

## **Bachelor of Commerce in Banking and Insurance.**

### **# Programme Specific Outcomes(PSO)**

1. Students are made aware with new development and innovations in Banking and Insurance and Financial Sector.
2. In-depth knowledge of various features of Banking and Insurance which includes Financial Investment, Economics, Communication, Legal Parameters etc.
3. With help of BBI qualification, students can take up promising jobs in Banking and Insurance companies.
4. Students can also create a base to do a PG course in Banking and Insurance to achieve higher success in future.
5. Students are made self-sufficient to conduct their own transactions and investments in Banks and Insurance companies.

<b>Semester</b>	<b>I</b>	<b>Class</b>	<b>FY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Financial Accounting-1</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

### Course Objectives:

1.	To have knowledge of basic accounting concepts such as journal, ledger subsidiary books, journal proper and bank reconciliation statement.
2.	To imbibe knowledge on AS-6 and AS 10 .
3.	To understand closing of accounts at the end of the year for sole trading concern and partnership firms.

Unit No.	Course Module	Description
CO1	Introduction to Accounting	Students can pass entries, prepare ledger, trial balance and know basic accounting concepts
CO2	Classification of accounts	Students can divide the incomes and expenses into various classes Can prepare the bank reconciliation statement Are familiar with the accounting standards
CO3	Stock Valuation	Students value closing stock with various methods Students can do hire purchase accounting
CO4	Final accounts	Students can prepare final account of a manufacturing firm

<b>Semester</b>	<b>I</b>	<b>Class</b>	<b>FY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Environment and Management of Financial services</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

**Course Objectives:**

1.	To enrich students with the knowledge of the functioning of banks and insurance companies.
2.	To study the mobilization of funds by banking and insurance sector.
3.	To study Indian financial market, financial instruments and financial regulators.
4.	To help students understand the role of banks and insurance sector in the world today.

Unit No.	Course Module	Description
CO1	Introduction to financial system	Students know overall financial system in India
CO2	Phases of development of banking and insurance	Students know the impact of development in banking and insurance sector.
CO3	Management, regulation and development	Students know the risks in ALM and know the organizational structure of banking
CO4	Regulatory and developmental framework of banking and insurance	Students know the legal framework in banking and insurance business

<b>Semester</b>	I	<b>Class</b>	FYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Principles of Management		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Management, Definition of Management Management as a Profession, Traditional Vs Contemporary Management
2	To Understand Management Process, Practices, Functions of Management related to Banking and Insurance companies
3	To Learn Organization Structure of Banking and Insurance companies
4	To Understand Business Leaders, Leaders in the Indian Industry, Leaders in the Banking and Insurance Industry

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Introduction to Management	To Learn Management, Definition of Management Management as a Profession, Traditional Vs Contemporary Management
<b>CO2</b>	Management Process	To Learn Management Process, Practices, Functions of Management related to Banking and Insurance companies
<b>CO3</b>	Organization Structure of Banking and Insurance companies	To Learn Organization Structure of Banking and Insurance companies
<b>CO4</b>	Business Leaders	To Learn about Business Leaders, Leaders in the Indian Industry, Leaders in the Banking and Insurance Industry

<b>Semester</b>	<b>I</b>	<b>Class</b>	<b>FYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>Business Communication I</b>		
<b>Name of Faculty</b>	<b>Rupali Dabre</b>		
<b>Course objective</b>			
<ul style="list-style-type: none"> <li>• Students are expected to be able to demonstrate a good understanding of effective business writing.</li> <li>• To provide understanding of developing and delivering effective presentation.</li> </ul>			

<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Theory of communication	<ol style="list-style-type: none"> <li>1. Make the student understand about that the role of communicator has become very important, and communication is essentials to all human association .</li> <li>2. Enhance the student Knowledge about the Hierarchy of communication</li> <li>3. Make Students aware about the mode and methods of communication depends upon various factor.</li> </ol>
<b>CO2</b>	Obstacles to communication in business world	<ol style="list-style-type: none"> <li>1. This section will give idea to student about barriers in communication may arise any time.</li> <li>2. Give student knowledge about listing is important aid to communication</li> </ol>
<b>CO3</b>	Business correspondence	<ol style="list-style-type: none"> <li>1. Student can able to understand communication in writing, in the form of bills memos, letters reports etc</li> </ol>
<b>CO4</b>	Language and writing skill	<ol style="list-style-type: none"> <li>1. This section will help improve the language and writing skills of students</li> </ol>

<b>Semester</b>	<b>I</b>	<b>Class</b>	<b>FYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	
<b>Course Name</b>	<b>QUANTITATIVE METHODS I</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OUTCOME</b>	<ul style="list-style-type: none"> <li>• To Understand index numbers and application to banking and insurance sector.</li> <li>• To provide fundamental basic knowledge of statistical techniques as applicable to business.</li> <li>• To Develop graphical presentation</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction, organising data, frequency distribution , data representation	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding organising the data and representing the data in graphical format</li> <li>• Students also gets the idea of how to collect and represent the data for research work</li> </ul>
<b>CO2</b>	Measures of central tendency	<ul style="list-style-type: none"> <li>• To get the insights on the calculations of averages and types of averages</li> <li>• It also makes the learner understand the practical use and provides a base for analysing the data</li> </ul>
<b>CO3</b>	Measures of dispersion	<ul style="list-style-type: none"> <li>• The learner is made aware about various ranges and deviations in data representation and how to solve such problems in data analysis</li> </ul>
<b>CO4</b>	Co-variance, correlation and regression	<ul style="list-style-type: none"> <li>• It provides insights on concept of correlation which will make the learner understand the relationship among variables</li> </ul>
<b>CO5</b>	Probability , probability distribution and decision theory	<ul style="list-style-type: none"> <li>• Students get to learn about how to apply the rules of probability and to evaluate various strategies and alternatives to make decision</li> </ul>
<b>CO6</b>	Index number	<ul style="list-style-type: none"> <li>• The conceptual knowledge of index numbers and various types of index number is provided</li> </ul>
<b>CO7</b>	Insurance	<ul style="list-style-type: none"> <li>• Basic knowledge about insurance and its concepts help the learner to know the basic calculation about the tabulated annual premium calculation.</li> </ul>

<b>Semester</b>	I	<b>Class</b>	FYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Business Economics I		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Demand Analysis, Scope and Importance of Business Economics, Demand Function, Demand estimation and forecasting.
2	To understand Supply and Production Decisions and Cost of Production
3	To Learn Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition
4	To understand Pricing Practices

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Introduction, Demand Analysis	To Learn Demand Analysis, Scope and Importance of Business Economics, Demand Function, Demand estimation and forecasting.
<b>CO2</b>	Supply and Production Decisions and Cost of Production	To Learn Production function: short run analysis with Law of Variable Proportions, Long run production function and Laws of Returns to Scale, Cost concepts: Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost
<b>CO3</b>	Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition	To Learn Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition Short run and long run equilibrium of a competitive firm and of industry – monopoly, Monopolistic competition: Oligopolistic markets:
<b>CO4</b>	Pricing Practices	To Learn Pricing Practices, Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing

<b>Semester</b>	<b>II</b>	<b>Class</b>	<b>FY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Principles and Practices of Banking And Insurance</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

Course Objectives:

1.	To study Banking sector in india.
2.	To study insurance sector in india.

Unit No.	Course Module	Description
CO1	Introduction to banking	Know the need and functions of banking.
CO2	Banking scenario in India	Students know the services of banking in India
CO3	Introduction to insurance	With the help of insurance introduction students can decide upon the policies to be taken fo themselves and for others
CO4	Insurance business environment in India	Students know about regulatory authority and aware at the time of claim settlement whose help they can take



<b>Semester</b>	<b>II</b>	<b>Class</b>	<b>FYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-20</b>
<b>Course Name</b>	<b>Business law</b>		
<b>Name of Faculty</b>	<b>Sweenal Ferreira</b>		

<b>Course Objective</b>	To give insights to students in various areas of law i.e Contract Act, Negotiable Instrument Act, I.T Act.
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to law	To give students insights into basics of law.
<b>CO2</b>	Indian constitution	To inculcate in students the understanding of writs,different Fundamental rights and duties.
<b>CO3</b>	Contract Act	Understanding Paramount importance of varaiious aspects of Indian Contract Act.
<b>CO4</b>	Special Contracts	To gain in-depth knowledge about various types of contracts, their essentials and requirements.
<b>CO5</b>	Negotiable Instrument Act	To make students aware in respect to different negotiable instruments and understand related aspects of provisions of law.
<b>C06</b>	Information Technology Act	To educate students about happenings in virtual world, cyber crimes and other important provisions of the Act.

<b>Semester</b>	<b>II</b>	<b>Class</b>	<b>FY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Financial Accounting- II</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

**Course Objectives:**

1.	Understanding valuation of goodwill and shares.
2.	Buyback of equity shares
3.	Redemption of preference shares and debentures.

Unit No.	Course Module	Description
CO1	Valuation of goodwill and shares	Students can value goodwill and shares with various methods
CO2	Buyback of Equity shares	Students can assist in buyback and know why to conduct buyback
CO3	Redemption of Preference shares	Students can assist in redemption
CO4	Redemption of debentures	Students can assist in redemption

<b>Semester</b>	<b>II</b>	<b>Class</b>	<b>FYBBI</b>
<b>Course No.</b>	<b>1</b>	<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>Business communication II</b>		
<b>Name of Faculty</b>	<b>Candida Allan Gomes</b>		

**COURSE OBJECTIVE**

- Students are expected to be able to demonstrate a good understanding of effective business Correspondence.
- To develop the Communication Skill of the Students.
- To provide understanding of developing and delivering effective presentation.

<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Presentation skills	<ul style="list-style-type: none"> <li>• Familiarize students with presentation and give them idea about how to give oral presentation before stakeholder</li> <li>• Aware student some dos and don'ts of good presentation.</li> <li>• Mention the audio and visual aids that can be used while making a presentation.</li> </ul>
<b>CO2</b>	Group communication	<ul style="list-style-type: none"> <li>• Make student ready for group discussion and interview.</li> <li>• Student could able to draft agenda, minutes and resolution of meeting</li> <li>• Student can able to handle the task of conducting conference</li> <li>• Make student understand that human being can never live in isolation, we need someone to talk and share our view and in this way we practice public relation</li> </ul>
<b>CO3</b>	Business correspondence	<ul style="list-style-type: none"> <li>• Student can keep important things into mind while drafting various types of business correspondence</li> </ul>
<b>CO4</b>	Language and writing skill	<ul style="list-style-type: none"> <li>• This section will help to build up writing skill and analytical skill of student.</li> </ul>

Semester	II	Class	F.Y. BBI
Course No.		Academic Year	2019- 20
Course Name	Foundation course		
Name of Faculty	Dr Dinesh kale		

### Course Objectives

1	To develop fundamental knowledge about the social science
2	To create awareness in the listeners by the various topics of the subject
3	It can be useful for being good human being by the subject matter

### Course Outcomes

Unit No.	Course Module	Description
<b>CO 1</b>	Globalisation and Indian society	Learners get clear idea about the globalization , liberalization and privatization and its impact on world economy .
<b>CO 2</b>	Human rights	Learners learn basic rules of human rights through the constitutional changes also they can learn how the preservation of human rights through the norms of human right on the world level.
<b>CO 3</b>	Ecology	Learners can learn about the environment, subject is important to give fundamental idea for preservation of environment, so overall subject matter is creating awareness in the listeners mind to stop environmental degradation
<b>CO 4</b>	Understanding stress and conflict	Learners can learn the more aspect about the stress and conflict. Usually the learners are more unaware from the basic idea of stress and conflict for the overcome on it, so subject matter is giving effective knowledge from the all points for understanding the stress and conflict.
<b>CO 5</b>	Managing stress and conflict in contemporary society	Learners are knowing the all fundamental aspect of the stress and conflict and they are getting a knowledge for removing the stress and conflict by the various technique, and also learners are being a familiar with the different kind behavioural act of various persons normally we are looking in our surround so learner can be learn how to behave with them.

<b>Semester</b>	II	<b>Class</b>	FYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Organizational Behavior		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Meaning, Nature and scope of OB, Models of OB, Theories of Motivation
2	To understand Group Dynamics, Individual Behavior, Group Formation, Johari Window
3	To Learn Organizational Culture and Change Management, Work Culture, Work Conflicts. Organizational Change
4	To understand Meaning and Nature of OD. Techniques of OD. Importance of OD

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Introduction of organizational Behavior	To Learn organizational Behavior, Meaning, Nature and scope of OB, Models of OB, Theories of Motivation
<b>CO2</b>	Group Dynamics	To Learn Group Dynamics, Individual Behavior ( IQ, EQ, SQ), Group Formation, Team Building, Team Development, Goal Setting, Soft Skills, Interpersonal Skills, Multicultural Skills, Cross Cultural Skills. Johari Window
<b>CO3</b>	Organizational Culture and Change Management	To Learn Organizational Culture and Change Management, Work Culture, Ways for Making Work Culture Effective and Lively, Work Conflicts. Organizational Change, effects of Resistance to Change
<b>CO4</b>	Organizational Development.	To Learn Organizational Development. Meaning and Nature of OD. Techniques of OD. Importance of OD

<b>Semester</b>	<b>III</b>		<b>SYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>FINANCIAL MARKETS</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ol style="list-style-type: none"> <li>1. Knowledge and understanding of financial markets</li> <li>2. Knowledge and understanding of commodity markets</li> <li>3. Knowledge and understanding of derivative markets</li> </ol>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Indian financial system	<ol style="list-style-type: none"> <li>1. It provides the students the insights regarding the various concepts and working structure of financial system</li> <li>2. Students also gets the idea about the legal framework and structure of Indian financial system</li> </ol>
<b>CO2</b>	Financial markets in India	<ol style="list-style-type: none"> <li>1. To get the insights on various types of financial markets such as money market, capital market , stock market and equity-debt market</li> <li>2. It also makes the learner understand the investment avenues available for investment</li> </ol>
<b>CO3</b>	Commodities market	<ol style="list-style-type: none"> <li>1. The learner is made aware about the introduction to commodities market along with structure and participants of commodity markets</li> </ol>
<b>CO4</b>	Derivative markets	<ol style="list-style-type: none"> <li>1. It provides insights on various types of derivative instruments available for investment</li> <li>2. It also makes the students understand the factors for the growth of derivative market</li> <li>3. The students with help of such knowledge can understand the role of financial planner and can gain expertise on developing a portfolio for investors</li> </ol>

<b>Semester</b>	<b>III</b>	<b>Class</b>	<b>SY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Direct Taxation</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

Course Objectives:

1.	Knowledge and understanding of basic terms and residential status.
2.	Knowledge and understanding of heads of income and deductions.
3.	Computation of total taxable income of an individual.

Unit No.	Course Module	Description
CO1	Definitions and residential status	Students know basic definitions and can calculate the residential status.
CO2	Heads of income - I	Students can calculate income from salary , house property and business and profession
CO3	Heads of income - II	Students can calculate income from capital gains and other sources
CO4	Computation of Total income and taxable income	Students can calculate total income for the income tax

<b>Semester</b>	<b>III</b>	<b>Class</b>	<b>SYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>Foundation Course III (Overview of Banking Sector)</b>		
<b>Name of Faculty</b>	<b>Candida Allan Gomes</b>		
<b><u>COURSE OBJECTIVE</u></b>			
<ul style="list-style-type: none"> <li>• To provide learners with a basic understanding of the banking sector.</li> <li>• To develop the Understanding of how Banking Sector Functions.</li> <li>• To give an overview of advanced technology that has emerged in the banking sector.</li> </ul>			

<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	An Overview of Banking Industry.	<ul style="list-style-type: none"> <li>• It will help gain knowledge about banking system in India.</li> <li>• It gives students about the history of Banking Crises and various banking sector reforms undertaken.</li> <li>• This section further gives information to the students about the regulations that exist in the banking sectors.</li> <li>• Further, it gives students information of how new and advance technology is emerging due to globalisation.</li> </ul>
<b>CO2</b>	Commercial Banking and Customer – Banker Relationship	<ul style="list-style-type: none"> <li>• To provide student information about the commercial banking, its functions and types of banking activities undertaken.</li> <li>• Students will be able to understand the role of Banking Ombudsman in protecting the interest of the consumers.</li> </ul>
<b>CO3</b>	Universal Banking and Technology in banking sector	<ul style="list-style-type: none"> <li>• To develop understanding about the Universal Banking its products and services.</li> <li>• It helps students to gain knowledge about the technology used in banking and its advantages.</li> </ul>
<b>CO4</b>	Micro finance and Financial Inclusion.	<ul style="list-style-type: none"> <li>• This section will help students to gain understanding about the role of Micro Finance and Self Help Group in the development of economy.</li> <li>• Further, this module will help student understand why Financial Inclusion is necessary for the economy and the measures undertaken by RBI for financial inclusion.</li> </ul>



<b>Semester</b>	III	<b>Class</b>	SYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Information Technology in Banking & Insurance - I		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To understand E-Commerce and World Wide Web
2	To Learn in details E-banking Meaning, definition, features, advantages and limitations, Electronic Payment System
3	To Understand MS-Office: Packages for Institutional Automation and Application in Banking and Insurance Sector
4	To Learn Cyber Law & Cyber Security and Cyber Crimes

### Course Outcome

<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to Electronic Commerce	To Learn Electronic Commerce, E-Commerce Framework, The network Infrastructure for Electronic Commerce, E-Commerce and World Wide Web
<b>CO2</b>	E-banking	To Learn E-banking Meaning, definition, features, advantages and limitations, Electronic Payment System
<b>CO3</b>	MS-Office: Packages for Institutional Automation	To Learn MS-Office: Packages for Institutional Automation and Application in Banking and Insurance Sector
<b>CO4</b>	Cyber Law & Cyber Security	To Learn Cyber Law & Cyber Security, Need of Cyber Law, History of Cyber Law in India and Cyber Crimes

Semester	III	Class	SY BBI
Course No.	-	Academic Year	2019-20
Course name	Management Accounting		
Name of Faculty	Mrs. Celsa Swithan D'souza		

Course Objectives:

1.	Understanding the role of management accounting in decision making.
2.	Understanding analysis of financial statements and ratio analysis.
3.	Understanding cash flow, fund flow and working capital management.

Unit No.	Course Module	Description
CO1	Introduction to management accounting	Students know the basic concept of management accounting and its tools
CO2	Financial statement analysis	Students can analyse financial statements with the help of various ratios
CO3	Working capital management	Students can calculate the requirement of working capital
CO4	Management of profits/Dividend policy	Students know the dividend policies of the company

<b>Semester</b>	III	<b>Class</b>	SYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Organizational Behaviour		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1.	To Understand The Individual Behaviour and Individual Decision Making.
2.	To Learn The Group Dynamics and Group Decision-Making
3.	To Understand The Organizational Dynamics, and Organizational Climate
4.	To Learn Practices of OB in Banks and Insurance and Case Studies

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	The Individual Behaviour	To Understand The Individual Behaviour, Personality, Learning, Perception, Workplace Emotions Individual Decision Making.
<b>CO2</b>	The Group Dynamics	To Learn The Group Dynamics such as Group Communication, Power and Politics, Negotiations, Transactional Analysis Model, Virtual teams and Group Cohesiveness, Group Decision-Making
<b>CO3</b>	The Organizational Dynamics	To Understand The Organizational Dynamics, Organization structure, New design options, Organization structure differentiation, Organizational Climate
<b>CO4</b>	Organization Behaviour In Financial Services	To Learn Practices of OB in Banks and Insurance, Issue of organization behaviour in Banks, Case Studies – Transfer, Promotion, Separation

<b>Semester</b>	<b>III</b>		<b>SYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>MUTUAL FUND MANAGEMENT</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• To make the students understand the basic concepts of <b>mutual funds</b>, the types and working of the <b>mutual funds</b> industry.</li> <li>• To make the students aware of the pricing, selling and <b>investment management</b> techniques and business ethics in <b>mutual funds</b></li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to mutual fund	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the history and origin and various concepts and working structure of mutual fund organisation</li> <li>• Students also gets the idea about the legal framework and regulatory agencies of mutual fund</li> </ul>
<b>CO2</b>	Classification of mutual fund	<ul style="list-style-type: none"> <li>• To get the insights on various types of mutual fund schemes available for investment</li> <li>• It also makes the learner understand the practical implementation and calculation of NAV</li> </ul>
<b>CO3</b>	Fund selection criteria	<ul style="list-style-type: none"> <li>• The learner is made aware about various methods for rating and ranking the funds by various organisations</li> <li>• Students are made aware the steps for calculating yield to maturity on funds and its valuation process</li> </ul>
<b>CO4</b>	Financial planning in mutual fund	<ul style="list-style-type: none"> <li>• It provides insights on various steps in financial planning</li> <li>• It also makes the students understand the investor's guide towards financial planning</li> <li>• The students with help of such knowledge can understand the role of financial planner and can gain expertise on developing a portfolio for investors</li> </ul>

<b>Semester</b>	<b>IV</b>	<b>Class</b>	<b>SYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>Corporate and Securities Law</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ol style="list-style-type: none"> <li>1. Understanding and overview of Company law.</li> <li>2. Study the regulatory framework of SEBI and Securities contract regulation Act, 1956.</li> <li>3. Knowledge of Depositories Act, 1996.</li> </ol>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Company law – an overview	<ol style="list-style-type: none"> <li>3. It provides the students the overview regarding the company law and its applications to banking and insurance sector</li> </ol>
<b>CO2</b>	Regulatory framework governing stock exchange as per SCRA 1956	<ol style="list-style-type: none"> <li>3. To get the insights on the various concepts of securities.</li> <li>4. It also makes the learner understand the functions and rules –regulations of working of various stock exchanges and its participants</li> </ol>
<b>CO3</b>	Securities Exchange Board Of India	<ol style="list-style-type: none"> <li>2. The learner is made aware about the various functions, powers and registration process under SEBI</li> <li>3. It helps the student financially literate to make his own investment decisions</li> </ol>
<b>CO4</b>	The Depositories Act 1996	<ol style="list-style-type: none"> <li>4. It provides insights on various concepts of depositories of India , its objectives , models and functions</li> <li>5. It also helps to identify the role of depository in governance towards its participants</li> </ol>

<b>Semester</b>	IV	<b>Class</b>	SYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Business Economics II Macroeconomics		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	Introduce Macroeconomic Data and Theory and The Keynesian Principle of Effective Demand
2	To Learn Money, Inflation and Monetary Policy, Money Supply, Demand for Money
3	To Learn Constituents of Fiscal Policy, Instruments of Fiscal policy, Union budget
4	To Understand Open Economy : Theory and Issues of International Trade, Foreign Exchange and foreign exchange market

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Introduction to Macroeconomic Data and Theory	To Learn Macroeconomic Data and Theory, Circular flow of aggregate income and expenditure, The Measurement of national product and The Keynesian Principle of Effective Demand
<b>CO2</b>	Money, Inflation and Monetary Policy	To Learn Money, Inflation and Monetary Policy, Money Supply, Demand for Money
<b>CO3</b>	Constituents of Fiscal Policy	To Learn Constituents of Fiscal Policy, Role of a Government, Instruments of Fiscal policy, Union budget
<b>CO4</b>	Open Economy : Theory and Issues of International Trade	To Learn Open Economy : Theory and Issues of International Trade, Foreign Investment, Balance of Payments, Foreign Exchange and foreign exchange market

<b>Semester</b>	<b>IV</b>	<b>Class</b>	<b>SY BBI</b>
<b>Course No.</b>	-	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Foundation course - IV</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

**Course Objectives:**

1.	Knowledge and understanding of life , health, home and motor insurance.
2.	Knowledge and understanding the role of insurance in logistics and fire insurance.

Unit No.	Course Module	Description
CO1	An introduction to Life insurance	Student can invest in various life insurance products
CO2	An introduction to Health insurance	Students can choose from various Health insurance products available in the market
CO3	An introduction to Home and Motor insurance	Introduce different Home and motor insurance products available in the market. Importance of these products.
CO4	Role of insurance in Logistic	Types of risks and hazards covered by insurance. Introduce different Fire insurance products available in the market

Semester	IV	Class	SY BBI
Course No.	-	Academic Year	2019-20
Course name	Cost Accounting		
Name of Faculty	Mrs. Celsa Swithan D'souza		

Course Objectives:

1.	Knowledge and understanding the concept and classification of cost.
2.	Understanding and use of standard costing.
3.	Application of marginal costing.

Unit No.	Course Module	Description
CO1	Introduction to cost accounting	Introduce basic cost accounting concepts
CO2	Classification of cost and cost sheet	Learn the preparation of cost sheet and cost reconciliation statement
CO3	Standard costing	Learn the calculation of various standards for analysis
CO4	Introduction to Marginal accounting	Learn how marginal costing helps in analyzing the costs.



<b>Semester</b>	<b>IV</b>	<b>Class</b>	<b>SYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>ENTERPRENEURSHIP MANAGEMENT</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ol style="list-style-type: none"> <li>4. Knowledge and understanding entrepreneur and business planning.</li> <li>5. Knowledge and understanding key areas of new venture.</li> <li>6. To Understand the evolving concepts of entrepreneurship.</li> </ol>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	The entrepreneur	<ol style="list-style-type: none"> <li>4. It provides the students the insights regarding the concepts of entrepreneur , various theories of entrepreneurship , entrepreneurial values and skills</li> </ol>
<b>CO2</b>	Business planning	<ol style="list-style-type: none"> <li>5. To get the insights on the various forms of entrepreneurial structures</li> <li>6. It also makes the learner understand the critical factors for starting a new enterprise</li> <li>7. It also helps to provide an expertise on developing a business plan</li> </ol>
<b>CO3</b>	Key areas of new venture	<ol style="list-style-type: none"> <li>4. The learner is made aware about the various functions of the departments such as marketing, operations, finance, and human resource</li> </ol>
<b>CO4</b>	Evolving concepts of entrepreneurship	<ol style="list-style-type: none"> <li>6. It provides insights on various concepts on social entrepreneur</li> <li>7. It also helps to identify various institutions available to support entrepreneur and their objectives and role</li> </ol>

<b>Semester</b>	IV	<b>Class</b>	SYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Customer Relationship Management		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Customer Relationship Management Development in CRM, Benefits of CRM, Effective CRM through Customer Knowledge Management
2	To Understand Technological support in Customer Relationship Management and e-CRM
3	To Implement Customer Relationship Management (CRM) and Build Customer Relationship Management (CRM)
4	To Understand Customer Relationship Management (CRM) in Banking and Insurance Sector, Building customer loyalty, Relationship marketing

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Introduction to Customer Relationship Management (CRM)	To Learn Customer Relationship Management (CRM), Meaning, Definition of CRM, Development in CRM, Benefits of CRM, Effective CRM through Customer Knowledge Management
<b>CO2</b>	Technological support in Customer Relationship Management (CRM)	To Learn Technological support in Customer Relationship Management (CRM), e-CRM – Introduction, Importance, Challenges, Strategies, e-marketing and e-CRM
<b>CO3</b>	Implementing Customer Relationship Management (CRM)	To Implement Customer Relationship Management (CRM), Allocation rule of Customer Relationship Management (CRM), Customer Satisfaction survey, Contact management, Building Customer Relationship Management (CRM)
<b>CO4</b>	CRM in Banking and Insurance Sector	To Learn Customer Relationship Management (CRM) in Banking and Insurance Sector, Building customer loyalty, B2B Commerce, B2B relationship with intermediaries, Relationship marketing

<b>Semester</b>	<b>V</b>		<b>TYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>INTERNATIONAL BANKING AND FINANCE</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• Knowledge and understanding of international banking operations</li> <li>• Knowledge and understanding of international financial markets and its operations.</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Fundamentals of International finance	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the various concepts and working structure of international financial system along with the knowledge of balance of payments, international monetary system</li> <li>• Students also gets the idea about the legal framework and structure of current exchange rate system</li> </ul>
<b>CO2</b>	International capital markets	<ul style="list-style-type: none"> <li>• To get the insights on various types of capital flows and euro currency markets</li> <li>• It also makes the learner understand the investment avenues available for investment in international markets such as international bond market, international equity market.</li> </ul>
<b>CO3</b>	Foreign exchange market	<ul style="list-style-type: none"> <li>• The learner is made aware about the introduction and participants of foreign exchange market</li> <li>• Practical problems solving on exchange rate , direct and indirect rate, cross rates, forward rates and arbitrage helps the students to get excellent knowledge on professional insights in foreign exchange market mechanism</li> </ul>
<b>CO4</b>	Risk management	<ul style="list-style-type: none"> <li>• It provides insights on various types of currency derivative instruments available for investment</li> <li>• It also makes the students understand the factors used for managing risk in foreign exchange markets by using various types of hedging instruments</li> </ul>
<b>CO5</b>	International banking operations	<ul style="list-style-type: none"> <li>• It provides an overview on various payment system that can be used in international lending operations</li> <li>• The basic knowledge about crypto currency guides the students in a modern investment alternative</li> </ul>

<b>Semester</b>	<b>V</b>		<b>TYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>RESEARCH METHODOLOGY</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• Knowledge and understanding of research</li> <li>• Collection and interpretation of data</li> <li>• Testing of hypothesis and use of statistical techniques</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to research	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the various concepts of and types of research and its process</li> <li>• Students also gets the idea about how to design a hypothesis</li> <li>• It also provides insights on research design and various types of sampling and its methods</li> </ul>
<b>CO2</b>	Data collection and processing	<ul style="list-style-type: none"> <li>• To get the insights on various concepts and types of data collection</li> <li>• It also makes the learner understand in detail the methods of primary data collection</li> </ul>
<b>CO3</b>	Data analysis and interpretation	<ul style="list-style-type: none"> <li>• It provides insights on various concepts on how to analyse interpretation and process data after collection</li> <li>• It also makes the students understand various hypothesis test which can be used in testing of data</li> </ul>
<b>CO4</b>	Advance statistical techniques	<ul style="list-style-type: none"> <li>• It provides insights on various characteristics and application of statistical tools such as correlation regression, factor and cluster analysis and multidimensional scaling</li> </ul>
<b>CO5</b>	Research report	<ul style="list-style-type: none"> <li>• It provides an overview on various types of reports its structure and essentials for writing a good report which will help the student to develop a skill of report writing and presenting the data in an effective manner.</li> </ul>

<b>Semester</b>	<b>V</b>	<b>Class</b>	<b>TY BBI</b>
<b>Course No.</b>	<b>-</b>	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Financial Reporting and analysis</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

Course Objectives:

1.	To prepare financial statements of banking and insurance companies.
2.	Knowledge and understanding of cash flow in banking and insurance companies.
3.	To study the ethical aspects of accountancy.

Unit No.	Course Module	Description
CO1	Final account of banking company	Students can prepare and analyse Banking company final accounts
CO2	Final accounts of insurance company	Students can prepare and analyse insurance company final accounts
CO3	Preparation of final Accounts of Companies	Students can prepare and analyse final accounts of company taking into accounts the accounting standards
CO4	Cash flow analysis and Ethical behavior and implications for accountants	Students can prepare and analyse the cash flow statement Learn Company code of ethics, its importance and implications
CO5	Introduction to IFRS	Learn the working and implication of IFRS

<b>Semester</b>	<b>V</b>	<b>Class</b>	<b>TY BBI</b>
<b>Course No.</b>	<b>-</b>	<b>Academic Year</b>	<b>2019-20</b>
<b>Course name</b>	<b>Auditing</b>		
<b>Name of Faculty</b>	<b>Mrs. Celsa Swithan D'souza</b>		

Course Objectives:

1.	Knowledge and understanding of various users of financial information.
2.	Preparation of audit plan, program, notebook and working papers.
3.	To enable vouching of income and expenses and verification of assets and liabilities.

Unit No.	Course Module	Description
CO1	Introduction to auditing	Learn the objectives of auditing
CO2	Audit planning, procedures and documentation	Learn to conduct the audit with planning , program, working papers and note book
CO3	Audit techniques and internal audit introduction	Get the idea of conducting the internal audit
CO4	Auditing Techniques: vouching	Vouching of various incomes and expenses
CO5	Auditing Techniques: verification	Verification of various assets and liabilities

<b>Semester</b>	V	<b>Class</b>	TYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Strategic Management		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Strategic Management, Definitions, Process of Strategic Management, Models of Strategic Management.
2	To Understand Strategic Management Environment, SWOT Analysis
3	To Learn Levels of Strategies and Analysis, Corporate Level Strategies- . Process of Strategic Choice
4	To Understand Activating Strategy and Implementation, Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation

### Course Outcome

Unit No.	Course Module	Description
<b>CO1</b>	Strategic Management an Overview	To Learn Strategic Management an Overview, Definitions, Strategic Decision Making, Levels of Strategic Management, Process of Strategic Management, Models of Strategic Management.
<b>CO2</b>	Strategic Management Environment	To Learn Strategic Management Environment, Importance of Politics in Strategic Management, Social, Political, and Technological forces, Role of Competition, SWOT Analysis.
<b>CO3</b>	Levels of Strategies and Analysis	To Learn Levels of Strategies and Analysis, Corporate Level Strategies- Concentration, Integration and Diversification, Internationalization, Digitization. Process of Strategic Choice
<b>CO4</b>	Activating Strategy and Implementation	To Learn Activating Strategy and Implementation, Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation- Structural, Behavioral and Functional.
<b>CO5</b>	Strategic Evaluation and Control	To Learn Strategic Evaluation and Control, Standards, Benchmarking, Gap Analysis. Features and Importance of Evaluation, Barriers in Evaluation, Types. Strategic Control-

<b>Semester</b>	<b>V</b>		<b>TYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>FINANCIAL SERVICE MANAGEMENT</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• Knowledge and understanding of various financial services.</li> <li>• Knowledge and understanding of various non-banking services.</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to financial services	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the various concepts of and types of financial services along with a touch on financial innovation</li> <li>• Students also gets the idea about the merchant banking system in India</li> </ul>
<b>CO2</b>	Mutual fund, Factoring and Forfeiting	<ul style="list-style-type: none"> <li>• To get the insights on various concepts and types of mutual funds and calculating NAV to determine effective investment in mutual fund</li> <li>• It also makes the learner understand the modus operandi and benefits and types of factoring and forfeiting</li> </ul>
<b>CO3</b>	Securitisation of debts and derivatives	<ul style="list-style-type: none"> <li>• It provides insights on various concepts of securitisation its process and structure</li> <li>• It also makes the students understand the derivative concept with its types and benefits overview</li> </ul>
<b>CO4</b>	Housing finance and Consumer finance	<ul style="list-style-type: none"> <li>• It provides insights on housing finance industry and various institutions that help in housing finance development</li> <li>• It also makes the students understand the ALM system used in banks in terms of housing finance</li> <li>• The students are made aware the various types of consumer finance and various ways of pricing and marketing insurance of consumer finance</li> </ul>
<b>CO5</b>	Depositories and pledge	<ul style="list-style-type: none"> <li>• It provides an overview on various depositories , their working and legal framework</li> <li>• The basic knowledge about the procedure used in pledge and hypothecation creation.</li> </ul>



<b>Semester</b>	<b>VI</b>	<b>Class</b>	<b>TYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>AUDITING II</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• Knowledge and understanding of audit of limited companies, banking companies and insurance companies</li> <li>• Introduction to different types of audit</li> <li>• Understanding professional ethics in profession of chartered accounts.</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Audit of limited companies	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the qualifications ,remuneration , appointment , powers and duties etc. of the auditor</li> <li>• Students also gets the idea of auditing process of limited companies.</li> </ul>
<b>CO2</b>	Audit of banking companies	<ul style="list-style-type: none"> <li>• To get the insights on the introduction to banking companies and various audit reports</li> <li>• It also makes the learner understand the role of auditor in banking companies</li> </ul>
<b>CO3</b>	Audit of insurance companies	<ul style="list-style-type: none"> <li>• The learner is made aware about the audit carried in general insurance business and in life insurance business</li> </ul>
<b>CO4</b>	New areas of auditing	<ul style="list-style-type: none"> <li>• It provides insights on various types of audits</li> </ul>
<b>CO5</b>	Professional ethics and misconduct	<ul style="list-style-type: none"> <li>• Students get to learn about how to apply professional ethics and various penalties under professional misconduct</li> </ul>

<b>Semester</b>	<b>VI</b>	<b>Class</b>	<b>TYBBI</b>
<b>Course No.</b>		<b>Academic Year</b>	<b>2019-2020</b>
<b>Course Name</b>	<b>TURNAROUND MANAGEMENT</b>		
<b>Name of Faculty</b>	<b>Asst. Prof. Prettyrose Menezes</b>		

<b>COURSE OBJECTIVE</b>	<ul style="list-style-type: none"> <li>• Knowledge and understanding of Business and industrial sickness.</li> <li>• Development of turnaround management and application of those strategies.</li> <li>• Concept of corporate restructuring.</li> <li>• Exposing to contemporary business scenarios.</li> </ul>
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<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Introduction to business	<ul style="list-style-type: none"> <li>• It provides the students the insights regarding the various types of business</li> <li>• Students also gets the idea of different approaches for growth and survival strategies of business</li> </ul>
<b>CO2</b>	Industrial sickness	<ul style="list-style-type: none"> <li>• To get the insights on various external and internal reasons of industrial sickness</li> <li>• It also makes the learner understand the role of BIFR and symptoms and measures to overcome industrial sickness</li> </ul>
<b>CO3</b>	Turnaround management strategies	<ul style="list-style-type: none"> <li>• The learner is made aware about the concept of turnaround and various ways of restructuring and the process of BPR</li> </ul>
<b>CO4</b>	Business scenarios	<ul style="list-style-type: none"> <li>• It provides insights on various types of business and its advantages and disadvantages</li> </ul>
<b>CO5</b>	Leadership and turnaround management	<ul style="list-style-type: none"> <li>• Students get to learn about how to work in team to have successful implementation of turnaround</li> <li>• To provide the professional knowledge about various ways of making decision and maintaining quality in management process</li> </ul>

Semester	VI	Class	TY BBI
Course No.	-	Academic Year	2019-20
Course name	Central Banking		
Name of Faculty	Mrs. Celsa Swithan D'souza		

Course Objectives:

1.	Knowledge and understanding of central banking.
2.	Knowledge and understanding of role of RBI as central bank.
3.	Comparative study of central banks in other countries.

Unit No.	Course Module	Description
CO1	An overview of central banking	Learn evolution of central bank and ideology behind central bank
CO2	RBI as central bank of India	As a central bank how RBI has an impact over Indian economy
CO3	Supervisory role of RBI	How RBI regulates Indian financial system with the help of its supervisory authority
CO4	Central bank in other countries	What are the differences in RBI and central banks of other countries Introduce with IMF and WB
CO5	Central banking in cyber world	Introduce new era of central banking with central banking

Semester	VI	Class	TY BBI
Course No.	-	Academic Year	2019-20
Course name	Security Analysis and Portfolio Management		
Name of Faculty	Mrs. Celsa Swithan D'souza		

Course Objectives:

1.	Knowledge and understanding and valuation of portfolio management.
2.	Knowledge and understanding of fundamental and technical analysis.
3.	Understanding of efficient market theory and CAPM.

Unit No.	Course Module	Description
CO1	Portfolio management – An introduction and process	Students know the meaning , of portfolio management Aware about investment options available Aware that risk and returns should be matched
CO2	Portfolio management- Valuation	Students can value portfolio with the help of risk and return measures Select the investment plan taking into consideration various determinants and calculations
CO3	Fundamental Analysis	Students can analyse investment with the help o various ratios
CO4	Technical analysis	Students knows various charts used for analysis of investment
CO5	Efficient market theory and CAPM	Students can calculate returns of investment with CAPM and know various theories

<b>Semester</b>	VI	<b>Class</b>	TYBBI
<b>Course No.</b>		<b>Academic Year</b>	2019-20
<b>Course Name</b>	Human Resource Management		
<b>Name of Faculty</b>	Anthony Dmello		

### Course Objective

1	To Learn Human Resource Management, Introduction to HRM, Nature of HRM, Scope of HRM, Functions and Objectives of HRM, HRM and Strategies
2	To Understand HR Procurement, Job Analysis and Design
3	To Learn HR Planning and Recruitment, Definition, Objectives, Need and Importance of HR Planning, Recruitment
4	To Understand Compensation, Meaning, Need and Importance, Current Trends in Compensation, Voluntary Retirement Scheme

### Course Outcome

<b>Unit No.</b>	<b>Course Module</b>	<b>Description</b>
<b>CO1</b>	Framework of Human Resource Management	To Learn Framework of Human Resource Management, Introduction to HRM, Nature of HRM, Scope of HRM, Functions and Objectives of HRM, HRM and Strategies
<b>CO2</b>	HR Procurement	To Learn HR Procurement, Job Analysis and Design, Job Design- Introduction, Characteristics, Factor Affecting Job Design
<b>CO3</b>	HR Planning and Recruitment	To Learn HR Planning and Recruitment, Definition, Objectives, Need and Importance of HR Planning, Recruitment- Strategic Approach to Recruitment
<b>CO4</b>	Training and Development	To Learn Training and Development, Employee Training and Development - Nature and Process of Training, Training methods, On the job, Off the job. Management Development Program, Performance Appraisal
<b>CO5</b>	Compensation	To Learn Compensation, Meaning, Need and Importance, Current Trends in Compensation, Voluntary Retirement Scheme - Concept, Types, Needs, Participative Management