



Tolani College of Commerce (Autonomous)

तोलानी वाणिज्य महाविद्यालय (स्वायत्त)

(Sponsored and Managed by Tolani Education Society, Mumbai - 400 021)
(Recognised Linguistic (Sindhi) Minority Institution, Affiliated to University of Mumbai)

Re-Accredited (3rd Cycle) by N.A.A.C. with 'A' Grade (CGPA 3.03)

Knowledge is Supreme

150-151, SIHER-E-PUNJAB SOCIETY,
GURU GOBIND SINGH ROAD,
ANDHERI (EAST), MUMBAI-400 093.

Tel. : (022) 6153 5455

Fax : (022) 6153 5456

E-mail : tcc@tolani.edu

Website : tcc.tolani.edu

College NAAC Code No. MHCOGN10577

AISHE CODE NO. /ID:C-34223

AQAR 2023 – 2024

Bachelor of Commerce (B.Com.)

Programme Outcomes (POs):

A B.Com. degree provides a gateway to various professional courses like C.A., I.C.W.A., C.S., M.B.A. etc. A B.Com. graduate has job opportunities in stock exchanges, insurance companies, banks etc.

Programme Specific Outcomes (PSOs):

- Learners will learn relevant managerial accounting career skills, applying both quantitative and qualitative knowledge to their future career in business.
- Learners will gain thorough systematic and subject skills within various disciplines of commerce, business accounting, economics, and finance, auditing and marketing.
- Learners will be able to recognize features and roles of businessmen, entrepreneurs, managers, consultant, which will help them to possess knowledge and other soft skills and to react aptly when confronted with critical decision making.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | COs |
|---------|--|----------|---|
| | Major | | |
| 1 | Accountancy and Financial Management - I | I | This course aims to help learners understand the importance of financial statements for different stakeholders as well as identify the type of accounts and apply the golden rules applicable to each type of account. |
| 2 | Commerce- I | I | This course aims to understand the basic concepts and analyze the internal and external environment of business. It also helps learners to consider business as a potential option for career, develop entrepreneurial aptitude and become an |





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| | | | |
|---|---|---|---|
| | | | employment generator. |
| | Minor | | |
| 3 | Business Economics- I | I | This course the learns understand the nature of economics and effect of market structures on economic decisions making. |
| | Open Elective | | |
| 4 | Travel and Tourism | I | The course is designed to help the learners gain insights about basics of tourism industry and appreciate the role of tourism as economic and social driver. |
| | Vocational Skill Course | | |
| 5 | Introduction to Indian Economic Thought | I | The course structure will help the learners examine the influence of Indian economic thought on policy formulation and understand the contributions of prominent Indian economists. It will also make learners evaluate the relevance and applicability of Indian economic thought in contemporary times. |
| | Skill Enhancement Course | | |
| 6 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach towards the social building process. |
| | Ability Enhancement Course | | |





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| 7 | Communication Skills in English I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| Value Education Course | | | |
| 8 | Environmental Science | I | The course is designed to sensitise the learners about environmental issues and the need for conservation of environment. It also aims to develop scientific outlook among learners with respect to environmental issues. It will also help the learner appreciate Environmental Studies as a multi-disciplinary tool for conservation rather than merely a subject. |
| Indian Knowledge System | | | |
| 9 | Vedic Mathematics | I | The course structure of Vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 10 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarised with the integration of environmental conservation in Indian culture. |
| Core Curricular Activity | | | |
| 11 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both |





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| | | | aspects for overall well-being. |
| | Major | | |
| 12 | Accountancy and Financial Management – II | II | The learners will be able to convert the incomplete records into Final Accounts of a concern. The learners will be able to calculate the amount of claim to be received from the Insurance Company in case of goods lost by fire. The learners will understand how an organisation arranges for replacement of an asset at the end of its useful life. |
| 13 | Commerce- II | II | Demonstrate knowledge of the principles and concepts underlying services marketing Knowledge. Demonstrate creative and strategic thinking so as to make optimal decisions regarding services marketing and communicate this in an engaging manner. Use critical thinking to recognize, evaluate and solve services marketing problems. |
| | Minor | | |
| 14 | Business Economic- II | II | This course is designed to help the learners understand and evaluate the working of market forces as well as applications of different types of elasticity of demand. |
| | Open Elective | | |





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| 15 | Sustainable Tourism | II | The learners understand the importance of minimizing impacts of tourism and appreciate the role of tourism as economic and social driver. |
| 16 | Business Mathematics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |
| Vocational Skill Course | | | |
| 17 | Critical Thinking and Problem Solving | II | Learners will be able to clarify the concept and related terms in retailing. They will understand various retail formats in the industry. |
| Skill Enhancement Course | | | |
| 18 | Foundation Course - II | II | The curriculum focuses on understanding the concepts of liberalization, privatization and globalization and its requirement in the economy. |
| Ability Enhancement Course | | | |
| 19 | Communication Skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |
| Value Education Course | | | |
| 20 | Understanding India | II | The learners will be familiarized with the rich and varied heritage of India. |
| Core Curricular Activity | | | |





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| 21 | Fundamentals of human Skills | II | The course curriculum shall help the learners gain a deep understanding of what creativity is, how it manifests, and the various theories and models that explain creative processes. |
| Elective Courses (EC) | | | |
| Discipline Specific Elective (DSE) Courses | | | |
| 22 | Accountancy and Financial Management- III | III | This course aims to understand concepts in accountancy like prepare Final Accounts of a Partnership Firm in case of Admission, retirement, death of a Partner, Statement of Piecemeal Distribution of Cash, accounting for Amalgamation of Firms, journal entries for Issues of Shares and Debentures. |
| 23 | Financial Accounting and Auditing -V: Introduction to Management Accounting | III | This course exposes the learners to the basic concepts and the tools used in Management Accounting and to enable learners to understand the principles and procedures of Management Accounting and to apply them for different practical solutions. |
| Discipline Related Elective (DRE) Courses | | | |
| 24 | Commerce- III | III | This course exposes the learners to the basic concepts of management as well as evolution and approaches to management. It also helps the learners understand the fundamentals of planning, decision-making and organizing. The learners are also familiarised with the concepts of motivation and leadership. |





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| 25 | Business Economics-III | III | The learners will be able to evaluate macroeconomic conditions such as inflation, unemployment and growth. |
| Core Courses (CC) | | | |
| 26 | Business Law- I | III | This course is designed to familiarise the learners with important laws like Indian Contract Act-1872; The Sale of Goods Act, 1930; The Negotiable Instruments (Amended) Act 2015 as well as Special Contracts like Law of Indemnity & Guarantee; Law of Bailment; Law of Pledge; Law of Agency |
| Skill Enhancement Courses (SEC) Group A | | | |
| 27 | Advertising- I | III | The learners will be able to understand the basic concepts of advertising and consider advertising as a potential option for career. |
| 28 | Company Secretarial Practice-I | III | This course will help the learners identify the scope, role and functions of the company secretary and apply them in the employing or client organisation by implementing Secretarial Standards. It will also help them critically evaluate and apply the role of company secretary as an advisor to the board. |
| 29 | Travel and Tourism Management- I | III | The course will help learners understand the basic concepts of tourism. It will also help the appreciate the role of tourism in the global economy. It also emphasizes on the need to opt for sustainable tourism. |





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| Skill Enhancement Courses (SEC) Group B | | | |
|--|---|-----|---|
| 30 | Foundation Course-III | III | The learners will have an enhanced understanding of vital topics on human rights, development of science, ecology & technological advancements. |
| Elective Courses (EC) | | | |
| Discipline Specific Elective (DSE) Courses | | | |
| 31 | Accountancy and Financial Management-IV | IV | The course introduces the learner to the concepts of Company Accounts. It also exposes learners to the theoretical and practical aspects of Redemption of Preference Shares, Redemption of Debentures, and Ascertainment and Treatment of Profit Prior to Incorporation |
| 32 | Financial Accounting and Auditing VI | IV | Learners are familiarized with the concepts of auditing and Internal Audit as well as Planning, Procedures and Documentation and Auditing Techniques. |
| Discipline Related Elective (DRE) Course | | | |
| 33 | Commerce- IV | IV | The objective of this course is to familiarize learners to concepts and aspect of Production, Inventory and Quality Management. It also helps the learners to understand the Indian Financial System and the recent trends in it. |





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| 34 | Business Economics-IV | IV | This course helps the learners understand the role of government in an economy and concepts like Public Revenue, Public Expenditure and Public Debt as well as Fiscal Policy and Management. |
| Core Courses (CC) | | | |
| 40 | Business Law - II | IV | This course is designed to familiarise the learners with important laws like Indian Companies Act, 2013; Indian Partnership Act, 1932 as well as Consumer Protection Act, 1986 and Competition Act, 2002. |
| Skill Enhancement Courses (SEC) Group A | | | |
| 41 | Advertising- II | IV | The course is designed to familiarise the learner with concepts of planning, execution and evaluation of advertising campaigns as well as creativity in advertising. |
| 42 | Company Secretarial Practice-II | IV | The course exposes the learners to basics of management of the company as well as aspects of company meetings and reporting. It also familiarizes the learners with the concepts of Dematerialisation and Online Trading |
| 43 | Travel and Tourism Management- II | IV | The course is designed to introduce the learners to the basics of planning, marketing and organization of tourism. It also helps learners understand the Tourism Policy of Maharashtra, 2016. |
| Skill Enhancement Courses (SEC) Group B | | | |





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| | | | <ol style="list-style-type: none">2. Synthesize ideas into a marketing plan3. Demonstrate the ability to justify marketing strategies and advocate a strategically informed position when considering marketing implementation4. Through the group-based projects, learners are expected to apply the covered concepts, and to use a critical and analytical approach |
| 48 | Business Economic- V | V | The learners will be able to understand the challenges and policy measures faced by agriculture, industry and services sector in India. |
| Discipline Related Elective (DRE) Courses | | | |
| 49 | Export Marketing- I | V | The learners will be able to: <ol style="list-style-type: none">1. Clearly understand the basic terminologies used in Export Marketing.2. Consider export marketing as a potential option for career.3. Understand the minute details that an exporter needs to follow in the process of export marketing |
| 50 | Marketing Research- I | V | Marketing Research is an integral part of marketing management. The expected learning outcomes are: <ol style="list-style-type: none">1. Nature, scope, functions, merits, demerits, process of Marketing Research |





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| | | | <ol style="list-style-type: none">2. Research approaches, methods and collection of data3. Components of marketing information system4. Career opportunities in marketing |
| 51 | Computer system & Applications Paper- I | V | The learners get the knowledge of Networking and its architecture. They are also able to get practical knowledge of MS- Excel and MySQL with their functionalities |
| 52 | Direct & Indirect Taxation- I | V | The learners learn about: <ol style="list-style-type: none">1. The terms of tax and taxation2. Calculation of tax under different heads such as house property, salary, business3. Claiming deduction under different sections for computations of total tax. |
| Discipline Specific Elective (DSE) Courses | | | |
| 53 | Financial Accounting and Auditing IX Financial Accounting | VI | The learners will understand: <ol style="list-style-type: none">1. The concept of amalgamation2. Need for conversion and accounting of foreign currency transaction3. Procedure, modes of equitaton of companies4. Procedure determination of liabilities in underwriting of shares, debentures5. Formation and accounting process of limited liability |





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| 54 | Financial Accounting and Auditing X - Cost Accounting | VI | The learners will understand: 1. Various techniques of Cost Accounting 2. Basic understanding of cost of producing an additional unit and its effect on the sales 3. Brief study of various variances with comparison of actual and standard 4. Understand apportionment of cost among various cost centres through contract and process costing |
| Discipline Related Elective (DRE) Courses | | | |
| 55 | Commerce- VI | VI | Learners will be able to: 1. State the role and functions of HR within a range of organisations 2. Synthesize ideas into a HR plan 3. Give learners the knowledge, understanding and key skills that are required by today's HR professionals 4. Enable learners to effectively contribute to dynamic organisations |
| 56 | Business Economics- VI | VI | The learners will be able to understand the implications of internationalisation of the economy. |
| Discipline Related Elective (DRE) Courses | | | |
| 57 | Export Marketing- II | VI | Learners will be able to: 1. Clearly understand the procedure involved in Export Marketing 2. Understand the product and pricing policies for export marketing |





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| | | | <ol style="list-style-type: none">3. Consider export marketing as a potential option for career4. Understand the minute details that an exporter needs to follow in the process of export marketing specifically in relation to documentation |
| 58 | Marketing Research- II | VI | The course focuses on applications of Marketing Research in areas including Product Research, Sales Research, Consumer Research. |
| 59 | Computer system & Applications Paper- II | VI | The learners are familiarised and trained in MS- Excel with very advanced and useful features also they understand the concept of online shopping, Networking and E- commerce in detail. |
| 60 | Direct & Indirect Taxation- II | VI | The learners learn about: <ol style="list-style-type: none">1. The term tax and indirect tax with concepts of GST2. Time of applicability of GST3. Value on which GST is applicable4. Exempted goods and services under GST |

Verified & Found Correct

Prepared by
Mr. Kaustubh
Bhagat

Teacher In-charge
Ms. Jyoti Ghosh

For Internal Committee For Data Verification & Validation
Tolani College Of Commerce (Autonomous) Mumbai-93

Checked by
Ms. Amrita Nambiar
I.Q.A.C. Co-
ordinator

Dr. Vasudev Iyer
I/c Principal





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Programme Outcomes (POs):

The programme comprises of six semesters spread over three years. It helps the learners specialize in General Management and provides exposure to subjects like Marketing, Human Resource and Finance. Pursuing Masters in Business Administration (M.B.A.) becomes easier for learners of this programme.

Programme Specific Outcomes (PSOs):

- Learners will be able to understand, analyze and apply management concepts in the areas related to Marketing, Human Resources and Finance for efficient running of a business organization and varying complexity in competitive areas.
- Learners are exposed to basics of corporate culture. The learners are made to understand the importance of organizational hierarchy, team work, target-oriented attitude, leadership, problem solving skills, and promptness in work. This makes them highly compatible for the corporate world.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | COs |
|---------|--------------------------|----------|--|
| | Major | | |
| 1 | Principles of Management | I | This course aims at understanding the meaning specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstance and also how team contribution is important in an organization. |





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| | | | |
|---|---|---|---|
| 2 | Foundation of Human Skills | I | Learners will get an insight into organizational behavioural dynamics and would support in practical knowledge of soft skills and behavioural skills. |
| | Open Elective | | |
| 3 | Information Technology and its applications I | I | The course is designed to give an understanding of E commerce and cloud computing, understanding the use of Tally and Maximize the use of Excel and upgrade the presentation skills using MS Power Point. |
| 4 | Business Statistics I | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving skills. |
| 5 | Personal Financial Planning | I | The learners will understand the terms and concepts, options related to 'Investing' and 'Tax Planning along with basic modalities of banking, insurance, Credit, and debt management. |
| | Vocational Skill Course | | |
| 6 | Presentation Skills | I | The course structure will be able to engage the learners and enhance the impact of their presentations through interactive techniques, storytelling, and handling questions adeptly. |
| 7 | Office Management | I | The course is designed to help the learners understand the administrative services and provide effective office management skills. |





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Knowledge is Supreme

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ANDHERI (EAST), MUMBAI-400 093.

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| Skill Enhancement Course | | | |
|----------------------------|--|---|---|
| 8 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach towards the social building process. |
| Ability Enhancement Course | | | |
| 9 | Communication Skills in English I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| Value Education Course | | | |
| 10 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| Indian Knowledge System | | | |
| 11 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 12 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarised with the integration of environmental conservation in Indian culture. |
| Core Curricular Activity | | | |





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| | | | |
|---------------|--|----|--|
| 13 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |
| Major | | | |
| 14 | Principles Of Marketing | II | Learners will be able to understand the Marketing concepts and will be familiar with the basic elements of marketing mix and to provide framework to evaluate marketing decisions initiatives. |
| 15 | Business Environment | II | Learners will be able to understand the concept of business environment and various tools of environmental analysis along with understanding the challenges of operating Business and measures to overcome these challenges. |
| Minor | | | |
| 16 | Introduction to Human Resource Management | II | Learners will be able to develop integrated perspective on role, systems, policies and applications of HRM in organizations. Learners will also be familiar with the key areas of HR development in the organizations. |
| Open Elective | | | |
| 17 | Information Technology and its Applications - II | II | Learners will be able to explore the digital marketing channels and examine trends in the e-commerce industry with a particular emphasis on technology's pivotal role in its development |





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| | | | |
|----------------------------|--------------------------------------|----|--|
| 18 | Business Statistics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |
| 19 | Introduction to Financial Accounting | II | Learners will understand the computation of Profit/Loss for the year and will know the financial position of business. They will also understand the identification, recording, classification and summarization of business transactions. |
| Vocational Skill Course | | | |
| 20 | Retail Management | II | Learners will be able to clarify the concept and related terms in retailing. They will understand various retail formats in the industry. |
| 21 | Personality Development | II | The course curriculum shall be able to demonstrate to the learners self-awareness and understanding of their personal strengths, weaknesses, values, and goals. |
| Skill Enhancement Course | | | |
| 22 | Foundation Course - II | II | The curriculum focuses on understanding the concepts of liberalization, privatization and globalization and its requirement in the economy. |
| Ability Enhancement Course | | | |
| 23 | Communication Skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |





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| Value Education Course | | | |
|--------------------------|---|-----|--|
| 24 | Constitution of India | II | The learners will be aware about their Fundamental Rights and Duties as Citizens of India and they shall develop respect for constitution of India. |
| Core Curricular Activity | | | |
| 25 | Management of Creativity | II | The course curriculum shall help the learners gain a deep understanding of what creativity is, how it manifests, and the various theories and models that explain creative processes. |
| Elective Courses (EC) | | | |
| 26 | Corporate Finance (Finance) | III | The course aims at explaining the core concepts of corporate finance and its importance in managing the business. It also provides an understanding of nature, importance, structure of corporate finance related areas and to impart knowledge regarding sources of finance for business. |
| 27 | Introduction to Cost Accounting (Finance) | III | This course exposes the learners to the basic concepts and the tools used in Cost Accounting and to enable learners to understand the principles and procedures of cost accounting and to apply them for different practical solutions. |
| 28 | Advertising (Marketing) | III | Learners will understand and examine the growing importance of advertising and to understand the careers in advertising. |





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|-----------------------------------|---|-----|---|
| 29 | Consumer Behaviour (Marketing) | III | The course is meant to equip undergraduate learners with basic knowledge about issues and dimensions of consumer behavior. This also enables the learners to develop the skill of understanding and analyzing consumer information and using it to create consumer-oriented marketing strategies. |
| 30 | Recruitment & Selection (Human Resource) | III | The objective is to familiarize the learners with concepts and principles, procedures of recruitment and selection in an organization. It also aims at providing an in-depth insight into various aspects of HRM and make them acquainted with practical aspects of the subjects. |
| 31 | Organisation Behaviour & HRM (Human Resource) | III | The course aims to give a comprehensive overview of Organizational Behavior (OB) as a separate area of management. It also introduces basic concepts, functions and processes & create an awareness of the role, functions and functioning of Human Resource Management & OB. |
| Ability Enhancement Courses (AEC) | | | |
| 32 | Information Technology(IT) in Business Management-I | III | Learners will understand the basic concepts of Information Technology, its support and role in Management for managers. It also aims to recognize security aspects of IT in business, highlighting electronic transactions, advanced security features. |
| Core Courses (CC) | | | |





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| 33 | Business Planning & Entrepreneurial Management | III | This course aims to develop entrepreneurs & to prepare learners to take the responsibility of full line of management function of a company with special reference to SME sector. |
| 34 | Accounting For Managerial Decisions | III | The course aims at explaining the core concepts of business finance and its importance in managing a business and to develop financial analysis skills among learners. |
| 35 | Strategic Management | III | To focus is to critically examine the management of the entire enterprise from the top management viewpoints and this course deals with corporate level policy & strategy formulation areas. This course aims to develop conceptual skills in this area as well as their applications in the corporate world. |
| 36 | Foundation Course-III (Environmental Management) | III | This course exposes the learners to the basic environmental concepts and how to use non-conventional energy sources in business. |
| Elective Courses (EC) | | | |
| 37 | Financial Institutions & Markets (Finance) | IV | The course aims at providing the learners basic knowledge about the structure, role and functioning of financial institutions and markets in the financial system in India and to inculcate understanding relating to managing of financial system. |





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|-----------------------------------|---|----|--|
| 38 | Strategic Cost Management (Finance) | IV | Learners should develop skills of analysis, evaluation and synthesis in cost and management accounting. The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place. |
| 39 | Rural Marketing (Marketing) | IV | The objective of this course is to explore the learners to the agriculture and rural marketing environment so that they can understand consumers and marketing characteristics of the same for understanding and contributing to the emerging challenges in the upcoming global economic scenario. |
| 40 | Integrated Marketing Communication (Marketing) | IV | To equip the learners with knowledge about the nature, purpose and complex construction in the planning and execution of an effective Integrated Marketing Communication (IMC) Program. |
| 41 | Human Resource Planning & Information System (Human Resource) | IV | To understand the concept and process of HRP and to explore the concept of Strategic HRP. |
| 42 | Training & Development In HRM (Human Resource) | IV | This course will attempt to orient the learners to equip themselves to meet the specific needs of the organizations in training and development activities. |
| Ability Enhancement Courses (AEC) | | | |





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| Core Courses (CC) | | | |
|-----------------------|---|---|---|
| 48 | Corporate Communication & Public Relations (Compulsory) | V | To introduce the various elements of corporate communication and consider their roles in managing organizations and to develop a critical understanding of the different practices associated with corporate communication. |
| 49 | Logistics & Supply Chain Management (Compulsory) | V | To provide learners with a basic understanding of concepts of logistics and supply chain management. To provide an insight in to the nature of supply chain, its functions and supply chain systems. |
| Elective Courses (EC) | | | |
| 50 | Sales & Distribution Management | V | To get familiarized with concepts, approaches and the practical aspects of the key decision-making variables in sales management and distribution channel management. |
| 51 | Customer Relationship Management | V | The learners can: 1. Get insight into CRM marketing initiatives, customer service and designing CRM strategy. 2. Understand new trends in CRM, challenges and opportunities for organizations |
| 52 | Services Marketing | V | The learners will understand the distinctive features of services and key elements in services marketing and to provide insight into ways to improve service quality and |





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| | | | |
|----|--|---|---|
| | | | productivity. |
| 53 | E-Commerce & Digital Marketing | V | To understand latest trends and practices in E-Commerce and Digital Marketing, along with their challenges and opportunities for an organization and to provide an insight on digital marketing activities on various social media platforms and its emerging significance in business. |
| 54 | Wealth Management | V | The learners will be acquainted with issues related to taxation in wealth management and to study the relevance and importance of insurance in wealth management |
| 55 | Investment Analysis and Portfolio Management | V | To understand various models and techniques of Security and Portfolio Analysis and to understand the terms which are often confronted while reading newspaper, magazines etc. for better correlation with the practical world |
| 56 | Direct Taxes | V | The learners will understand the provisions of determining residential status of an individual and study various heads of income, deductions from total income, to compute taxable income of individuals. |





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| | | | |
|-------------------|---|----|--|
| 57 | Commodity & Derivatives Market | V | The learners will understand the concepts related to Commodities and Derivatives Market. They will gain knowledge about trading, clearing and settlement mechanism in derivatives market. |
| 58 | Strategic Human Resource Management & HR Policies | V | The learners will understand human resource management from a strategic perspective and to apply the theories and concepts relevant to strategic human resource management in contemporary organizations |
| 59 | Performance Management & Career Planning | V | The learners will understand the concept of performance management in organizations and understand the significance of career planning and practices. |
| 60 | Talent & Competency Management | V | The learners will understand the role of talent management and competency management in building sustainable competitive advantage to an organization. |
| 61 | Stress Management | V | The learners will understand to adopt effective strategies, plans and techniques to deal with stress. |
| Core Courses (CC) | | | |
| 62 | Operation Research (Compulsory) | VI | Learners will understand Operation Research Methodologies and to make learners proficient in case analysis and interpretation. |





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| | | | |
|--------------------------------------|------------------------------|----|--|
| | Project Work | | |
| 63 | Project Work (Compulsory) | VI | The project aims to inculcate the element of research analysis and scientific temperament, challenging the potential learners as his / her eager to enquire about the ability to interpret particular aspect of the study. |
| Elective Courses(EC) for Semester VI | | | |
| 64 | Brand Management | VI | Learners will understand the meaning and significance of Brand Management and to know how to build, sustain and grow brands. |
| 65 | Retail Management | VI | Learners will develop an understanding of retail management terminology including merchandize management, store management and retail strategy and to create awareness about emerging trends in retail management. |
| 66 | International Marketing | VI | Learners will understand the relevance of International Marketing Mix decisions and recent developments in Global Market. |
| 67 | Media Planning & Management | VI | The learners will be familiarized with Media Planning, Strategy and Management with reference to current business scenario and to provide an insight on Media Planning, Budgeting, Scheduling and evaluating the different Media Buys. |





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| | | | |
|----|--------------------------------|----|---|
| 68 | International Finance | VI | Learners will understand the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of International Finance in this Globalized Market. |
| 69 | Innovative Financial Services | VI | The learners will get a comprehensive overview of emerging financial services in the light of globalization and to introduce the basic concepts, functions, process, techniques and create an awareness of the role, functions and functioning of financial services. |
| 70 | Project Management | VI | The learners will understand the basic concepts, functions, process, techniques , role, functions and functioning of Project Management. |
| 71 | Indirect Taxes | VI | Learners will be familiarized with filing of returns in GST and to study the registration and computation of GST. |
| 72 | HRM in Global Perspective | VI | The learners will understand the concepts, theoretical framework, and issues of HRM in global perspective and to get insights of the concepts of Expatriates and Repatriates |
| 73 | Organisational Development(OD) | VI | The learners will understand the phases of OD Programme and to study the OD Intervention to meet the challenges faced in the organisation. |





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| | | | |
|----|----------------------------------|----|---|
| 74 | HRM in Service Sector Management | VI | Learners will understand the significance of human element in creating customer satisfaction through service quality. |
| 75 | Workforce Diversity | VI | Learners will be familiarized with the strategies to deal with work force diversity. |

Verified & Found Correct

Shalini

**Prepared by &
Teacher In-charge**

Ms. Shalini Clayton

For Internal Committee For Data Verification & Validation
Tolani College Of Commerce (Autonomous) Mumbai-93

Checked by

**Ms. Amrita Nambiar
I.Q.A.C. Co-ordinator**

Dr. Vasudev Iyer

I/c Principal





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Bachelor of Commerce (Accounting and Finance)

Programme Outcomes (POs):

The programme comprises of six semesters spread over three years. The course allows learners to obtain an in-depth knowledge of Accounting and Finance. It also provides opportunities to gain broader insight into financial aspects of Business and Management.

Programme Specific Outcomes (PSOs):

- Learners can enhance their knowledge on managing the financial and accounting aspects of business.
- Learners can enhance their practical skills related to Cost Accounts, Direct and Indirect Taxation and Financial Management.

| Sr. No. | Course Name | Semester | Course Outcome |
|----------------------------|--|----------|--|
| Major Courses (MAJ) | | | |
| 1 | Financial Accounting-I (Elements of Financial Accounting) | I | Learners will get familiarized with Accounting Standards and Inventory Valuation. They will understand how to prepare accounts of manufacturer, departmental accounts, accounting for hire purchase. |
| 2 | Commerce -I (Business Environment) | I | Learners will be able to understand the concept of business and its environment, ethics to be adopted while conduct of business. |
| Open Electives (OE) | | | |
| 3 | Information Technology and its Applications - I | I | The course is designed to give an understanding of E commerce and cloud computing, understanding the use of Tally and Maximize the use of Excel and upgrade the presentation skills using MS Power |





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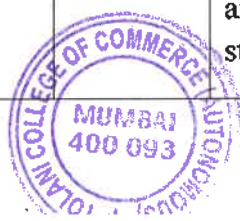
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| | | | Point. |
|--|---|---|--|
| 4 | Business Law - I (Business Regulatory Framework) | I | They will get familiarized with various Business Laws such as Contract Act, Sale of Goods Act, Negotiable Instruments Act 1881, and Consumer Protection Act 1986 |
| 5 | Business Statistics I | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving skills. |
| Vocational Skill Course (VSC) | | | |
| 6 | Presentation Skills | I | The course structure will be able to engage the learners and enhance the impact of their presentations through interactive techniques, storytelling, and handling questions adeptly. |
| 7 | Office Management | I | The course is designed to help the learners understand the administrative services and provide effective office management skills. |
| Skill Enhancement Courses (SEC) | | | |
| 8 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach towards the social building process |
| Ability Enhancement Courses (AEC) | | | |
| 9 | Communication Skills in English-I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |





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Knowledge is Supreme

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| Value Education Courses (VEC) | | | |
|--------------------------------------|---|----|--|
| 10 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| Indian Knowledge System (IKS) | | | |
| 11 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| | IKS on Environmental conservation | I | The learners will be familiarised with the integration of environmental conservation in Indian culture. |
| Core Courses (CC) | | | |
| 12 | Physical And Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |
| Major Courses (MAJ) | | | |
| 13 | Financial Accounting-II (Special Accounting Area) | II | They will be trained in practical aspects of preparing single entry system, consignment accounts, branch accounts and how to calculate insurance claims and preparation of insurance accounts. |
| 14 | Accounting for Managerial Decisions | II | The skills to use accounting information for effective decision-making in business management. It focuses on cost analysis, budgeting, financial reporting, and performance evaluation, helping |





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| | | | |
|--|--|-----|---|
| 21 | Foundation Course II | II | The curriculum focuses on understanding the concepts of liberalization, privatization and globalization and its requirement in the economy. |
| Ability Enhancement Courses (AEC) | | | |
| 22 | Communication skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |
| Skill Enhancement Courses (VEC) | | | |
| 23 | Constitution of India | II | The learners will be aware about their Fundamental Rights and Duties as Citizens of India and they shall develop respect for constitution of India. |
| Core Courses (CC) | | | |
| 24 | Foundation of Human Skills | II | It helps students develop essential interpersonal and communication skills, including emotional intelligence, teamwork, and conflict resolution. |
| Elective Courses (EC) | | | |
| 25 | Financial Accounting-III (Special Accounting Area) | III | Learners are trained in preparation of partnership Final Accounts, Amalgamation of Firms and Piecemeal Distribution of Cash. |
| 26 | Cost Accounting-II (Method of Costing) | III | Learners are able to understand various methods of costing and are also able to prepare the cost sheet. |
| Minor | | | |





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| | | | |
|--|--|-----|---|
| 27 | Taxation I (Direct Tax) | III | Learners will be able to find the total income of various heads like salary, house property, capital gains. |
| Ability Enhancement Courses (AEC) | | | |
| 28 | Information Technology in Accountancy-I | III | Learners will get familiarized with MS-Office and Electronic Commerce. |
| Skill Enhancement Course (SEC) | | | |
| 29 | Foundation Course- III (Financial Market Operations) | III | Learners will be able to understand the financial system, markets, instruments and services. |
| Core Courses (CC) | | | |
| 30 | Business Law-II (Business Regulatory Framework) | III | Learners will get familiarized with the Indian Partnership Act 1932, Factories Act 1948. |
| 31 | Business Economics-II | III | Learners will understand macro concepts in economics like Money, Inflation, Public Finance, Public Revenue. |
| Elective Courses (EC) | | | |
| 32 | Financial Accounting-IV (Special Accounting Area) | IV | Learners are trained in preparation of Company Final Accounts, treatment of profit prior to incorporation. |
| 33 | Management Accounting (Introduction to Management) | IV | Learners are trained in Analysis and Interpretation of Financial Statements. |





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| | | | |
|--|--|----|---|
| 34 | Taxation -II (Direct Tax) | IV | Learners are trained in computation of income of partnership firm, advance tax, TDS. |
| Ability Enhancement Courses (AEC) | | | |
| 35 | Information Technology in Accountancy-II | IV | Learners will be able to understand the concept of MIS Reports in computer environment and auditing. |
| Skill Enhancement Course (SEC) | | | |
| 36 | Foundation Course- IV (Introduction to Management) | IV | Learners will get familiarized with Basic management concept like Planning Staffing Directing, Controlling. |
| 37 | Business Law- III (Company Law) | IV | They will get familiarized with Company Law such as Incorporation of Companies, Public Offer and Private Placement. |
| 38 | Research Methodology in Accounting and finance | IV | Learners will be able to understand Research, Research Design Data Collection and processing in Accounting and Finance. |
| Elective Courses (EC) | | | |
| 39 | Cost Accounting- III | V | Learners will be able to understand Integrated and Non- Integrated system of Accounts, Operating Costing and Activity Based Costing |
| 40 | Financial Management-II | V | Learners are trained in Project Planning, Risk Analysis and Credit Management. |
| 41 | Taxation - III (Indirect Taxes I) | V | Learners will get familiarized with Concept of GST- Documentation, Registration and Input Tax Credit. |
| 42 | International Finance | V | Learners will be able to understand Foreign Exchange Market and Risk Management. |





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| Core Courses: | | | |
|----------------------|--------------------------|---|--|
| 43 | Financial Accounting -V | V | Learners are trained to prepare the Statement of Liquidator, understand the concept of buy back of shares. |
| 44 | Financial Accounting -VI | V | Learners are trained in Preparation Final Accounts of Banking and Insurance Companies and LLP. |

| Elective Courses | | | |
|-------------------------|--|----|---|
| 45 | Cost Accounting- IV | VI | Learners will be able to understand Absorption Costing, Marginal Costing and Standard Costing. |
| 46 | Financial Management-III | VI | Learners will be able to understand the concept of Mergers and Acquisitions, Hire Purchase Financing and Working Capital Financing. |
| 47 | Taxation -IV (Indirect Tax- II) | VI | Learners are trained in payment of tax and refunds and Customs Act. |
| 48 | Security Analysis and Portfolio Management | VI | Learners are trained in Fundamental and Technical Analysis. |
| Core Courses | | | |
| 49 | Financial Accounting- VII | VI | Learners are trained in preparation of Final Accounts of Electricity Companies and Co-operative Societies. |





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| | | | |
|----|--------------|----|--|
| 50 | Project Work | VI | Learners can learn research analysis and scientific temperament. This enhances their ability to interpret particular aspects of the study. |
|----|--------------|----|--|

Verified & Found Correct

**Prepared by &
Teacher In-charge**

Mr. Murugan Nadar

For Internal Committee For Data Verification & Validation
Tolani College Of Commerce (Autonomous)

Checked by

**Ms. Amrita Nambiar
I.Q.A.C. Co-ordinator**

Dr. Vasudev Iyer

I/c Principal





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B.Com. (Banking and Insurance) {B.B.I.}

Program Outcomes (POs):

The programme comprises of six semesters spread over three years. It gives in-depth knowledge in the areas of banking and insurance. A B.B.I. graduate has a wide range of career opportunities in banking and other financial sectors.

Program Specific Outcomes (PSOs):

The learners will:

- Get exposure to operational environment in the field of Banking and Insurance.
- Get to explore opportunities that has been newly created in the field of Banking and Insurance due to Liberalization, Privatization and Globalization.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | COs |
|---------|--|----------|---|
| | Major | | |
| 1 | Introduction to Banking and Insurance (Major) | I | Learners learn about basic concepts of banking industry, various services offered by bank, basic concepts of insurance industry and different types of insurance. |
| 2 | Environment and Management of Financial Services (Major) | I | Learners learn about development of financial system, evolution of banks and insurance sector, functions and process of banking and insurance sector. |





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| Open Elective (OE) | | | |
|--------------------------|---|---|--|
| 3 | Information Technology and its Applications – I | I | The course is designed to give an understanding of E commerce and cloud computing, understanding the use of Tally and Maximize the use of Excel and upgrade the presentation skills using MS Power Point. |
| 4 | Business Statistics – I | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving skills. |
| 5 | Personal Financial Planning | I | The learners will understand the terms and concepts, options related to 'Investing' and 'Tax Planning along with basic modalities of banking, insurance, Credit, and debt management. |
| Vocational Skill Course | | | |
| 6 | Presentation Skills | I | The course structure will be able to engage the learners and enhance the impact of their presentations through interactive techniques, storytelling, and handling questions adeptly. |
| 7 | Office Management | I | The course is designed to help the learners understand the administrative services and provide effective office management skills. |
| Skill Enhancement Course | | | |
| 8 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach |





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| | | | |
|----|--|---|--|
| | | | towards the social building process. |
| | Ability Enhancement Course | | |
| 9 | Communication Skills in English I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| | Value Education Course | | |
| 10 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| | Indian Knowledge System (IKS) | | |
| 11 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 12 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarized with the integration of environmental conservation in Indian culture. |
| | Core Curricular Activity | | |
| 13 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |





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| Major | | | |
|-------------------------|--|----|--|
| 14 | Financial Accounting – II | II | Learners learn about methods of valuation of goodwill and shares, rules of buyback of equity shares, redemption of preference shares and computation of loss of stock by fire. |
| 15 | Business Law | II | Learners learn about various types of contract, legal concepts involved in many contracts and their impact on the social and economic front. |
| Minor | | | |
| 16 | Banking System in India | II | Learners learn about types of banks, different types of accounts and structure of banking. |
| Open Elective (OE) | | | |
| 17 | Information Technology and its Applications - II | II | Learners will be able to explore the digital marketing channels and examine trends in the e-commerce industry with a particular emphasis on technology's pivotal role in its development |
| 18 | Business Statistics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |
| 19 | Introduction to Management Accounting | II | Learners learn about management accounting principles, various basic costing methods, budgeting techniques and analysis. |
| Vocational Skill Course | | | |





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| | | | |
|-----------------------------------|--|-----|---|
| 26 | Financial Management - I | III | Learners learn about financial management, financial goal setting and time value of money, investment decisions and financial decisions. |
| 27 | Management Accounting (Tools & Techniques, Focus on Banking & Insurance) | III | Learners learn about financial statement analysis, working capital management, management of profit and dividend policy. |
| 28 | Organizational Behavior | III | Learners learn about individual behavior, group dynamics, organizational dynamics, organizational behavior in financial services. |
| Ability Enhancement Courses (AEC) | | | |
| 29 | Information Technology in Banking & Insurance - I | III | Learners learn about E-banking, MS-Office, Cyber Law and Cyber Security. |
| *Skill Enhancement Courses (SEC) | | | |
| 30 | Foundation Course - III (An Overview of Banking Sector) | III | Learners learn about banking & customer relationship, universal banking and technology in the banking sector, micro finance & financial inclusions. |
| Core Courses | | | |
| 31 | Financial Market (Equity, Debt, Forex and Derivatives) | III | Learners learn about Indian financial system, financial markets, commodity market and derivatives market. |
| 32 | Direct Taxation | III | Learners learn about residential status, various heads of income and computation of total income. |





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| Elective Courses (EC) | | | |
|-----------------------------------|--|----|---|
| 33 | Financial Management - II | IV | Learners learn about working capital management, financial planning, financial policy and corporate strategy. |
| 34 | Cost Accounting of Banking & Insurance | IV | Learners learn about Cost Classification, Standard Costing and Marginal Costing. |
| 35 | Entrepreneurship Management | IV | Learners learn about concepts of entrepreneurship, business planning, business opportunities. |
| Ability Enhancement Courses (AEC) | | | |
| 36 | Information Technology in Banking & Insurance - II | IV | Learners learn about E-Banking, Techno-management, IT applications in banking and MS – Office |
| *Skill Enhancement Courses (SEC) | | | |
| 37 | Foundation Course - IV (An Overview of the Insurance Sector) | IV | Learners learn about life insurance, health insurance, home and motor insurance and role of insurance in logistics. |
| Core Courses (CC) | | | |
| 38 | Corporate Laws & Securities Law | IV | Learners learn about Company Law, law governing Stock Exchange, SEBI and Depository Act. |
| 39 | Business Economics - II | IV | Learners learn about macro-economic data, inflation and monetary policy, fiscal policy and open economy. |





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| Elective Courses (EC) | | | |
|-----------------------|--|----|--|
| 40 | Financial Reporting & Analysis (Corporate Banking & Insurance) | V | Learners learn about Banking, Insurance and Corporate Final Accounts, Cash Flow, ethical behavior of accountants and IFRS. |
| 41 | Strategic Management | V | Learners learn about strategic management environment, levels of strategies activating strategy and evaluation and control. |
| 42 | Financial Services Management | V | Learners learn about mutual funds, factoring, securitisation and derivatives, housing finance and depositories. |
| 43 | Business Ethics & Corporate Governance | V | Learners learn about the ethical theories in business, corporate governance, implementation of corporate governance, and global scenario. |
| Core Courses | | | |
| 44 | International Banking & Finance | V | Learners learn about the fundamentals of international finance, capital market, foreign exchange market, risk management and international banking operations. |
| 45 | Research Methodology | V | Learners learn about research, data collection and processing, interpretation, statistical techniques and research report. |
| Elective Courses (EC) | | | |
| 46 | Security Analysis & Portfolio Management | VI | Learners learn about the portfolio management, fundamental and technical analysis. |





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| | | | |
|----------------|-------------------------------------|----|---|
| 47 | Human Resource Management | VI | Learners learn about HR Procurement, Planning & Recruitment, training and development. |
| 48 | Turnaround Management | VI | Learners learn about industrial sickness, turnaround management strategies, business scenario, leadership management. |
| 49 | International Business | VI | Learners learn about international economic institutions, international marketing, export & import documentation and export and important procedures. |
| Core Courses : | | | |
| 50 | Central Banking | VI | Learners learn about overview of central banking, role of RBI, central banking in other countries and in cyber world. |
| 51 | Project Work in Banking & Insurance | VI | Learners work on research in banking & insurance. |

Verified & Found Correct

**Prepared by &
Teacher In-charge**

Dr. Ishtiyaq Chiplunkar

for Internal Committee For Data Verification & Validation
Tolani College Of Commerce (Autonomous) Mumbai-93

Checked by

**Ms. Amrita Nambiar
I.Q.A.C. Co-ordinator**

Dr. Vasudev Iyer

I/c Principal





Tolani College of Commerce (Autonomous)

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Re-Accredited (3rd Cycle) by N.A.A.C. with 'A' Grade (CGPA 3.03)

Knowledge is Supreme

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Bachelor of Commerce (Financial Markets)

Program Outcomes (POs):

It is a three-year comprehensive undergraduate programme which covers all the different aspects of capital markets. While the course is primarily theoretical, there is a good blend of projects, case studies and industrial visits to enable a student to get well-versed with the functioning of the industry. There is also exposure to working in the industry during the summer internships. A BFM graduate has a wide range of career opportunities in merchant banking and other financial sectors.

Program Specific Outcomes (PSOs):

- Learners will be able to analyse the financial markets and research on the trending market forces and basics of trading in order to enhance the market growth and resource management.
- This course requires both practical and theoretical analysis of the market, which helps to get a deeper understanding of how the financial market functions.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | Course Outcome |
|----------------------------|------------------------|----------|---|
| Major Courses (MAJ) | | | |
| 1 | Financial Accounting-I | I | Learners will get familiarized with Accounting Standards and Inventory Valuation. They will understand how to prepare accounts of manufacturer, departmental accounts, accounting for hirepurchase. |
| 2 | Business Environment | I | Learners will be able to understand the concept of business and its environment, ethics to be adopted while conduct of business. |





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| Open Electives (OE) | | | |
|--|---|---|---|
| 3 | Information Technology and its applications I | I | The course is designed to give an understanding of E commerce and cloud computing, understanding the use of Tally and Maximize the use of Excel and upgrade the presentation skills using MS Power Point. |
| 4 | Business Statistics I | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving skills. |
| 5 | Personal Financial Planning | I | The learners will understand the terms and concepts, options related to 'Investing' and 'Tax Planning along with basic modalities of banking, insurance, Credit, and debt management. |
| Vocational Skill Course (VSC) | | | |
| 6 | Presentation Skills | I | The course structure will be able to engage the learners and enhance the impact of their presentations through interactive techniques, storytelling, and handling questions adeptly. |
| 7 | Office Management | I | The course is designed to help the learners understand the administrative services and provide effective office management skills. |
| Skill Enhancement Courses (SEC) | | | |
| 8 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach towards the social building process. |





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| Ability Enhancement Courses (AEC) | | | |
|--|--|----|--|
| 9 | Communication Skills in English I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| Value Education Courses (VEC) | | | |
| 10 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| Indian Knowledge System (IKS) | | | |
| 11 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 12 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarised with the integration of environmental conservation in Indian culture. |
| Core Courses (CC) | | | |
| 13 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |
| Major Courses (MAJ) | | | |
| 14 | Financial Accounting-II | II | They will be trained in practical aspects of preparing single entry system, consignment accounts, branch accounts and how to calculate insurance claims and preparation of insurance accounts. |





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| | | | |
|--------------------------------------|--|----|---|
| 15 | Business Law | II | The learners will know the context and rationale of contracts and various types of contracts. It will enable them to exhibit an understanding of the legal concepts involved in many contracts. |
| Minor Courses | | | |
| 16 | Fundamentals of Capital Markets | II | The course on Fundamentals of Capital Markets provides an understanding of financial instruments, market structures, and investment strategies. It equips students with the skills to analyze and participate effectively in capital markets. |
| Open Electives (OE) | | | |
| 17 | Information Technology and its Applications - II | II | Learners will be able to explore the digital marketing channels and examine trends in the e-commerce industry with a particular emphasis on technology's pivotal role in its development |
| 18 | Business Statistics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |
| 19 | Introduction to Management Accounting | II | The course on Introduction to Management Accounting teaches learners how to analyze financial data for decision-making and performance evaluation. It equips learners with tools to manage costs, budgets, and financial planning in organizations. |
| Vocational Skill Course (VSC) | | | |
| 20 | Retail Management | II | Learners will be able to clarify the concept and related terms in retailing. They will understand various retail formats in the industry. |
| 21 | Personality Development | II | The course curriculum shall be able to demonstrate |





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| | | | |
|--|--------------------------------------|----|---|
| | | | to the learners self-awareness and understanding of their personal strengths, weaknesses, values, and goals. |
| Skill Enhancement Courses (SEC) | | | |
| 22 | Foundation Course - II | II | The curriculum focuses on understanding the concepts of liberalization, privatization and globalization and its requirement in the economy. |
| Ability Enhancement Courses (AEC) | | | |
| 23 | Communication Skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |
| Skill Enhancement Courses (VEC) | | | |
| 25 | Constitution of India | II | The learners will be aware about their Fundamental Rights and Duties as Citizens of India and they shall develop respect for constitution of India. |
| Core Courses (CC) | | | |
| 26 | Foundation of Human Skills | II | It helps students develop essential interpersonal and communication skills, including emotional intelligence, teamwork, and conflict resolution. |

| | | | |
|------------------------------|----------------|-----|--|
| Elective Courses (EC) | | | |
| 27 | Debt Markets-I | III | Learners get to understand about debt markets, its instruments and markets. They learn to do valuation of bonds. |





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| | | | |
|---------------------|--|-----|---|
| 28 | Equity Markets-I | III | Learners get an insight into equity markets. They come to know about primary and secondary market. They realize the importance of equity markets in developing the country. |
| 29 | Commodities Markets | III | Learners get to know about commodity market particularly in India, commodity exchanges and the role of commodities market in strengthening the economy. |
| 30 | Computer Skills-II | III | Learners hone their skills by getting insight into advanced spreadsheet. They get an idea about DBMS and modern E-Business software systems. |
| Core Courses | | | |
| 31 | Management Accounting | III | Learners study about management accounting. They learn to analyze and interpret statements of accounts. They also learn Ratio Analysis based on the comprehension of Vertical Statements of Accounts. They learn about practical working of Cash Flow Statement and Working Capital Management. |
| 32 | Business Law-I | III | Learners learn to comprehend the Indian Contract Act, Special Contracts, Negotiable Instrument Act and the Sale of Goods Act. |
| 33 | Foundation Course - in Financial Markets- FC III- Money Market | III | Learners get an insight into Foreign Exchange Market. They learn about the operational aspects of foreign exchange and foreign exchange contracts. The learners learn about foreign exchange arithmetic and risk management. |





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| Core Courses (CC) | | | |
|-----------------------|--|----|---|
| 34 | Business Law-II | IV | Learners get an insight into Indian Companies Act 2013, IPR, Copyrights and trademarks. They also learn about Indian Partnership Act, 1932 and Limited Liability Partnership, 2008. |
| 35 | Foundation Course - in Financial Markets- FC IV- Foreign Exchange Market | IV | Learners are introduced to money markets. They come to know about the regulatory framework of money market, money market instruments. |
| 36 | Corporate Finance | IV | Learners get an overview about corporate finance. They get to know the planning of the corporate financial activities. They comprehend capital structure. They come to know the sources and methods of raising corporate finance. |
| 37 | Business Economics II | IV | Learners are introduced to macroeconomic concepts like money, inflation and monetary policy. They get aware about the constituents of fiscal policy. They learn about open economy, its theory and issues of international trade. |
| Elective Courses (EC) | | | |
| 38 | Debt Market – II | IV | Learners become aware of the basic concepts and fixed income mathematics. They learn pricing of fixed income securities, tracking fixed income market, portfolio management of fixed income etc. |





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| | | | |
|-----------------------|---------------------------------|----|--|
| 39 | Equity Market – II | IV | Learners comprehend the developments in the Indian equity market. They learn valuation of Indian securities and can statistically analyze share price movement. They learn about dealings in stock exchanges. |
| 40 | Commodities Derivatives | IV | Learners get an introduction to derivatives, About its pricing, trading and regulatory framework. |
| Elective Courses (EC) | | | |
| 41 | Marketing in Financial Services | V | Learners get an insight into the foundation of financial service marketing. They learn about service market segmentation and issues in marketing of services. They also learn about customer satisfaction and service quality in service marketing. |
| 42 | Technical Analysis | V | Learners get introduced to Technical Analysis, its major indicators and oscillators. They learn about the major theories in Technical Analysis. They get an insight into Dow Theory and Eliot wave theory, risk management, trading psychology and trading strategies. |
| Core Courses (CC) | | | |
| 43 | Corporate Accounting | V | Learners are able to solve problems on Redemption of Preference Shares and Debentures, Profit Prior to Incorporation, Amalgamation of Companies and Internal Reduction. |





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| Elective Courses (EC) | | | |
|-----------------------|--|----|---|
| 44 | Financial Derivatives | V | Learners get introduced to the concept of Financial Derivatives and Futures and Pricing Options. They learn about trading, clearing and settlement of Options and Futures. |
| 45 | Business Ethics and Corporate Governance | V | Learners get an insight into business ethics and corporate governance. They learn about shareholders rights. They get familiar to corporate governance forum and legislatives framework of corporate governance in India. |
| 46 | Direct Tax-Income Tax | V | Learners are able to comprehend the definition and determination of residential status, various heads of income and deduction under chapter VI A. They learn to compute the taxable income of individuals. |
| Elective Courses (EC) | | | |
| 47 | Venture Capital & Private Equity | VI | Learners get conceptual knowledge of Venture Capital and Private Equity. They learn the structure and valuation approaches. They also learn strategies of Private Equity and exit strategies for Private Equity. |
| 48 | Mutual Fund Management | VI | Learners learn about mutual fund organization and management. They get to know about Investment and Performance Measurement. They also get a chance to get an insight into the accounting and taxation of mutual funds. |





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Bachelor of Science (Information Technology) – B.Sc. I.T

Program Outcomes (POs):

The programme comprises of six semesters spread over three years. It enables the learners to apply knowledge of computing, mathematics program logic, and different operating systems platform. It also develops the ability to design, implement, and evaluate a computer-based system, process, component, or program to meet desired needs of industry.

Program Specific Outcomes (PSOs):

- Learners can be an expert in software designing, testing and documentation with different technical languages such as JAVA, Computer Network, Embedded System, and Artificial Intelligence (AI).
- Learners can be developers of open source technology and can become Data Scientist with in-depth knowledge in data structure.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | COs |
|---------|------------------------|----------|--|
| | Major | | |
| 1 | Imperative Programming | I | This course generally focus on providing Learner with a strong understanding of the core concepts of the imperative programming paradigm, as well as practical skills in coding, debugging, and optimizing programs. |
| 2 | Digital Electronics | I | This course aims are designed to equip Learners with the knowledge and practical skills needed to understand, design, and analyze digital electronic circuits and systems. The course typically covers a wide range of topics related to digital logic, |





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| | | | |
|--------------------------|-----------------------------|---|---|
| | | | circuit design, and applications of digital systems. |
| Open Elective | | | |
| 3 | Principles of Management | I | This course aims at understanding the meaning specify how the managerial tasks of planning, organizing, and controlling can be executed in a variety of circumstance and also how team contribution is important in an organization. |
| 4 | Business Statistics I | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving Skills. |
| 5 | Personal Financial Planning | I | The learners will understand the terms and concepts, options related to 'Investing' and 'Tax Planning along with basic Modalities of banking, insurance, Credit, and debt management. |
| Vocational Skill Course | | | |
| 6 | Advanced Excel | I | It typically equips learners with in-depth knowledge and practical skills to enhance their productivity and analytical capabilities |
| Skill Enhancement Course | | | |
| 7 | Green Computing | I | This course are aimed at helping Learners understand the principles of designing, using, and managing computing systems in an environmentally responsible and energy-efficient manner. This course covers topics related to sustainability in the tech industry |





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| | | | |
|----------------------------|--|---|--|
| | | | and how to minimize the environmental impact of computing. |
| Ability Enhancement Course | | | |
| 8 | Communication Skills in English I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| Value Education Course | | | |
| 9 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| Indian Knowledge System | | | |
| 10 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 11 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarized with the integration of environmental conservation in Indian culture. |
| Core Curricular Activity | | | |
| 12 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |
| Major | | | |





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| | | | |
|---------------|----------------------------------|----|---|
| 14 | Object Oriented Programming | II | This course aim to help Learners understand the principles and techniques of OOP, enabling them to design and implement software systems that are modular, reusable, and maintainable. |
| 15 | Microprocessor Architecture | II | Learners are Understand the basic architecture of a microprocessor, including its key components like the ALU (Arithmetic Logic Unit), control unit, and registers. |
| Minor | | | |
| 16 | Numerical and Statistics Methods | II | This course aim to help Learners understand and apply mathematical techniques for solving numerical problems and analyzing data. These methods are widely used in fields such as engineering, computer science, economics, and social sciences. |
| Open Elective | | | |
| 17 | Introduction to Marketing | II | Learners will be able to understand the Marketing concepts and will be familiar with the basic elements of marketing mix and to provide framework to evaluate marketing decisions initiatives. |
| 18 | Business Statistics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |





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| | | | |
|----------------------------|--------------------------------------|----|---|
| 19 | Introduction to Financial Accounting | II | Learners will understand the computation of Profit/Loss for the year and will know the financial position of business. They will also understand the identification, recording, classification and summarization of business transactions. |
| Vocational Skill Course | | | |
| 20 | Web Programming | II | Learners understand the key concepts, tools, and technologies involved in building web applications. This course focuses on both the client-side and server-side aspects of web development. By the end of the course, Learners should be able to design, implement, and deploy web applications efficiently. |
| Skill Enhancement Course | | | |
| 21 | Operating Systems | II | provide students with a strong understanding of the fundamental concepts, design, and implementation of operating systems. |
| Ability Enhancement Course | | | |
| 22 | Communication Skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |
| Value Education Course | | | |
| 23 | Constitution of India | II | The learners will be aware about their Fundamental Rights and Duties as Citizens of India and they shall develop respect for constitution of India. |
| Core Curricular Activity | | | |





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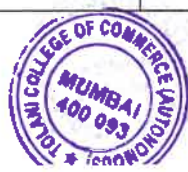
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| | | | |
|---------------------------------|----------------------------------|-----|--|
| 24 | Foundation of Human Skills | II | It helps students develop essential interpersonal and communication skills, including emotional intelligence, teamwork, and conflict resolution. |
| Skill Enhancement Courses (EC) | | | |
| 25 | Python Programming | III | Learners are trained to develop python programs which are used in real time activities. |
| Core Courses (CC) | | | |
| 26 | Data Structure | III | Learners are familiarized for logic and concept of data structure and able to make the algorithm of different concepts |
| 27 | Computer Network | III | Learners are trained to do software connections. |
| 28 | Database Management Systems | III | Learners are familiarized with the logic and concept of database and are to create tables and other functions related to tables. |
| 29 | Applied Mathematics | III | Learners are trained to find area volume of irregular shapes and create encryption and decryption with matrices multiplication. |
| Skill Enhancement Courses (AEC) | | | |
| 30 | Core JAVA | IV | Learners are trained in the JAVA programming |
| Core Courses (CC) | | | |
| 31 | Introduction to Embedded Systems | IV | Learners are trained about the importance of microcontroller in designing embedded applications and interfacing to real world devices. |





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|------------------------------------|--|----|--|
| 32 | Software Engineering | IV | Learners are trained about software development models which are used in the IT industry for developing software applications. |
| 33 | Computer Graphics | IV | Learners are trained to develop and create different applications using animation and computer graphics. |
| 34 | Computer Oriented Statistical Techniques | IV | Learners are trained to develop data mining skills with analysis tools and representation to simplify complex data. |
| Skill Enhancement Courses (SEC) | | | |
| 35 | Software Project Management | V | Learners are trained to manage software projects. |
| 36 | Internet of Things (IOT) | V | Learners are trained to take up and create IOT based projects and applications |
| 37 | Advanced Web Programming | V | Learners are trained to create dynamic websites. |
| Discipline Specific Elective (DSE) | | | |
| 38 | Artificial Intelligence | V | Learners are trained to create logical agents and game programs. |
| 39 | Enterprise JAVA | V | Learners are trained to create dynamic websites and related applications. |
| Skill Enhancement Courses (AEC) | | | |
| 40 | Security in Computing | VI | Learners are able to configure host and network level technical security controls, to include host firewalls, user access controls, host logging, network filtering, intrusion detection, and prevention and encryption at all levels. |





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Bachelor of Business Administration in Logistics (B.B.A. in Logistics)

Programme Outcomes (POs):

The Bachelor of Business Administration in Logistics, offered in collaboration with Logistics Sector Skill Council (LSC)-India, is designed to equip graduates with a comprehensive skill set to excel in the dynamic field of logistics and supply chain management. This program combines theoretical knowledge with hands-on experience, preparing students for a successful career in the logistics industry. Upon completion of the program, graduates will be poised to contribute effectively to the industry by demonstrating a profound understanding of logistics processes and practices.

Programme Specific Outcomes (PSOs):

- Learners will master practical logistics skills through industry apprenticeships, enabling them to tackle real-world challenges confidently.
- They will exhibit managerial expertise, effectively supervising and coordinating logistics operations for enhanced efficiency.
- Equipped with comprehensive knowledge and hands-on experience, learners will seamlessly integrate into logistics companies, making immediate valuable contributions.
- Graduates will explore diverse career pathways, shaping the industry's future by becoming adept practitioners and leaders.

Course Outcomes (COs):

| Sr. No. | Course Name | Semester | COs |
|---------|---------------------------|----------|---|
| | Major | | |
| 1 | Fundamentals of Logistics | I | Learners will be able to apply the Basic knowledge of Logistics in the real-life situation This subject will enable learners to enhance their ability and professional skills in Logistics |





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|----------------------------|---|---|---|
| 2 | Warehousing & Distribution Centre Operations | I | To apply the Basic knowledge of Warehousing and distribution centre operations in the real-life situation. To enhance their ability and professional skills To understand the contemporary Practices in the Industry. |
| Open Electives | | | |
| 3 | Information Technology and its Applications - I | I | The course is designed to give an understanding of E commerce and cloud computing, understanding the use of Tally and Maximize the use of Excel and upgrade the presentation skills using MS Power Point. |
| 4 | Personal Financial Planning - I | I | The learners will understand the terms and concepts, options related to 'Investing' and 'Tax Planning along with basic modalities of banking, insurance, Credit, and debt management. |
| 5 | Business Statistics | I | This course aims at understanding the foundations of mathematics and statistics and develop effective problem solving skills |
| Vocational Skill Course | | | |
| 6 | Office Management | I | The course is designed to help the learners understand the administrative services and provide effective office management skills. |
| 7 | Presentation Skills | I | The course structure will be able to engage the learners and enhance the impact of their presentations through interactive techniques, storytelling, and handling questions adeptly. |
| Skill Enhancement Course | | | |
| 8 | Foundation Course I | I | The successful completion of the course will enable the learners to understand the factual aspects of the Indian society. The learners will help ingrain a sense of empathy and social responsibility and participatory approach towards the social building process. |
| Ability Enhancement Course | | | |





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| 9 | Communication Skills in English-I | I | The learners will be able to understand and apply the fundamental business communication skills and apply strategies for effective business strategies. |
| Value Education Course | | | |
| 10 | Understanding India | I | The learners will be familiarized with the rich and varied heritage of India. |
| Indian Knowledge System | | | |
| 11 | Vedic Mathematics | I | The course structure of vedic mathematics exercises to enhance memory power and concentration by engaging students in mental calculations and visualization techniques. |
| 12 | Traditional Indian Knowledge on Environmental Conservation | I | The learners will be familiarised with the integration of environmental conservation in Indian culture. |
| Core Curricular Activity | | | |
| 13 | Physical and Mental Wellness | I | Upon completing the Physical and Mental Wellness course, students will gain a comprehensive understanding of the interconnectedness of physical and mental health and learn strategies to improve both aspects for overall well-being. |
| Major | | | |
| 14 | Materials Management | II | Learners will be able to apply the knowledge about material management in the real-life business situation Understand the contemporary practices followed in the field of Materials Management To enhance their managerial ability and professional skills. |
| 15 | Freight Forwarding (Ocean & Air Cargo) | II | Learners will be able to apply the Basic knowledge of freight forwarding including ocean and air cargo in the real-life situation |





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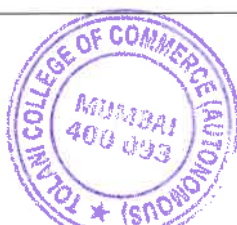
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| | | | Students will be able to demonstrate their skill on documentation in their profession. This subject will enable them to enhance their ability and professional skills |
| | Minor | | |
| 16 | Surface Transportation | II | Learners will be able to apply the knowledge of surface transportation in the real-life situation Enhancement of professional skills with regard to the field |
| | Open Electives | | |
| 17 | Information Technology and its Applications - II | II | Learners will be able to explore the digital marketing channels and examine trends in the e-commerce industry with a particular emphasis on technology's pivotal role in its development |
| 18 | Business Statistics - II | II | The course structure will help the learners understand the foundations of mathematics and statistics. Learners will be able to perform basic computations in higher mathematics as well. |
| 19 | Introduction to Financial Accounting | II | Learners will understand the computation of Profit/Loss for the year and will know the financial position of business. They will also understand the identification, recording, classification and summarization of business transactions |
| | Vocational Skill Course | | |
| 20 | Retail Management | II | Learners will be able to clarify the concept and related terms in retailing. They will understand various retail formats in the industry |
| 21 | Personality Development | II | The course curriculum shall be able to demonstrate to the learners self-awareness and understanding of their personal strengths, weaknesses, values, and goals. |
| | Skill Enhancement Course | | |





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| 22 | Foundation Course - II | II | The curriculum focuses on understanding the concepts of liberalization, privatization and globalization and its requirement in the economy. |
| Ability Enhancement Course | | | |
| 23 | Communication Skills in English - II | II | The learners will be able to understand and apply the nuances of professional etiquette in a professional scenario. |
| Value Education Course | | | |
| 24 | Constitution of India | II | The learners will be aware about their Fundamental Rights and Duties as Citizens of India and they shall develop respect for constitution of India. |
| Core Curricular Activity | | | |
| 25 | Foundation of Human Skills | II | Learners will be able to understand the factors contributing to individual differences, personality and attitude, Johari window, perception and team effectiveness. Learners will acquire knowledge of organisational culture , workplace motivation , and organisational stress. |
| Major | | | |
| 26 | MIS for Logistics | III | Learners will be able to demonstrate a foundational understanding of MIS concepts in the context of logistics. Learners will be able to apply MIS tools and techniques to real-world logistics scenarios. Learners will be able to understand the role of MIS in optimizing logistics operations and decision-making. |
| 27 | Liner Logistics | III | Learners will be able to define and explain the key concepts, principles, and processes involved in liner logistics, including the movement of goods via scheduled shipping services, port operations, and shipping route management. |





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| | | | Learners will be able to apply their knowledge of liner logistics to real-life scenarios, solving practical issues such as shipping delays and handling port congestion. |
| 28 | Retail Logistics & E-Commerce | III | Learners will be able to define and explain the key concepts, processes, and technologies that drive retail logistics and e-commerce operations. Learners will be able to apply their understanding of retail logistics and e-commerce to real-life situations, solving industry-specific challenges and identifying solutions for optimization in supply chains and e-commerce operations. |
| 29 | International Logistics Management | III | Learners will be able to develop the ability to manage and optimize logistics operations in an international context. Learners will be able to demonstrate a foundational understanding of international logistics management principles. |
| 30 | Marketing Management | III | Learners will be able to differentiate between consumer and institutional buying behavior in marketing. Learners will be able to understand and apply key concepts related to the marketing mix. |
| 31 | Word and Presentation Tools- Practical | III | Learners will be able to effectively use MS-Word and MS-PowerPoint to create, format, and edit professional documents and presentations, applying relevant tools for communication in a variety of contexts. |
| 32 | Life Skill Development- Practical | III | Learners will be able to demonstrate readiness for employment by mastering industry-relevant skills, improving their ability to meet corporate expectations and contribute effectively to organizational success in aviation and air cargo operations. |
| 33 | Port Terminal Logistics | IV | Learners will be able to demonstrate a fundamental understanding of port terminals logistics and operations. Learners will be able to develop the ability to manage logistics processes specific to port terminal environments. |





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| 34 | Data Analysis Using spreadsheet | IV | Learners will be able to efficiently use spreadsheets (MS Excel) to perform data analysis and support e-communication. Learners will be able to develop proficiency in using advanced Excel features for data management and analysis. |
| 35 | Commercial Geography | IV | Learners will be able to demonstrate a comprehensive understanding of the dynamic aspects of commercial geography and its influence on economic activities. Learners will be able to apply knowledge of physical geography to understand the impact of natural resources on commerce and industry. |
| 36 | Logistics Network Design | IV | Learners will be able to apply knowledge of logistics network design to real-world scenarios and optimize network configurations. Learners will be able to develop the ability to analyze and assess logistics network structures for improved efficiency and effectiveness. |
| 37 | Logistics 4.0 | IV | Learners will be able to demonstrate a comprehensive understanding of the technological revolution in the logistics industry. Learners will be able to apply knowledge of recent technological advancements and ITC developments to logistics practices. |
| 38 | Introduction of Aviation Industry & Airport Operations | IV | Learners will be able to develop the ability to manage and optimize airport operations, ensuring efficiency and safety. Learners will be able to demonstrate a foundational understanding of the aviation industry and airport operations and apply basic knowledge of aviation principles and airport management in real-life situations. |
| 39 | First Mile Operations | IV | Learners will be able to demonstrate a solid understanding of First Mile operations in e-commerce logistics and apply knowledge of shipment pickup operations and their role in the logistics process. Learners will be able to analyze the layout and design of processing centers to optimize First Mile operations. |





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| 40 | Multi-Modal Transportation | IV | Learners will be able to demonstrate knowledge of the importance of multi-modal transport in efficient, cost-effective cargo movement. Learners will be able to identify and differentiate types of multi-modal transport and understand the role of containerization for security and speed. |
| 41 | Introduction to Air Cargo Industry | IV | Learners will be able to develop the ability to manage key aspects of air cargo logistics, including cargo handling, documentation, and transportation. Learners will be able to apply basic knowledge of air cargo principles to real-world industry scenarios. |
| 42 | Last Mile Operations | IV | Learners will be able to demonstrate a clear understanding of the concepts and importance of last mile logistics in e-commerce. |
| 43 | Commercial Aspects of Transportation | IV | Learners will be able to evaluate the commercial considerations involved in providing transport services for both freight and passenger movement. Learners will be able to analyse and compare competition between road and rail transport modes, focusing on rate structures and market dynamics. |

Verified & Found Correct

Prepared by

Ms. Ranjeeta R. Prajapati

For Internal Committee For Data Verification & Validation
Tolani College of Commerce (Autonomous) Mumbai-93

Checked by

**Ms. Amrita Nambiar
I.Q.A.C. Co-ordinator**

Dr. Vasudev Iyer

I/c Principal





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Course Outcomes:

| Sr. No. | Semester | Course | Course outcome |
|-------------------------|----------|----------------------------------|---|
| Major: Mandatory | | | |
| 1. | I | Cost and Management Accounting | <ol style="list-style-type: none"> 1. Understand the basic concepts and processes used to determine product costs. 2. Be able to interpret cost accounting statements. 3. Be able to analyze and evaluate information for cost ascertainment, planning, control and decision making. |
| 2. | I | Strategic management | <ol style="list-style-type: none"> 1. The course would enable learners to understand the principles of strategy formulation, implementation and control in organizations. 2. To help learners develop skills for applying these concepts to the solution of business problems 3. To help learners master the analytical tools of strategic management. |
| 3. | I | Economics for Business Decisions | The learners will be in a position to understand how knowledge of economics facilitates business decisions. |
| Major: Electives | | | |
| 4. | I | Wealth Management | <ol style="list-style-type: none"> 1. Acquaint the learners with issues related to taxation in wealth management |





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|----|----------------------|-----------------------------------|--|
| | | | 2. Learners will be able to comprehend various components of retirement planning |
| | Research Methodology | | |
| 5. | I | Research Methodology for Business | 1. Familiar with basic of research and the research process. 2. Enabled to conduct research work and formulate research synopsis and report. 3. Imparted knowledge for enabling them to develop data analytics skills and meaningful interpretation to the data sets so as to solve the problem. |
| | Major: Mandatory | | |
| 6. | II | Corporate Finance | The learners will be able to: 1. Understand the basic concepts and techniques of corporate financing and its importance in managing business. 2. Gain knowledge regarding source of finance for business. |
| 7. | II | E- commerce | 1. Gain a comprehensive understanding of the E-Commerce landscape, current and emerging business models, and the technology and infrastructure underpinnings of the business. 2. Develop an understanding of how the internet can help business grow. |





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| 8. | II | Macro Economics: Concepts and Applications | The learners will be in a position to understand the working of an economy, the challenges faced and economic policies required to overcome these challenges. |
| 9. | II | Financial Analysis and Business Valuation | 1.Understand the concept of time value of money and apply discounted cash flow (DCF) analysis to estimate the present value of future cash flows. 2.Apply different valuation methods, such as relative valuation (comparable company analysis and comparable transaction analysis) and intrinsic valuation (DCF analysis), to determine the value of a business. 3.Interpret industry and market data to assess the competitive position and growth potential of a company. |
| 10. | On The Job Training/ Field Project | | |
| | Elective Courses | | |
| 11. | III | Advanced Financial Accounting | The learners will be able to: 1. Prepare financial statements in accordance with appropriate standards. 2. interpret the business implications of financial statement information 3. Understand accounting information for planning and control and for the evaluation of finance. |





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150-151, SHER-E-PUNJAB SOCIETY,
GURU GOBIND SINGH ROAD,
ANDHERI (EAST), MUMBAI-400 093.

Tel. : (022) 6153 5455
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E-mail : tcc@tolani.edu
Website : tcc.tolani.edu

College NAAC Code No. MHCOGN10577

AISHE CODE NO. /ID:C-34223

AQAR 2023 – 2024

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|-----|--------------------------|--------------------------------|--|
| 12. | III | Direct Tax | The learners: 1. Are acquainted with the legal regime governing the direct taxes. 2. Gain knowledge and understanding of the provisions of the direct tax laws. 3. Acquire the ability to apply the knowledge of the provisions of the direct tax laws to various situations in actual practice. |
| 13. | III | Advanced Cost Accounting | The learners will be able to: 1. Understand the basic concept of cost and how costs are presented in financial statements. 2. Analyze the basic cost flow model and be able to assign costs in a job cost system. 3. Prepare budget and use budgets for performance evaluation after flexing the budget. |
| 14. | Project Work [Sem III] | | |
| | Elective Courses | | |
| 15. | IV | Corporate Financial Accounting | 1. A comprehensive understanding of the advanced issues in accounting for assets, liabilities and owner's equity. 2. The ability to account for a range of advanced financial accounting issues. 3. An understanding of the accounting requirements for a corporate group and familiarity with the theory underlying the methods used to account for inter-company |





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| | | | investments. |
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| 16. | IV | Indirect Tax- Introduction to Goods and Service Tax | The learners get: 1. Introduced to the concept of indirect tax in general and GST in particular. 2. To learn the concept of supply under GST. 3. To learn how to register for GST and computation of GST. |
| 17. | IV | Financial Management | The learners will be able to: 1. Measure risk and return and explain the trade-off between risk and return. 2. Calculate the value of various financial assets. 3. Estimate cash flows from a project, including operating, net working capital, and capital spending. |
| 18. | Project Work [IV] | | |

Verified & Found Correct

**Prepared by &
Teacher In-charge**

Ms. Priyanka Bhalekar

For Internal Com. often For Data Verification & Validation
Tolani College of Commerce (Autonomous) Mumbai-93

Checked by

**Ms. Amrita Nambiar
I.Q.A.C. Co-ordinator**

Dr. Vasudev Iyer

I/c Principal





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Master of Commerce (M.Com.)
(Business Management)

Program Outcomes:

The College offers M.Com. specialization in Business Management. The course is designed to cater to the needs of learners who desire extensive knowledge in the field of Management. This course is managed by both full-time in-house and visiting faculty from other institutes and industry.

Program Specific Outcomes:

- Develop skills in the preparation of accounting statements.
- Develop knowledge on organizational dynamics.
- Create awareness in application oriented research through business decisions.
- Develop the skills in application of research methods.
- Understand ethical issues and good governance practices.
- Develop the skills of analysis and capability of making business decisions.
- Ability to start entrepreneurial activities.





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Course Outcomes:

| Sr. No. | Semester | Course | Course outcome |
|-------------------|----------|----------------------------|--|
| Elective Courses: | | | |
| 1. | III | Human Resource Management | The learners will be able to: 1. Understand and apply Human Resource Management Perspective. 2. Draft HR planning. 3. Design Job Description. 4. develop job Specifications 5. To apply the Techniques of Job Design. |
| 2. | III | Entrepreneurial Management | The learners will be able to: 1. Understand the importance of entrepreneurship as a tool for development, the basic principles of entrepreneurship, the concept and basic principles of innovation. 2. Describe and distinguish the typologies of entrepreneurship, the financial sources for start-ups, the modes of business networking - Design business plans. 3. Develop capabilities and skills necessary to assume entrepreneurial activity. |





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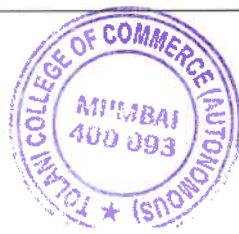
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| 3. | III | Marketing Strategies and Practices | The learners will be able to: 1. Analyze organization's marketing strategies. 2. Evaluate marketing implementation strategies. 3. Formulate and assess strategic, operational and tactical marketing decisions. |
| 4. | Project Work [Sem III] | | |
| | Elective Courses | | |
| 5. | IV | Supply Chain Management and Logistics | On completion of the course, learners will be: 1. Familiarized with basic concepts of logistics and supply chain management. 2. Understand global trends in logistics and supply chain management. 3. Get an insight into the nature of supply chain, its functions and supply chain systems. |
| 6. | IV | Advertising and Sales Management | The learners will: 1. Understand the growing importance of advertising. 2. Be familiarized with construction of effective advertisement. 3. Understand the future and careers in advertising and sales promotion. |





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|----|---------------------|-------------------|--|
| 7. | IV | Retail Management | On completion of the course, learners will be: 1. Familiarize with retail management concepts and operations. 2. Acquainted with legal and ethical aspects of retail management. 3. Aware about emerging trends in retail management. |
| 8. | Project Work [IV] | | |

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