

**M. S. P. Mandal's**  
**Vinayakrao Patil Mahavidyalaya, Vaijapur, Dist. – Aurangabad**  
**Department of BBA**

<b>PO1</b>	<b>Business Knowledge:</b> - Students can demonstrate technical competence in domestic and global business through the study of major disciplines within the field of business
<b>PO2</b>	<b>Critical Thinking Skills:-</b> Students are able to define, analyse and devise solutions for structured and unstructured business problems and issues using cohesive and logical reasoning patterns for evaluating information, materials and data.
<b>PO3</b>	<b>Project Management and Finance :-</b> Demonstrate knowledge and understanding of the management principles and apply these to one's own work, as a member and leader in the team to manage projects and in multidisciplinary environments.
<b>PO4</b>	<b>Entrepreneurship and Innovation :-</b> Students can demonstrate the fundamentals of creating and managing innovation, new business development and high growth potential entities.
<b>PO5</b>	<b>Life Long Learning:</b> - Recognise the need for and have the preparation and ability to engage in independent and life-long learning in the broadest context of technological change.

## Program Specific Outcomes (PSO's)

<b>PSO1</b>	To provide adequate basic understanding about management education among the students.
<b>PSO2</b>	To prepare students to exploit opportunities being newly created in the management profession.
<b>PSO3</b>	To communicate business information professionally.
<b>PSO4</b>	To understand finance and other core business content.
<b>PSO5</b>	To create a basic foundation in Management Career
<b>PSO6</b>	To enable Computer Base Accounting in corporate industries
<b>PSO7</b>	To enable for industrial Project Development.
<b>PSO8</b>	To prepare students for any kind of Banking work online or offline.
<b>PSO9</b>	To enable a Good Computer Operator.
<b>PSO10</b>	To prepare students for event management.

## Course Outcomes (CO's)

### BBA First Year – (Sem-I and Sem-II)

Sr. No.	Course	Course Outcomes
1	Accountancy-I	<b>CO1</b> :Demonstrate the role of accounting in business in economic world <b>CO2</b> :Explain the principle of accounting and book keeping <b>CO3</b> :Apply accounting rules in determining financial results and preparation of financial statements
2	Business Statistics	<b>CO1</b> :Appraise the need of data analysis and formulate the statistical problem and solve it. <b>CO2</b> :Interpret the results of statistical analysis for improved managerial decision making <b>CO3</b> :To apply analytical skills in both private and public business organisations in the country.
3	Business Organization	<b>CO1</b> :To know different types of business organisation <b>CO2</b> :Technical skills among the students for designing and developing effective means to manage records , consistency and efficiency of work flow in the administrative section of an organization will be developed.
4	I.T. Fundamental	<b>CO1</b> : Understand basic concept and terminology of information technology. <b>CO2</b> :Enable the students to manage the office activities with the help of information technology. <b>CO3</b> :Identify uses of spreadsheets in managerial application.
5	Management Perspective	<b>CO1</b> : Understand the role and importance of

		<p>Management in Business</p> <p><b>CO2:</b> Identify the role and responsibilities of Manager</p>
<b>6</b>	<b>Business Economics</b>	<p><b>CO1:</b> To understand relationship between business and economic development</p> <p><b>CO2:</b> To know the relevance of Various economic Theories</p> <p><b>CO3:</b> Recognise the existing market and take appropriate decisions.</p> <p><b>CO4:</b> Analyse economic problems and can correlate scarcity with the requirement.</p>
<b>7</b>	<b>Human Communication InBusiness</b>	<p><b>CO1:</b> Understanding the value of good communication and soft skills required in professional life.</p> <p><b>CO2:</b> Introducing Students with Business Communication Adding values to career through business communication.</p> <p><b>CO3:</b> Introducing student's new ways of Communication.</p>
<b>8</b>	<b>Administrative Practices</b>	<p><b>CO1:</b> Understand the concepts related to business.</p> <p><b>CO2:</b> Demonstrate the roles, skills and function of management.</p> <p><b>CO3:</b> Help to students gain understanding the function and responsibilities of managers.</p>

### **BBA Second Year(Sem-III and IV)**

<b>Sr. No.</b>	<b>Course</b>	<b>Course Outcomes</b>
<b>1</b>	<b>Cost Accountancy</b>	<b>CO1:</b> To apply costing methods and techniques appropriately as per the nature of the business and the requirement of the firm. <b>CO2:</b> Treat direct and indirect cost as per the costing techniques and from control purpose <b>CO3:</b> Prepare cost sheet for the firm and develop insights in the use of budgets for cost control.
<b>2</b>	<b>Management Perspective</b>	<b>CO1:</b> Familiarize the students with the basic principles of management. <b>CO2:</b> Acquaint students with the application of principles of Management in the business and industry. <b>CO3:</b> Familiarize the students with the recent trends in Management <b>CO4 :</b> To gain the overall knowledge about material management, production management, marketing management.
<b>3</b>	<b>Entrepreneurship</b>	<b>CO1:</b> To examine the characteristics of an entrepreneur as well their role in the economic development of the country <b>CO2:</b> To motivate students to make their mind set for thinking entrepreneurship as career. <b>CO3:</b> Students will be able to know the parameters to assess opportunities and constraints for new business ideas.

4	<b>Business Law</b>	<p><b>CO1:</b> To analyse business transactions as valid or void contracts</p> <p><b>CO2:</b> Student should develop the idea of sale and can able to distinguish sale and agreement to sale.</p> <p><b>CO3:</b> Student should know about negotiable instruments.</p>
5	<b>Operation Research</b>	<p><b>CO1:</b> Students should know the concept of linear programming</p> <p><b>CO2:</b> To gain knowledge about operation research and its scope</p> <p><b>CO3:</b> To know the steps of PERT and CPM</p>
6	<b>Human Factor in Business</b>	<p><b>CO1:</b> To get to know about different organisation theories.</p> <p><b>CO2:</b> Students gets the knowledge about different types of human behaviour.</p> <p><b>CO3:</b> To gain the knowledge about dynamics of organisational behaviour</p>
7	<b>Environmental Awareness</b>	<p><b>CO1:</b> Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural resources.</p> <p><b>CO2:</b> Demonstrate an integrative approach to environmental issues with a focus on sustainability.</p> <p><b>CO3:</b> Understand and evaluate the global scale of environmental problems.</p>
8	<b>I.T. Application in Business-II</b>	<p><b>CO1 :</b>Provide knowledge about Tally accounting software to manage everyday transaction of business.</p> <p><b>CO2:</b> To Know the use of DBMS system for handling data.</p> <p><b>CO3:</b> Have knowledge of MS Access as database tool to manage the organisation information.</p>

**BBA Third Year (Sem-V and VI)**

Sr. No.	Course	Course Outcomes
1	<b>Management Accounting</b>	<b>CO1:</b> Able to explain changes in financial position of corporate entity and solve complex managerial problems. <b>CO2:</b> Able to explain accounting statements and can analyse the financial statements with the ratio and cash flow analysis. <b>CO3:</b> Understand the importance of management accounting techniques in financial decisions
2	<b>Capital Market</b>	<b>CO1:</b> Students should know the role of capital market in Indian financial system and its regulatory framework. <b>CO2:</b> To know the working of Indian financial system. <b>CO3:</b> Understand the working of credit rating agencies.
3	<b>E-Business and Internet</b>	<b>CO1:</b> Provide a practical and theoretical knowledge about the best e-commerce site <b>CO2:</b> Equip the students to understand various usages of the Internet Technology and its application in business processes. <b>CO3:</b> Develop skills to search various Web Site and use of it.
4	<b>Taxation Laws</b>	<b>CO1:</b> Gain knowledge related to tax rules and regulation. <b>CO2:</b> Understand different types of incomes and their taxability and expenses and deductibility. <b>CO3:</b> To identify, define and resolve tax issue through their understanding, knowledge and application.

5	<b>Auditing</b>	<p><b>CO1:</b> To gain knowledge about preparation of audit report.</p> <p><b>CO2:</b> Students should know about the appointment, qualification and disqualification of the Auditor</p> <p><b>CO3:</b> Understanding the different types of Audit</p>
6	<b>Management Support System</b>	<p><b>CO1:</b> To understand the need of management support system.</p> <p><b>CO2:</b> Students should get the knowledge about different components of decision support system.</p> <p><b>CO3:</b> Uses of DSS technology in different sectors.</p> <p><b>CO4 :</b> To familiarize with the term artificial intelligence.</p>
7	<b>Management Perspective-III</b>	<p><b>CO1:</b> To build awareness about E-marketing, E-Retailing, E-Commerce, Green Marketing concept</p> <p><b>CO2:</b> How to manage the production activity, with PPCModel.</p> <p><b>CO3:</b> To Build awareness about different departments of organisation and their functions</p>
8	<b>Institutional Assistance to Business</b>	<p><b>CO1:</b> Student will get information about various financial assistance provided by various financial institutions.</p> <p><b>CO2:</b> To get information about various institutions that provide financial and other assistance for business.</p> <p><b>CO3:</b> To create awareness about the various government schemes for business.</p>