



Program: - B.COM (BANKING AND INSURANCE)

Programme Outcomes (POs)

PO1: Knowledge:- Ability to apply business, accounting and finance knowledge which is essential for decision making in an organization

PO2: Skills:- Ability to adapt to new systems by applying discipline specific knowledge and entrepreneurial skills to solve problems and provide valid conclusions.

PO3: Modern Tools Usage:- Ability to digitalize the organizational system as per modern requirement.

PO4: Creativity & Analysis:- Ability to apply basic statistical, legal, finance, accounting and analytical skills for interpreting business related problems.

PO5: Communication:- Communicate effectively on problems, issues and solutions with community, society at large, this is able to comprehend and write effective reports and design documentation, make effective presentations, and give and receive clear instructions.

PO6: Ethics & Environment:- Appertain ethical principles and commitment to professional ethics and responsibilities, norms in research and the functional areas, Understand the issues of environmental context and sustainable development.

PO7: Individual & Team Work - Function effectively as an individual, and as a member or leader in divergent teams, and in multidisciplinary scenery.

PO8: Self-directed and Life-Long learning- Attain the ability to engage in independent and life-long learning in the broadest context of socio, economic and technological changes.



Programme Specific Outcomes (PSO) of B.B.I.

PSO-1	Students will be able to demonstrate progressive learning of various issues related to the field of banking and insurance.
PSO-2	Development of values and knowledge of the important role played by banking and Insurance in society and business.
PSO-3	Learners will gain thorough systematic knowledge of subjects and learn skill sets within various disciplines of banking insurance finance and management.

Course Outcomes (CO)

SEMESTER-I

CLASS: FYBBI

After successful completion of this course, students will be able to:

COURSE	COURSE OUTCOME
Financial Accounting I UBIFSI.3	<ol style="list-style-type: none"> 1. Understand the basic concepts of accounting, classification of accounts, rules of debit and credit, conventions and principles of accounting. 2. Outline the Accounting Standards, Classification of income and expenses and Introduction to Bank Reconciliation Statement. 3. Evaluate the Hire Purchase System, analyze and compare the FIFO System with Weighted Average Inventory System. 4. Demonstrate an understanding of Final Accounts.
Principles of Management UBIFSI.2	<ol style="list-style-type: none"> 1. Understand the basic concepts of management and compare Traditional with Contemporary Management. 2. Examine the functions of management related to Banking and Insurance companies. 3. Elaborate the Organizational Structure of Banking and Insurance companies. 4. Appraise the contributions of Indian and International Business Leaders.
Environment and Management of Financial Services UBIFSI.1	<ol style="list-style-type: none"> 1. The learners will understand to assess consumer financial needs and mechanisms for fulfilling these needs. 2. They will be able to apply financial concepts, theories and tools and would be in the position to evaluate the legal, ethical and economic environment related to financial services.



Business Communication I UBIFSI.4	<ol style="list-style-type: none"> Learners read and understand the basic communication aspects such as formal mail drafting, letter drafting, leadership and motivational concepts. They will be able to prepare for successful careers that meet the global industrial corporate requirement. Provide an environment for learners to work on multidisciplinary projects as a part of different teams to enhance their team building capabilities like leadership and motivation and they can demonstrate the same in real world situations
Foundation Course I UBIFSI.5.1	<ol style="list-style-type: none"> Learners will be able to read and understand the Diversity of Indian society, Disparities faced by economically, socially weaker sections of the society, problems that are being faced by the women in the society, Rights and Duties of citizens of India, significant aspects in Indian political system. Able to analyse the societal issues and challenges Apply the knowledge and understanding in real world problems and situations as a citizen of India
Business Economics I UBIFSI.6	<ol style="list-style-type: none"> Learners will be able to understand the standard analytical tools of applied economics analysis to business situations, analyse causes and consequences of unemployment, inflation and economic growth, also they will understand the concept of opportunity cost, employ marginal analysis for decision making of markets under varying competitive conditions. Apply these tools in taking monetary or financial decisions in day to day activities or in business situations
Quantitative Methods I UBIFSI.7	<ol style="list-style-type: none"> Learners will be able to understand and analyse complex business, banking related problems Learn how to apply a particular statistical tool on the data and variables under consideration and apply various data types using various statistical techniques.

SEMESTER-II**CLASS: FYBBI**

After successful completion of this course, students will be able to:	
COURSE	COURSE OUTCOME
PRINCIPLES & PRACTICES OF BANKING & INSURANCE UBIFSII.1	<ol style="list-style-type: none"> Understand the basic concepts of banking and functions of banking Examine the banking scenario in India. Understand the basic concepts of insurance and elaborate the kinds of business risks. <p>Evaluate the insurance business environment in India</p>

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<p>FINANCIAL ACCOUNTING - II</p> <p>UBIFSII.3</p>	<ol style="list-style-type: none"> 1. To Understand and apply their knowledge in measuring the value of goodwill and equity shares of a company. 2. To Understand and record the journal entries and prepare a ledger account for Redemption of Preference Shares and Debentures. 3. To understand the provisions for Buyback of Equity Shares and measure the number of shares to be bought back by a company in a given year.
<p>BUSINESS COMMUNICATION</p> <p>UBIFSII.4</p>	<ol style="list-style-type: none"> 1. To inculcate in students the professional ethical attitude, effective communication skills, teamwork, multidisciplinary approach and an ability to understand corporate social responsibility. 2. To provide students with an academic environment where they will be aware of the excellence, leadership, lifelong learning needed for a successful professional career. 3. To encourage professional ethical code of professional practice. 4. To prepare students for a successful career that meets the global industrial corporate requirement, provide an environment for students to work collaboratively on projects as part of different teams to enhance their team building capabilities like leadership, motivation, teamwork etc.
<p>ORGANISATIONAL BEHAVIOUR</p> <p>UBIFSII.6</p>	<ol style="list-style-type: none"> 1. To understand the terms, concepts, theories/techniques and its applications to organizational behavior and organizational development 2. To acquaint the learners on group dynamics, goal formulation and requisite organizational skill-sets 3. To study organizational culture and develop strategies to manage/overcome change and stress 4. To equip learners to deal with organizational behavior traits and problem solving skills
<p>QUANTITATIVE METHODS OF BUSINESS-II</p> <p>UBIFSII.7</p>	<ol style="list-style-type: none"> 1. Learners will understand all techniques and concept of Linear programming. 2. Learners will be able to apply statistical tools in Investment management. 3. They will get to learn about economic indicators. 4. Learners will be able to apply concepts of ratio and proportion, percentages, matrices and determinants.
<p>BUSINESS LAW</p> <p>UBIFSII.2</p>	<p>Upon successful completion of the course, the student will be able to:</p> <ol style="list-style-type: none"> 1. Demonstrate an understanding of the legal environment of business



	<ol style="list-style-type: none"> 2. Identify the fundamental legal principles behind contractual agreements 3. Apply basic legal knowledge to business transactions 4. Communicate effectively using standard business and legal terminology 5. The relevance of business law to individuals and businesses and the role of law in a political and social context
<p>FOUNDATION COURSE - II</p> <p>UBIFSII.5.1</p>	<p>After conclusion of study the students will be able to:</p> <ol style="list-style-type: none"> 1. Understand Globalization & Indian Society. 2. Understand the concept of Human Rights. 3. Understand the Rights given to Indian Citizens by The Indian Constitution. 4. Understand the Concept of Ecology. 5. Understanding Stress & Conflict. 6. Learn how to manage Stress & Conflict. <p>Projects given to students will help them to understand the ground realities & problems faced by the people in various areas.</p>

SEMESTER-III**CLASS: SYBBI**

After successful completion of this course, students will be able to:	
COURSE	COURSE OUTCOME
<p>Information Technology in Banking and Insurance-I</p> <p>UBIFSIII.6</p>	<p>By the end of this course,</p> <ol style="list-style-type: none"> 1. The learners will become computer literate and will be able to access, create, save and manage documents, spreadsheets, make effective presentations, emails and use the internet effectively. 2. They will gain a comprehensive understanding of the E Commerce landscape, current and emerging business models and the technology and infrastructure underpinnings of the business. 3. They will be able to develop an understanding on how the internet can help in growth of the business. 4. They will gain an understanding on the importance of security, privacy and ethical issues as they relate to ECommerce. 5. They will be able to describe fundamental concepts behind modern e-banking/mobile banking technologies
<p>Foundation Course III</p> <p>UBIFSIII.7.1</p>	<ol style="list-style-type: none"> 1. The learners will be able to understand various services offered, risks faced by banks and also will understand banking innovations after nationalization. 2. They will also understand various principles, provisions that govern banking companies. 3. Demonstrate the online banking techniques and KYC norms in real time



<p>Financial Management I</p> <p>UBIFSIII.1</p>	<ol style="list-style-type: none"> 1. The learners will learn to measure risk and returns and will be able to analyse various financial assets based on risk and return. 2. They will be in a position to estimate cash flows from a project and can evaluate various risks involved in investment decision making. 3. Learners can also apply the concept of Financial Management in contemporary financial events
<p>Management Accounting</p> <p>UBIFSIII.2</p>	<ol style="list-style-type: none"> 1. The learners will understand the practical application of various financial analysis tools 2. Apply the financial tools in evaluation of the various targets achievable in future. 3. The course will make the students employable as Finance Manager in the field of Accounting and Finance.
<p>Financial Markets</p> <p>UBIFSIII.8</p>	<p>After completion of the course the learners will be able to:</p> <ol style="list-style-type: none"> 1. Describe the financial system of India. 2. Outline the participants in the financial markets. 3. Understand the instruments of the money and bond markets. 4. Understand the various derivative instruments. 5. The course will help the students in taking investment decisions and in future if they pursue higher studies in this field they can become Financial Advisors as well.
<p>Direct Taxation</p> <p>UBIFSIII.9</p>	<ol style="list-style-type: none"> 1. Understand the basic terms of income tax, residential status of an individual and the scope of total income. 2. Calculate the heads of Salary, Income from House Property and Profit & Gain from Business and Profession. 3. Calculate the heads of Capital Gain and Income from Other Sources. <p>Compute Total Income & Taxable Income with various deductions available under section 80</p>
<p>Organizational Behavior</p> <p>UBIFSIII.3</p>	<ol style="list-style-type: none"> 1. Learners will be able to understand the Concept of Individual Behavior, importance of Group Dynamics, concept of Organizational Dynamics and organizational behavior of banks and insurance companies. 2. The same can be applied and demonstrated by learners in future endeavors in real time situations.

**SEMESTER-IV****CLASS: SYBBI**

After successful completion of this course, students will be able to:

COURSE	COURSE OUTCOME
FINANCIAL MANAGEMENT –II UBIFSIV.1	<ol style="list-style-type: none"> 1. The learners will learn to measure risk and returns and will be able to calculate various financial assets. 2. They will be in the position to estimate cash flows from a project and can evaluate various risks in investment decisions. 3. Learners can also apply the concept of financial management in contemporary financial events.
COST ACCOUNTING UBIFSIV.2	<ol style="list-style-type: none"> 1. Understand the basic concepts of cost accounting 2. Classify cost and prepare a subsequent cost Sheet and appraise the same with the financial statement. 3. Illustrate practical problems based on Material, Labour and Overhead Variances excluding sub-variances. 4. Solve Practical problems based on Marginal Costing
CORPORATE LAWS RELATING TO B&I	<p>By the end of the semester, learners will be able:-</p> <ol style="list-style-type: none"> 1. To Understand Companies Act, 2013. 2. To Understand the Regulatory framework Governing Stock Exchanges in India. 3. To Understand the Depositories Act, 1996. 4. To Understand the regulations of SEBI.
INFORMATION TECHNOLOGY IN B&I	<p>The learner would be able to :</p> <ol style="list-style-type: none"> 1. Describe the fundamental concepts behind modern ebanking/mobile banking technologies. 2. Gain an understanding on the importance of security, privacy and ethical issues as they relate to e-commerce. 3. Develop an effective presentation, emails and use the internet effectively.
ENTREPRENEURSHIP MANAGEMENT UBIFSIV.3	<p>After conclusion of study the students will be able to:</p> <ol style="list-style-type: none"> 1. Understand The Concept of Entrepreneur & Entrepreneurship. 2. Understand The Concept & Importance of Business Planning. 3. Understand the Concept of Marketing, Finance & Human Resource. 4. Understand the Evolving Concepts of Entrepreneurship



<p>BUSINESS ECONOMICS II</p> <p>UBIFSIV.9</p>	<ol style="list-style-type: none"> 1. On successful completion of this course, the learner will be able to: 2. Explain the objectives of government macroeconomic policy and describe how they can be pursued 3. Learn concepts of national income and circular flow 4. Students will be able to describe the contemporary banking and monetary system, and analyze the role of money, credit, and monetary policy. 5. Students will be able to utilize a simple contemporary economic model such as the aggregate supply/aggregate demand model and describe the interrelationships among prices, income and interest rates as they affect consumption, saving and investment. (Keynesian Economics) 6. Analyze business cycle swings 7. overview of the role of Government and basics of fiscal policy 8. To have conceptual clarity of public expenditure and public debt 9. To learn union budget and concepts relating to it 10. Will be able to describe the role of international trade and finance in domestic economic activity.
<p>FOUNDATION COURSE – IV AN OVERVIEW OF INSURANCE SECTOR</p> <p>UBIFSIV.7.1</p>	<ol style="list-style-type: none"> 1. The learners will be able to understand various policies offered, risks faced by insurance companies and also will understand insurance product cost and pricing, marketing, and distribution. 2. They will also understand various principles, provisions that govern insurance companies.

SEMESTER-V**CLASS: TYBBI**

After successful completion of this course, students will be able to:	
COURSE	COURSE OUTCOME
<p>Business Ethics and Corporate Governance</p> <p>44307</p>	<p>After completion of the course the learners will be able to:</p> <ol style="list-style-type: none"> 1. Explain the relationship between ethics, morals and values in the workplace. 2. Formulate ethical philosophy to explain how it contributes to current practice. 3. Critically apply understanding of ethics in real–world contexts. 4. Discuss the influence of corporate governance system on the performance of individual firms. <p>Discuss the moral and social responsibility dimensions of corporate governance.</p>

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Financial Reporting and Analysis 44303	<p>After completion of the course the learners will be able to:</p> <ol style="list-style-type: none"> 1. Read, understand, interpret and analyse general purpose financial reports of companies. 2. Read, understand, interpret and analyse financial reports of Banks and Insurance companies 3. Understand differing accounting policies and their impact on financial statements; 4. Demonstrate knowledge of accounting concepts and techniques; and make sound financial decisions in real world settings.
Strategic Management 44305	<ol style="list-style-type: none"> 1. The learners will be able to apply necessary skills in managing a financial service company. 2. They will be able to apply management concepts, theories and tools and will be in a position to evaluate the legal, ethical and economic environment related to Strategic management.
International Banking and Finance 44301	<ol style="list-style-type: none"> 1. To enable learners to know basics of International Banking and Finance 2. To make them aware about basic terminology in Banking and Finance 3. To make them understand about various foreign exchanges across the globe. 4. To identify the risk faced by the Industry and Banks in the International Market. 5. Demonstrate the techniques of banking and finance in real time scenarios
Research Methodology 44302	<ol style="list-style-type: none"> 1. Learners will have adequate knowledge about sources of data collection and the ability to collect relevant data. 2. Learners will develop an understanding of application of statistical techniques on the raw data collected. 3. Learners will demonstrate an understanding and importance of research reports.
Auditing – I 44304	<ol style="list-style-type: none"> 1. The learners will understand the importance of Financial Statements, the users of those statements, importance of an error free financial statement for a company, how the Auditing is done by an Auditor to identify those errors and frauds. 2. If the learners wish to take up any further career in Finance or if they want to pursue further studies in Finance like Chartered A

**SEMESTER-VI****CLASS: TYBBI**

After successful completion of this course, students will be able to:

COURSE	COURSE OUTCOME
CENTRAL BANKING 85501	<ol style="list-style-type: none"> 1. This course studies the purpose and the functions of central banks and monetary policies and how they have evolved over time. 2. Students are introduced to the tools of monetary policy and to the rules that central banks follow, with special attention to inflation targets. 3. At the end of the course students know the effects of the main policy tools and understand how central banks affect the financial system and the economy more generally and the role they have played in the recent financial crisis
HRM 85504	<ol style="list-style-type: none"> 1. Explain the basic concepts of international business and international business environment. 2. Outline the International Economic Institutions and Regional Groupings. 3. Elaborate International Marketing and International Human Resource Management. 4. Illustrate the preliminaries for export and import and its documentation system. 5. Appraise the Export - Import procedures and foreign trade policy.
MARKETING IN BANKING & INSURANCE 85507	<ol style="list-style-type: none"> 1. This course aims at developing an understanding of the changing domestic and Indian capital market in particular with reference to availability of various financial products. 2. It aims at providing an in-depth knowledge of the theory and practice of portfolio management. Which will help learners to interpret and analyse the performance of a portfolio of investments. 3. Learners can further demonstrate their knowledge in valuation of equity instruments and valuation of Bonds. 4. Learners will understand how to measure the portfolio performances.
AUDITING II 85503	<p>In the last semester learners have already studied basics about Auditing. The extended version of the same they will be studying in the current semester.</p> <ol style="list-style-type: none"> 1. By the end of this course they will read and understand about Auditors qualification required in case of different sectors like Banking, Insurance and other manufacturing and trading sectors, Audit reports to be prepared in various sectors, the various other types of Audit apart from financial Audit and about the ethical behavior required in case of Auditing.

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	2. All these knowledge they can demonstrate if they take up any further studies in Banking or finance sectors or if they want to make their career in those sectors
TURNAROUND MANAGEMENT 85505	1. Students gain knowledge of the different types of business organizations and approaches for their growth and survival. 2. Students are able to analyze the different internal external symptoms of industrial sickness. 3. Students are able to visualize how turnaround management is a skill.

