism in development.
CO 123	Formulate the basic cartographic techniques and map
1.3.3.6	BUSINESS ECONOMICS (MICRO)
CO 124	Explain concept business economics
CO 125	Differentiate micro and macro-economic
CO 126	Analyse and interpret charts and graphs
CO 127	Interpret the utility concepts, analyse the indifference curve
CO 128	Apply theory of Demand, the elasticity of demand and supply
CO 129	Describe factors of production in involved in processes of
	production and theories related the to their pricing

Develop critical thinking and writing skills

CO 130

# 2.DEPARTMENT OF COMMERCE MASTER IN COMMERCE

#### 2.1 PROGRAM OUTCOME (POS)

After successfully Completing B.Com programme, students will able to,

- PO 1 Aware the internal and external effects in developing business strategy.
- PO 2 Express an understanding of the tools and techniques necessary for research in Business.
- PO 3 Trained the students' well-acquainted regarding current financial structure
- PO 4 Versatile the nature of HRM and the study of linkage between labour and management.
- PO 5 Inculcated students to acquire sound knowledge, concept and structure of capital market and financial services.
- PO 6 Develop competence with their usage in managerial decision making and control.
- PO 7 Identify the role of production and operation functions in business.
- PO 8 Illustrate the implications of various financial ratios in decision making.
- PO 9 Correlate the manufacturing technology and its role in developing business.
- PO 10 Criticize the business ethics and professional values in running business.
- PO 11 Gain ability to solve problems relating to Company Accounts, Valuations and Special types of situations.

PO 12 Equip with the advanced knowledge of techniques and methods of planning and executing the management audit.

#### 2.2 PROGRAM SPECIFIC OUTCOMES (PSOS)

Define the concepts of Management Accounting in organizational
Business Environment.
Explain the process of Strategic Management.
Understand the Banking Regulation Act 1949.
Discuss the Functions and Regulations of Reserve Bank of India.
Development awareness about environmental factors which are
affecting marketing Environment.
Classify various consumer behavioral traits and patterns.
Interoperate basics of financial analysis.
Express the overview of Industrial Economics.
Paraphrase the Prevention of Money Laundering Act, 2002.
Create awareness regarding the objectives and importance of
monetary policy.
Use the latest development in CRM.
Differentiate analytical skills of Product Mix and pricing Mix
strategies.
Solve the best practice in working capital management
Summarize the basic knowledge of Business Research, Research
Process, ethical issues and modern practices in research.
Indicate the role of foreign exchange market and types of trade
performed in it.

- PSO 16 Expose the working of international banking and money market and role of RBI in this regard.
- PSO 17 Enumerate about the concept of International Marketing.
- PSO 18 Create the Marketing Research.
- PSO 19 Explain the ways of delivering service through intermediaries and Modern E-Channels.

#### 2.3 COURSE OUTCOME (CO)

#### 2.3.1 M. COM. SECOND YEAR

#### 2.3.1.1 BUSINESS FINANCE

- CO 1 Define the concepts of business finance.
- CO 2 Apply best practice in working capital management.
- CO 3 Illustrate role of strategic financial planning in business finance

#### 2.3.1.2 RESEARCH METHODOLOGY FOR BUSINESS

- CO 4 Understand basic knowledge of Business Research, Research Process, ethical issues and modern practices in research.
- CO 5 Explain the Research Problem, Hypotheses, Research Design and Sampling ply best practice in working capital management.
- CO 6 Discuss the various aspects of mode of citation and bibliography.

#### 2.3.1.3 FOREIGN EXCHANGE- V

- CO 7 Understand the role of foreign exchange market and types of trade performed in it.
- CO 8 Explain the role of intermediaries in foreign exchange market, types of accounts of NRI in banks.
- CO 9 Discuss the finance trade and documents required while raising

forex finance for business.

2.3.1.4	INTERNATIONAL FINANCE- VI
CO 10	Explain working of international banking and money market and role of RBI in this regard.
CO 11	Expose to international debt and equity market.
CO 12	Discuss the role of international financial institutions in financing
	the infrastructure projects, health and education sector in
	developing countries.
2.3.1.5	INTERNATIONAL MARKETING- V
CO 13	Explain the about the concept of International Marketing.
CO 14	Understand the International Marketing Mix and Segmentation.
CO 15	Discuss about procedural aspect of export documentation.
2.3.1.6	MARKETING RESEARCH- VI
CO 16	Explain concept of Marketing Research and its process.
CO 17	Apply Marketing Research.
CO 18	Create the ability to how to collect of market Information.
2.3.1.7	CAPITAL MARKET AND FINANCIAL SERVICES
CO 19	Explain the importance and working of capital market.
CO 20	Understand the working of BSE and NSE, and OTCEI in detail.
CO 21	Discuss the role of SEBI in regulating stock exchanges and
	investors' education, financial advisors.
2.3.1.8	INDUSTRIAL ECONOMIC ENVIRONMENT
CO 22	Understand the concept of Economic Environment and its

Constituents.

- CO 23 Describe the role and problems of public sector undertakings, small scale Enterprises and Multinational Corporations in global & competitive Environment.
- CO 24 Discuss Industrial Policy and Issues.

#### 2.3.1.9 RECENT ADVANCES IN BANKING AND FINANCE- VII

- CO 25 Understand various types of marketing strategies and the process of creating marketing strategy.
- CO 26 Describe the knowledge about Sustainable Marketing and Value through Customer Service.
- CO 27 Explain the ways of delivering Service through Intermediaries and Modern E- Channels.

#### 2.3.2 M. COM. FIRST YEAR

#### 2.3.2.1 MANAGEMENT ACCOUNTING

- CO 28 Explain the concepts of Management Accounting in organizational business environment.
- CO 29 Prepare Various types of Budgets.
- CO 30 Understand the concept of Working Capital Management, determination of working capital, components of working capital

#### 2.3.2.2 STRATEGIC MANAGEMENT

- CO 31 Describe the process of Strategic Management.
- CO 32 Develop the effective Strategy formulation and analytical ability and Skills to design Strategic Plan.
- CO 33 Formulate the functional strategy for Marketing Environment

#### Sustainability.

2.3.2.3	LEGAL FRAMEWORK OF BANKING-I
CO 34	Explain the Banking Regulation Act 1949.
CO 35	Discuss the Negotiable Instrument Act 1881.
CO 36	Understand the Reserve Bank of India Act, 1934.
2.3.2.4	CENTRAL BANKING-II
CO 37	Describe the Changing Role and Need of Central Banking.
CO 38	Explain the Functions and Regulations of Reserve Bank of India
CO 39	Understand the Non-Banking Financial Companies (NBFCs)
2.3.2.5	MARKETING TECHNIQUES-I
CO 40	Create awareness about environmental factors which are affecting
CO 40	marketing environment.
GO 41	
CO 41	Compare about Place Mix and Promotion Mix.
CO 42	Develop public relation skill in marketing.
2.3.2.6	CONSUMER BEHAVIOR -II
CO 43	Identify various consumer behavioral traits and patterns.
CO 44	Discuss the motivational gaps among consumers and use of right
	type of motivational techniques to fill / reduce the gap.
CO 45	Explain the consumer personality, with regard to attitude, learning
	memory and involvement.
2.3.2.7	FINANCIAL ANALYSIS & CONTROL
CO 46	Understand basics of financial analysis.
CO 47	Prepare comparative and common size statement.
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the financial performance of entities. 2.3.2.8 INDUSTRIAL ECONOMICS CO 49 Discuss the overview of Industrial Economics. CO 50 Explain the concept of Industrial location, Industrial imbalance. CO 51 Measure the Industrial Productivity and Efficiency, size of firms. 2.3.2.9 BANKING LAW AND PRACTICES- III CO 52 Explain the Prevention of Money Laundering Act, 2002. Discuss the Foreign Exchange Management Act, 1999 CO 53 CO 54 Recall the various concepts in Asset - Liability Management. 2.3.2.10 MONETARY POLICY- IV Create awareness regarding the objectives and importance of CO 55 monetary policy. Understand the Formation of Monetary Policy Committee. CO 56 CO 57 Discuss the recent policy changes announced by RBI. 2.3.2.11 RELATIONSHIP **MANAGEMENT** & **CUSTOMER RETAILING-III** CO 58 Understand the concept and Importance of CRM and also about emerging CRM. CO 59 Discuss e CRM and IT Explain the latest development in CRM. CO 60 2.3.2.12 **SERVICE MARKETING - IV** CO 61 Apply various approaches to study marketing and also get

Develop the skill of appropriate use of different ratios to evaluate

CO 48

	sufficient knowledge about the factors of marketing environment.
CO 62	Develop analytical skills related to designing of Product Mix and
	pricing Mix strategies.
CO 63	Explain various tools of Public Relation and also e-marketing

promotion.



# 3.DEPARTMENT OF BACHELOR OF BUSINESS ADMINITSRATION (COMPUTER APPLICATION)

# BACHELOR OF BUSINESS ADMINISTRATION (COMPUTER APPLICATION)

#### 3.1 PROGRAM OUTCOME (POS)

- PO 1 Understand areas of Finance, Human Resource, Marketing and Production and Computer Application
  PO 2 Evaluate different business problems in an ethical manner using
- PO 2 Evaluate different business problems in an ethical manner using creative and integrative abilities.
- PO 3 Analyze socio-political economic environment of business organizations
- PO 4 Apply advanced technical knowledge for business development with integration of computer application
- PO 5 Remember the conceptual knowledge with an integrated approach to various functions of management
- PO 6 To develop leadership and communication skills to become successful business leaders and managers.
- PO 7 Able to apply the computers knowledge and its practical base in developing business.

#### 3.2 PROGRAM SPECIFIC OUTCOMES (PSOS)

PSO 1 Program prepares students with cutting-edge skills for research and innovation in the field of management. With

- Entrepreneurship, Leadership and Business Innovation modules integrated into the curriculum,
- PSO 2 Prepare to work effectively in a variety of organizational situations, administrators and managers must understand the complexities of organizational communication.
- PSO 3 Prepare to participate effectively with others in administrative and managerial groups
- PSO 4 The program provides the Communication skill techniques to handle business need with the knowledge of computer applications.

#### 3.3 COURSE OUTCOMES (COS)

#### 3.3.1 B.B.A.(C.A.) FIRST YEAR

#### 3.3.1.1 CYBER SECURITY

- CO 1 Estimate the fundamentals of cyber security.
- CO 2 Paraphrase various categories of Cybercrime, Cyber-attacks on mobile, tools and techniques used in Cybercrime and case studies.
- CO 3 Complete overview of the Cyber laws and concepts of Cyber forensics.

#### 3.3.1.2 OBJECT ORIENTED SOFTWARE ENGINEERING

- CO 4 Interpret the fundamentals of object modelling
- CO 5 Differentiate Unified Process from other approaches.
- CO 6 Convert design with static UML diagrams.

#### 3.3.1.3 OBJECT ORIENTED SOFTWARE ENGINEERING

- CO 7 Interpret the fundamentals of object modelling
- CO 8 Differentiate Unified Process from other approaches.
- CO 9 Convert design with static UML diagrams.

#### 3.3.1.4 **CORE JAVA**

- CO 10 Organize the object- oriented programming concepts.
- CO 11 Estimate object -oriented programming concepts, and apply them in solving problems.
- CO 12 Define the principles of inheritance and polymorphism with demonstration the design of abstract classes.

#### **3.3.1.5 PROJECT**

- CO 13 Brain- storm the ideas and it write up in form.
- CO 14 Support to work as a team to achieve common goals.
- CO 15 Rearrange to make links across different areas of knowledge and to generate, develop and evaluate ideas and information related to the project.

#### 3.3.1.6 COMPUTER LABORATORY BASED ON 502 AND 503

- CO 16 Assess the knowledge of Java Programming, Python
- CO 17 Memorize knowledge on writing computer programs using concept of Java Programming, Python
- CO 18 Construct Applications using Java Programming, Python

#### 3.3.1.7 AD-ON INTERNET OF THINGS (IOT)

CO 19	Discuss Technical aspects of Internet of things.
CO 20	Describe smart objects and IoT Architecture.
CO 21	Choose compare different Application protocols of IoT.
3.3.1.8	TRENDS IN IT
CO 22	Discuss the basic concepts AI.
CO 23	Illustrate basic, intermediate and advanced techniques to mine the
	data.
CO 24	Design an overview of the concept of Spark programming.
3.3.1.9	SOFTWARE TESTING
CO 25	Enumerate the testing tools.
CO 26	Advertise to acquire student Knowledge of Basic SQA.
CO 27	Estimate the design basic Test Cases.
3.3.1.10	ADVANCED JAVA
CO 28	Generalize student will know the concepts of JDBC Programming.
CO 29	Explain the concepts of Multithreading and Socket Programming.
CO 30	Classify the concepts of Spring and Hibernate.
3.3.1.11	DOT NET FRAMEWORK
CO 31	Evaluate the concept of software testing.
CO 32	Demonstrate the test bugs in software.
CO 33	Formulate develop programming logic
	Formulate develop programming logic.
3.3.1.12	
<b>3.3.1.12</b> CO 34	PROJECT
3.3.1.12 CO 34 CO 35	

- including key decision-making episodes.
- CO 36 Integrate data set related to retention and methodology for continued analysis.
- CO 37 Understanding of how practices impact on different selected groups of students (potential withdrawers; actual withdrawers; disabled students; low participation and ethnic minority groups).

#### 3.3.1.13 ABORATORY BASED ON 601 AND 602

- CO 38 Assess the knowledge in Advanced Web Technologies and Advance Java
- CO 39 Acquire knowledge on writing computer programs using concept of Advanced Web Technologies and Advance Java
- CO 40 Create and manage Applications using Advanced Web Technologies and Advance Java

#### 3.3.1.14 ON SOFT SKILLS TRAINING

- CO 41 Describe the Technical aspects of Internet of things.
- CO 42 Illustrate smart objects and IoT Architecture.
- CO 43 Analyze and compare different Application protocols of IoT.
- CO 44 Understand IoT platform using Arduino Uno.

#### 3.3.2 BBA (CA) SECOND YEAR

#### 3.3.2.1 DIGITAL MARKETING

- CO 45 Identify knowledge about using digital marketing in and as business.
- CO 46 Compare SWOT analysis, SEO optimization and use of various digital marketing tools.

CO 47	Explain Case study and Exercise on various terms
CO 48	Describe Digital marketing for business purpose
3.3.2.2	DATA STRUCTURE
CO 49	Compare the concept of ADT's
CO 50	Recognize linear data structures – lists, stacks, and queues
CO 51	Discuss sorting, searching and hashing algorithms
CO 52	Create a Tree and Graph structures
3.3.2.3	SOFTWARE ENGINEERING
CO 53	Explain the system concepts.
CO 54	Associate to Software Engineering concepts.
CO 55	Express the applications of Software Engineering concepts and
	Design in Software development
3.3.2.4	РНР
3.3.2.4 CO 56	PHP Discover the concepts of internet programming.
CO 56	Discover the concepts of internet programming.
CO 56 CO 57	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.
CO 56 CO 57 CO 58	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)
CO 56 CO 57 CO 58	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)  BIG DATA
CO 56 CO 57 CO 58	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)  BIG DATA  Judge to develop expert knowledge and analytical skills in current
CO 56 CO 57 CO 58  3.3.2.5 CO 59	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)  BIG DATA  Judge to develop expert knowledge and analytical skills in current and developing areas of analysis statistics, and machine learning
CO 56 CO 57 CO 58  3.3.2.5 CO 59	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)  BIG DATA  Judge to develop expert knowledge and analytical skills in current and developing areas of analysis statistics, and machine learning Identify detailed analytical, creative, problem-solving skills.
CO 56 CO 57 CO 58  3.3.2.5 CO 59  CO 60 CO 61	Discover the concepts of internet programming.  Interpret the server-side programming works on the web.  Learn the use of PHP Framework (Joomla / Drupel)  BIG DATA  Judge to develop expert knowledge and analytical skills in current and developing areas of analysis statistics, and machine learning Identify detailed analytical, creative, problem- solving skills.  Understand concept of data manipulation and visualization.

- CO 63 Point out about working of networking models, addresses, transmission medias and connectivity devices.
- CO 64 Modify of the information about network security and cryptography.

#### 3.3.2.7 COMPUTER LABORATORY BASED ON 302, 304 AND 305

- CO 65 Create knowledge of student in Data Structure, Angular JS and R programming
- CO 66 Tabulate knowledge on writing computer programs using concept of Data Structure, Angular JS and R programming
- CO 67 Substitute and manage Applications using Data Structure, Angular JS and R programming

#### 3.3.2.8 BASIC COURSE IN ENVIRONMENTAL AWARENESS

- CO 68 Understand the importance of environment resources and how to preserve these resources.
- CO 69 Develop the knowledge and skills required to address challenging environmental issues.
- CO 70 Demonstrate how decisions and actions affect the environment.

#### 3.3.2.9 OBJECT ORIENTED CONCEPTS THROUGH CPP

- CO 71 Associate an understanding of basic object-oriented concepts and the issues involved in effective class design.
- CO 72 Illustrate the program C++ features.
- CO 73 Modify the design issues related to File management and various related program.

#### 3.3.2.10 OPERATING SYSTEM

CO 74	Distinguish the services provided by Operating System
CO 75	Select the scheduling concept
CO 76	Summarize design issues related to memory management and
	various related algorithms.
3.3.2.11	ADVANCE PHP
CO 77	Express & understand concepts of internet programming.
CO 78	Predict server-side programming works on the web.
CO 79	Estimate to use PHP Framework (Joomla / Drupel)
3.3.2.12	PROJECT
CO 80	Critical thinking on element of project.
CO 81	Enumerate work as a team to achieve common goals.
CO 82	Apply research aptitude the project develops ideas and
	information related to the project.
3.3.2.13	COMPUTER LABORATORY BASED ON 402 AND 404
<b>3.3.2.13</b> CO 83	
	COMPUTER LABORATORY BASED ON 402 AND 404
CO 83	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP
CO 83	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using
CO 83 CO 84	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP
CO 83 CO 84 CO 85	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP  ADD-ON JQUERY-PROGRAMMING
CO 83 CO 84	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP  ADD-ON JQUERY-PROGRAMMING  Summarize knowledge, values, attitudes, commitment, and skills
CO 83 CO 84 CO 85	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP  ADD-ON JQUERY-PROGRAMMING
CO 83 CO 84 CO 85 3.3.2.14 CO 86	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP  ADD-ON JQUERY-PROGRAMMING  Summarize knowledge, values, attitudes, commitment, and skills needed to protect and improve the environment
CO 83 CO 84 CO 85 3.3.2.14 CO 86	COMPUTER LABORATORY BASED ON 402 AND 404  Assess the knowledge of student in CPP and Adv. PHP  Discriminate knowledge on writing computer programs using concept of CPP and Adv. PHP  Generalize and manage Applications using CPP and Adv. PHP  ADD-ON JQUERY-PROGRAMMING  Summarize knowledge, values, attitudes, commitment, and skills needed to protect and improve the environment  Subdivide conscious towards a cleaner and better managed

#### 3.3.3 B.B.A. (C.A.) FIRST YEAR

#### 3.3.3.1 BUSINESS COMMUNICATION

After learning this course student will be able to

- CO 89 Summarize concept of business correspondence.
- CO 90 Paraphrase different media of communication.
- CO 91 Locate differences between oral, written and listening skills of communication.

#### 3.3.3.2 PRINCIPALS OF MANAGEMENT

- CO 92 Interpret and design the different forms of organization.
- CO 93 Demonstrate social responsibility and ethical issues involved in business organizations.
- CO 94 Integrate management principles in real time situations and ensure organizational Effectiveness.

#### 3.3.3.3 C LANGUAGE

- CO 95 Understand the concept of Procedural Programming.
- CO 96 Classify between character set, token, variables and data type.
- CO 97 Distinguish functions and pointers and improve logical thinking through practical knowledge of C Programming

#### 3.3.3.4 DATABASE MANAGEMENT SYSTEM

- CO 98 Summarize the role and importance of File Structures and Organization.
- CO 99 Construct skills related with Database basic Concepts.
- CO 100 Relate the Relational Database Designing and improve database using normalization.

STATISTICS
Summarize the role and importance of statistics in various
business situations.
Extract skills related with basic statistical technique.
Evaluate the concept of regression, correlation and data
interpretation.
COMPUTER LABORATORY BASED ON 103 & 104
Assess implementation of programs through conditional and
looping statements.
Manipulation of strings and array with and without standard
library function.
Integrate structure and structure operations.
Create and manage Database using SQL.
Interpret views of data and classify their relationship.
Memorize various SQL commands.
ADD-ON(PPA)
Articulate analytical /logical thinking and problem solving
capabilities.
Paraphrase fundamentals of programming and designing.
Describe algorithm analysis and notations.

## 3.3.3.8 ORGANIZATION BEHAVIOR &HUMAN RESOURCE MANAGEMENT

CO 113 Paraphrase basic concept of HRM & OB and major trends in HRM & OB.

- CO 114 Correlate modern methods of procurement & development in organization.
- CO 115 Categorize the training & performance appraisal methods.

#### 3.3.3.9 FINANCIAL ACCOUNTING.

- CO 116 Experiment right understanding regarding role and importance of monetary and financial transactions in business
- CO 117 Cultivate right approach towards classifications of different transactions and their implications
- CO 118 Develop proficiency preparation of basic financial as to how to write basis accounting statement Trading and P&L

#### 3.3.3.10 BUSINESS MATHEMATICS

- CO 119 Interpret role and importance of Mathematics in various business situations.
- CO 120 Solve Problems on commission and brokerage.
- CO 121 Illustrate LPP, Formulation of LPP and solution of LPP by graphical method.

#### 3.3.3.11 RELATIONAL DATABASE MANAGEMENT SYSTEM

- CO 122 Evaluate relational database concepts.
- CO 123 Understand PL/SQL programs that use: procedure, function, package, cursor and trigger.
- CO 124 Describe transaction management concepts in database system.

#### 3.3.3.12 WEB TECHNOLOGY HTML-JS-CSS

- CO 125 Understand client server architecture.
- CO 126 Analyze basic syntax and structure of CSS.

3.3.3.13	COMPUTER LABORATORY BASED ON 204 & 205
CO 128	Judge the knowledge of student in RDBMS and Web Technology.
CO 129	Collaborate computer programs using HTML, CSS ,JS.
CO 130	Create and manage Database using concept of RDBMS
CO 131	Understand concept of compact program writing by making use of
	functions and procedure
CO 132	Implement types of cursors and selective data retrieval
CO 133	Memorize creation of forms with get and post method.
3.3.3.14	ADD ON (ADVANCE C)
CO 134	Discover advanced concepts of programming using the 'C'
	Language
CO 135	Classify code organization with complex data types and structures
CO 136	Extract working of file.

Memorize event handling in Java script.

CO 127

# 4.DEPARTMENT OF B. VOC. (RETAIL MARKETING AND MANAGEMENT) BACHELOR OF VOCATION (RETAIL MARKETING AND MANAGEMENT)

### 4.1 PROGRAM OUTCOME (POS)

### After studying the program, students will be able to-

PO 1	Realize Retailing, the factors involved and issues/challenges
	related to retail business
PO 2	Understand evolution and changing and upcoming structure of
	retail industry

- PO 3 Illustrate the concept and strategic thinking, design thinking within the domain knowledge of retail management
- PO 4 Explore the career opportunities in Retail Marketing and Management for getting suitable job and enter into suitable Entrepreneur
- PO 5 Strengthen the theoretical knowledge by on-job-training/internship in retail sectors
- PO 6 Develop his/her personality in accordance with industry requirement to sustain in retail sector

# 4.2 PROGRAM OUTCOMES (PSOS)

After completion of the B. Voc. (Retail Marketing and Management) programme, students will be able to:

Describe development within various approaches for ethical PSO<sub>1</sub> decision making through SWOT analysis. PSO<sub>2</sub> Develop oneself in Retail Marketing and Management specific skill sets PSO 3 Enhance oneself in communication skills effectively PSO<sub>4</sub> Experiment with special labs in specific in Retail Marketing and Management and suitable training from Industry. Apply with hands on training projects to make self-sufficient to PSO<sub>5</sub> handle industry operations. **PSO** 6 Develop appropriate vocational employability skills so as to become competent PSO 7 Apply basic skills learnt in retail marketing and management for analysis of various problems in retail operations, supply chain management and in consumer behaviour. PSO<sub>8</sub> Write own research paper, conduct various research activity PSO 9 Design cost analysis of the day-to-day activities of the retail stores or outlets. **PSO 10** Prepare management information system (MIS) for the organisation of various departments. **PSO** 11 Estimate consumer approach to the market through the research project for industry growth **PSO 12** Identify gap in consumer buying process and post purchase policies.

### 4.3 COURSE OUTCOMES (COS)

### 4.3.1 B. VOC. (RETAIL MARKETING) THIRD YEAR

#### 4.3.1.1 STRATEGIC MANAGEMENT

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

- CO 1 Describe different approaches of strategic decision making in organisation.
- CO 2 Analyse techniques of organisations' in form of SWOT
- CO 3 Develop allocation of resources for defining corporate strategy of business.
- CO 4 Explain the different functional strategies for organisation effectiveness.

#### 4.3.1.2 BUSINESS ETHICS

- CO 5 Define business ethics.
- CO 6 Describe ethical decision making
- CO 7 Interpret ethics' management and different functional area.
- CO 8 Develop corporate social responsibility and business ethics.

### 4.3.1.3 RESEARCH METHODOLOGY

- CO 9 Define concepts of research in business.
- CO 10 Distinguish primary and secondary methods of data collection for research.
- CO 11 Illustrate various sample and sampling methods in research.
- CO 12 Explain writing skills for research project report.

# 4.3.1.4 COURSE CODE – 604 CUSTOMER RELATIONSHIP MANAGEMENT

- CO 13 Define customer relationship management
- CO 14 Construct customer values activities in business.

CO 15	Explain changes in CRM as IT enabled function activities in retail business.
CO 16	Formulate CRM implementation in business.
4.3.1.5	LAB IN RETAIL SELLING SKILL
CO 17	Construct personal selling skill.
CO 18	Compose oneself grooming and improve manners and etiquettes.
CO 19	Modify communication skills.
CO 20	Develop Interpersonal skill.
4.3.1.6	DESK RESEARCH
CO 21	Understand retail strategies and Consumer Relationship Management activities
CO 22	Apply various aspects of retail store strategies for implementation.
CO 23	Identify CRM activities run by retail store and customer response
	to CRM programs.
CO 24	Evaluate Research Paper
4.3.1.7	MERCHANDISE BUYING AND PLANNING
CO 25	Demonstrate Merchandise for good looking retail stores display
CO 26	Locate Visual Display of product
CO 27	Describe the plan of design of visual display
CO 28	Technological plan with other brands on display of product for
	point of sale system
4.3.1.8	RETAIL OPERATION
CO 29	Classify store activity of day to day retail operations
<b>39</b>   Page	

CO 30	Formulate methods of retail operation including retail branding
CO 31	Reframe marketing mix as well as store security
CO 32	Integrate supply chain strategies
4.3.1.9	ENTREPRENEURSHIP DEVELOPMENT
CO 33	Identify factors influencing entrepreneurship
CO 34	Discover the objective of Entrepreneurship development
CO 35	Formulate a business plan
CO 36	Explain about small scale industries
4.3.1.10	ADVERTISEMENT AND BRAND MANAGEMENT
CO 37	Define advertisement and brand.
CO 38	Apply medias in advertising and brand management.
CO 39	Develop strategies of advertisement and brand management
CO 40	Design and execution of advertisement.
4.3.1.11	FUNDAMENTALS OF VISUAL MERCHANDISING
CO 41	Sketch pre-opening operation including point of sale, customer service etc.
CO 42	Prepare retail business plan according Global practices in retail
	formats
CO 43	Design visual display using mannequins, fixtures and lighting
CO 44	Plan prepare business licensing and registration process.
4.3.1.12	SUMMER PROJECT
CO 45	Experiment practical experience and exposure
CO 46	Classify various aspects of retail sector
CO 47	Develop skills for planning and managing for better customer
40   Page	Develop skins for planning and managing for better customer

service.

4.3.2.1

CO 48 Evaluate project report on Summer Project.

# 4.3.2 B. VOC. (RETAIL MARKETING) SECOND YEAR

PERSONALITY AND SOFT SKILL DEVELOPMENT

CO 49	Describe personality pattern, persistence and change of individual
CO 50	Classify different aspect of personality development and soft skills
CO 51	Illustrate the importance of personality and soft skill development
	in workplace
CO 52	Apply shape oneself appropriately while behaving in social and
	professional circle
4.3.2.2	STORE LAYOUT AND DESIGN
CO 53	Describe store layout and operations
CO 54	Design store to maximise sales of goods and services
CO 55	Develop the sense of effective store layout and increase sale of
	the store
CO 56	Plan controlling inventory with the help of supply chain
	management
1222	
4.3.2.3	ORGANIZATIONAL BEHAVIOUR
CO 57	Describe individual behaviour as well as group behaviour in
	organisational behaviour
CO 58	Develop efficiencies of team work and group dynamics in
	organisation
CO 59	Predict various behavioural aspects affecting the operation of an

organisation

4.3.2.6	BUSINESS ECONOMICS
CO 73	Evaluate project report on 'Retail Consumer Buying Behavior and Satisfaction'
	services in retail store
CO 72	Develop skills foe planning and managing for better customer
CO 71	Associate with customer buying behaviour and customer satisfaction
CO 70	Experiment practical experience and exposure
4.3.2.5	PROJECT WORK ON RETAIL CONSUMER BUYING BEHAVIOR AND SATISFACTION
CO 69	Write a research paper on retail store operations
	of the same
CO 68	Develop skills regarding writing research paper and presentation
	running retail operation
CO 67	Identify different operating process and their significance in
CO 66	Distinguish primary and secondary methods of data collection for research
4.3.2.4	RESEARCH PAPER WRITING AND PRESENTATION (II) ON RETAIL STORE OPERATION
1221	DECEADOU DADED WINDERSON (II)
CO 65	Prepare sales presentation
CO 64	Create positive image of self and organisation in customer's mind
CO 63	Role play on salesman duties and responsibility
CO 62	Describe salesmanship and consumer behaviour
CO 61	Elements of Salesmanship
CO 60	Formulate organisational cultural life

CO 74	Examine business economics
CO 75	Apply economics principles in business management
CO 76	Analyse consumer behaviour
CO 77	Calculate various types of cost
4.3.2.7	HUMAN RESOURCE MANAGEMENT
CO 78	Define human resource management
CO 79	Explain recruitment, selection and training procedure of employ
CO 80	Demonstrate methods wages and wage incentives programme
CO 81	Modify industrial relation program through participative
	management
4.3.2.8	SUPPLY CHAIN MANAGEMENT
CO 82	Describe supply chain activities taken in order to deliver the goods
CO 83	Identify tools and techniques of supply chain management in retail
	sector
CO 84	Integrate supply chain management
CO 85	Explain recent trends in supply chain management
4.3.2.9	CONSUMER BEHAVIOR
CO 86	Describe consumer behaviour and other related issues
CO 87	Associate with customer
CO 88	Analyse consumer behaviour
CO 89	Classify retail customer various retail strategies
4.3.2.10	RESEARCH PAPER WRITING AND PRESENTATION ON RETAILING SECTOR
CO 90	Distinguish primary and secondary methods of data collection for
40.15	

	research
CO 91	Identify different operating process and their significance in
	running retail operation
CO 92	Develop skills regarding writing research paper and presentation
	of the same
CO 93	Write research paper on retail store operations
4.3.2.11	PRACTICAL TRAINING RETAIL STORES OPERATION –
4.5.2.11	II
CO 94	Experiment practical experience and exposure
CO 95	Classify various aspects of retail sector
CO 96	Demonstrate retail store operation activities in retail organisation
CO 97	Evaluate project report retail store operation
4.3.2.12	DESK RESEARCH IN RETAILING SECTOR
CO 98	Experiment practical experience and exposure
CO 99	Evaluate organisational profile
CO 100	Analyse strength, weaknesses, opportunities and challenges
00 100	(SWOC)
CO 101	Summaries organisation strategies
4.3.3 B.	VOC. (RETAIL MARKETING) FIRST YEAR
4.3.3.1	BUSINESS ORGANISATION AND MANAGEMENT
CO 102	Describe business organisation and management
CO 103	Explain various forms of business organisation
CO 104	Distinguish between partnership and joint stock company
CO 105	Differentiate various concept of management

4.3.3.2	BUSINESS MATHS AND STATISTICS
CO 106	Calculate simple interest, compound interest and profit and loss
CO 107	Describe statistics limitation and application
CO 108	Solve graph linear equation and linear Inequality
CO 109	Use of index number in business
4.3.3.3	RETAIL MANAGEMENT
CO 110	Illustrate aspects of retail management
CO 111	Identify retail management functions
CO 112	Evaluate consumer need with gathering information in retail
CO 113	Analyse logistic framework in retail
4.3.3.4	ENVIDANMENTAL CULIDIES
4.3.3.4	ENVIRONMENTAL STUDIES
CO 114	Describe environmental studies
CO 115	Identify mechanism of ecological system
CO 116	Illustrate various environmental issues
CO 117	Explain various elements of ecological system and its impact
4.3.3.5	COMPUTER PRACTICAL – II
4.3.3.6	COMPUTER PRACTICAL – I
CO 118	Describe basic elements and generations of computer
CO 119	Use power point and internet efficiently
CO 120	Explain elements of the internet functioning and latest concepts
CO 121	Design web with the help of HTML
4.3.3.7	LAB IN RETAIL STORE OPERATION – I

CO 122	Experiment practical experience and exposure
CO 123	Classify various aspects of retail sector
CO 124	Demonstrate retail store operation activities in retail organisation
CO 125	Evaluate project report retail store operation
4.3.3.8	BUSINESS COMMUNICATION
CO 126	Apply conversant and fluent in English
CO 127	Describe homophones, prefix and suffix
CO 127	Design curricular vitae
CO 128	
CO 129	Role play dialogue writing and narration
4.3.3.9	BASICS OF MARKETING
CO 130	Define Marketing
CO 131	Explain marketing environment
CO 132	Analyse consumer behaviour
CO 133	Describe market segmentation and marketing mix
4.3.3.10	FUNDAMENTALS OF CUSTOMER SERVICES
CO 134	Apply service orientation in current business scenario
CO 135	Analyse product and choose the right one
CO 136	Build positive relationship between customer and organisation
CO 137	Solve customer concerns with effective communication
4 2 2 11	
4.3.3.11	BASICS OF RETAILING
CO 138	Describe retailing's basic concept
CO 139	Classify types of retailing store by owner and merchandising
	categories
CO 140	Explain retail planning process
<b>46</b>   Page	

# CO 141 Demonstrate retail selling skill

4.3.3.12	PROJECT WORK
CO 142	Experiment practical experience and exposure
CO 143	Classify various department in retail set up
CO 144	Prepare projects on retail store activities
CO 145	Evaluate project report retail store operation



# **5.DEPATMENT OF MARATHI MASTER OF ARTS (MARATHI)**

### 5.1 PROGRAM OUTCOME (POS)

- PO 1 विद्यार्थ्यांना जीवन कौशल्य विकासासाठी भाषा, साहित्य, कला ही माध्यमे अधिक परिणामकारकतेने समजतील.
- PO 2 साहित्यिकक्षमता, भाषिकक्षमता वाढीस लागून जीवनाच्या आकलनासाठी आणि प्रगल्भतेसाठी विद्यार्थी सिद्ध होईल.
- PO 3 विद्यार्थ्यांना मराठी विषयाचे सखोल ज्ञान होऊन त्यांच्यातील संशोधनाची वृत्ती वाढीस लागेल.
- PO 4 विद्यार्थ्यांमधील भाषिक जाणिवा विकसित होऊन विविध जीवनक्षेत्रातील भाषाविषयक कौशल्य ग्रहणानंतर रोजगारक्षमता आणि प्रावीण्याची निर्मिती होईल.
- PO 5 विद्यार्थ्यांना विशिष्ट कालखंडातील साहित्याचे नेमके आकलन होऊन साहित्य आणि संस्कृती यांचा परस्पराश्रयी संबंध जागतिक परिप्रेक्ष्यात लक्षात घेण्याची क्षमता व कौशल्ये विकसित होतील

### 5.2 PROGRAM SPECIFIC OUTCOMES (PSOS)

- PSO 5 राष्ट्रीय शैक्षणिक धोरणाची उदिष्टे प्रत्यक्षात आणताना, विद्यार्थीकेंद्री, आंतर्विद्याशाखीय, रोजगाराभिमुख, कौशल्याधिष्ठीत असे भाषा व साहित्याचे ज्ञान होईल.
- PSO 6 जीवन कौशल्य विकासासाठी भाषा, साहित्य, कला ही माध्यमे अधिक

- परिणामकारकतेने समजावून घेता येईल.
- PSO 7 साहित्यिक क्षमता, भाषिक क्षमता, जीवनाचे आकलन आणि प्रगल्भता यासाठी वातावरण अनुकूल होईल.
- PSO 8 मराठी विषयाचे भाषा, साहित्य सखोल ज्ञान होईल.
- PSO 9 संशोधनाची वृत्ती वाढीस लागून आंतर्विद्याशाखीय ज्ञान वाढीस लागेल
- PSO 10 वाङ्मयीन आणि जीवनविषयक जाणिवा समृद्ध होतील.
- PSO 11 साहित्यकृतींच्या चिकित्सक अभ्यासाची प्रवृत्ती वृद्धिंगत होईल.
- PSO 12 भाषिक जाणिवा विकसित होऊन कौशल्यात्मक उपयोजनासाठी सिद्ध होईल.
- PSO 13 विविध जीवनक्षेत्रातील भाषाविषयक कौशल्य ग्रहणानंतर रोजगारक्षमतांची आणि प्रावीण्यांची निर्मिती होईल.
- PSO 14 वाङ्मयीनमूल्यांचे आणि जीवनमूल्यांचे संस्कार योग्य संस्कार होईल.
- PSO 15 विशिष्ट कालखंडातील साहित्यनिर्मितीच्या प्रेरणा व प्रवृत्ती लक्षात घेऊन साहित्याचे नेमके आकलन होईल.
- PSO 16 लेखकाच्या समग्र अभ्यासातून लेखकाच्या साहित्यकृती, आशयसूत्रे, भाषिक प्रयोग, जीवनदृष्टी इत्यादींचे वाङ्मयीन प्रवाहातील मूल्यमापन व स्थान निश्चित करता येतील.
- PSO 17 तौलनिक अभ्यास, भाषांतर मीमांसा, प्रभाव अभ्यास, आंतर्विद्याशाखीय दृष्टी, परभाषेतील समकालीन साहित्यकृती, वाङ्मयेतिहास, संस्कृती अभ्यास, भाषिक अभ्यास याद्वारे साहित्याच्या अभ्यासाला परिपूर्णता येईल.
- PSO 18 पौर्वात्य व पाश्चात्त्य साहित्यविचार, साहित्यसिद्धांत, समीक्षा, साहित्यविमर्श, विविध वाङ्मयीन संप्रदाय, वेळोवेळी उद्भवणाऱ्या जीवनविषयक व वाङ्मयीन चर्चा, संकल्पना यांचा पैस आकलनाच्या कक्षेत येईल.

- PSO 19 वाचन, आस्वादन, विश्लेषण, वर्गीकरण, मूल्यनिर्णयन या प्रक्रियेतून वाङ्मय आकलनाची क्षमता वृद्धिंगत होईल.
- $PSO\ 20$  साहित्य कला व इतर कला यांच्या वाचनातून अभिरुची वाढीस लागेल .
- PSO 21 साहित्य आणि संस्कृती यांचा परस्पराश्रयी संबंध जागतिक परिप्रेक्ष्यात लक्षात चेण्याची क्षमता व कौशल्ये निर्माण होतील.

### 5.3 COURSE OUTCOMES (COS)

### 5.3.1 M.A. (MARATHI) SECOND YEAR

### 5.3.1.1 प्रसारमाध्यमांसाठी लेखनकौशल्ये : भाग १ [CC - 9 (4)]

- CO 1 प्रसारमाध्यमांकरिता लेखन कौशल्ये आत्मसात होतील.
- CO 2 प्रसारमाध्यमांचे समाजातील महत्त्व विशद करता येतील.
- CO 3 प्रसारमाध्यमांच्या स्वरूपाचे ज्ञान प्राप्त होईल.
- CO 4 दूकश्राव्य, नवमाध्यमांसाठी लेखन करण्याची क्षमता विकसित होईल.

### 5.3.1.2 साहित्य समीक्षा [CC - 10 (4)] साहित्य संशोधन [CC -14]

- CO 5 साहित्य, समीक्षाव्यवहाराच्या क्षमता विकसित होईल.
- CO 6 समीक्षेची संकल्पना 'समजावून घेता येईल.
- CO 7 समीक्षाव्यवहारातील मूल्यकल्पनांचा परिचय होईल.
- CO 8 विविध समीक्षापद्धतींमागील विचारव्यूह, दृष्टी समजतील.
- CO 9 मराठी साहित्यसमीक्षकांची व संशोधकांची परंपरा समजावून घेता येईल.
- CO 10 समीक्षा करण्याची दृष्टी व क्षमता विकसित होईल.
- CO 11 संशोधनाची संकल्पना, प्रयोजने आणि विविध संशोधन पद्धती समजेल.

- CO 12 वाङ्मयीन संशोधनाच्या विविध अभ्यासक्षेत्रांचा परिचय होईल.
- CO 13 आंतर्विद्याक्षेत्रीय संशोधनाचे स्वरूप आणि महत्त्व लक्षात येईल.
- CO 14 संशोधन करण्याची दृष्टी व क्षमता विकसित होईल.

### 5.3.1.3 नेमलेल्या अर्वाचीन साहित्यकृतींचा अभ्यास |CC-11]

- CO 15 अर्वाचीन कालखंडातील साहित्यप्रकार, संकल्पना व स्वरूप लक्षात येईल.
- CO 16 साहित्यकृतींची वैशिष्ट्ये जाणून घेता येईल.
- CO 17 साहित्यकृतींतील वाङ्मयीनमूल्ये आणि जीवनमूल्ये जाणून घेता येईल.
- CO 18 अर्वाचीन साहित्यप्रकारांची वैशिष्ट्ये जाणून घेता येईल.
- CO 19 कालखंड आणि साहित्यकृतीच्या निर्मितीचा अनुबंध स्पष्ट करता येईल.

# 5.3.1.4 लोकसाहित्याची मूलतत्त्वे आणि मराठी लोकसाहित्य [CBOP - 12]

- CO 20 लोकसाहित्याच्या मूलतत्त्वांची ओळख होईल.
- CO 21 मराठीतील लोकसाहित्याचे संकलन, संशोधन व मूल्यमापन करता येईल.
- CO 22 लोकसाहित्याचे स्वरूप, व्यापकता व सर्वसमावेशकता लक्षात येईल.
- CO 23 लोकसाहित्यातील विविध प्रकार, स्वरूप व विशेष समजतील.
- CO 24 लोकसाहित्यातील सामाजिक, धार्मिक, सांस्कृतिक जाणिवा स्पष्ट करता येईल.
- CO 25 लोकसाहित्याच्या अभ्यासक्षेत्राची व्याप्ती कळेल.
- CO 26 लोकसाहित्याचे कलात्मक सौंदर्य व कलाविष्काराचे स्वरूप याची जाणीव होईल.
- CO 27 लोकसाहित्याच्या अभ्यासकांचे लोकसाहित्यातील योगदान अभ्यासता येईल.

### 5.3.2 M.A. (MARATHI) FIRST YEAR

ाषेचे लेखन व मुद्रितशोधन, वाङ्मयीन व्यवहार व प्रकाशन व्यवसायाची ल.
ल.
था व त्यांचे वाड्.मयीन कार्य याची माहिती मिळेल.
, तंत्र व कौशल्ये आत्मसात करता येईल.
खिन याचे स्वरूप समजेल आणि त्याचे दैनंदिन जीवनात उपयोग होईल.
द लेखन कौशल्य समजून घेऊन त्याचे व्यवहारात उपयोग करता येईल.
मात्मसात करता येईल.
मना व स्वरूप समजेल.
रूपचर्चा करता येईल.
चा इतिहास - इ. स. १८१८ ते इ. स.२०१० (CC-2)
संकल्पनेचे स्वरूप व मीमांसा लक्षात येईल.
स २०१० या अव्वल इंग्रजी कालखंडातील साहित्य निर्मितीच्या प्रेरणा,
स २०१० या अव्वल इंग्रजी कालखंडातील साहित्य निर्मितीच्या प्रेरणा,
ाचे आकलन होईल. -
ाचे आकलन होईल. प्राविज्ञान (CC-3)
ाचे आकलन होईल.  शाविज्ञान (CC-3)  ार्य आणि भाषाभ्यासाच्या विविध पद्धती परिचय होईल.
ाचे आकलन होईल.  शाविज्ञान (CC-3)  ार्य आणि भाषाभ्यासाच्या विविध पद्धती परिचय होईल.

समाजभाषाविज्ञान: स्वरूप व भूमिका कळेल. CO 42 भाषा उपयोजनातील वैविध्य : स्वरूप व मागोवा घेता येईल. CO 43 भाषा आणि संस्कृती यातील परस्परसंबंध अभ्यासता येईल. CO 44 विविध नवन्यवस्था आणि बदलती भाषारूपे याचा अन्वय लावता येईल CO 45 5.3.2.4 विषयाचे नाव: ग्रामीण साहित्य / दलित साहित्य (CBOP) स्वातंत्र्यप्राप्तीनंतरच्या कालखंडात ग्रामीण साहित्याच्या निर्मितीची कारणपरंपरा CO 46 समजावून घेता येते. ग्रामीण साहित्याचे स्वरूप व कार्य यांची चिकित्सा करता येईल. CO 47 ग्रामीण सहित्यातील विविध वाङ्मयप्रकारांचा झालेल्या विकासाचे मुल्यमापन CO 48 करता येईल. CO 49 ग्रामीण साहित्याने दिलेले योगदान, त्याच्या विकासाची गती, दिशा यांची मीमांसा करता येईल. स्वातंत्र्यप्राप्तीनंतरच्या कालखंडात दलित साहित्याच्या निर्मितीची कारणे, परंपरा CO 50 आणि या साहित्याने दिलेल्या आव्हानांचा अभ्यास करता येईल. दलित साहित्यातून व्यक्त होणाऱ्या वेदनांचे व विद्रोहाचे स्वरूप जाणून घेता येईल. CO 51 दलित साहित्याने निर्माण केलेल्या विविध साहित्यप्रकारांच्या विकासांचे CO 52

मूल्यमापन करता येईल.

# 6.DEPARTMENT OF ECONOMICS MASTER IN ECONOMICS

### **6.1 PROGRAM OUTCOME (POS)**

- PO 1 To Prepare students to develop critical thinking to carry out investigation about various socio-economic issue objectively while bridging the gap between theory and practice
- PO 2 Equip the students with skills to analyze the problems formulate and hypothesis, evaluate and valid results and draw reasonable conclusions.
- PO 3 Prepare students for pursuing research or careers that provide employment through entrepreneurship and innovative methods because today's unemployment problem can also be solved by developing the micro and small entrepreneurship.
- PO 4 Prepare students to develop own thinking/opinion regarding current national or international policies and issues
- PO 5 Create awareness to become a rational and enlightened citizen so that they can take the responsibility to spread the governments initiative/schemes to the rural areas for the upliftment of the poor or vulnerable section of the society for inclusive growth.

### 6.2 PROGRAM SPECIFIC OUTCOMES (PSOS)

- PSO 1 Explain the basic concepts, laws and theories related to the economic behaviour of the human being.
- PSO 2 Inculcate the economic way of thinking.
- PSO 3 Apply economic analysis in practice.

- PSO 4 Understand the nature of any discipline as a continuous process of development and welfare of the human being.
- PSO 5 Discuss the modern developments in economics such as Modern theories in Economics.
- PSO 6 Memorize professional qualification in economics focusing on the advanced practical areas.
- PSO 7 Prioritize basic concepts of economics and to analyse economic behaviour in practice
- PSO 8 Reproduce the economic way of thinking.
- PSO 9 Write historical and current events from an economic perspective.
- PSO 10 Formulate ability to write clearly expressing an economic point of view.
- PSO 11 Plan of effective communicative economic ideas.
- PSO 12 Expose exposed to alternative approaches to economic problems through exposure to Course work in allied fields.

### 6.3 COURSE OUTCOMES (COS)

### 6.3.1 M.A (ECONOMICS) SECOND YEAR

### 6.3.1.1 MACRO ECONOMICS ANALYSIS – I

- CO 1 Explain the new classical macro economics and the open economy issues
- CO 2 Discuss the modern developments in macroeconomics.
- CO 3 Analyse IS-LM Curve describe inflation, unemployment trade
- CO 4 Assess concept of national income and social accounting
- CO 5 Describe demand and supply of money

6.3.1.2	GROWTH AND DEVELOPMENT- I
CO 6	Identify basic concepts and process to measure the growth and economic development
CO 7	Aanalyse theory of economic development and growth
CO 8	Explain concept of poverty, inequality and unemployment
CO 9	Compare human capital and economic development
CO 10	define optical in the process of economic growth and development
6.3.1.3	RESEARCH METHODOLOGY I
CO 11	Design research project
CO 12	Explain sampling method
CO 13	Compare collected data in the form of graph, bar diagram, chart, report writhing
CO 14	Identify the appropriate source of data
CO 15	Develop research aptitude among student
6.3.1.4	DEMOGRAPHY
CO 16	Describe demography and it application under various topics under economics
CO 17	Apply population theory's in Indian economy
CO 18	Criticize population and development Indian economy
6.3.1.5	ECONOMICS OF ENVIRONMENT
CO 19	Identify environmental challenges in development
CO 20	Discuss various analytical tools to comprehend various environmental issues.
CO 21	Develop environmental agreements and policies

# 6.3.2 M.A (ECONOMICS) FIRST YEAR

6.3.2.1	MICRO-ECONOMIC ANALYSIS-I
CO 22	Describe basic principle of micro economics
CO 23	Experiment production theory
CO 24	Interpret the consumer theory
CO 25	Define Welfare economics
CO 26	Differentiate between short run and long run cost
6.3.2.2	PUBLIC ECONOMICS
CO 27	Discuss concepts and theory in public economics
CO 28	Identify rationale for public policy
CO 29	Interpret taxation and public expenditure
CO 30	Describe public finance in India
6.3.2.3	INTERNATIONAL TRADE
CO 31	Describe classical and modern trade theories
CO 32	Interpret international trade
CO 33	Explain international trade agreement and organisation
CO 34	Analyze concept of balance of payment and foreign exchange
CO 35	Role play debate skill among students
6.3.2.4	INTERNATIONAL FINANCE
CO 36	Describe balance of payment
CO 37	Interpret foreign exchange
CO 38	Classify International capital flow
CO 39	Analyse concept of balance of payment and foreign exchange
CO 40	Explain concept of international banking
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6.3.2.5	AGRICULTURAL ECONOMICS
CO 41	Explain role of agriculture in Indian economy
CO 42	Describe agriculture productivity and agricultural labour
CO 43	Classify agricultural credit
CO 44	Analyse agricultural market
CO 45	Interpret agricultural growth and rural development
CO 46	Develop intellectual dialogue skill among students
6.3.2.6	LABOUR ECONOMICS
CO 47	Identify labour market
CO 48	Describe labour migration
CO 49	Compare industrial relation with labour
CO 50	Interpret market reform

### 7.BACHELOR OF ARTS

# 7.1 PROGRAM OUTCOME (POS)

### After studying the program, students will be able to:

- PO 1 Acquire knowledge of languages, literatures, humanities and social sciences to stand up in local and global society.
- PO 2 Acquaint with linguistic, historical, economical, geographical, political, philosophical and ideological thinking and tradition.
- PO 3 Understand historical background current cultural trends, and current academic trends as appeared in literature and language studies.
- PO 4 Demonstrate competence in regional and foreign languages

for the purpose of employability.

- PO 5 Demonstrate a familiarity with and appreciation of the importance of diverse cultural, ethnic, and linguistic perspectives.
- PO 6 Analyze and comment on cultural arena and social practices related to linguistics, literature, cinema and culture studies.
- PO 7 Use appropriate technologies to conduct research and communicate about language, culture, and/or philosophy and to access, evaluate, and manage information to prepare vibrant youth
- PO 8 Assess and apply concepts and theories from social science subjects to study the varieties of social issues experienced by different nations, classes, races, genders.
- PO 9 Compare, contrast, and apply research strategies of social science disciplines to analyze human experience, social issues, and solution to problem.

# 8.DEPATMENT OF ENGLISH BACHELOR OF ARTS (ENGLISH)

### 8.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

- PSO 1 Memorise the development of Novel, Poetry, Drama and other genres
- PSO 2 Develop an employability skill for personality development
- PSO 3 Build-up the communicative competency

PSO 4 Elaborate the technical element of several genre of literature PSO 5 Critically appreciate the master-pieces of literature (short-story, Novel, Poem and Drama) **PSO** 6 Evaluate trends of linguistic studies PSO 7 Develop creative writing skill Construct humanitarian values among students PSO 8 PSO 9 Choose various career opportunities in English **PSO** 10 Integrate research aptitude Examine Spoken, Written and non-literary writing. PSO 11 **PSO 12** Enhance emotional quotient and thinking. **PSO 13** Summarize essential soft skills. **PSO 14** Classify and apply aspects of grammar and communicative English. PSO: 15- Hypothesize the cultural perception studying the **PSO 15** literature.

### 8.2 COURSE OUTCOMES (COS)

### 8.2.1 B.A. (ENGLISH) THIRD YEAR

### 8.2.1.1 COMPULSORY ENGLISH

- CO 1 Discuss the sensibility in literacy discourse.
- CO 2 Understand grammar components for writing.
- CO 3 Develop creative writing ability among student.
- CO 4 Develop employability skill for Personality Develop.
- CO 5 Interpret the poem for exploring thought behind it.
- CO 6 Imbibe Humanitarian values among students.

### 8.2.1.2 G-3 ENHANCING EMPLOYABILITY SKILLS

CO 7	Realize various career opportunities in English.
CO 8	Acquire Administrative writing skill.
CO 9	Formulate an employability skill.
CO 10	Understand grammar skill of English Language.
CO 11	Develop Research aptitude.
CO 12	Formulate creative writing skill.
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8.2.1.3	S-3 – APPRECIATING NOVEL
CO 13	Express element of Novel genre.
CO 14	Interpreted interrelation of society & literature.
CO 15	Understand the types of novel.
CO 16	Discover the cultural perception studying the novels.
CO 17	Discuss & illustrate the thematic study of novel.
CO 18	Design the creative writing.
8.2.1.4	S-4 – INTRODUCTION TO LITERARY CRITICISM
8.2.1.4	S-4 – INTRODUCTION TO LITERARY CRITICISM
<b>8.2.1.4</b> CO 19	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.
<b>8.2.1.4</b> CO 19 CO 20	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.
8.2.1.4 CO 19 CO 20 CO 21	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.  Analyse literary value of literature.
8.2.1.4 CO 19 CO 20 CO 21 CO 22	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.  Analyse literary value of literature.  Recall age-wise concepts of criticism.
8.2.1.4 CO 19 CO 20 CO 21 CO 22 CO 23 CO 24	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.  Analyse literary value of literature.  Recall age-wise concepts of criticism.  Illustrate critical terms in respect of literary piece.
8.2.1.4 CO 19 CO 20 CO 21 CO 22 CO 23 CO 24	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.  Analyse literary value of literature.  Recall age-wise concepts of criticism.  Illustrate critical terms in respect of literary piece.  Develop Research aptitude among students.
8.2.1.4 CO 19 CO 20 CO 21 CO 22 CO 23 CO 24 8.2.2 B	S-4 – INTRODUCTION TO LITERARY CRITICISM  Understand the function of literary criticism.  Memorize journey of literary criticism.  Analyse literary value of literature.  Recall age-wise concepts of criticism.  Illustrate critical terms in respect of literary piece.  Develop Research aptitude among students.  A. (ENGLISH) SECOND YEAR

	Indian culture and ethos.
CO 27	Enhance the linguistics skills by focussing in grammar.
CO 28	Enrichment of vocabulary relating to spoken English language.
CO 29	Appraise essential soft skills.
CO 30	Develop emotional quotient and thinking.
8.2.2.2	G-2 ADVANCED STUDY OF ENGLISH LITERATURE
CO 31	Comprehend various accents of English Speech.
CO 32	Differentiate various vowels, Consonants of Phonology.
CO 33	Explore Advanced areas of linguistics.
CO 34	Analyse English language in context of society.
CO 35	Discover communicative use of English language.
CO 36	Examine Spoken, Written and non-literary writing.
8.2.2.3	S-1- APPRECIATING DRAMA
<b>8.2.2.3</b> CO 37	S-1- APPRECIATING DRAMA  Identify elements of drama as a major from of literature.
CO 37	Identify elements of drama as a major from of literature.
CO 37 CO 38	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.
CO 37 CO 38 CO 39	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.
CO 37 CO 38 CO 39	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different
CO 37 CO 38 CO 39 CO 40	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different parts of world.
CO 37 CO 38 CO 39 CO 40	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different parts of world.  Create awareness regarding aesthetics of drama and design
CO 37 CO 38 CO 39 CO 40	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different parts of world.  Create awareness regarding aesthetics of drama and design Creative writing as well.
CO 37 CO 38 CO 39 CO 40 CO 41	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different parts of world.  Create awareness regarding aesthetics of drama and design Creative writing as well.  Dramatize the incidents as to encourage the students to role-play.  S-2 APPRECIATING POETRY
CO 37 CO 38 CO 39 CO 40 CO 41	Identify elements of drama as a major from of literature.  Exploring the literary and the theoretical discussion of drama.  Appreciate and Analyse drama by applying literary terms.  Appreciate sample masterpieces of English Drama from different parts of world.  Create awareness regarding aesthetics of drama and design Creative writing as well.  Dramatize the incidents as to encourage the students to role-play.

CO 45	Elaborate technical element of poetry
CO 46	Describe cultural background of each poet
CO 47	Appreciate the master-pieces of poem.
CO 48	Elaborate kinds of poetry.

# 8.2.3 B.A. (ENGLISH) FIRST YEAR

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8.2.3.1	COMPULSORY ENGLISH
CO 49	Discover the psychological involvement in process of language
	Learning.
CO 50	Categorize and apply aspects of grammar and communicative
	English.
CO 51	Associate with era of globalization as well as prioritize Indian
	culture And Ethos.
CO 52	Appraise essential dialogue writing and communication skills.
CO 53	Measure the linguistic competence and general confidence
CO 54	Develop critical thinking and creative writing of role play.
8.2.3.2	OPTIONAL ENGLISH
CO 55	Construct humanitarian values and attitude of tolerance.
CO 56	Memorize master pieces of literature.
CO 57	Interpreted universal thoughts in poems.
CO 58	Formulate sounds of English Language.
CO 59	Study master pieces of literature. (Fiction, Non-fiction, Poem)
CO 60	Identify the theoretical aspects of drama.

# 9. DEPATMENT OF POLITICAL SCIENCE BACHELOR OF ARTS (POLITICAL SCIENCE)

### 9.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

After Successful Completion of three years degree program in BA, Students will be able to,

- PSO 13 Explain different approaches to politics and hold their own understanding of politics.
- PSO 14 Analyse state's instrumental role in discourses on politics.
- PSO 15 Distinction between nation and state.
- PSO 16 Elaborate different theories on nationalism.
- PSO 17 Memorize social movements and distinction between the old and new social movements.
- PSO 18 Understand the inter relationship between policy decisions and its effects on society.
- PSO 19 Critical appreciate socio- political phenomena based on the study of existing socio-economic determinants and past experiences.
- PSO 20 Illustrate the rights and duties of citizenship
- PSO 21 Study the linkages between academics and civil society
- PSO 22 Assess the function of an individual and as a member/ leader in different social settings.

### 9.2 COURSE OUTCOMES (COS)

### 9.2.1 B.A. (POLITICAL SCIENCE) THIRD YEAR

### 9.2.1.1 (G3) LOCAL SELF GOVRENMENT IN MAHARASHTRA

CO 1 Discuss Historical Background of Local self-government.

- CO 2 Analyze Balwantrao Mchata, Vasantrao Naik, L.N. Bongirwar and P.B. Pati Committee work.
- CO 3 CO :3: Describe Gram Panchayat, Panchayat Samiti and Zila Parishad.
- CO 4 Explain Municipal Council and Municipal Corporation.
- CO 5 Explain the importance and features of 73rd Constitutional Amendment
- CO 6 Express 74th Constitutional Amendment Importance and Feature.

### 9.2.1.2 (S3) PUBLIC ADMINISTRATION

- CO 7 Clarify the meaning, scope, nature and importance of public Administration,
- CO 8 Discuss structure of organization and forms of organization.
- CO 9 Illustrate principles of State principles, Centralization and Decentralization.
- CO 10 Summarize significance of Public Corporation.
- CO 11 Evaluate Changing Perspectives in Public administration.
- CO 12 Describe approaches to public choice approach.

### 9.2.1.3 (S4) INTERNATIONAL RELATION

- CO 13 Define growth of Internationals Relation.
- CO 14 Explore the concept of national power.
- CO 15 Discuss scope and significance of International Relations
- CO 16 Explaining basic concepts of Diplomacy in contemporary world order.
- CO 17 Point out the role of Diplomacy, Propaganda and Military capabilities in the making of foreign policy.

CO 18 Measure the developments in third world countries in post-World War II era like ASEAN.

# 9.2.2 B.A. (POLITICAL SCIENCE) SECOND YEAR

9.2.2.1	(G-2) AN INTRODUCTION TO POLITICAL IDEOLOGY
CO 19	Interpret Importance & views of democracy Experiment power &
	its functions in society.
CO 20	Analyse theories of justice
CO 21	State the ideology and its relationship with other political concepts
CO 22	Explore the features of major political ideologies.
CO 23	Critically appreciate fascism, anti-rationalism theories
CO 24	Memorize central themes of nationalism.
9.2.2.2	(S1) WESTERN POLITICAL THOUGHT
CO 25	Define dominant features of Ancient Western Political Thought:
CO 26	Examine the features of Medieval Political Thought
CO 27	Discuss Reference the Renaissance: political thought of
	Reformation; and Machiavelli.
CO 28	Elaborate Jean-Jacques Rousseau views on social contract
CO 29	Explain ability to develop Principle based thinking.
CO 30	Point out Plato contributions to the theory of Sadgunya.
9.2.3	B.A. (POLITICAL SCIENCE) FIRST YEAR
9.2.3.1	(G-1) INTRODUCTION TO INDIAN CONSTITUTION
CO 31	Illustrate Constitutional values in day-to-day life
CO 32	Explain ideological bases of Indian constitution & functioning of

government all intuitions at all levels.

CO 33 Apply constitutional values in the functioning of government all intuitions at all level.

CO 34 Identify fundamental rights & increase societal understanding of these rights.

CO 35 Appraise awareness of fundamental duties.

CO 36 Judge democracy in judiciary role.



# 10. DEPATMENT OF MARATHI BACHELOR OF ARTS (MARATHI)

# 10.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

PSO 1	मराठी काव्य परंपरेचा संस्कृतीशी असणारा अनुबंध समजेल.
PSO 2	प्रात्यक्षिकाद्वारे साहित्य प्रकारचे लेखन कौशल्य आत्मसात करता येईल.
PSO 3	मध्ययुगीन मराठी वाङ्मय आणि इतिहास यातील परस्पर संबंधाची जाणीव होईल.
PSO 4	मध्ययुगीन कालखंडातील प्रमुख संप्रदाय व ग्रंथनिर्मिती यातील संबंध स्पष्ट करता येईल.
PSO 5	भाषेचे स्वरूप, वैशिष्ट्ये आणि कार्य या अनुषंगाने मानवी समाज व्यवहाराचा अभ्यास करता
	येईल.
PSO 6	मराठी भाषेच्या रूपव्यवस्थेचे वर्गीकरण आणि विश्लेषण करता येईल.
PSO 7	मानवी मूल्यांविषयी जाणीव जागृती होईल.
PSO 8	विविध साहित्य प्रकारच्या साह्याने संस्कृती व समाज जीवन यातील परस्पर संबंधाचे
	विश्लेषण करता येईल.
PSO 9	ललित गद्य या साहित्यप्रकाराने भाषिक कौशल्यांची सखोल जाण निर्माण होईल.
PSO 10	पत्र लेखनाचे स्वरूप व वैशिष्ट्ये समजून घेऊन त्याचे उपयोजन करता येईल.
PSO 11	लेखकाची जडणघडण आणि त्याच्या समकालीन समाज वास्तवाचे आकलन होईल.
PSO 12	साहित्याची निर्मिती प्रक्रिया व आस्वाद घेता येईल.
PSO 13	संदर्भग्रंथ, परीक्षण, मूल्यमापन आणि समीक्षा यातील परस्पर संबंध लक्षात येईल.
PSO 14	व्यावहारिक आणि साहित्यिक दृष्टिकोनातून भाषिक कौशल्य विकसित होईल.

# 10.2 COURSE OUTCOMES (COS)

### 10.2.1 B.A. (MARATHI) THIRD YEAR

# 10.2.1.1 भाषिक कौशल्य विकास आणि आधुनिक मराठी साहित्य प्रकार (G-3)

- CO 1 प्रवास वर्णन या साहित्यप्रकाराचे मूल्यमापन करता येईल.
- CO 2 प्रवास वर्णन या साहित्यप्रकाराचे स्वरूप घेता येईल.
- CO 3 प्रवास वर्णनाचे आकलन, आस्वाद आणि विश्लेषण करता येईल
- CO 4 मराठी काव्य परंपरेचा संस्कृतीशी असणारा अनुबंध स्पष्ट होईल.
- CO 5 कवितेचा कलात्मक आकृतिबंध जाणून घेता येईल.
- CO 6 कवितेच्या स्वरूपाचे विश्लेषण करता येईल.
- CO 7 प्रात्यक्षिकाद्वारे काव्याचे लेखन कौशल्य आत्मसात करता येईल.

### 10.2.1.2 मध्ययुगीन मराठी वाङ्मयाचा स्थूल इतिहास (S-3)

- CO 8 मध्ययुगीन मराठी वाङ्मय आणि इतिहास यांचा अन्वय लावता येईल.
- CO 9 मध्ययुगीन मराठी साहित्यातील विविध वाङ्मय प्रवाहाचे आकलन होईल.
- CO 10 मध्ययुगीन साहित्यप्रकारामागील प्रेरणा समजून घेता येईल.
- CO 11 मध्ययुगीन कालखंडातील प्रमुख संप्रदाय व ग्रंथनिर्मिती यांचा अनुबंध स्पष्ट करता येईल.
- CO 12 मध्ययुगीन कालखंडातील मराठी गद्य आणि पद्य रचना यातील फरक लक्षात येतील.
- CO 13 मध्ययुगीन मराठी वाङ्मय आणि इतिहास याचे विशेषता जाणवेल.

### 10.2.1.3 वर्णनात्मक भाषाविज्ञान (S-४)

CO 14 भाषा अभ्यासाची आवश्यकता लक्षात येईल.

- CO 15 भाषेचे स्वरूप, वैशिष्ट्ये आणि कार्य या अनुषंगाने भाषेचे वर्गीकरण करता येईल.
- CO 16 स्वन स्वनिम स्वनांतर यांचे विश्लेषण करता येईल.
- CO 17 रुपिका -रुपिम- रुपिकांतर या संकल्पना समजून घेता येईल.
- CO 18 मराठीच्या रूपव्यवस्थेचे वर्गीकरण करता येईल.
- CO 19 अर्थविन्यास या संकल्पनेचा भाषा वैज्ञानिक दृष्टीने परिचय करून घेता येईल.

### 10.2.2 B.A. (MARATHI) SECOND YEAR

# 10.2.2.1 भाषिक कौशल्य विकास आणि आधुनिक मराठी साहित्यप्रकार (G-2)

- CO 20 कादंबरी या वाङ्मय प्रकाराचे आकलन होईल.
- CO 21 समकालीन कादंबरीतील नवीन अवकाशांचा शोध घेता येईल.
- CO 22 मानवी मूल्यांविषयी जाणीव निर्माण होईल.
- CO 23 कादंबरी लेखनाचे विशेष अभ्यासता येतील.
- CO 24 कादंबरीतून संस्कृती व समाज जीवन यातील परस्पर संबंध जाणून घेता येतील.
- CO 25 लिलतगद्य या साहित्यप्रकाराचे स्वरूप- वैशिष्ट्ये लक्षात येईल.
- CO 26 लिलतगद्य या साहित्यप्रकाराचा आस्वाद घेता येईल.
- CO 27 लित गद्य या साहित्यप्रकाराने भाषिक कौशल्यांची सखोल जाण निर्माण होईल.

# 10.2.2.2 आधुनिक मराठी साहित्य: प्रकाशवाटा (S-1)

- CO 28 आत्मचरित्र या वाङ्मय प्रकाराचे आकलन होईल
- CO 29 इतर साहित्य प्रकारात आत्मचरित्राचे वेगळेपण लक्षात येईल.
- CO 30 आत्मचरित्र लेखकाची जडणघडण आणि त्याचा समकालीन समजून घेता येईल.
- CO 31 मध्ययुगीन गद्य पद्य या साहित्य प्रकाराचे आकलन होईल.

- CO 32 मध्ययुगीन साहित्य प्रकारातील विविध प्रवाहांचे आकलन होईल.
- CO 33 ऐतिहासिक पत्र लेखनाचे स्वरूप लक्षात येईल

### 10.2.2.3 साहित्यविचार आणि समीक्षा विचार (S-2)

- CO 34 साहित्याची निर्मिती प्रक्रिया समजून घेता येईल.
- CO 35 साहित्याची भाषा समजून घेता येईल.
- CO 36 साहित्याची भाषा शैली समजावून घेता येईल.
- CO 37 साहित्य आणि समीक्षा यांच्या परस्पर संबंधाचा परिचय होईल.
- CO 38 साहित्य प्रकारानुसार समीक्षेचे स्वरूप अभ्यासता येईल.
- CO 39 साहित्याच्या प्रकारानुसार समीक्षेच्या स्वरूपाचा अभ्यास करता येतो.
- CO 40 संदर्भग्रंथ परीक्षा आणि समीक्षा यातील फरक येथे समज् शकतो

### 10.2.3 B.A. (MARATHI) FIRST YEAR

# 10.2.3.1 मराठी साहित्य : कथा व एकांकिका आणि भाषिक कौशल्य विकास (G-1)

- CO 41 कथा या वाङ्मय प्रकाराची त्याच्या निर्मिती प्रयोजनासह ओळख होईल
- CO 42 कथेची निर्मिती कोणत्या सामाजिक वास्तवातून होते याचा परिचय होईल.
- CO 43 समकालीन कथेतून संस्कृतीनिष्ठतेचे प्रतिबिंब कशाप्रकारे प्रगट होते याचा अभ्यास करता येईल.
- CO 44 एकांकिका या साहित्य प्रकाराचे निर्मिती आणि प्रायोगिकतेसह आकलन होईल
- CO 45 एकांकिकेच्या अभ्यासात्न साहित्य आणि समाजवास्तव समजेल.
- CO 46 संवाद लेखन कौशल्य विकसित होईल.

# 11. DEPATMENT OF GEOGRAPHY BACHELOR OF ARTS (GEOGRAPHY)

#### 11.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

After studying this programme, students will be able to ...

- PSO 1 Understand the basic concepts, principles and theories in the selected branches in systematic geography.
- PSO 2 Establish an understanding of spatial pattern in regional geography and interpret the dynamics of relationship between geographical factors operating in different region.
- PSO 3 Exhibit the knowledge of various statistical tools, cartographic Technique and Geographical Information System (GIS)
- PSO 4 Summarize composition of population geography.
- PSO 5 Develop skill to conduct survey independently through the use of Various basic survey instruments.
- PSO 6 Prepare academic, entrepreneurial and material aptitude with Professional ethics for employment in public and private sectors
- PSO 7 Identify fundamentals of Physical Geography.
- PSO 8 Analyze knowledge about hydrosphere of earth.
- PSO 9 Categorize the rural settlement patterns.
- PSO 10 Classify economic activities and geographical factors.
- PSO 11 Survey industrial sector and the pollution associated with it.
- PSO 12 Point out the role of tourism in development.

#### 11.2 COURSE OUTCOMES (COS)

#### 11.2.1 B.A. (GEOGRAPHY) THIRD YEAR

After completion of these courses students will be able to:		
11.2.1.1	GEOGRAPHY OF DISASTER MANAGEMENT	
CO 1	Distinguish concepts of Disaster, Hazard, Vulnerability and Risks.	
CO 2	Analyse features of Disaster Management.	
CO 3	Identify the theory of Disaster Management	
CO 4	Recognize Climatic, Geological and Geomorphological,	
	Anthropogenic Disaster.	
CO 5	Prepare for Climatic, Geological and Geomorphological,	
	Anthropogenic Disaster management.	
CO 6	Discriminate Disaster Management through various case studies.	
11.2.1.2	GEOGRAPHY OF INDIA -I	
CO 7	Describe location, extension and geo-political importance of India.	
CO 8	Distinguish Major physiographic divisions and its formation.	
CO 9	Discriminate Drainage System of India.	
CO 10	Paraphrase climate soils and vegetation of India.	
CO 11	Assess minerals and energy resources of India.	
CO 12	Measure the Importance of agriculture in Indian economy and	
	hallenges before Indian agriculture.	

#### 11.2.1.3 PRACTICAL GEOGRAPHY

CO 13	Recognize types of geographical data.
CO 14	Estimate cumulative Frequency and Ogive curve.
CO 15	Calculate mean, mode and Media for ungrouped data.
CO 16	Compare Null hypothesis and Alternative Hypothesis.
CO 17	explain the analysis of landforms
CO 18	Defend bivariate correlation and regression.
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CO 19 Design village project report.

#### 11.2.1.4 RESEARCH METHODOLOGY

- CO 20 Identify various sources of information for data collection.
- CO 21 Classify Merits and demerits of Research methodology.
- CO 22 Discover characteristics of good research report writing.
- CO 23 Point out techniques of research report writing.
- CO 24 Memorize research methodology.
- CO 25 Frame the structure of research report.

#### 11.2.2 B.A. (GEOGRAPHY) SECOND YEAR

#### 11.2.2.1 ENVIRONMENTAL GEOGRAPHY

- CO 26 Recognize concept, scope of environmental geography and components of environment.
- CO 27 Distinguish ecosystem and biodiversity on earth.
- CO 28 Discriminate the problems of environment.
- CO 29 Dynamic environment among the students.
- CO 30 Imbibe Environmental Planning and Management.
- CO 31 Illustrate environmental policies of sustainable development.

#### 11.2.2.2 POPULATION GEOGRAPHY

- CO 32 Memorize features of population geography.
- CO 33 Classify scientific study of people and their spatial distribution.
- CO 34 Solve population density in form of average.
- CO 35 Point out statistical method of demography.
- CO 36 Analyse dynamics of number, size, distribution and growth Patterns.

CO 37	Design composition of population geography.
11.2.2.3	PRACTICAL GEOGRAPHY
CO 38	Memorize basic concepts in practical geography.
CO 39	Discuss various scale and projection techniques in geography.
CO 40	Construct various map projection in practical geography.
CO 41	Explain the elementary and essential principles of practical
	Work in geography.
CO 42	Identify errors in plane table survey.
CO 43	Develop practical knowledge and application of cartographical
	techniques.
11.2.2.4	INTRODUCTION TO GEOGRAPHIC INFORMATION
11,2,2,7	SYSTEM AND INTRODUCTION TO REMOTE SENSING
CO 44	Describe GIS and Remote Sensing.
CO 45	Application of GIS and Remote Sensing.
CO 46	Categorize Spatial Data and Non-Spatial Data.
CO 47	Creation of Layout and Map- using Point, Line & Polygon.
CO 48	Interpretation of Downloaded Image from Bhuvan /USGS.
11.2.3 B	S.A. (GEOGRAPHY) FIRST YEAR
11.2.3.1	PHYSICAL GEOGRAPHY.
CO 49	Describe fundamentals of Physical Geography
CO 50	Discuss the Landform formation and its theories.
CO 51	Distinguish the atmosphere, temperature, humidity, atmospheric
	Pressure.
CO 52	Discover knowledge about hydrosphere of earth.

# 11.2.3.2 HUMAN GEOGRAPHY CO 53 Describe fundamentals of human geography. CO 54 Apply Notestein theory of demographic transition. CO 55 Discuss the rural settlement patterns and trend of world urbanization. CO 56 Categorize the types of farming and problems of agriculture.



# 12. DEPATMENT OF ECONOMICS BACHELOR OF ARTS (ECONOMICS)

#### 12.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

PSO 1	Explain the basic concepts, laws and theories related to the
	economic behaviour of the human being.
PSO 2	Illustrate fundamentals of modern financial system
PSO 3	Inculcate the economic way of thinking.
PSO 4	Describe leadership regarding entrepreneurship
PSO 5	Understand the nature of any discipline as a continuous process
	of development and welfare of the human being.
PSO 6	Cultivate Presentation skills
PSO 7	Understand and comprehend the current business scenario,
	agricultural scenario and growth in the Indian context.
PSO 8	Realize current industrial, service and other sectorial growth in
	the Indian context.
PSO 9	Classify banking and nonfinancial system in India
PSO 10	Understand globalize and Indian economy
PSO 11	Understand resent development in Indian economy
PSO 12	Analyze the technique for different kinds of research
PSO 13	Design the social applicable Research Project
PSO 14	Understand an international financial institution
PSO 15	Apply economic analysis in practice.

#### 12.2 COURSE OUTCOMES (COS)

#### 12.2.1 B.A. (ECONOMICS) THIRD YEAR

12.2.1.1	INDIAN ECONOMIC DEVELOPMENT (G3)
CO 1	Define Concept of development and growth of economy
CO 2	Discuss the indicators of economic Development.
CO 3	Compare the concept and indicators of human development
CO 4	Identify the characteristics of developing and developed Countries
CO 5	Explain constraints and process of economic development
CO 6	Describe the process of economics planning
CO 7	Indicate the changing structure of planning processes in India
12.2.1.2	INTERNATIONAL ECONOMICS – I, AND II (S-III)
CO 8	Describe concepts of International Economics and International
	Trade.
CO 9	Explain Growth, Composition and Direction of India's Foreign
	Trade.
CO 10	Explain theories related to international trade.
CO 11	Discuss trade policies like quotas, tariffs and exchange rates
CO 12	Describe concept of Balance of Payment and Measures to correct
	deficit in balance of payment
CO 13	Analyse FDI in India
CO 14	Interpret India's foreign trade, policy and participation in
	international organisations like WTO, IMF, etc
12.2.1.3	PUBLIC FINANCE

- Paraphrase the nature and scope of public Finance. CO 15
- Describe and analyse the concept of Public Revenue and its CO 16 components.
- Explain types of Public Expenditure and reasons for rising Public CO 17

	Expenditure.
CO 18	Indicate the types of Public Debt and its effects.
CO 19	Analyse the components and instruments of Fiscal Policy.
CO 20	Distinguish the concepts of Budget and its components.
CO 21	Illustrate the concept of Deficit Finance
CO 22	Compare and explain the Centre and State Financial Relationship.
12211	SKILL ENHANCEMENT COURSE SEC 3A: BUSINESS
12.2.1.4	MANAGEMENT COURSE SEC 5A: BUSINESS
CO 23	
	MANAGEMENT
CO 23	MANAGEMENT  Define Leadership
CO 23 CO 24	MANAGEMENT  Define Leadership  Describe Business planning and decision making
CO 23 CO 24 CO 25	MANAGEMENT  Define Leadership  Describe Business planning and decision making  Explain Analytical Skills

### 12.2.2 B.A. (ECONOMICS) SECOND YEAR

12.2.2.1	FINANCIAL SYSTEM (G-2)
CO 28	Explain fundamentals of modern financial system.
CO 29	Compare the recent trends and developments in banking system.
CO 30	Describe role of Reserve Bank of India.
CO 31	Classify various financial and non-financial institutions.
CO 32	Summarize intricacies of Indian financial system for better
	financial decision making.
CO 33	Categorize principle of commercial banks different types of
	accounts and customers

12.2.2.2	MICRO ECONOMICS - S -1
CO 34	Describe basic economics problems CO35: Compare micro and
	macroeconomic concepts
CO 35	Interpret the utility concepts,
CO 36	Explain theory of Demand, the elasticity of demand and supply
CO 37	Differentiate between short run and long run cost
CO 38	Summarize factors of production in involved in processes of
	production and theories related to their pricing
12.2.2.3	MACRO ECONOMICS S -2
CO 39	Compare between micro economics and macro economics
CO 40	Explain various concepts of national income
CO 41	Apply Keynesian theory of employment
CO 42	Explain consumption and investment CO44: Interpret causes,
	effect and controlling measures of inflation, deflation, Business
	Cycle.
CO 43	Measure role of monetary and fiscal policies
CO 44	Differentiate macro policies - monetary and fiscal policies and its
	applications in functioning of the economy
12.2.2.4	BASIC CONCEPT OF RESEARCH METHODOLOGY
CO 45	Demonstrate sampling methods and the ability to use collection of
	data
CO 46	Identify the appropriate sample techniques for different kinds of
	research questions
CO 47	Evaluate the appropriate source of data in relation to the collection
	of research data.

CO 48 Compare collected data in the form of graph, bar diagram, chart etc

#### 12.2.3 B.A. (ECONOMICS) FIRST YEAR

12.2.3.1	INDIAN ECONOMIC ENVIRONMENT G-1
CO 49	Describe the recent developments in Indian Economy
CO 50	Define background of the Indian Economy with focus on
	contemporary issues like economic environment, unemployment
CO 51	Discuss the current business scenario in India.
CO 52	Illustrate economic environment and the factors affecting
	economic environment.
CO 53	Categorise various new developments in the different sectors of an
	economy - agriculture, industry, services, banking, etc.
CO 54	Compare Indian Economy with world economies.

# 13. DEPATMENT OF HISTORY BACHELOR OF ARTS (HISTORY)

#### 13.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

After completion of this programme students will be able to,

- PSO 1 Knowledge of multiple perspectives of the Indian subcontinent from earliest times up to the period after independence.
- PSO 2 Familiarity with the significant patterns of development in certain parts of the modern and early modern world as well as certain non-Indian ancient societies.
- PSO 3 Critically analyse complex historical narrative, evaluate its deployment of evidence, and understand its argument
- PSO 4 Identify patterns of change and continuity of issues of contemporary significance over long durations as well as across diverse geo-cultural zones
- PSO 5 Distinguish primary and secondary sources and identify and evaluate evidence
- PSO 6 Demonsrate discussion and written work understanding of different people and culture in past environments and of how those cultures changed over the centuries.
- PSO 7 Produce own historical analysis of documents and develop the ability to think critically and historically when discussing the past Ability to compare and contrast different processes, modes of thoughts and modes of expression from different historical time periods and in different geographical areas.
- PSO 8 Offer multi-causal explanations of major historical developments based on a contextualized analysis of interrelated political, social, economic, cultural and intellectual processes

- PSO 9 Write an original research paper with relevant primary and secondary sources consisting coherent, plausible argument, logical structure, proper references.
- PSO 10 Memorize presentation skill of research paper

#### 13.1.1 B.A. (HISTORY) THIRD YEAR

#### 13.1.1.1 INTRODUCTION TO HISTORIOGRAPHY (S-3)

- CO 1 At the end of the paper, students will be able to
- CO 2 Understand the importance of history article
- CO 3 Classify the data collection and tools of History.
- CO 4 Discuss History and an interdisciplinary approach in History.
- CO 5 Memorize Perspectives, new discoveries in history connection with global.
- CO 6 Develop Research aptitude in History.
- CO 7 Analyze the Information and Importance of applied history

#### 13.1.1.2 INDIAN NATIONAL MOVEMENT (1885-1947) G-3

- CO 8 Point out various stages of Rise and Growth of Indian Nationalism
- CO 9 Interpret of Mass Movement
- CO 10 Analyze of Two Nation Theory
- CO 11 Classify of Workers Movement.
- CO 12 Evaluate Dalit Movement (Theory)
- CO 13 Critically appreciate the Mass Movement

#### 13.1.1.3 MAHARASHTRA IN THE 19TH CENTURY -4

- CO 14 Discuss of Foundation of British Power in Maharashtra
- CO 15 Point out of Impact of British Power in Maharashtra

CO 16	Evaluate of Reformism in Maharashtra
CO 17	Summarize Uprising and Political Agitation
CO 18	Shady the Commercialization of Agriculture
CO 19	Develop of Economic Transformation in Maharashtra

#### 13.1.2 B.A. (HISTORY) SECOND YEAR

13.1.2.1	HISTORY OF MEDIEVAL INDIA (1206-1526 AD) (S-1)
CO 20	Assess the fundamental changes in policy, society, religion and
	culture of India.
CO 21	Appraise the Medieval India - Sultanate Period
CO 22	Describe the different types of historical sources available for
	writing the history of medieval India.
CO 23	Explain the contributions of medieval rulers.
CO 24	Enumerate the administration and economy of the Delhi sultanate
	and Vijayanagar Empire.
CO 25	Identify the various sources for writing Medieval Indian history
00.00	
CO 26	Comparison of religion, society and culture
13.1.2.2	HISTORY OF THE MARATHA (1630-1707)
13.1.2.2	HISTORY OF THE MARATHA (1630-1707)
<b>13.1.2.2</b> CO 27	HISTORY OF THE MARATHA (1630-1707)  Describe fundamentals causes of rise of Maratha power.
13.1.2.2 CO 27 CO 28	HISTORY OF THE MARATHA (1630-1707)  Describe fundamentals causes of rise of Maratha power.  Enumerate Marathi and Foreign Sources
13.1.2.2 CO 27 CO 28 CO 29	HISTORY OF THE MARATHA (1630-1707)  Describe fundamentals causes of rise of Maratha power.  Enumerate Marathi and Foreign Sources  Identify history of Marathas.
13.1.2.2 CO 27 CO 28 CO 29	HISTORY OF THE MARATHA (1630-1707)  Describe fundamentals causes of rise of Maratha power.  Enumerate Marathi and Foreign Sources  Identify history of Marathas.  Sketch of Shahaji Raje, Rajmata Jijabai, Chhatrapati Shivaji

CO 33	Glimpses of the Modern World Part – 1 (S-2)
CO 34	Demonstrate the causes and consequences of the Reformation.
CO 35	Evaluate Religious Reforms Movement
CO 36	Memorize The American Revolution, The French Revolution,
	The Industrial Revolution
CO 37	Illustration of Nationalism
CO 38	Relate of World War I and Rise of Communism
CO 39	Elucidation of Paris Peace Settlement; League of Nations

#### 13.1.3 B.A. (HISTORY) FIRST YEAR

## 13.1.3.1 EARLY INDIA FROM PREHISTORY TO THE AGE OF THE MAURYAS

- CO 40 Recognize the Early India from Prehistory to the Age of The Mauryas.
- CO 41 Apply the Sources and Tools of historical reconstruction Archaeology.
- CO 42 Categorise the Vedic and Later Vedic Culture.
- CO 43 Explain Gautama Buddha and Vardhamana Mahavira.
- CO 44 Illustrate the Emergence of the Mahajanpadas and the Age of the Mauryas
- CO 45 Paraphrase the Early History of South India

# 14. DEPATMENT OF PSYCHOLOGY BACHELOR OF ARTS (PSYCHOLOGY)

#### 14.1 PROGRAM SPECIFIC OUTCOMES (PSOS)

- CO 1 Program Specific Outcomes (PSOs)
- CO 2 Summarize the basic psychological processes and their applications in day to day life.
- CO 3 Create psychological remedies to assess abnormal behavior, to tackle the social issues and to rectify the problematic behavior.
- CO 4 Describe group dynamics and individual in the social world.
- CO 5 Prioritize Community Mental Health
- CO 6 Modify job profile, job analysis, recruitment techniques and employee training.
- CO 7 Discover the clinical psychology related mechanisms, social issues, and criminal behavior.

## 14.1.1.1 SEC- 1 A: INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY

#### 14.1.2 B.A. (PSYCHOLOGY) THIRD YEAR

- CO 1 Describe the concept of industrial and organizational psychology, selection and training, evaluation and motivation at workplace.
- CO 2 Explain job profile, job analysis, recruitment techniques and employee training.
- CO 3 Identify and classify the appraisal rating system.
- CO 4 Compare different theories of motivation.

CO 5 Evaluate the training program and job performance.

#### 14.1.2.1 SEC 1 D (3): APPLIED PSYCHOLOGY SEMESTER-VI

- CO 6 Describe the concept of applied psychology, educational psychology, family structure and developmental patterns.
- CO 7 Know the clinical psychology related mechanisms, social issues, and criminal behavior.
- CO 8 Classify the intellectual ability, abnormality, criminal behavior.
- CO 9 Identify the problems and solutions in the field of education,
- CO 10 Evaluate the interpersonal relations.
- CO 11 Apply psychological remedies to assess abnormal behavior, to tackle the social issues and to rectify the problematic behavior.

#### 14.1.3 B.A. (PSYCHOLOGY) SECOND YEAR

#### 14.1.3.1 SEC- 1A: HEALTH PSYCHOLOGY

- CO 12 Memorize health psychology and arrive at the introduction to the role of psychology in health.
- CO 13 Understand the nature of stress and coping
- CO 14 Discover various factors related to health and diseases.
- CO 15 Appraise quality of life and promoting the good health.

#### 14.1.3.2 SEC- 1B: POSITIVE PSYCHOLOGY

- CO 16 Understand how the positive psychology as the science of happiness, human strengths, positive aspects of human behavior and 'psychology of well-being.'
- CO 17 Prioritize happiness and satisfaction, and face life's challenges.

CO 18 Formulate positive psychology with an evolving mosaic of research and theory from many different areas of psychology.

#### 14.1.4 B.A. (PSYCHOLOGY) FIRST YEAR

#### 14.1.4.1 COURSE DSC-PSY- 1A: FOUNDATIONS OF PSYCHOLOGY

- CO 19 Paraphrase the basic psychological processes and their applications in day to day life.
- CO 20 Develop the ability to evaluate cognitive processes, learning and memory of an individual.
- CO 21 Explain the importance of motivation and emotion of the individual.
- CO 22 Evaluate the personality and intelligence of the individuals by developing their psychological processes and abstract potentials.

# 14.1.4.2 COURSE DSC-PSY- 1B: INTRODUCTION TO SOCIAL PSYCHOLOGY

- CO 23 Define the basics of social psychology.
- CO 24 Understand the nature of self, concept of attitude and prejudice of the individual.
- CO 25 Assess the interactional processes, love and aggression in our day today life. .
- CO 26 Discuss group dynamics and individual in the social world.
- CO 27 Measure Community Mental Health
- CO 28 Assess level of social psychology.

#### 15. SKILLED BASED SHORT-TERM COURSES

#### 15.1 COURSE OUTCOMES (COS)

#### 15.1.1 B.A./B.COM/B.B.A/B.VOC. FIRST YEAR

15.1.1.1	CERTIFICATE COURSE IN ENTREPRENEURSHIP DEVELOPMENT		
CO 1	Create awareness about entrepreneurship		
CO 2	Develop interest towards entrepreneurship		
CO 3	Memorize skill of identifying business opportunities.		
CO 4	Ability of preparation of project report and field survey report		
15.1.1.2	2. CERTIFICATE COURSE IN INTRODUCTION TO DATA SCIENCE		
CO 1	Develop relevant programming abilities.		
CO 2	Demonstrate proficiency with statistical analysis of data.		
CO 3	Elaborate the ability to build and assess data based models.		
CO 4	Execute statistical analyses with professional statistical software.		
CO 5	Demonstrate skill in data management.		
CO 6	Apply data science concepts and methods to solve problems in		
	real-world		
15.1.1.3	3. CERTIFICATE COURSE IN PHOTO-JOURNALISM		
CO 1	Gain knowledge on Photography and Journalism.		
CO 2	Understand the job opportunities		
CO 3	Enable individuals to start own News agency.		
CO 4	Develop skills of writing for different news media's.		
CO 5	Understand and make use of knowledge of Effective PR		
	Strategies.		
CO 6	Get to know about Power of News, How Does it can changes		
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society, etc.

15.1.1.4	CERTIFICATE COURSE IN FASHION DESIGNING		
CO 1	Understand the Elements of Design and Fashion		
CO 2	Basics of Machine and its types.		
CO 3	Realize Sketching and Drafting.		
CO 4	Detail of Garment Construction.		
CO 5	Explore different types of Fashion Patterns.		
CO 6	Memorize Western Garments.		
15.1.1.5	CERTIFICATE COURSE IN IBPS		
CO 1	Understand syllabus of GATE		
CO 2	Memorize pattern and techniques to solve the questions.		
CO 3	Apply the knowledge of quantitative tools & techniques in the		
	interpretation of data for exam,		
CO 4	Realize key to success in competitive exams		
CO 5	Ability to face the test and interview conducted by IBPS		
15.1.1.6	CERTIFICATE COURSE IN COMPUTERISED ACCOUNTING (TALLY)		
CO 1	Understand techniques of computerized accounting		
CO 2	Create own company, enter accounting voucher entries including		
	advance voucher entries, do reconcile a bank statements, do		
	accrual adjustments, and also print financial statements, etc. in		
	Tally ERP.9 software		
CO 3	Possess the required skills to get employed		
CO 4	Apply the knowledge of quantitative tools & techniques in the		
	interpretation of data for managerial decisions.		
001-			

CO 5 Develop computer skills of recording financial transactions, preparation of annual accounts and reports using Tally.

#### 15.1.2 B.A./B.COM/B.B.A/B.VOC. SECOND YEAR

DIPLOMA COURSE IN ENTREPRENEURSHIP DEVELOPMENT
Create awareness about entrepreneurship
Develop interest towards entrepreneurship.
Understand skill of identifying business opportunities.
Develop ability for preparation of project report and field survey

# 15.1.2.2 DIPLOMA COURSE IN INTRODUCTION TO DATA SCIENCE

CO 1 Develop relevant programming abilities.

report.

- CO 2 Demonstrate proficiency with statistical analysis of data.
- CO 3 Develop the ability to build and assess data based models.
- CO 4 Execute statistical analyses with professional statistical software.
- CO 5 Demonstrate skill in data management.
- CO 6 Apply data science concepts and methods to solve problems in real-world contexts and will communicate these solutions effectively.

#### 15.1.2.3 DIPLOMA COURSE IN PHOTO-JOURNALISM

CO 1 Gain knowledge on Photography and Journalism.

CO<sub>2</sub> Increase the number of job opportunities available to individuals. CO<sub>3</sub> Enables individuals to start their own News agency. **CO** 4 Develop skills of writing for different news medias **CO** 5 Understand and make use of knowledge of Effective PR Strategies. CO 6 Know about Power of News, How Does it can changes society, 15.1.2.4 DIPLOMA COURSE IN FASHION DESIGNING CO 1 Memorize Elements of Design and Fashion CO<sub>2</sub> Understand basics of Machine and its types. CO 3 Realize skill of Sketching and Drafting. **CO** 4 Know detail of Garment Construction. **CO** 5 Enable stitching of Different Types of Fashion Patterns. CO 6 Learn Western Garments. 15.1.2.5 **DIPLOMA COURSE IN IBPS** CO 1 syllabus of GATE and learn how to prepare the Understand questions CO<sub>2</sub> Learn the pattern and techniques to solve the questions. CO<sub>3</sub> Apply the knowledge of quantitative tools & techniques in the interpretation of data for exam, **CO** 4 Know the key to success in competitive exams CO<sub>5</sub> Ability to face the test and interview conducted by IBPS 15.1.2.6 DIPLOMA COURSE IN COMPUTERISED ACCOUNTING (TALLY) CO 1 Develop an employability key with Tally CO<sub>2</sub> Learn entering account voucher including advance voucher entries,

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reconcile a bank statements,	accrual adjustments,	and also print
financial statements, etc. in T	ally ERP.9 software.	

- CO 3 Possess the required skills data entry operator.
- CO 4 Apply the knowledge of quantitative tools & techniques in the interpretation of data for managerial decisions.
- CO 5 Understand computer skills of recording financial transactions, preparation of annual accounts and reports using Tally.

#### 15.1.3 B.A./B.COM/B.B.A/B.VOC. THIRD YEAR

#### 15.1.3.1 CERTIFICATE COURSE IN SCRIPT WRITING

- CO 1 लेखनगुणांचा विकास
- CO 2 कल्पकतेला वाव
- CO 3 पटकथा लेखनाचे कौशल्य
- CO 4 पटकथा लेखन व स्क्रीन प्ले क्षेत्रातील संधी
- CO 5 स्पर्धात्मक युगात उतरण्याची प्रेरणा
- CO 6 पटकथा व शॉर्ट फिल्म बनविणे

## 15.1.3.2 DIPLOMA COURSE IN ENTREPRENEURSHIP DEVELOPMENT

- CO 1 Create awareness about entrepreneurship
- CO<sub>2</sub>
- CO 3 Develop interest towards entrepreneurship.
- CO 4
- CO 5 Develop skill of identifying business opportunities.
- CO 6 Develop ability for preparation of project report and field survey report.

# 15.1.4 CERTIFICATE COURSE IN GST (GOODS AND SERVICE TAX)

Gain knowledge on GST and application of the same in working organizations
 Increase the number of job opportunities
 Enable individuals to start own consultancy.
 Develop skills of different taxation, finance, and accounting professionals.
 Understand and make use of knowledge of GST rules in taking managerial decisions in various tax related matters.

#### 15.1.4.1 CERTIFICATE COURSE IN STOCK MARKETING

CO 1 Understand the vocabulary and grammar of a trading floor
CO 2 Experience the interactions between traders, sales, clients, brokers
CO 3 Realize requirement for a trader, a seller, a structure
CO 4 Identify risk Management issues related to market positions
CO 5 Familiar with practical trading techniques

#### 15.1.4.2 CERTIFICATE COURSE IN ARTIFICIAL INTELLIGENCE

- CO 1 Develop relevant programming abilities.
- CO 2 Demonstrate proficiency with Artificial Intelligence data.
- CO 3 Develop the ability to build and assess Artificial Intelligence Algorithms
- CO 4 Demonstrate skill in Artificial Intelligence.
- CO 5 Apply data science concepts and methods to solve problems in real-world contexts and will communicate these solutions

#### 15.1.5 M.A. & M.COM. FIRST AND SECOND YEAR

#### 15.1.5.1 CERTIFICATE COURSE IN NET/SET/JRF- 1

- CO 1 लेखनगुणांचा विकास
- CO 2 सामाजिक ज्ञानाची ओळख
- CO 3 लेखन व वाचन कौशल्य विकसीत
- CO 4 सेट /नेट/जे.आर.एफ. या क्षेत्रातील संधी
- CO 5 स्पर्धात्मक युगात उतरण्याची प्रेरणा
- CO 6 केंद्रीय, राज्यस्तरीय नागरीसेवा क्षेत्रांत अधिकारी होण्याची प्रेरणा

#### 15.1.5.2 CERTIFICATE COURSE IN NET/SET/JRF- 2

- CO 1 लेखनगुणांचा विकास
- CO 2 सामाजिक ज्ञानाची ओळख
- CO 3 लेखन व वाचन कौशल्य विकसन
- CO 4 सेट /नेट/जे.आर.एफ. या क्षेत्रातील संधी
- CO 5 स्पर्धात्मक युगात उतरण्याची प्रेरणा
- CO 6 केंद्रीय, राज्यस्तरीय नागरीसेवा क्षेत्रांत अधिकारी होण्याची प्रेरणा

#### 15.1.6 ADDITIONAL COURSES TO ALL FACULTIES

# 15.1.6.1 PREPARATION FOR POLICE AND MILITARY RECRUITMENT EXAMINATION

- CO 1 Understand career development opportunities
- CO 2 Develop confidence about competitive exams.
- CO 3 Develop competitive skills through various types of objective tests.

CO 4	Memorize verbal and quantitative skills.		
CO 5	Enhance ability to speak in English and face an interview		
15.1.6.2	CERTIFICATE COURSE IN BEAUTY AND WELLNESS		
CO 1	Understand job opportunities in industry.		
CO 2	Develop skill of laser therapist		
CO 3	Illustrate the qualities of consultancy		
CO 4	Understand qualities of entrepreneur		
15.1.6.3	CERTIFICATE COURSE IN PREPARATION FOR COMPETITIVE EXAMINATION		
CO 1	Tips of techniques for competitive Examinations like UPSC, State Civil Services & other competitive and entrance exams.		
CO 2	Build the confidence about various competitive examinations.		
CO 3	Understand career opportunities in competitive exams.		
CO 4	Develop confidence in student about competitive exams.		
CO 5	Develop competitive skills through various types of objective tests		
CO 6	Enhance the ability to speak in English and face an interview		
15.1.6.4	CERTIFICATE COURSE IN MOBILE REPAIRING		
CO 1	Identify different types of mobile cell phones		
CO 2	Recognise potential hazards in the repair of mobile cell phones		
CO 3	Identify the parts of a mobile cell phone		
CO 4	Use the correct hardware tools to repair mobile cell phone		
CO 5	Understand assembly and disassembly of a mobile cell phone		
CO 6	Disparity between mobile cell phone hardware and software faults		
CO 7	Memorize Safety procedures.		

#### 15.1.6.5 CERTIFICATE COURSE IN GERMAN LANGUAGE

- CO 1 Develop relevant German speaking abilities.
- CO 2 Demonstrate proficiency with German language.
- CO 3 Learn new foreign language German which is useful for future career.
- CO 4 Understand need of German language
- CO 5 Memorize opportunities for employability in German language.

#### 15.1.6.6 CERTIFICATE COURSE IN GST

- CO 1 Gain knowledge on GST and application of the same in working organizations
- CO 2 Increase the number of job opportunities available to individuals.
- CO 3 Enables individuals to start their own consultancy.
- CO 4 Develop skills of different taxation, finance, and accounting professionals.
- CO 5 Understand and make use of knowledge of GST rules in taking managerial decisions in various tax related matters.