

DEPARTMENT OF COMMERCE

Bachelor of Business Administration (BBA- IB)

Programme Outcomes

After successfully Completing BBA IB Programme, students will able to-

- PO1: To provide aright understanding about the present scenario of and international trade And relationship of domestic trade with international trade.
- PO2: To explain modalities, functions and activities related with various aspects of International trade.
- PO3: To provide knowledge and understanding as to how business decisions are taken while conducting international trade transactions.
- PO4: To give knowledge about institutional and regulatory framework governing international trade.
- PO5: To inculcate skills useful to analyze various international business situations.
- PO6: To understand basic concept regarding organization business administration
- PO7: To examining how various management principles
- PO8: To develop managerial skills among the students

Programme Specific Outcomes

- PSO1: Basic aspects of management thinking & develop ability of managerial thinking and cultivate business acumen.
- PSO2: To understand different approaches to management thoughts and philosophy & Ability to understand approaches to philosophy of management thinking
- PSO3: To understand the importance of functions of management and their roles & Ability to organize various programmes and events
- PSO4: To know what are the themes in modern management and changes in the business & learn about new systems and trends in modern management
- PSO5: To develop proficiency for different purposes for different organizations
- PSO6: To understand how to make effective Business Correspondence
- PSO7: To understand different approaches to management thoughts and philosophy & Ability to understand approaches to philosophy of management thinking


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Course Outcomes

F.Y. BBA(IB)- Semester I

Course 101: Principles of Management

- CO1: To understand basic concept regarding org. Business Administration
- CO2: To examining how various management principles
- CO3: To develop managerial skills among the students
- CO4: To develop managerial effectiveness through managerial thinking
Knowledge of effective
- CO5: To Learn about the management philosophy over the period of time
- CO6: How to plan and organize an activity and motivate the group
- CO7: To Develop understanding regarding new systems of management

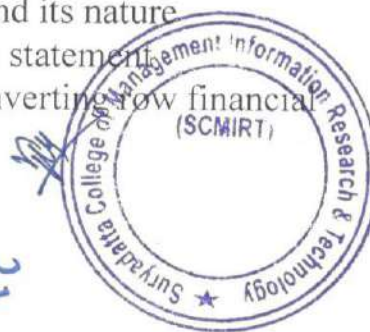
Course 102: Business Communication Skills

- CO1: To understand what is the role of communication in personal and business world
- CO2: To understand system and communication and their utility
- CO3: To develop proficiency in how to write business letters and other communications required in business
- CO4: Ability to understand implication of effective communication
- CO5: To develop an appropriate understanding role and utility of written communication in life
- CO6: To develop proficiency for different purposes for different organizations
- CO7: To develop proficiency in effective's uses of various media of communication
- CO8: To communicate interact effectively by using different forms of social media

Course 103: Business Accounting

- CO1: To develop right understanding regarding role and importance of monetary and financial transactions in business
- CO2: To cultivate right approach towards classifications of different transactions and their implications
- CO3: TO develop proficiency preparation of basic financial as to how to write basis accounting statement - Trading and P&L
- CO4: To learn about importance of acc. In business
- CO5: Ability to distinguish between different tractions and its nature
- CO6: Ability to prepare and interpret bank reconciliation statement
- CO7: Applying software basic financial statement and converting raw financial data into well written financial data


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Course 104: Business Economics – Micro

- CO1: To understand role of economics as it influences society and business
CO2: To study how different decisions are taken in relation to price demand and supply
CO3: To develop right understanding regarding Monopoly, perfect competition, revenue Etc
CO4: To understand different facets of economics and importance of prudent thinking
CO5: To understand variation in demand and supply. How it affects the different economic situations and various factors of production
CO6: To understand how the revenue is calculated for different situations and factors determined revenue.
CO7 : To know the system of determination and factors consider in cost determination
CO8: To understand how pricing determination is affected by different market players and forces and its impact on market and society

Course 105: Business Mathematics

- CO1: To understand how to apply the concept of interest and methods of calculation of interest
CO2 : To develop Mathematical competence for various interest related transactions and other activities
CO2: Ability to examine concept of discount in different business situations
CO3 : Ability to apply the various concepts in business situations
CO4 : Ability to develop the skills for data interpretation and inferences.

Course 106: Business Demography

- CO1: Ability to understand the components of demography. Factors governing of a particular economics and government. Socio economic changes as an outcome of demographic changes
CO2: Ability to examine how demographic changes - influences different aspects of policy formulation and social development
CO3: To learn about implications of changes in population and structure of population on economy and society
CO4: Equal and unequal Distribution of resources and factors of production and its impact on society



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Course Outcomes

F.Y. BBA(IB)- Semester II

Course 201: Basics of Cost Accounting

- CO1 :To develop skills for computation of total cost for a product
- CO2: How to use cost of concept
- CO3:Development of basic ability to think about cost as an ingredient of price mechanism
- CO4:To develop competence, to prepare comprehensive cost sheet and understand implication of overheads on total cost structure
- CO5:Development of reasonable working knowledge of methods of ascertainment of cost of a contract or process.

Course 202:Origin and Development of Global Business

- CO1:To provide an understanding of the concepts of Global business and Trade
- CO2:To understand the practical applications of trade theories and it's contribution.
- CO3 :To study the role of International Institutions in the development of modern trade.
- CO4:Understanding of the concept of globalization and the growth of Industries in the modern era
- CO5: Understanding of the various facets of National and International trade And its significance.
- CO4: Practical applicability of International trade theories and its role in globalization.
- CO5: Origin, functioning, concept and practices of International Institutes in the promotion of smooth trade among various countries.

Course 203:Commercial Geography

- CO1: To acquaint the students of commercial geography with its bases regarding commercial activities in different environments, referring to world resources in general and India in particular.
- CO2: To acquaint the students with the knowledge of Industrial resources of the world
- CO3: To know about the determination and location of various industries in the world and its commercial prospects.
- CO4: To acquaint students with the knowledge of home trade, means of transportation and International markets through the study of commercial geography
- CO5:To learn the multiple activities carried out in the commercial sectors. To understand how states produce certain goods in surplus on account of


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- environmental advantage and exchange of goods with each other.
- CO6: To know the importance of natural resources for more sustainable Management and long term benefits from resource related wealth.
- CO7: To understand the concept of geographic indication and its uses.
- CO8: To learn the importance of means of transport such as roadways, railways, Airway and waterways and its role in the development of the commercial activities undertaken

Course 204: Principles of Marketing

- CO1: To develop write understanding regarding marketing environment in the country
- CO2: To develop appropriate conceptual understanding as to develop basic marketing concept
- CO3 :To develop new understanding regarding services, rural marketing and new trends in marketing
- CO4: Knowledge about function of modern Indian market
- CO5: To improve understanding regarding marketing environment and segmentation in Indian context
- CO6: To cultivate an appropriate Product development process launching and pricing of the product
- CO7: Developing right and complete understanding different type of market in developing economy and low marketing services improve quality of life

Course 205: Business Statistics

- CO1: To understand role and importance of statistics in various business situations
- CO2: To develop skills related with basic statistical technique
- CO3: Develop right understanding regarding regression, correlation and data interpretation
- CO4: To understand basics concepts nature of data, its classification and distribution.
- CO5: To understand basics of central tendency-Mean Median Mode, their features, advantages and limitations.
- CO6: To understand measures of dispersion-their features, advantages and limitations.
- CO7: To understand about coefficient of variation(C.V).combined standard deviation


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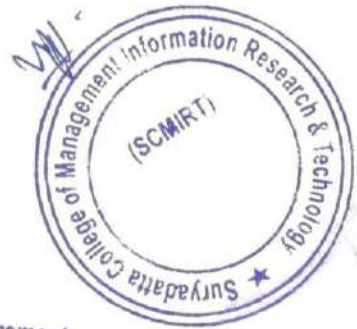
Course 206: Fundamentals of Computers

- CO1: To develop concept of information and their role in modern businesses
- CO2: To develop understanding regarding cautions to be taken security, safety and security while using net based service
- CO3: To develop rational approach as to how computers can be used in data process analysis in business
- CO4: Proficiency in applying computers in business activities like data processing Tabulation , data analysis And presentation of data
- CO5: Proficiency in set up of Different structure computer Network in business environment
- CO6: Proficiency in handling of different applications, preparation of power point presentation
- CO7: Proficiency in usages in processing and transmission of data through computers and internet



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Course Outcomes for SYBBA-IB and TYBBA-IB(2013 pat)

Course Title :International Business Environment

Course Code - : 301

- CO 1. To make the students aware about globalization and environmental consequences.
- CO 2. To create awareness about dimensions of an ecofriendly environment.
- CO 3. To expose the students to the global warming issues and its mitigation.
- CO4. To gain knowledge about global warming and environmental ethics.
- CO5 To exhibit the knowledge gained by solving caselets.
- CO 6 Ability to relate the global issues to the concepts taught.

Course Title :Production & Operations Management

Course Code - : 302

- CO 1. Ability to relate the various the process of production.
- CO 2. Understanding the concepts of plant layout and production methods
- CO 3. Understanding the concept of product design and new product development
- CO 4. Acquire knowledge of production planning and control To understand the concepts of work study and ergonomics
- CO 5. Ability to relate the various production methods to the different types of products.
- CO6. To exhibit the knowledge of management of factors of production for business competence
- CO 7. To relate the concepts to production planning, control and productivity.
- CO8. To relate the concepts to quality management issues.

Course Title :International Economics

Course Code - : 303

- CO 1. To exhibit knowledge of international trade by relating to trade theories.
- CO 2.To relate to various international trade aspects like free trade and tariffs
- CO 3.To acquaint themselves with the policies of WTO and IMF and other regional groups

Course Title :International Marketing

Course Code - : 304

- CO 1.To relate to the challenges and opportunities of International Marketing
- CO 2.To acquaint themselves with the import and export procedures involved
- CO 3. To exhibit marketing strategies through various caselets.

Course Title :French.

Course Code - : 305.

- CO 1:To exhibit basic knowledge of sentence construction, translation and grammar.

Course Title :German. Course Code - : 305.

- CO 1:To exhibit basic knowledge of sentence construction, translation and grammar.

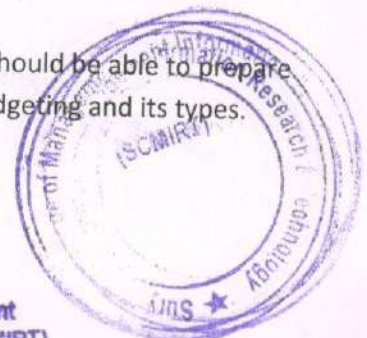
Course Title :Management Accounting (306)

- CO 1:Students should be able to interpret the financial statements They should be able to prepare fund flow and cash flow statements They should exhibit knowledge of budgeting and its types.

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Course Title :FOREIGN EXCHANGE OPERATIONS

Course Code -: 401

CO1:To exhibit the knowledge of exchange rate and the impact of the fluctuations

CO2:To relate the concepts to the current FOREX practices

CO3:To attain the knowledge of decision making with respect to business decisions pertaining to the exchange rates

Course Title :International Business in Services Sector

Course Code -: 402

CO 1.To be able to relate to the international services challenges and opportunities

CO 2.To exhibit knowledge of service operations through case studies and presentations

Course Title :INTERNATIONAL AGRICULTURAL BUSINESS

Course Code -: 403

CO 1.To show the understanding of the concepts learnt with respect to the international agricultural scenario

CO 2.To exhibit awareness of agri policies of various countries.

Course Title :Business Taxation

Course Code -: 404

CO 1.To be able to solve basic taxation based problems related to Income tax

CO 2.To be able to interpret and analyze taxation under various heads.

Course Title :French.

Course Code -: 405

CO 1.To be able to draft simple letters related to simple business transactions

CO 2.To enhance fluency in the language by practicing simple Q&A To exhibit knowledge of Franco phony

Course Title :German.

Course Code -: 405

CO 1.To exhibit basic communication skills in the language

CO 2.To be able to interpret and translate sentences To be able to write comprehension

Course Title :Business Exposure

Course Code -: 406

CO 1.To write reports on field trips in a structured manner

CO 2.To be able to explain the observations during the visit

CO 3.To be able to study business processes of various institutions at the end

Course Title -: Business Ethics

Course Code -: 501

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- CO1 . To impart knowledge of Business Ethics to the Students.
CO2. To impart knowledge of various Business Ethics practices.

Course Title -: Business Law.

Course Code -: 502

- CO 1. To gain Understanding of basic legal terms and concepts used in law pertaining to management of Business.
CO2. To comprehend applicability of legal principles to situations in business by referring to few decided leading cases.
CO3. To bestow confidence in students to deal with situations involving legal issues in commercial Transactions.

Course Title -: International Relations.

Course Code -: 503

- CO 1. To know and understand foreign affairs & global issues with international business system.
CO 2. To help students understand the background for conducting international trade in the constantly changing global market

Course Title -: International Banking & Finance.

Course Code -: 504

- CO1: To acquaint students with Global Banking Practices & various methods for financing International trade.

Course Title -: Business Reporting & Analysis.

Course Code -: 505

- CO 1: To develop among students abilities to analyze & interpret various Economic Factors that affect Business decision making. Similarly to understand reporting pattern followed in corporate sector as a part of MIS.

Course Title -: E- Commerce Technology

Course Code -: 506.

- CO 1. To give basic relating French as a commercial language.
CO 2. To create awareness of prospects of learning French for International Trade

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Course Title -: Import Export Procedure.

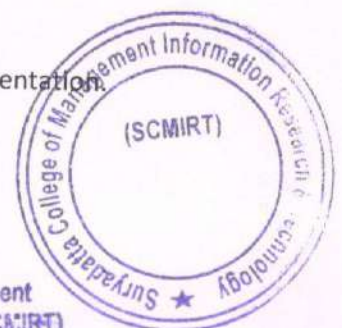
Course Code -: 601

- CO 1.To demonstrate knowledge of INCOTerms and Foreign trade policy
CO 2.To be able to interpret the Import and export procedures and the documentation

Course Title :International Business Law.

Course Code -: 602

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- CO 1.To demonstrate clarity of concepts pertaining to legal aspects of international trade
CO 2.To demonstrate concept clarity of international dispute settlement machinery
CO3:To enable students to understand the role and functions of Indian government bodies for promotion of international trade

Course Title :Study of Global Economics.

Course Code -: 603

- CO 1:To demonstrate understanding of IMF and WB with respect to financial markets and poverty aid
CO2:To relate to the current issues of HR and financial turmoil
CO3:To be able to solve caselets in economic and business environment

Course Title :International Project Management

Course Code -: 604

- CO1:To be able to demonstrate understanding of project management concepts
CO2:To be able to construct WBS and project proposals
CO3:To be able to draw Gantt charts and Arrow on Arrow diagrams
CO4:To demonstrate understanding of project control methods

Course Title :Supply Chain & Logistics Management

Course Code -: 605

- CO1:To be able to demonstrate understanding of distribution management concepts like channel design and management for various product categories
CO2: To show understanding of the elements of logistics and distribution control for efficiency

Course Title :Research Methodology (50 Marks) & Project (50 Marks)

Course Code -: 606

- CO1:To be able to demonstrate the understanding of research concepts through research report
CO2:To be able to exhibit research design, data collection method, analysis and interpretation in the report



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Savitribai Phule Pune University SY BBA –IB Semester III (CBCS) Pattern 2019

Course: Elements of Human Resource Management. Course Code- 301

- Course Objectives: 1. To introduce fundamental concepts of Human Resource Management.
2. To introduce the processes pertaining to different functions of HRM.
 3. To introduce the recent trends with respect to global HRM

Course -Global Competencies and Personality Development Course Code- 302

- Course Objectives: 1. To understand the importance of personality leading to self-development.
2. To help the students to build positive personality traits.
 3. To enhance one's Employability and life skills.
 4. To ensure all topics are taught not just for creating personality adaptable in domestic work environment but also globally

Course: International Economics Course Code – 303

- Course Objectives: 1. To provide a comprehensive understanding of the concepts of International Economics.
2. To develop theoretical tools to understand current international issues their impact on business.
 3. To analyze and test International trade models.
 4. To analyze the International Investment and risks associated with it.
 5. To understand financial crisis in world economies, their causes and solutions.

Course: Production and Operations Management Course Code: 304

Course Objectives:

1. To enable the students to have a comprehensive understanding of the subject.
2. To understand key concepts and issues of Production and Operations Management.
3. To understand Production Management and its role in developing Business Strategy.

Subject: Foreign Language:French Course Code -: A 305

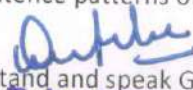
Course Objective -:

1. Students should get acquainted with the basic sentence patterns of French language so that they can communicate in French if required.
2. The students should be able to read, write, understand and speak French with limited vocabulary.

Subject: Foreign Language -German.(I) Course Code -: B 305

Course Objectives:

1. Students should get acquainted with the basic sentence patterns of German language so that they can communicate in German if required.
2. The students should be able to read, write, understand and speak German with limited vocabulary.


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Course - Supply Chain Management Course Code: A 306 (I)

Course Objectives:

1. To enable the students to have a comprehensive understanding of Supply Chain Management.
2. To understand key concepts and issues of Logistics and Inventory Management.
3. To understand Warehousing and its role in Space Management.

Course :Logistics Management (I) Course Code: B 306 (I)

Course Objectives:

1. To keep students informed of current industry trends in logistics and business.
2. To provide an overview of the key activities performed by the logistics functions.
3. To understand Logistic Management and its role in developing Business Strategy.

Course:Import Export Procedure Course Code- 401

Course Objectives:

1. To understand in detail concepts of Import and Export
2. To introduce the procedure to be followed for import and export of goods.
3. To introduce various schemes related to foreign trade.

Course: Research Methodology Course Code- 402

Course Objectives:

1. To Develop appropriate understanding of Research
2. To understand the process of Research Designing
3. To make the students familiar to undertake small research projects.

Subject: Business Ethics Course Code – 403

Objectives:

1. To provide a comprehensive understanding of the concepts of Business Ethics
2. To develop theoretical tools to understand current ethical issues and their impacts on business.
3. To analyse the role of Ethics on business, Government and Society.
4. To analyse the Ethical scenario with respect to Environment and consumer protection.

Subject: Management Information System Course Code – 404

Course Objectives:

1. To understand the concepts of Information System
2. To study the concepts of system analysis and design
3. To understand the issues in MIS



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Foreign Language: French II

Course Code -: A 405

Course Objective -:

1. Students should get acquainted with the basic sentence patterns of French language so that they can communicate in French if required.
2. The students should be able to read, write, understand and speak French with limited vocabulary

Subject: Foreign Language -German.(II)

Course Code -: B 405

Course Objectives:

1. Students should get acquainted with the basic sentence patterns of German language so that they can communicate in German if required.
2. The students should be able to read, write, understand and speak German with limited vocabulary.

Subject: International Warehouse and Supply Chain Management

Course Code: 406 A

Course Objectives:

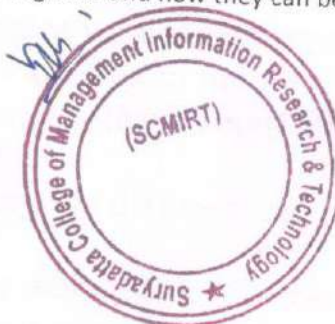
1. To identify and relate to the concepts of supply chain and warehousing globally and to be able to understand the process differences
2. To understand international Warehouse management and supply chain in depth

Course - International Logistics & Port Management (II)

Course Code: 406 B

Course Objectives:

1. To enable the students to have a comprehensive understanding of International Logistics
2. To understand key concepts and issues of Port Management.
3. Develop understanding of issues of logistics and how they can be interpreted with different theoretical approaches.




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