

CC 5 Introduction to Marketing

Year of Study:	2021-2022
Course Code:	UCOC103
Class:	FYBCOM

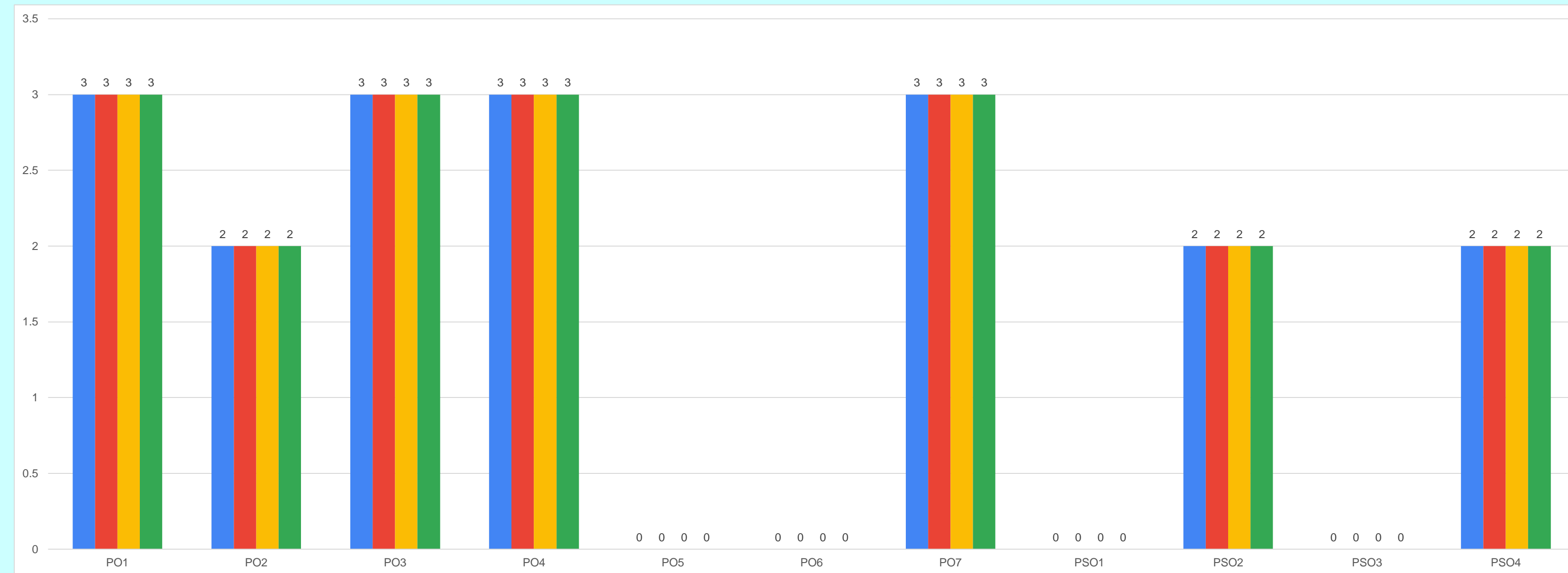
Program Name:	BCOM
Subject Name:	Introduction to Marketing
Faculty In-Charge:	MS. RIVA RITINHA PAES

No coorelation = 0
Slight coorelation = 1
Moderate coorelation = 2
Maximum coorelation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Outline the basics of Introduction to Marketing and explain the different concept of Marketing Environment
CO2:	Highlight the importance of Consumer Behaviour and Marketing Research.
CO3:	Explain and apply the Marketing Decisions in the marketing environment.
CO4:	Identify the different Trends in Marketing.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	3	3	0	0	3	0	2	0	2
CO2	3	2	3	3	0	0	3	0	2	0	2
CO3	3	2	3	3	0	0	3	0	2	0	2
CO4	3	2	3	3	0	0	3	0	2	0	2
	3.00	2.00	3.00	3.00	0	0	3.00	0	2.00	0	2.00



CC 6 Financial Statement Analysis & Interpretation

Year of Study:	2022-23
Course Code:	UCOC104
Class:	E.Y.B.COM

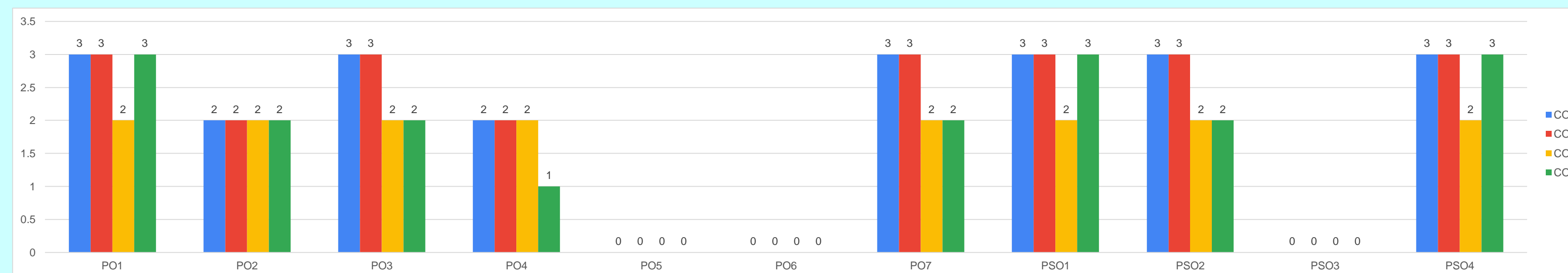
Program Name:	B.COM
Subject Name:	FINANCIAL STATEMENT ANALYSIS AND INTERPRETATION
Faculty In-Charge:	RUPALI V. SANGODKAR

No coorelation = 0
Slight coorelation = 1
Moderate coorelation = 2
Maximum coorelation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Familiarize with preparation of financial statements as per schedule III of companies Act, 20t3.
CO2:	Prepare and Interpret Common size and Comparative Statements and Trend analysis statements.
CO3:	Compute and interpret different types of ratios and describe the concept of Economic value added analysis.
CO4:	Construct Cash flow statement.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	3	2	0	0	3	3	3	0	3
CO2	3	2	3	2	0	0	3	3	3	0	3
CO3	2	2	2	2	0	0	2	2	2	0	2
CO4	3	2	2	1	0	0	2	3	2	0	3
	2.75	2.00	2.50	1.75	0	0	2.50	2.75	2.50	0	2.75



CC 7 Managerial Economics

Year of Study:	2020-2021
Course Code:	UCEC102
Class:	FYBCOM

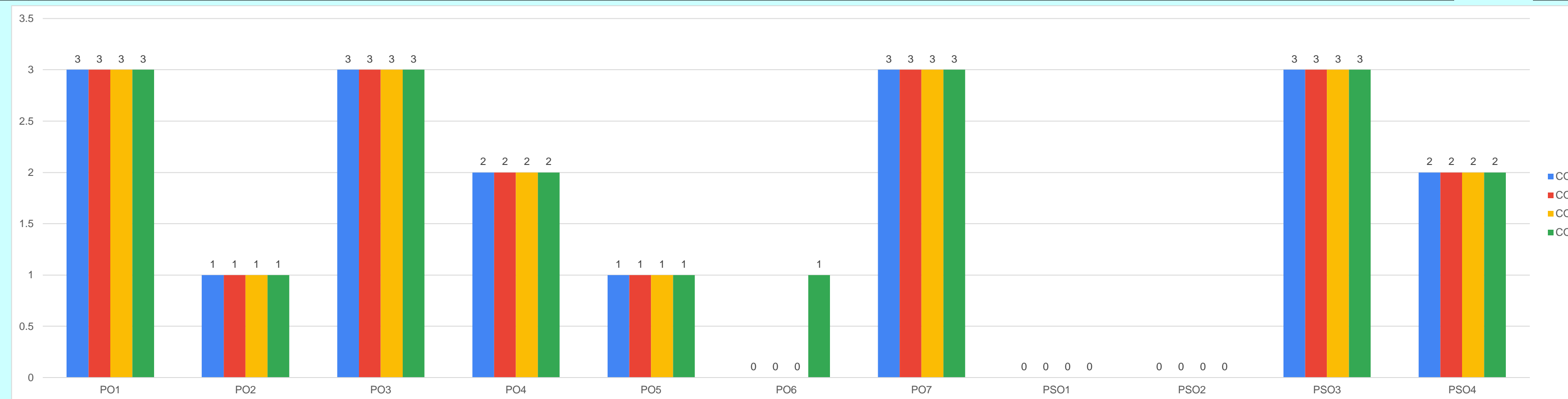
Program Name:	BCOM
Subject Name:	Managerial Economics
Faculty In-Charge:	Ms. Anagha Kamat

Number of Course outcomes: 4

No correlation = 0
Slight correlation = 1
Moderate correlation = 2
Maximum correlation = 3

Course Outcome	
CO1:	Determine different types of pricing strategies and objectives of pricing policy.
CO2:	Explain and analyze the different concepts of profit and the break-even analysis respectively.
CO3:	Analyze the process and approaches to capital budgeting and project evaluation with numerical problems and highlight the cost of capital.
CO4:	Explain business decision making and risk analysis.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	3	2	1	0	3	0	0	3	2
CO2	3	1	3	2	1	0	3	0	0	3	2
CO3	3	1	3	2	1	0	3	0	0	3	2
CO4	3	1	3	2	1	1	3	0	0	3	2
	3.00	1.00	3.00	2.00	1.00	1.00	3.00	0	0	3.00	2.00



CC 8 Commercial Arithmetic II

Year of Study:	2021-2022
Course Code:	UCAC102
Class:	First Year B. Com

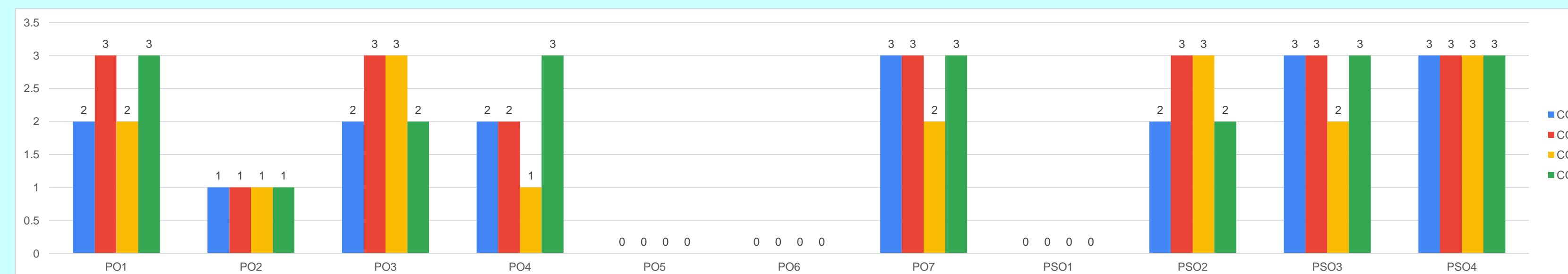
Program Name:	Bachelor of Commerce
Subject Name:	Commercial Arithmetic
Faculty In-Charge:	Miguel Antonio P. Costa Martins

Number of Course outcomes: 4

No correlation = 0
Slight correlation = 1
Moderate correlation = 2
Maximum correlation = 3

Course Outcome	
CO1:	Understand the concept and theory of Straight lines and the corresponding equations to Formulate Linear Programming Problems and thus apply Linear Programming methods to find optimal solutions to given problems.
CO2:	Identify mathematical functions and find their derivatives to equip oneself to find the Marginal Demand, Marginal Supply, Marginal Cost and Marginal Revenue functions. Determine whether the given function is increasing or decreasing and accordingly apply the related theory to maximise the Profit or minimise the Cost given the functions related to Economics
CO3:	Find the area under the curve using the methods of Integration and apply the theory of Integration to find the Consumer's and Producer's surplus for the related Demand and Supply functions.
CO4:	Determine the minimum and maximum output for a given function by applying the theory of Partial Derivatives.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	2	1	2	2	0	0	3	0	2	3	3
CO2	3	1	3	2	0	0	3	0	3	3	3
CO3	2	1	3	1	0	0	2	0	3	2	3
CO4	3	1	2	3	0	0	3	0	2	3	3
	2.50	1.00	2.50	2.00	0	0	2.75	0	2.50	2.75	3.00



AECC 3 Business Communication

Year of Study:	2021-2022
Course Code:	UCNA102
Class:	FYBCom

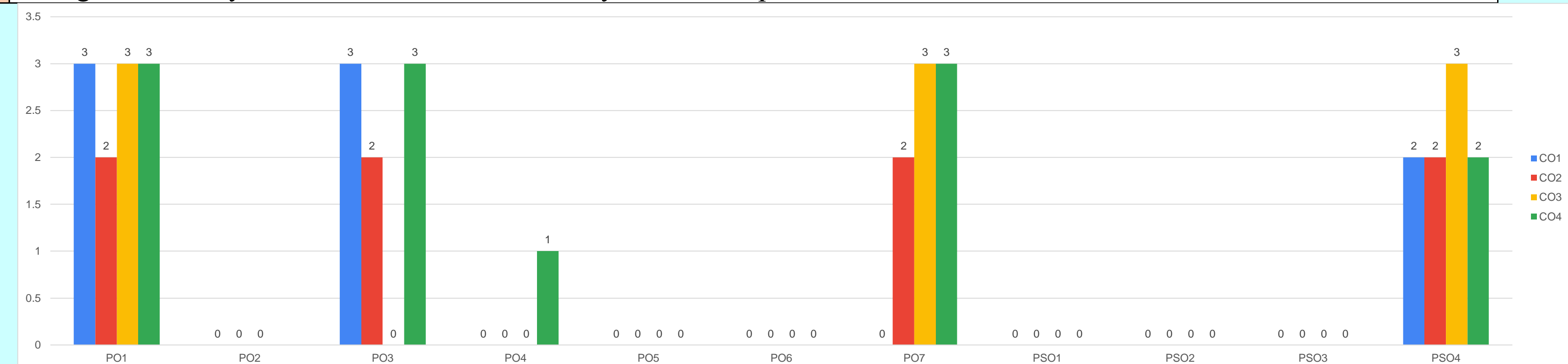
Program Name:	Bachelor of Commerce
Subject Name:	Business Communication
Faculty In-Charge:	Dr. Monica Madhuchandrika Patil

No correlation = 0
Slight correlation = 1
Moderate correlation = 2
Maximum correlation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Harness modern technology to share experiences, thoughts and ideas through Digital Story Telling
CO2:	Overcome stage fear and present individual speeches confidently, and create Presentations using different Softwares
CO3:	Illustrate different multimedia literary skills, and develop an online social presence
CO4:	Recognize the way communication occurs in a dynamic workplace.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	0	3	0	0	0	0	0	0	0	2
CO2	2	0	2	0	0	0	2	0	0	0	2
CO3	3	0	0	0	0	0	3	0	0	0	3
CO4	3		3	1	0	0	3	0	0	0	2
	2.75	0	2.67	1.00	0	0	2.67	0	0	0	2.25



AECC 4 Environmental Studies II

Year of Study:	2022-2023
Course Code:	UESA102
Class:	FY.B.Com

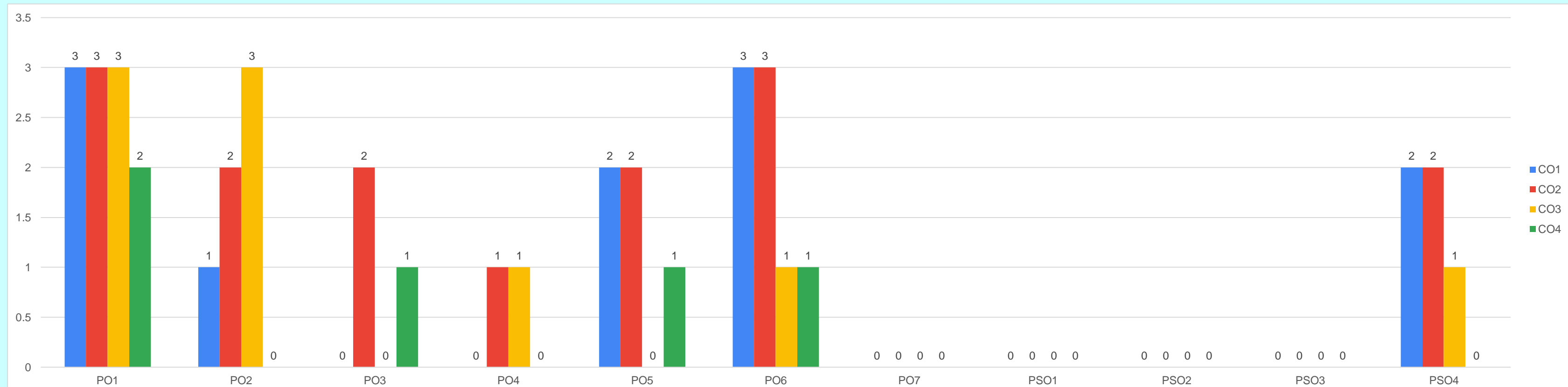
Program Name:	Bachelor of Commerce
Subject Name:	Environmental Studies - II
Faculty In-Charge:	Kanvisha K. Parsekar

No correlation = 0
Slight correlation = 1
Moderate correlation = 2
Maximum correlation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Identify and describe the different kinds of environmental pollution.
CO2:	Identify and illustrate causes, effects and control measures of different kinds of social issues related to environment by field
CO3:	Evaluate and aware about the schemes and developmental programs initiated by government.
CO4:	Assess the impacts of tourism on environment.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	0	0	2	3	0	0	0	0	2
CO2	3	2	2	1	2	3	0	0	0	0	2
CO3	3	3	0	1	0	1	0	0	0	0	1
CO4	2	0	1	0	1	1	0	0	0	0	0
	2.75	2.00	1.50	1.00	1.67	2.00	0	0	0	0	1.67



GE 2 Tourism and Hospitality Management

Year of Study:	2021-22
Course Code:	UCOG116
Class:	F.Y.B.COM

Program Name:	BACHELOR OF COMMERCE
Subject Name:	GE 2 Tourism and Hospitality Management
Faculty In-Charge:	TANVI S. KENY

Number of Course outcomes: 4

No coorelation = 0

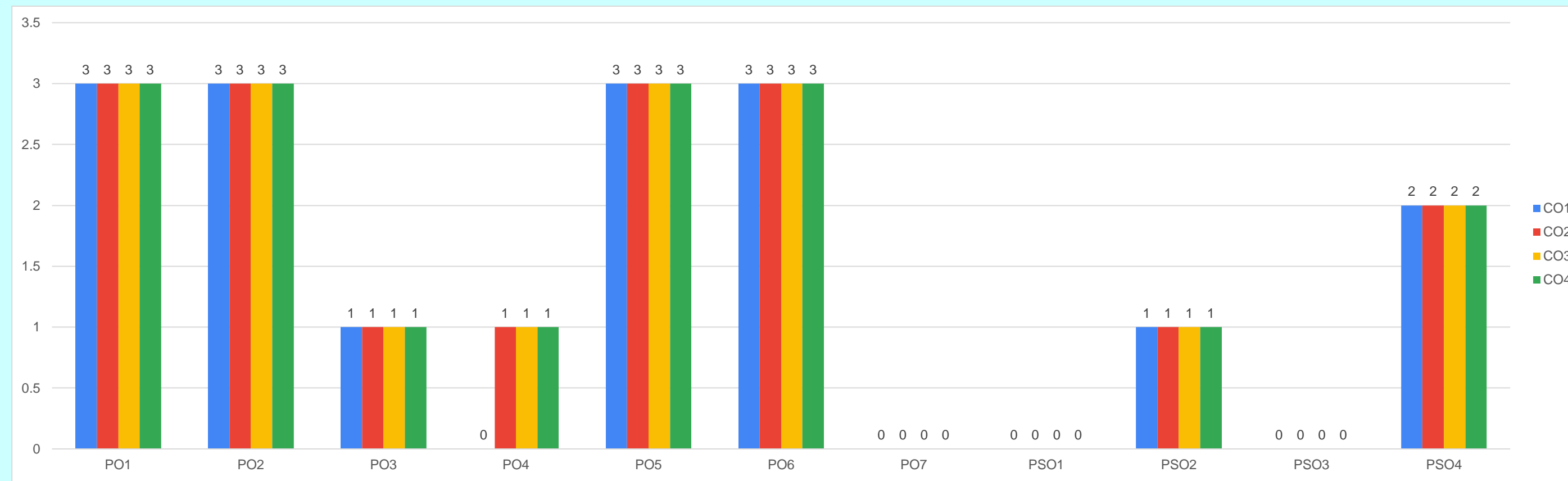
Slight coorelation = 1

Moderate coorelation = 2

Maximum coorelation = 3

Course Outcome	
CO1:	Explain the concept of Tourism
CO2:	Differentiate and explain various forms of Tourism and analyse the various factors affecting the growth of Tourism sector.
CO3:	Describe the various impacts on the Tourism Sector
CO4:	Identify the latest developments in Tourism and Hospitality industry.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	3	1	0	3	3	0	0	1	0	2
CO2	3	3	1	1	3	3	0	0	1	0	2
CO3	3	3	1	1	3	3	0	0	1	0	2
CO4	3	3	1	1	3	3	0	0	1	0	2
	3.00	3.00	1.00	1.00	3.00	3.00	0	0	1.00	0	2.00



GE 2 Services Marketing

Year of Study:	2021-22
Course Code:	UCOG115
Class:	F.Y.B.Com

Program Name:	B.COM
Subject Name:	Service Marketing
Faculty In-Charge:	Ms. Muktali Cuncolienar

Number of Course outcomes: 4

No coorelation = 0

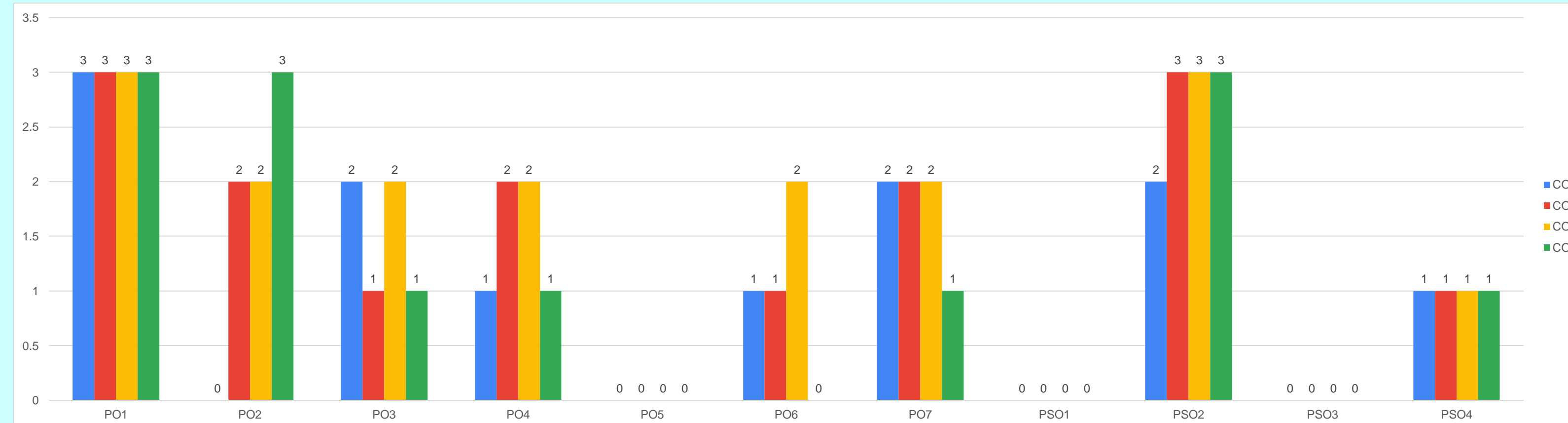
Slight coorelation = 1

Moderate coorelation = 2

Maximum coorelation = 3

Course Outcome	
CO1:	Illustarte the various aspects of Service Marketing.
CO2:	Explain the Marketing Mix of Services
CO3:	Analyze customer satisfaction.
CO4:	Describe Service Delivery and Customer Retention in Service Marketing.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	0	2	1	0	1	2	0	2	0	1
CO2	3	2	1	2	0	1	2	0	3	0	1
CO3	3	2	2	2	0	2	2	0	3	0	1
CO4	3	3	1	1	0	0	1	0	3	0	1
	3.00	2.33	1.50	1.50	0	1.33	1.75	0	2.75	0	1.00



GE 2 Customer Relationship Management

Year of Study:	2021-2022
Course Code:	COG112
Class:	FYBCOM

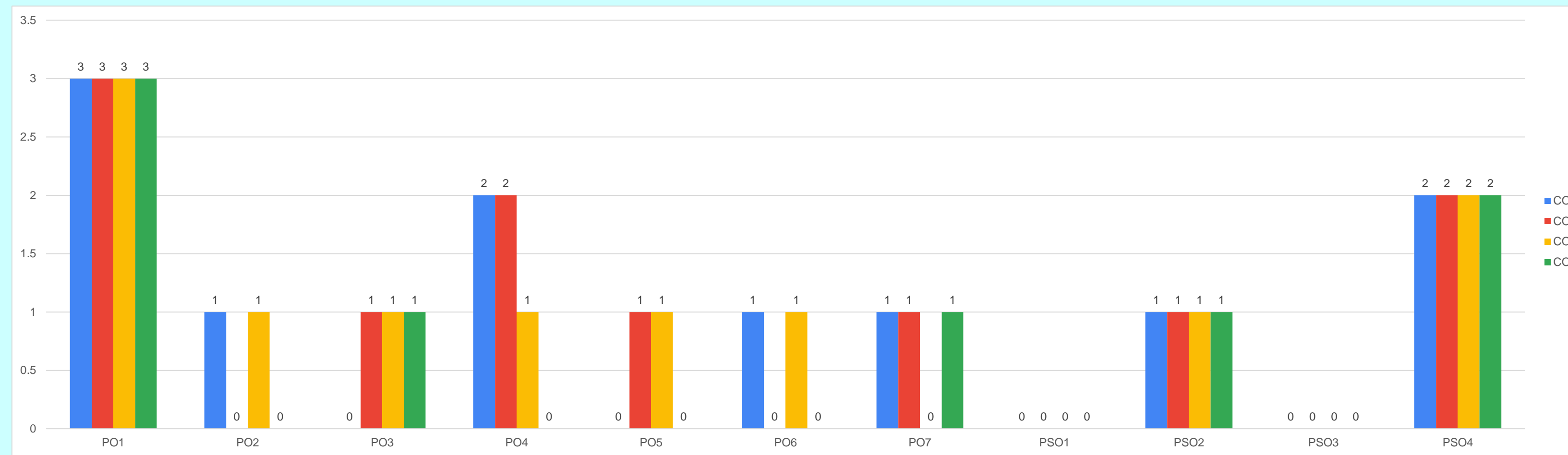
Program Name:	COMMERCE
Subject Name:	Customer Relationship Manage
Faculty In-Charge:	JONLEN DESA

No coorelation = 0
Slight coorelation = 1
Moderate coorelation = 2
Maximum coorelation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Explain the fundamentals of CRM.
CO2:	Discover how to create customer value and build customer loyalty.
CO3:	Identify the customer database and know how technology to support CRM strategies.
CO4:	Describe the development of CRM programmes and strategies to attract and retain customers.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	0	2	0	1	1	0	1	0	2
CO2	3	0	1	2	1	0	1	0	1	0	2
CO3	3	1	1	1	1	1	0	0	1	0	2
CO4	3	0	1	0	0	0	1	0	1	0	2
	3.00	1.00	1.00	1.67	1.00	1.00	1.00	0	1.00	0	2.00



GE 2 Computer Applications - II

Year of Study:	2021-2022
Course Code:	UCCG102
Class:	FYBCOM

Program Name:	BACHELOR OF COMMERCE
Subject Name:	Computer applicationA II
Faculty In-Charge:	DR. KISSAN GAUNS DESSAI

No coorelation = 0
Slight coorelation = 1
Moderate coorelation = 2
Maximum coorelation = 3

Number of Course outcomes: 4

Course Outcome	
CO1:	Explain the basic concepts of Computer Networking.
CO2:	Explain and apply the different concepts of E-Commerce and M-Commerce in business applications.
CO3:	Describe the basics of cyber space and accompanying cyber threats.
CO4:	Discuss cyber laws and the foundation for preparing, detecting and protecting against cyber threats and challenges

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	3	0	2	2	0	0	0	0	1	3	1
CO2	3	0	2	2	0	0	0	0	1	3	1
CO3	3	0	2	2	0	0	0	0	1	3	1
CO4	3	0	2	2	0	0	0	0	1	3	1
	3.00	0	2.00	2.00	0	0	0	0	1.00	3.00	1.00

