

# Arts and Science College Sawarde

Tal. Chiplun Dist. Ratnagiri.415606

(Affiliated to University of Mumbai)

## Programme Outcomes & Course Outcomes (Pos & Cos)

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

PO- 1: After completing three years Degree Course – Bachelor of Management Studies (BMS) program, Learners will develop a foundation and understanding of managerial principles and practices.

PO- 2: Learners will acquire practical knowledge, training in professional skills and ethics to build competencies in the area of management studies.

PO- 3: Learners will develop their personalities along with commercial, communication, research, analytical, financial, marketing and managerial skills required for workplaces and higher studies.

PO- 4: Learners will be able to relate to global challenges and be exposed to newer avenues in a variety of sectors.

PO- 5: Learners will be trained in leadership skills and demonstrate social responsibilities with sensitivity towards environment and sustainability.

### Course Outcomes

Sr no	Course		Course Outcomes
01	B.M.S I	Foundation Course I/II	<ol style="list-style-type: none"><li>1. At the end of the course, students will have awareness of diversity and contemporary issues of state and society.</li><li>2. A more sensitized gender attitude.</li><li>3. Attained basic understanding of human rights. Knowledge of Fundamental Rights, Directive Principles of State Policy and Fundamental Duties.</li></ol>
		Business Law	<ol style="list-style-type: none"><li>1. After successful completion of the course, the learner should have enhanced knowledge and information about existence of various Laws and Articles in India which Impacts Business in India .</li></ol>
		Business Economics-I	

		Students will be able to understand introductory microeconomic theory, solve basic microeconomic problems, and use these techniques to think about a number of policy questions relevant to the operation of the Business.
	<b>Introduction to Final Accounts</b>	<ul style="list-style-type: none"> <li>Learners will be able to prepare financial statements in accordance with appropriate Indian Accounting Standards.</li> </ul> <p>Learners shall possess the knowledge of legal provisions regarding the Issue &amp; Underwriting of shares &amp; debentures along with its calculations and treatment in the books of accounts</p>
	<b>Foundation of Human skills</b>	<ul style="list-style-type: none"> <li>The students will have insights into the fundamental concept of human behaviour and the importance of professional skills in doing business.</li> <li>Students will be aware of some basic skills that are required for doing business.</li> </ul>
	<b>Business Statistics</b>	After successful completion of the course, the learner should have enhanced Skills related solving statistics problems, Equation solving and to use basic mathematical tools business related calculation.
	<b>Business Communication I/II</b>	1. After successful completion of the course, the learner should have enhanced Listening, Speaking, Reading and Writing skills and should be prepared to meet the challenges of Communication in the business world
	<b>Principle of Management</b>	By the end of session the learner learnt about the principles of management in detail. They studied about roles and skills of manager. They understood the difference between Administration and Management. Recent trends of management and CSR was discussed thoroughly.
	<b>Principles of Marketing</b>	By the end of session the learner learnt about the principles of marketing in detail. They studied the concepts, marketing environment and trends in marketing. They understood the difference types of consumers behaviour. The marketing function was discussed thoroughly.
	<b>Business Mathematics</b>	.After successful completion of the course, the learner should have enhanced Skills related solving Mathematical problems, Equation

			solving and to use basic mathematical tools in commerce related calculation.
		<b>Industrial Law</b>	. After successful completion of the course, the learner should have enhanced knowledge and information about existence of various Laws and Articles in India which Impacts Commercial Industry in India
		<b>Business Environment</b>	After the completion of the session learner learnt about various business components and business environment analysis techniques. They also learned about international trade.
02	B.M.S II	<b>Information Technology in Business Management-I/II</b>	Learning outcomes of IT for business management include understanding IT's role in business, analyzing IT solutions, proficiency in IT tools, knowledge of infrastructure and cybersecurity, data analysis skills. Learning outcomes of IT for business management include understanding IT's role in business, data science uses in business administration, Applications Management Information Systems and CRM in business programs
		<b>Business Planning and Entrepreneurial Management</b>	By the end of the session, the learner learnt about different theories of entrepreneurship, and the external influences on entrepreneurship development. They also studied about social entrepreneurship and the Entrepreneurial Development Program. We also discussed business plans and venture development.
		<b>Accounting for Managerial Decision</b>	Learners shall be able to understand the concept of Ratio analysis and Interpretation and its effect in the books of accounts. The learner shall be conversant with the Working capital for estimation of requirements in case of Trading and Manufacturing Organizations.
		<b>Strategic Management</b>	After completion of the learner learnt about Business policy making, strategy making, Business Environment analysis and scanning, Strategy Formulation, Strategy Implementation, strategy Evaluation and Control.
		<b>FC-Environmental Management</b>	1. After successful completion of the course, the learner should have enhanced Awareness related to Environment: components of environment, its Importance, Food chain, Human interference, pollution, Need for its conservation.

		<b>Finance- Basics of Financial Services</b>	After completion of the session, the learner learnt about the financial system, Banking sector, Insurance sector and Mutual funds. They got the basic understanding of financial and economic system of economy
		<b>Finance- Introduction to Cost Accounting</b>	<ul style="list-style-type: none"> <li>• Students will get the insight of cost recording systems.</li> <li>• Students will get the insight of contract costing and process costing</li> <li>• Students will get the overview insight of target costing, life cycle costing, bench marking and ABC.</li> </ul>
		<b>Marketing-Consumer Behaviour</b>	By the end of the session the learner learnt about the consumer behaviour in detail. They studied the introduction, determinants, and influence. They understood the different types of consumer behaviour patterns. The consumer behaviour function was discussed thoroughly.
		<b>Marketing-Advertising</b>	By the end of the session the learner learnt about the advertising in detail. They studied the evolution of advertisements, strategies, marketing environment and creativity in advertising. They understood the different types of advertisements channels. The advertising function was discuss thoroughly.
		<b>HRM-Recruitment and Selection</b>	After completion of the course, the learner learnt about the concept of recruitment, its types. They also learnt about the selection of candidates during interviews and types of induction. They also developed a thorough knowledge about soft Skills
		<b>HRM-Organisation Behaviour and HRM</b>	By the end of the session the concept of organizational behaviour, it's evolution and importance were studied. They also learnt about time management strategies, conflict management strategies. They also thoroughly studied the performance appraisal concept it's method and problems. The terms rewards, layoffs, attrition, retrenchment were discussed in detail.
		<b>Business Economics-II</b>	Students will be able to understand introductory macroeconomic theory, solve basic macroeconomic problems, and use these techniques to think about a number of policy questions relevant to International Trade.
		<b>Business Research Methods</b>	After completion of the course, the learner learnt about the concept of Research and its types. They also learnt about the selection of data

		during research and its hypothesis. They also developed a thorough knowledge about report writing
	<b>Production and Total Quality Management</b>	By the end of the session the learner learnt various techniques of material handling. Along with it they also learnt different product of service quality dimensions. Different strategies and certifications of ISO are also learnt. Also Main difference between productivity and production was made aware to them.
	<b>Finance-Financial Institutions and Markets</b>	After completion of the session, the learner learnt about the structure , role and functioning of financial institutions and markets in India.
	<b>Finance-Auditing</b>	<ul style="list-style-type: none"> <li>Learners shall possess the knowledge of interpreting the Audit Report of the Companies through cases and examples with reference to New/Revised Standards (Auditing, Review and Others)</li> <li>Learners shall be able to read and comment on Annual Reports of the companies listed on BSE with reference SA 700-799, Audit Conclusions and Reporting</li> </ul>
	<b>Marketing-Integrated Marketing Communication</b>	By the end of session the learner learnt about the integrated marketing communication in detail. They studied the concepts, marketing evolution and elements in marketing. They understood the difference type of ethics. The integrated function was discussed thoroughly.
	<b>Marketing-Rural Marketing</b>	By the end of session the learner learnt about the rural market in detail. They studied about the marketing mix and various rural marketing strategies. They understood the difference between rural consumers and urban consumers. The rural consumer behaviour was discussed thoroughly.
	<b>HRM-Human Resource Planning and Information System</b>	After completion of the session, the learner learnt about Human Resource Planning in detail. The detailed study related to strategic human resource planning was discussed. They also learnt about Job analysis, job design, job redesign and so on. HR policies were discussed in brief. They also discussed the new trends in HRIS, security issues faced by the information system and so on.
	<b>HRM-Training and</b>	By the end of the session, the learner learnt about training and development in detail.

		<b>Development in HRM</b>	They understood the counselling techniques. The concept of management development was studied by them in detail. A thorough detail about Knowledge Management, Talent Management and Performance Measurement were discussed.
		<b>FC-Ethics and Governance</b>	After completion of the course, the learner learnt about the concept of Organization Ethics. They also learnt about the white collar crimes also the ethics in Advertisement , marketing and finance taxation.