M. Com. (CA)
COMMERCE COMPUTER APPLICATION
SYLLABUS - 2018

SCHOOL OF EXCELLENCE
with
CHOICE BASED CREDIT SYSTEM (CBCS)

SCHOOL OF MANAGEMENT STUDIES
St. JOSEPH'S COLLEGE (Autonomous)
Special Heritage Status Awarded by UGC
Accredited at 'A' Grade (3rd cycle) by NAAC
College with Potential for Excellence Conferred by UGC
DBT-STAR & DST-FIST Sponsored College
TIRUCHIRAPPALLI - 620 002, INDIA

SCHOOLS OF EXCELLENCE WITH
CHOICE BASED CREDIT SYSTEM (CBCS)

POSTGRADUATE COURSES

St. Joseph's College (Autonomous), a pioneer in higher education in India, strives to work towards the academic excellence. In this regard, it has initiated the implementation of five "Schools of Excellence" from the academic year 2014-15, to standup to the challenges of the 21st century.

Each School integrates related disciplines under one roof. The school system allows the enhanced academic mobility and enriched employability of the students. At the same time this system preserves the identity, autonomy and uniqueness of every department and reinforces their efforts to be student centric in curriculum designing and skill imparting. These five schools will work concertedly to achieve and accomplish the following objectives.

- Optimal utilization of resources both human and material for the academic flexibility leading to excellence.
- Students experience or enjoy their choice of courses and credits for their horizontal mobility.
- The existing curricular structure as specified by TANSCHE and other higher educational institutions facilitate the Credit-Transfer Across the Disciplines (CTAD) - a uniqueness of the choice-based credit system.
- Human excellence in specialized areas
- Thrust in internship and / or projects as a lead towards research and
- The multi-discipline nature of the newly evolved structure (School System) caters to the needs of stake-holders, especially the employers.

What is Credit system?

Weightage to a course is given in relation to the hours assigned for the course. Generally, one hour per week has one credit. For viability and conformity to the guidelines credits are awarded irrespective of the teaching hours. The following Table shows the correlation between credits and hours. However, there could be some flexibility because of practical, field visits, tutorials and nature of project work.

For PG courses, a student must earn a minimum of 110 credits as mentioned in the table below. The total number of minimum courses offered by a department are given in the course pattern.

POSTGRADUATE COURSE PATTERN (June 2018 onwards)

Part	Semester	Specification	No. of Courses	Hours	Credits	Total Credits
1	I-IV	**Core Courses** Theory Practical	 12-14 3-6	84	68	81
	II	**Self-Paced Learning**	1	-	2	
	III	**Interdisciplinary Core**	1	6	5	
	IV	**Comprehensive Examination** **Project Work**	1 1	- 6	2 4	
2	I-III	**Core Electives**	3	12	12	12
3	II	**IDC (Soft Skills)**	1	4	4	12
	III	**IDC (WS)** **IDC (BS)**	1 1	4 4	4 4	
4	I	**Extra Credit Courses-1 (MOOC)**	1	-	(2)	(4)
	III	**Extra Credit Courses-2 (MOOC)**	1	-	(2)	
5	IV	Outreach Programme (SHEPHERD)	1	-	5	5
		TOTAL		120		110 (+4 extra credits)

Note: IDC: Inter-Departmental Courses, BS: Between School, WS: Within School

However, there could be some flexibility because of practical, field visits, tutorials and nature of project work. For PG courses, a student must earn a minimum of 110 credits. The total number of courses offered by a department is given above.

Course Pattern

The Post-Graduate degree course consists of five vital components. They are core course, core electives, IDCs, Extra credit courses, and the Outreach Programme.

Core Courses

A core course is the course offered by the parent department related to the major subjects, components like theories, practicals, Inter disciplinary core, self paced learning, comprehensive examination, Project work, field visits, library record and etc.

Inter-disciplinary Core

Inter-disciplinary Core should be shared by the various Departments of every School. This course should be opted by all the students belonging to the particular school. Each department of the respective school should allocate themselves the schedule and the units of the course.

Core Elective

The core elective course is also offered by the parent department. The objective is to provide choice and flexibility within the department. There are three core electives. They are offered in different semesters according to the choice of the school.

Extra Credit Courses

In order to facilitate the students gaining extra credits, the extra credit courses are given. According to the guidelines of UGC, the students are encouraged to avail this option of enriching by enrolling themselves in the Massive Open Online Courses (MOOC) provided by various portals such as SWAYAM, NPTEL etc.

Inter-Departmental Courses (IDC)

IDC is an interdepartmental course offered by a department / School for the students belonging to other departments / school. The objective is to provide mobility and flexibility outside the parent department / School. This is introduced to make every course multi-disciplinary in nature. It is to be chosen from a list of courses offered by various departments.

There are three IDCs. Among three, one is the Soft-Skill course offered by the JASS in the II Semester for the students of all the Departments. The other one is offered "With-in the school" (WS) and the third one is offered "Between the school" (BS). The IDCs are of application oriented and inter disciplinary in nature.

Subject Code Fixation

The following code system (9 characters) is adopted for Post Graduate courses:

Year of Revision	PG Code of the Dept	Semester	Specification of Part	Running number in the part
↓	↓	↓	↓	↓
18	P##	x	x	xx
18	**PCC**	**1**	**1**	**01**

For Example :

I MCom CA- Comm Comp Appn, first semester 'Research Methodology' The code of the paper is **18PCC1101**.

Thus, the subject code is fixed for other subjects.

Specification of the Part

I - Core Courses: (Theory, Practical, Self paced Learning, Inter-disciplinary Core, Core, Comprehensive Examination, Project work)

II - Core Electives

III - Inter Departmental Courses (WS, Soft Skill & BS)

IV - Extra credit courses

V - Outreach Programme (Shepherd)

EXAMINATION

Continuous Internal Assessment (CIA):

PG - Distribution of CIA Marks	
Passing Minimum: 50 Marks	
Library Referencing	5
3 Components	35
Mid-Semester Test	30
End-Semester Test	30
CIA	**100**

Mid-Semster & End-Semester Tests

Centralised – Conducted by the office of Controller of Examinations

1. Mid-Semester Test & End-Semester Test: (2 Hours each); will have Objective + Descriptive elements; with the existing question pattern PART-A; PART-B; and PART-C

2. CIA Component III for UG & PG will be of 15 marks and compulsorily objective multiple choice question type.

3. The CIA Component III must be conducted by the department / faculty concerned at a suitable computer centres.

4. The 10 marks of PART-A of Mid-Semester and End-Semester Tests will comprise only: OBJECTIVE MULTIPLE CHOICE QUESTIONS; TRUE / FALSE; and FILL-IN BLANKS.

5. The number of hours for the 5 marks allotted for Library Referencing/ work would be 30 hours per semester. The marks scored out of 5 will be given to all the courses (Courses) of the Semester.

6. English Composition once a fortnight will form one of the components for UG General English

SEMESTER EXAMINATION

Testing with Objective and Descriptive questions

Part-A: Objective MCQs only (30 Marks)

Answers are to be marked on OMR score-sheet. The OMR score-sheets will be supplied along with the Main Answer Book. 40 minutes after the start of the examination the OMR score-sheets will be collected

Part-B & C: Descriptive (70 Marks)

Part-B: 5 x 5 = 25 marks; inbuilt choice;

Part-C: 3 x 15 = 45 marks; 3 out of 5 questions, open choice.

The Accounts Paper of Commerce will have

Part-A: Objective = 25 marks

Part-B: 25 x 3 = 75 marks

Duration of Examination must be rational; proportional to teaching hours 90 minute-examination / 50 Marks for courses of 2/3 hours/week (all Part IV UG Courses) 3-hours examination for courses of 4-6 hours/week.

GRADING SYSTEM

1. Grading

Once the marks of the CIA and the end-semester examination for each of the courses are available, they will be added. The marks thus obtained, will then be graded as per the scheme provided in the following Table-1.

From the second semester onwards, the total performance within a semester and the continuous performance starting from the first semester are indicated by Semester **Grade Point Average (GPA)** and **Cumulative Grade Point Average (CGPA)** respectively. These two are calculated by the following formulae:

$$\text{GPA} = \frac{\sum_{i=1}^{n} C_i G_i}{\sum_{i=1}^{n} C_i} \qquad \text{WAM (Weighted Averag Marks)} = \frac{\sum_{i=1}^{n} C_i M_i}{\sum_{i=1}^{n} C_i}$$

where,

'C_i' is the Credit earned for the Course-*i,*

'G_i' is the Grade Point obtained by the student for the Course '*i*',

'M' is the marks obtained for the course '*i*', and

'*n*' is the number of Courses **Passed** in that semester.

CGPA: Average GPA of all the Courses starting from the first semester to the current semester.

2. Classification of Final Results

i) The classification of final results shall be based on the CGPA, as indicated in the following Table-2.

ii) For the purpose of Classification of Final Results, the candidates who earn the CGPA 9.00 and above shall be declared to have qualified for the Degree as 'Outstanding'. Similarly, the candidates who earn the CGPA between 8.00 and 8.99, 7.00 and 7.99, 6.00 and 6.99, and 5.00 and 5.99 shall be declared to have qualified for their Degree in the respective programmes as 'Excellent', 'Very Good', 'Good', and 'Above Average' respectively.

iii) Absence from an examination shall not be taken as an attempt.

Table-1: Grading of the Courses

Marks Range	Grade Point	Corresponding Grade
90 and above	10	O
80 and above but below 90	9	A+
70 and above but below 80	8	A
60 and above but below 70	7	B+
50 and above but below 60	6	B
Below 50	NA	RA

Table-2: Final Result

CGPA	Classification of Final Results	Corresponding Grade
9.00 and above	O	Outstanding
8.00 to 8.99	A+	Excellent
7.00 to 7.99	A	Very Good
6.00 to 6.99	B+	Good
5.00 to 5.99	B	Above Average
Below 5.00	RA	Re-appearance

Credit based weighted Mark System is to be adopted for individual semesters and cumulative semesters in the column 'Marks Secured' (for 100).

A Pass in Outreach Programme (SHEPHERD) will continue to be mandatory although the marks will not count for the calculation of the CGPA.

Declaration of Result:

Mr./Ms. _____ has successfully completed the Post Graduate in _____ programme. The candidate's Cumulative Grade Point Average (CGPA) is _____ and the class secured _____ by completing the minimum of 110 credits.

The candidate has also acquired _____ (if any) extra credits offered by the parent department courses.

M. Com. (CA) - Commerce Computer Application
Course Pattern - 2018 Set

Sem.	Code	Course	Hr	Cr
I	18PCC1101	Research Methodology	6	6
	18PCC1102	Financial Management	7	6
	18PCC1103	Marketing Management	6	5
	18PCC1104	Internet Concepts	4	3
	18PCC1105	Software Lab-I: Web Designing	3	2
	18PCC1201A	Core Elective-I: Entrepreneurship Development (OR)	4	4
	18PCC1201B	Core Elective-I: E-Commerce		
	18PCC1401	Extra Credit Course: MOOC	-	(2)
		Total for Semester I	**30**	**26**
II	18PCC2106	Cost Accounting	6	6
	18PCC2107	Database Systems	4	3
	18PCC2108	Software Lab-II: RDBMS	3	2
	18PCC2109	Managerial Skills	5	4
	18PCC2110	Labour Legislations	4	2
	18PCC2111A	Self-paced Learning: Corporate Culture and Practices	-	2
	18PCC2111B	Self-paced Learning: Event Management		
	18PCC2111C	Self-paced Learning: Cross Culture Management		
	18PCC2111D	Self-paced Learning: Customer Relationship Management		
	18PCC2111E	Self-paced Learning: Modern Banking		
	18PCC2111F	Self-paced Learning: Disaster Management		
	18PCC2202A	Core Elective-II: Fundamentals of Insurance (OR)	4	4
	18PCC2202B	Core Elective-II: Knowledge Management Systems		
	18PSS2301	IDC-1: Soft Skills	4	4
		Total for Semester II	**30**	**27**
III	18PCC3112	Operations Research	6	5
	18PCC3113	OOP with C++ and JAVA	3	2
	18PCC3114	Software Lab-III: Object-Oriented Programming	3	2
	18SMS3101	Inter-disciplinary Core: Human Resource Management	6	5
	18PCC3203A	Core Elective-III: Company Law (OR)	4	4
	18PCC3203B	Core Elective-III: NGO Management		
	18PCC3301	IDC (WS): Stress Management	4	4
	18PCC3302	IDC (BS): Social Psychology	4	4
	18PCC3402	Extra Credit Course: MOOC	-	(2)
		Total for Semester III	**30**	**26**
IV	18PCC4115	Business Taxation	5	5
	18PCC4116	Financial Accounting Package-Tally ERP-9	4	4
	18PCC4117	Software Lab: Financial Accounting Package Tally ERP-9	3	2
	18PCC4118	Teaching & Research Aptitude	4	3
	18PCC4119	Software Lab: Computer Application in Business Statistics	3	2
	18PCC4120	Management Information System	5	4
	18PCC4121	Comprehensive Examination	-	2
	18PCC4122	Project Work	12	4
		Total for Semester IV	**36**	**26**
I – IV	18PCC4501	Outreach Programme (SHEPHERD)	-	5
		Grand Total	**122**	**110**

Programme Outcomes (POs):

1. Post graduate students are to be passionately engaged in self learning activities where they can apply new ideas in order to acquire employability/ self-employment.
2. Post graduate students are trained to take up entrepreneurship.
3. Post graduate students are trained to be competent and more serious about their life and the nation.
4. Post graduate students are trained self learning.
5. Post graduate students are imparted with a broad conceptual background in the Computing sciences / Management studies/ Accountancy

Programme Specific Outcomes (PSOs):

1. Analytical Thinking Skills
2. Social Skills
3. Communication and Presentation Skills
4. Knowledge and Employability Enhancement
5. Information Technology/Techniques
6. Special Accounting and Tally knowledge
7. Entrepreneurial Skills and Leadership Skills
8. Research experiences and exposure

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Hours/Week: 6
18PCC1101   **Credits : 6**

RESEARCH METHODOLOGY

Course Outcomes:

1. Understand the process of research
2. Understand the concepts of sampling and tools for data collection and analysis.
3. Learn how to enter the collected data
4. Learn complex random samplings designs
5. Understand the statistical tools suitable for the research problem
6. Recognize the conceptual framework of Testing, graphic presentation
7. Appreciate primary sources and secondary sources
8. Discuss the importance of Report Writing.

Unit - I: RESEARCH METHODOLOGY: AN INTRODUCTION   (15 hr)

Meaning of Research - Objectives of Research - Types of Research - Research Approaches - significance of Research – Research and Scientific Method - importance - research process - criteria of good research - problems encountered by researchers in India.

Unit - II: DEFINING THE RESEARCH PROBLEM   (15 hr)

Research Problem – selection of the problem – techniques involved in defining problem – Meaning of Research Design – need - features concepts - types.

Unit - III: SAMPLING DESIGN   (15 hr)

Census and sample survey - steps in sampling design – criteria of selecting a sampling procedure - characteristics of good sample design - different types of sample designs - Random sample from an infinite universe - complex random sampling designs – collection of data - primary sources and secondary sources. (OOC Based Learning)

Unit - IV: PROCESSING AND ANALYSIS OF DATA   (15 hr)

Editing - Coding - Classification - tabulation –Graphic presentation- Testing of hypothesis- steps in hypothesis testing- content analysis - processing of data - analysis of data. – Types of Test – ANOVA- F – test- t – test- chi-square.

Unit - V: INTERPRETATION AND REPORT WRITING   (15 hr)

Meaning of interpretation - techniques of interpretation - precaution in interpretation - Research report - significance - precautions - mechanism - steps - layout - types - oral presentation.

Text Book

1. Kothari- C.R.- (2010)- Research Methodology Methods and Techniques- Wishwa Prakashan- New Delhi.

References

1. Wilkinson and Bhandarkar- (2008)- Methodology and Techniques of Social Research- Himalaya Publishing House- Mumbai.
2. Krishnaswami- O.R. (2003)- Methodology of Research in Social Sciences- Himalaya Publishing House- Mumbai.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester I	Code 18PCC1101						Title of the Paper RESEARCH METHODOLOGY								Hours 6	Credits 6
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)										Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5		4.00
CO2	4	3	2	4	4	5	3	4	4	5	4	4	5		3.92
CO3	4	4	3	5	4	4	4	3	4	3	3	4	4		3.70
CO4	4	4	2	4	4	5	4	4	4	4	4	5	5		3.92
CO5	4	5	3	3	3	4	3	2	5	3	3	4	3		3.46
CO6	5	4	3	3	4	5	4	4	3	4	3	3	4		3.69
CO7	4	5	2	4	3	3	3	3	2	4	5	4	5		3.61
CO8	4	4	3	4	4	5	4	3	5	4	4	3	4		3.92
													Overall Mean Score for COs		3.77

Result: The Score for this Course is 3.77 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

FINANCIAL MANAGEMENT

Course Outcomes:

1. Know objectives- scope and how it has evolved over a period of time
2. Analyze a company's optimum capital structure and identify key factors involved in
3. Establish a company's worldwide capital structure.
4. Discuss the importance of capital investment planning and control
5. Learn how to enter the collected data and how to utilize the funds fruitfully.
6. Understand the conceptual framework of working capital requirement and estimation.
7. Explore the knowledge on Role of SEBI in Capital Issues and Time Value of money concepts.
8. Show how to take account of a firm's financing mix in evaluating investment decisions.

Unit-I (18 hr)

Objectives and functions of financial Management - Role of Financial Management in the organisation – Risk and Return relationship. Time value of money concepts – Financial Markets in India – Primary and secondary market and their characteristics. Sources of Long term finance - Role of SEBI in Capital Issues.– SEBI Guidelines and Regulation. Time Value of money concepts: Problems

Unit-II (17 hr)

Cost of Capital - computation for each source of finance and weighted average cost of capital - EBIT - EPS Analysis – operating Leverage - Financial Leverage-combined leverage.

Unit-III (17 hr)

Capital Budgeting – Conflict in criteria for evaluation – Capital Rationing - Risk analysis in Capital Budgeting – Sectoral risk analysis.

Unit-IV (17 hr)

Capital Structure Theory - Net Income Approach – Net Operating Income Approach – MM Approach - Dividend Policy - Types - Dividend Policy and share valuation – CAPM – Interest rate parity theory- Inflation parity theory- Arbitrage.

Unit-V (17 hr)

Concepts of working Capital –Nature – Objectives – Needs – Trade off between profitability and risk – Financing mix – Hedging and conservative approach working capital policies – Factors affecting working capital requirements – Working capital estimation.

Text Book

1. Pandey I.M 2012. Financial Management- New Delhi: Vikas Publishing House Pvt.Ltd.

Reference Books

1. Chandra- Prasanna- 2008. Financial Management: Theory and Practice. New Delhi: Tata McGraw Hill Publishing Co. Ltd.-
2. Financial management – Ramachandran -srinivasan
3. P.V.Kulkarni- B.G.Sathya Prasad- Financial Management- Himalaya Publishing House – nineth revised edition – 2009.

Theory : 30% Problem: 70%

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester I	Code 18PCC1102					Title of the Paper FINANCIAL MANAGEMENT								Hours 7	Credits 6
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	2	5	3	5	4	3	4	5	4	4	5	4.00	
CO2	5	3	2	4	4	5	3	4	3	5	4	4	5	3.92	
CO3	5	4	2	5	4	4	4	3	4	3	3	4	4	3.70	
CO4	5	4	2	4	5	3	3	4	4	5	4	3	5	3.92	
CO5	4	5	3	3	3	4	3	2	5	3	3	4	3	3.46	
CO6	5	4	2	3	4	5	4	4	3	4	3	3	4	3.69	
CO7	4	5	2	4	3	3	3	3	2	4	5	5	5	3.61	
CO8	5	4	2	4	4	5	4	3	5	4	4	3	4	3.92	
													Overall Mean Score for COs	3.77	

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Result: The Score for this Course is 3.77 (High Relationship)

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

MARKETING MANAGEMENT

Course Outcomes:
1) To understand the conception framework of mm
2) To examine the concept of product development and pricing
3) To analyses the various levels of distribution in marketing
4) To identify the role of adversity in the field of marketing
5) To be familiar with the importance of sale promotion in marketing
6) To interpret the various types of sales promotion programs
7) To reflect on the needs of marketing research and its importance in decision making
8) To enumerate the concepts of product life cycle, product mix and different strategies of fixing a price

Unit-I (15 hr)

Definition and Meaning of marketing - Marketing Management –concept-nature-importance- Functions- Principles-strategy- Scope and Problems - Difference between Sales Management and Marketing Management - Marketing Organization Structure- marketing planning

Unit-II (15 hr)

Product Development-New Product Planning and Development-Steps in New Product Development – Management of Product Life Cycle-Product Line-product differentiation- and Product Mix - Strategies-Pricing-Objectives of Pricing Decisions-Factors influencing Pricing Decisions – Process of Price determination –customer loyalty- Kinds of Pricing- branding-brand audit-packaging-labelling (OOC Based Learning)

Unit-III (15 hr)

Channels of Distribution-Meaning - Basic channels of distribution - Selection of a suitable channel - Factors Influencing Selection of a channel - middlemen in distribution - Kinds-Functions- Elimination of Middlemen-benefits and problems.

Unit-IV (15 hr)

Promotion - Meaning and Definition of Advertising - Advertising and Publicity - Objectives of Advertising-Functions - Benefits of Advertising - Advertisement copy - Qualities of a good copy - Elements of an Advertising copy - Objections against Advertisement copy - Media of Advertisement - Factors governing the selection of the Media-Advertising Agencies-Meaning and Definition-Benefits or Services of an Advertising Agency.

Unit-V (15 hr)

Sales promotion-meaning- definition- objectives- importance and causes - sales promotion activities - types of sales promotion programmes- salesmanship and personal selling-steps in selling- essentials and importance of salesmanship-qualities of a good salesman. SCM-CRM., Marketing research-importance in marketing decisions.

Text Book:
1. Kotler Philip-Marketing Management- Prentice Hall of India (Pvt.) Ltd.- New Delhi-2010.

Books for References:
1. Rajan Nair.N. Sanjith R. Nair. 'Marketing'- S. Chand & Co . New Delhi.2010
2. R.S.N.Pillai & Bagavathi- 'Modern Marketing'- S.Chand &Co. New Delhi.2010

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester I	Code 18PCC1103					Title of the Paper MARKETING MANAGEMENT								Hours 6	Credits 5
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	4	2	4	4	2	2	2	2	4	4	4	3.23	
CO2	4	4	2	4	4	4	2	4	5	5	4	2	4	3.69	
CO3	4	4	4	4	3	4	3	3	4	4	4	3	3	3.46	
CO4	3	4	4	4	3	3	3	1	4	5	3	2	2	3.15	
CO5	2	3	3	3	2	3	3	2	3	3	3	3	3	2.76	
CO6	3	3	3	3	3	3	2	3	4	3	3	3	3	3.00	
CO7	3	2	3	3	3	2	3	2	3	3	3	3	3	2.76	
CO8	3	4	3	3	3	2	3	3	4	2	4	2	3	3.00	
Overall Mean Score for COs														3.13	

Result: The Score for this Course is 3.13 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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INTERNET CONCEPTS

Course Outcomes:
1. Build an understanding of the fundamental concepts of internet.
2. Define the basic taxonomy and terminology of the computer networks and protocols.
3. Develop a deeper understanding of the language of HTML.
4. Understand the basic structure of a website.
5. Ability to build a website.
6. Debugging the scripting languages.

Unit-I: (10 hr)

Networking Concepts: Intranet and Internet - LAN and WAN - star, Ring and Bus - history - applications - users - protocols - host machines and host names - internet architecture and packet switching - Client server model - band width and asynchronous communication. Connection: dial-up access - direct and dedicated connections - domains and addresses - domain name system - IP addresses - VPN.

Unit-II: (10 hr)

HTML: Introduction - Tags - Document Layout - comments - headings - paragraphs - breaks - special characters - links - images - texts- HTML 3 & 4, XHTML.

Unit-III: (10 hr)

HTML: lists - ordered lists - unordered lists - frames - frameset-nested frame - inline frame-form-introduction-documents elements- tables.

Unit-IV: (10 hr)

VB Script: Introduction - Language structure - Control structure-Procedures and functions Error handling- Operators.

Unit-V: (10 hr)

VB Script: Input & Output - Data Validation -Integration with Forms-Activity Control and Scripting-VB.net, CSS, PHP and Browsers - Virus - Worm - Firewalls.

Text Book:
1. Wendy G.Lehnert, "Internet 101 - a beginners guide to the internet and the world wide web" addition wesley, 2003.

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Book for Reference

1. Chuck Musciano & Bill Kennedy, "HTML - The Definitive Guide", Shroff Publishers & Distributors Pvt. Ltd., Calcutta - 2009.

2. CIS terms school of computing - Jaipur, "INTERNET - An Introduction", Tata McGraw Hill publishing company limited, New Delhi - 2008.

3. Christopher J.Goddard, Mark White, "Mastering VBScript", Golgotha Publications, New Delhi, 2009.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester I	Code 18PCC1104					Title of the Paper INTERNET CONCEPTS								Hours 4	Credits 3
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	3	2	4	4	2	4	2	4	2	3	2	5	3.3	
CO2	4	3	3	3	4	5	2	3	4	2	4	1	3	3.1	
CO3	2	5	2	3	3	2	2	2	4	2	3	2	4	2.9	
CO4	3	3	3	4	4	3	3	2	2	1	2	3	4	2.8	
CO5	4	5	3	2	3	4	2	2	5	3	2	2	3	3.1	
CO6	5	4	2	3	4	5	4	4	2	3	3	3	3	3.4	
											Overall Mean Score for COs			3.1	

Result: The Score for this Course is 3.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

$$\text{Mean Score of COs} = \frac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$$

$$\text{Mean Overall Score for COs} = \frac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$$

Software Lab-I:
WEB DESIGNING

Course Outcomes:

1. Create a simple web-based system 2.Develope, Test and debug a simple PHP scripts.
2. Design PHP scripts that are used to create and populate database
3. Apply distributed techniques cookies manipulation in web-based systems.
4. Design to upload the file and images

HTML

1. Designing a static web page using list tags
2. Designing a web page using table tags
3. Designing a web page using frame tags
4. Designing a dynamic web page using forms

VB Script

5. Designing a web page using Conditional Statements
6. Designing a web page using Procedures and Functions
7. Designing a web page using Arrays
8. Designing a web page using Exception Handling

Core Elective-I
ENTREPRENEURSHIP DEVELOPMENT

Course Outcomes:

1. Understand the different dimensions of entrepreneurship.
2. Inculcate the spirit of entrepreneurship in students and make them job creators instead of job seekers.
3. be aware of the various methods of project appraisal and selection
4. Understand the various functions of TIIC and DIC
5. Explore the knowledge on starting SMI in real life situation
6. To understand the concept of Legal and Statutory Environment for Small Industry

Unit-I (10 hr)

Entrepreneur - concept and definition, Entrepreneur and Entrepreneurship, Entrepreneur Vs Intrapraneur - Entrepreneurial culture, Types of Entrepreneurship, Entrepreneurial traits and Qualities - factors influencing entrepreneurship - Woman Entrepreneur-Challenges.

Unit-II (10 hr)

Environment and Entrepreneurial Development: Entrepreneurial environment, Development Programmes (EDPs) Role, Relevance and Achievement of EDPs in India, Institutions for entrepreneurial development.(EDII, NIESBUD, IIE and other National Institutions)

Unit-III (10 hr)

Project Appraisal and Selection: Search for business ideas, Project identification and formulation - Profitability and risk analysis, Sources of finance. State and Central government Schemes on Entrepreneurship Development

Unit-IV (10 hr)

Legal and Statutory Environment for Small Industry: Legal formalities in setting up of SSIs - Governmental Setup in promoting small industries, financial institutions— MSME - DIC-Social Responsibilities of Business.

Unit-V (10 hr)

Small Scale Industrial Undertakings: Status of Small Scale Industrial Undertakings, Steps in starting a small industry, Incentives and subsidies,

Problems in small enterprise management, Sickness and Preventions-Rehabilitation of sick unit.

Text Book

1. S.K. Mohanty, Prentice Hall of India, New Delhi, Fundamentals of Entrepreneurship 2010.

Book for Reference

1. Vasant Desai, Dynamics of Entrepreneurial Development and Management, Himalayas publishing house. New Delhi, 2008.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester	Code	Title of the Paper		Hours	Credits
I	18PCC1201A	Core Elective-I: ENTREPRENEURSHIP DEVELOPMENT		4	4

Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5	4.08
CO2	3	3	2	4	4	5	3	4	4	5	4	4	5	3.85
CO3	4	4	3	5	4	4	4	3	4	3	3	4	4	3.77
CO4	3	4	2	4	4	5	4	4	4	4	4	5	5	4.00
CO5	4	5	3	3	3	4	3	2	5	3	4	4	3	3.54
CO6	5	4	3	3	4	5	4	4	3	4	3	3	4	3.77
											Overall Mean Score for COs			3.84

Result: The Score for this Course is 3.84 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Semester I   Hours/Week: 4
18PCC1201B   Credits : 4

Core Elective-I
E-COMMERCE

Course Outcomes:
1. To enable the student to understand basics of E-Commerce
2. To gain a practical orientation to E-Commerce and E- Business management.
3. To know the practical knowledge on banking system
4. To acquire the knowledge on e commerce marketing technology
5. To gain a practical knowledge on electronic payment system
6. To acquire Marketing strategies & E-Commerce

Unit I-Introduction to E-commerce (10 hr)

Meaning and concept-E- commerce v/s Traditional Commerce- E- Business & E- Commerce-History of E- Commerce-EDI-Importance , features & benefits of E- Commerce-Impacts, Challenges & Limitations of Ecommerce-Supply chain management & E-Commerce.

Unit II-Business models of E-Commerce (10 hr)

Business to Business-Business to customers-customers to customers - Business to Government-Business to employee-E-Commerce strategy-Influencing factors of successful E- Commerce-E- Business Infrastructure-The internet-Intranets and Extranets-World Wide Web-Voice over IP (VoIP)-The Internet Standards-The HTTP Protocol-Audio and Video Standards – Managing E- Business Infrastructure-Web services and Service-oriented architecture-(SOA)-New access devices-future of the internet infrastructure.

Unit III-Marketing strategies & E-Commerce (10 hr)

Website-components of website-Concept & Designing website for E-Commerce-Corporate Website-Portal-Search Engine-Internet Advertising-Emergence of the internet as a competitive advertising media- Models of internet advertising-Weakness in Internet advertising-Mobile Commerce.

Unit IV-Electronic Payment system (10 hr)

Introduction-Online payment systems-prepaid and postpaid payment systems-e- cash, e-cheque, Smart Card, Credit Card , Debit Card, Electronic purse-Security issues on electronic payment system-Solutions to security issues-Biometrics-Types of biometrics.

Unit V-Legal and ethical issues in E-Commerce (10 hr)

Security issues in E- Commerce - Regulatory frame work of E- commerce.

Text Book:
1. Dr. P. Rizwan Ahmed, "E-Business and E-Commerce" Margham Publications, 2016.

Reference Books:
1. Turban, Efraim, David King et. el.: Electronic Commerce: A Managerial Perspective, Pearson Education Asia, Delhi.
2. Dave Chaffey: E-Business and E-Commerce Management, Pearson Education.
3. Kalakota, Ravi: Frontiers of Electronic Commerce, Addison - Wesley, Delhi.
4. Rayport, Jeffrey F and Jaworksi, Bernard J: Introduction to E-Commerce,Tata McGraw Hill, New Delhi.
5. Smantha Shurety,: E-Business with Net Commerce, Addison - Wesley, Singapore.
6. Rich, Jason R: Starting an E-Commerce Business, IDG Books, Delhi.
7. Laudon, Kenneth C and Carol Guercio Traver : E-Commerce business. Technology, Society, Pearson Education, Delhi.
8. Stamper David A, and Thomas L.Case: Business Data Communications, Pearson Education, New Delhi.
9. William Stallings: Business Data Communications, Pearson Education, New Delhi.

COST ACCOUNTING

Course Outcomes:

1. Understand basic concepts of cost accounting
2. Describe the preparation of cost sheet
3. Explain the methods of pricing issues and stocks - compute and explain the stock control levels
4. Compute labour cost using the various methods of remuneration and incentives schemes.
5. Study the overheads analysis and explain how to allocate and apportion overheads to cost centre
6. Describe the valuation process in Process Costing- determine equivalent units
7. Understand various methods of apportioning joint costs to joint-products.
8. To study the reconciliation of cost and financial data

Unit-I (15 hr)

Cost Accounting-Meaning -definitions - Nature and significance-Differences between financial and cost accounting-Relationship with Management accounting-Characteristics of ideal costing system-Methods of costing-Elements of costing-cost concept- fixed cost and variable costs - Preparation of cost sheet.

Unit-II (15 hr)

Material-Meaning- Objectives of material control - fixation of maximum-minimum and reorder level-Economic order quantity (EOQ)-ABC Analysis-purchase procedure-storing of materials - Issue of materials-pricing of material issues and returns-Inventory control-Physical verification-periodical and perceptual inventory-Stores Ledger : FIFO ,LIFO, Specific price, Base stock, Highest In- First-out , Average price methods and Notional price methods.

Unit-III (15 hr)

Labour: Classifications of labour-Time keeping-Preparation of pay roll-Wage payment and incentive system-idle time-over time-accounting of labour cost-work-study-merit rating-Time and motion study.

Unit-IV (15 hr)

Meaning and classifications of overheads-Primary distribution of overhead-Secondary distribution of overheads-Machine hour rate-Absorption of

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Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester I	Code 18PCC1201B	Title of the Paper Core Elective-I: E-COMMERCE												Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	3	2	4	4	2	4	2	2	3	3	2	5		3.3
CO2	4	3	3	3	4	5	2	3	4	2	4	4	3		3.1
CO3	2	5	2	3	3	2	2	2	4	2	3	2	4		2.9
CO4	3	3	3	4	4	3	3	2	2	1	2	3	4		2.8
CO5	4	5	3	2	3	4	2	2	5	3	2	2	3		3.1
CO6	5	4	2	3	4	5	4	4	2	2	3	3	3		3.4
Overall Mean Score for COs															3.1

Result: The Score for this Course is 3.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs =	Total of Values / Total No. of POs & PSOs	Mean Overall Score for COs =	Total of Mean Scores / Total No. of COs

overhead-over absorption and under absorption Job costing-contract costing.

Unit-V (15 hr)

Process costing-Features-Process losses-Inter-process Profits- Equivalent Production - Joint-Products and by products-Reconciliation of cost and financial accounts

Text Book :

1. K. Alex, Cost Accounting, Pearson Publication, New Delhi, 2015

Books for Reference

1. A Moorthy and S.Gurusamy- Cost accounting- Vijay Nicole Imprints Private Limited Publication,- Chennai- 2016
2. S.P. Jain & K.L. Narang: Cost accounting - Kalyani Publication- New Delhi, 2017

Theory: 30%, Problem: 70%

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2106	Programme Outcomes (POs)					Title of the Paper COST ACCOUNTING	Programme Specific Outcomes (PSOs)								Hours 6	Credits 6
Course Outcomes (COs)		PO1	PO2	PO3	PO4	PO5		PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		Mean Score of COs
CO1		4	3	3	5	4		4	3	4	3	4	4	4	4		3.76
CO2		4	3	4	3	4		3	4	3	3	4	4	5	4		3.69
CO3		4	4	4	4	3		4	4	4	3	4	4	5	5		4.00
CO4		3	4	3	5	3		4	4	3	3	4	4	4	4		3.69
CO5		3	4	4	5	3		4	4	3	4	4	3	5	5		3.92
CO6		4	4	3	4	4		3	4	4	4	4	3	5	4		3.84
CO7		4	3	4	3	4		3	3	3	4	4	4	4	5		3.76
CO8		4	4	4	5	4		3	5	3	4	3	4	3	4		3.92
														Overall Mean Score for COs			**3.80**

Result: The Score for this Course is 3.8 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$ Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Semester II   **Hours/Week: 4**
18PCC2107   **Credits : 3**
DATABASE SYSTEMS

Course Outcomes:
1. Impart the basic and advanced concepts of database.
2. Understanding the rolls and functionalities of Database administrator.
3. Learning the various database languages.
4. Acquiring the knowledge of normalization.
5. Define the Components of transaction state.
6. Understand the Characteristics and Components of concurrency control protocols.

Unit-I: (10 hr)
DATABASE SYSTEM: Introduction - Basic Concepts and Definitions-Data Dictionary - DBA - database languages - Database System Architecture - : Schemas, Sub Schemas and Instances - Mapping - Data Models - Types of Database Systems - Relational model: Keys - Relational Algebra.

Unit-II: (10 hr)
SQL: Introduction to Data Definition Language, Data Manipulation Language, Transaction control Language, Data control Language- Views - Embedded SQL- Query By Example.

Unit-III: (10 hr)
NORMALIZATION: Introduction to database design-functional dependency and decomposition - 1NF- functional dependency - 2NF - transitive dependency- 3NF- BCNF.

Unit-IV: (10 hr)
TRANSACTION: Concepts - transaction state - concurrent execution - serializability - recoverability - Concurrency control: Lock based protocols - time - stamped based protocols - validation based protocols.

Unit-V: (10 hr)
Parallel Database Systems: Introduction to Parallel databases-Architecture - Key Elements of parallel database processing - query parallelism-distributed database systems - distributed databases - distributed query processing - concurrency control in distributed databases - recovery control in distributed databases.

Book for Study:
1. S.K.Singh, "Database Systems Concepts, Design and Applications", Pearson Edition, 2009.

References
1. Abraham Silberschatz, "Database Systems", McGraw Hill International, 2009.
2. C. J. Date, "An Introduction to Database Systems", 6th Edn, Addison Wesley Publishing Company, New York, 2007.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2107						Title of the Paper DATABASE SYSTEMS								Hours 4	Credits 3
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	3	4	2	5	5	2	4	2	4	2	3	2	5	3.3	
CO2	4	3	2	4	3	5	2	3	4	2	4	1	3	3.1	
CO3	5	3	2	3	4	2	2	2	4	2	3	2	4	2.9	
CO4	3	3	3	4	4	3	3	2	2	1	2	3	4	2.8	
CO5	4	5	3	2	3	4	2	2	5	3	2	2	3	3.1	
CO6	5	4	2	3	4	5	4	4	2	2	3	3	3	3.4	
Overall Mean Score for COs														3.1	

Result: The Score for this Course is 3.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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Software Lab-II
RDBMS

Course Outcomes

1. Populate and query a database using DML/DDL commands.
2. Design a table and apply aggregate function and set operations.
3. Normalize the database using normalization rules.
4. Apply PL/SQL for query processing.
5. Design nested sub queries and correlated sub queries for a given problem.
6. Use PL/SQL stored procedure, stored functions, cursors and packages to query the database.

Experiments

1. DDL commands to Create - Drop - Alter - Rename - Truncate
2. DML: commands to Select-Insert-Update- Delete
3. DCL & TCS commands to Grant-Revoke-Commit-Rollback
4. Aggregate functions
5. Operators
6. Nested Queries
7. PL/SQL - block using cursors
8. Functions
9. Procedures
10. Trigger

Semester II   **Hours/Week: 5**
18PCC2109   **Credits : 4**

MANAGERIAL SKILLS

Course Outcomes:

1. To understand about Management thoughts
2. To impart knowledge on managerial objectives
3. To be aware of the various skills of management
4. To insist on the importance of interpersonal skills
5. To become a fully cultured person
6. To be aware of the various skills of employability

Unit-I: THINKING STRATEGIES (13 hr)

Strategic thinking-Concepts– Need - Process - Meaning –competencies-importance of Lateral Thinking-Concepts-Need– Applications– Benefits–Techniques used in Lateral Thinking –Conventional Vs Lateral Leaders.

Unit-II: INTERPERSONAL STRATEGIES (12 hr)

Conflict Resolution-Concepts-sources of conflict-role of perception in conflict-steps of Conflict Resolution-Conflict handling matrix-Functional and Dysfunctional outcome of conflict. Negotiation skills-process-styles-outcome-principles-negotiation model-being a negotiator-qualities of a negotiator. Level V leader-Becoming a level V leader-attributes of level V leader-the level V hierarchy. (OOC Based Learning)

Unit-III: IMPLEMENTATION STRATEGIES (12 hr)

Change - Concepts - Facing changes-meaning-characteristics –why changes-impact of resistance –Reasons for resistance-types of people in facing changes-introducing change. Facing challenges-meaning-importance-path to facing challenges-benefits of facing challenges.

Unit-IV: ACTION BASED STRATEGIES (12 hr)

Risk taking - meaning - factors determining Risk Taking-Risk management - users of Risk Management - Steps in Risk Management. Effective decision making-meaning-approaches-methods-steps-Decision making at the work place. Corporate Mentoring-from mentors perspective-from mentees perspective-mentoring Vs Coaching-mentoring techniques-types of mentoring-mentoring traits-mentoring programme.

Unit-V: BEHAVIOURAL STRATEGIES (12 hr)

Motivation and staying motivated-meaning-finding reason for being motivated-staying motivated at work place-staying motivated in negative work environment-staying motivated during crisis. Work life Balancing-meaning-work satisfaction-gender differences-responsibility of the employers and employees-ways of balancing work and life-handling professional and personal demands-organizing your desk.

Text Book

1. Stephen covey- 'The Seven Habits of Highly Effective people' 2009.

Reference Books

1. Daniel Goleman- 'Emotional Quotient' –.2009
2. Norman Vincent Peale- 'Power of the Plus factor'
3. K. Alex- 'Managerial skills'- Person Publication- New Delhi, 2013.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2109					Title of the Paper MANAGERIAL SKILLS								Hours 5	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	4	4	5	4	4	4	4	4	4.00	
CO2	5	3	2	4	4	5	3	4	3	5	4	4	4	3.92	
CO3	4	4	2	5	4	4	4	3	4	3	3	4	4	3.70	
CO4	5	4	2	4	5	3	3	4	4	5	5	3	5	3.92	
CO5	4	5	3	3	3	4	3	4	5	3	3	4	3	3.46	
CO6	3	4	2	3	4	5	4	4	3	4	3	3	4	3.69	
												Overall Mean Score for COs		3.77	

Result: The Score for this Course is 3.7 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs =	Total of Values / Total No. of POs & PSOs	Mean Overall Score for COs =	Total of Mean Scores / Total No. of COs

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LABOUR LEGISLATIONS

Course Outcomes:
1. Understand the acts supporting the workers
2. Gain knowledge regarding compensation provided to workers
3. Understand the concepts of labour acts
4. Understand issues related to the compensation or rewarding human resources in various forms of organizations
5. Familiarize on the process of bonus computation on wage and salary.
6. Understand the acts on payment of gratuity to workers

Unit-I: Factories Act, 1948: Provision's relating to health, safety, welfare, working hours, leave etc., of workers approval-Licensing and registration of factories, manager and occupier-Their obligations under the Act, powers of the authorities under the Act, Penalty provisions.

Unit-II: Workmen's Compensation Act, 1923: Employer's liability for compensation, amount of compensation method of calculating wages-Review-distribution of compensation-Remedies of employer against stranger-Returns as to compensation-Commission for workmen's compensation.

Unit-III: Payment of Bonus Act: Computation of available surplus calculation of direct tax payable surplus calculation of direct tax payable by the employer, eligibility for bonus and payment of bonus-deduction from bonus payable-adjustment of customary of interim bonus payable, adjustment of customary or interim bonus linked with production or productivity-set on and set off allocable surplus, presumption about accuracy of balance sheet and profit and loss account.

Unit-IV: Payment of Gratuity Act, 1972: Payment of Gratuity-exemption-nomination-determination and recovery of the amount of gratuity.

Unit-V: Payment of Wages Act, 1936: Objects, provisions relating to responsibility for payment of wages-fixation of wage periods, time of payment, deduction and fines-maintenance of records and registers, inspectors appointment of authorities and adjudication of claims.

Text book
1. N.D.Kapoor, Industrial Law, Sultan Chand Publications

Reference books
1. N.D.Kapoor, Mercantile Law, Sultan Chand Publications

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2110					Title of the Paper LABOUR LEGISLATIONS								Hours 4	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	2	5	5	5	4	3	4	5	4	4	5	4.15	
CO2	5	3	2	4	4	5	3	4	5	5	4	4	5	4.08	
CO3	5	4	2	5	4	4	4	3	4	3	3	4	4	3.77	
CO4	5	4	2	4	5	3	3	4	4	4	4	3	5	3.85	
CO5	4	5	3	3	3	4	3	2	5	3	3	4	3	3.46	
CO6	5	4	2	3	4	5	4	4	3	4	3	3	4	3.69	
Overall Mean Score for COs														3.83	

Result: The Score for this Course is 3.83 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Semester II   Hours/Week: -
18PCC2111A   Credits : 2

Self-paced Learning:
CORPORATE CULTURE AND PRACTICES

Course Outcomes:
1. To create an understanding of the importance of corporate culture for Business Management and strategies.
2. To understand corporate mission and vision
3. To gain knowledge on the cultural web organizational structure
4. To provide an understanding of how corporate culture is created, maintained and changed.
5. To provide the macro socio-cultural factors that influence corporate culture
6. To acquire knowledge on typologies of corporate culture

Unit I: INTRODUCTION

Meaning - Definition - importance and scope - Role of values in shaping corporate culture. Cultural variables: Individual –social -national and professional variables - Corporate mission & vision.

Unit II: THE CULTURAL WEB

Organizational structure: rituals& routines - stories& symbols - Heros& power structures - control systems. Edgar Schien' approach to organizational culture - Hofstead's findings on cross-cultural dimensions.

Unit III: CREATING CORPORATE CULTURE

Establishing values - creating vision –operationalising values and vision - socialization of employees to the corporate culture - managing cultural change: key elements of change - the change process-creating and sustaining corporate culture.

Unit IV: TYPOLOGIES OF CORPORATE CULTURE

Deal &Kennedy's Corporate Tribes model - Handy's Typology: Power culture-role - Task culture - Personality culture. Reimann& Weiner's Generic Corporate culture types: Entrepreneurial-strategic - Chauvinstic and Exclusive. Amarchand & Jayaraj's model of Value oriented culture types: Growth - Person-oriented - Mixed and Weak culture.

Unit V: COMPARATIVE CULTURAL PERSPECTIVES

American-European - Japanese and Southeast Asian styles of corporate culture. Sociocultural features of India and their impact on Indian business.

Text Books:

1. Ulrich, Managing Corporate Culture, Macmillan publications, 2000.

References:

1. Terrence E.Deal & Allen A. Kennedy: Corporate cultures, the rites and rituals of corporate life, Addison-Wesley, 1982.
2. D. Amarchand & B. J. Jayaraj: Corporate Culture & Organisational Effectiveness, Global Business Press, New Delhi. 1992.
3. R.K.Biswas Organisational Climate and Culture, Altar Publishing House, 2010.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2111A	Title of the Paper Self-paced Learning: CORPORATE CULTURE & PRACTICES													Hours -	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	5	3	4	5	4	4	5	4	3	4	4	4	5	4.15	
CO2	4	4	4	4	4	5	4	3	4	4	4	5	4	4.07	
CO3	5	4	4	4	3	4	4	4	4	4	4	5	5	4.15	
CO4	4	4	3	5	3	4	4	3	4	4	4	4	4	3.84	
CO5	3	4	4	5	3	4	4	3	5	4	3	5	5	4.00	
CO6	4	4	3	4	4	3	4	4	4	3	3	5	4	3.84	
												Overall Mean Score for COs		4.01	

Result: The Score for this Course is 4.01 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$ Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Self-paced Learning:
EVENT MANAGEMENT

Course Outcomes:

1. To acquaint with the concept issues and various aspects of event management.
2. To give basic knowledge on concepts of event Management.
3. To take up facets of event management
4. To use the various concepts of activities in event Management
5. To understand the strategies of event management
6. Understand how to create an event that achieves specific objectives for the host/client.

Unit I: CONCEPT OF EVENT MANAGEMENT

Even Defined - A Comprehensive New Definition- Event Management- Event Marketing- 5 G's of Events-Event Designing- Relative Importance f Events as a Marketing Communication Tool- The Diverse Marketing Needs Addressed by Events- Brand Building- Focusing the Target Market- Implementation of Marketing Plan-Relationship Building- Creating Opportunities- Events and the Economy-Problems associated with traditional media.

Unit II: FACETS OF EVENT MANAGEMENT

Event Infrastructure- Core Concept- Core People- Core Talent- Core Structure- Set Objectives for the Event-Negotiating Contracts with Event Organisers- Locating Interaction Points- Banners - Displays etc- at the Event-Preparing the Company's Staff for the Event- Post-event Follow-up

Event Organisers Targeting Clients- Selecting Event Categories to Serve- Selecting and Contracting with Other Key Elements in Chosen Categories.

Venue : In-house Venue- External Venue

Unit III: MARKETING OF EVENT

Concept of Market in Events- Revenue Generating Customers- Nonrevenue Generating Customers-Segmentation and Targeting of the Market for Events- Segmentation Niche marketing in events- Targeting-Positioning Events and the Concept of Event Property- Positing- Branding in Events- Event Property- Benefit Levels- Event Hierarchy- Catagories and Variations of Events- Categories of Events and their Characteristics-Competitive Events- Artistic Expression- Cultural Celebrations- Special Business Events- Retail Events- Reach-interaction Matrix- Event Variations- Concept

Unit IV: ACTIVITIES IN EVENT MANAGEMENT

Networking Components- Print Media- Radio Television- The Internet- Cable Network- Outdoor Media- Direct Marketing- Sales Promotions- Audience Interaction- Public Relations- Merchandising- In-venue Publicity-Activities in Event Management- Pre-event Activities- During-event Activities- Post-event Activities- Planning-Organizing- Staffing- Leading and Coordination-Controlling- Event Management Information System- Setting Objectives

Unit V: STRATEGIES OF EVENT MANAGEMENT

Strategic Approach- Critical Success Factor Analysis- Strategic Alternatives Arising From Environmental Analyses- Maintenance Strategy- Developmental Strategy- Preemptive Strategy- Survival Strategy- Strategic Alternatives Arising from Competitive Analyses Sustenance Strategy- Rebuttal Strategy- Accomplishment Strategy- Venture Strategy Strategic Alternatives Arising from Defined Objectives- PREP Model- Risk versus Return Matrix- Forms of Revenue Generation

Text Book

1. Sita Ram Singh, (2009), Event Management, 1st edition, Published by Aph Publishing Corporation, New Delhi.

References

1. Tallon, A.F. (1986), Fashion Marketing and Marchandising, 3rd edition, Published by Sequuoia Books.
2. Panwar, J.S(1998), Marketing in the New Era, 2nd edition published by Sage Publications India Pvt. Ltd
3. Avvich, Barry, (1994), Event and Entertainment Marketing 1st edition, Published by Vision Books, NewDelhi.
4. Berry, Isaac, (1991), The Business Growth Handbook, 1st edition, Published by Marquis Books, USA.

Semester II	Code 18PCC2111B					Title of the Paper Self-paced Learning: EVENT MANAGEMENT								Hours -	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	4	4	4	4	4	4	4	4		4.00
CO2	5	3	2	4	4	5	3	4	3	5	4	4	4		3.92
CO3	4	4	2	5	4	4	4	3	4	3	3	4	4		3.70
CO4	5	4	2	4	5	3	3	4	4	5	5	3	5		3.92
CO5	4	5	3	3	3	4	4	4	5	3	3	4	3		3.46
CO6	3	4	2	3	4	5	4	4	3	4	3	3	4		3.69
													Overall Mean Score for COs		3.78

Result: The Score for this Course is 3.78 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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Self-paced Learning:
CROSS CULTURE MANAGEMENT

Course Outcomes:
1. To study the disciplines of cross culture
2. To induce the students about the various cultural differences.
3. To interpret the cultural dimensions of people, time and world.
4. To identify inter-cultural communication and its reflection.
5. To understand the native language of communication.
6. To know the historical origin of of cross culture.

Unit –1 : Introduction

Culture –meaning, importance-Relation to cultural difference-Disciplines study culture-Graph-Culture differences-change of culture-culture with relation to business

Unit –II: company cultures

Cross-culture research-concept, describing cultural differences-historical origin, & beliefs and values of cross culture.

Unit –III: Cultural dimensions

Cultural dimension concept-Dimensions relating to people, time and world, power distance index (PDI)-Individualism versus collectivism (IDV)-Uncertainty Avoidance Index(UAI)

Unit –IV: Cultural and communication

Concept of communication-Native language of communication-non Linguistic communication-Inter cultured communication-Western communication vs. Traditional indigenous communications.

Unit –V: Organizational culture

Concept-nodes-Role-Bullying-Culture-Culture of fear-Tribal culture-National culture-corporate subcultures.

Text book
1. Dumez Jerome, cross- cultural management text book, students, edition 2012

Reference
1. Bra nine, Managing Across Cultures: Concepts, Policies and Practices London: Sage 2011
2. Cross cultural Management in Work Organization, 3rd edition, Ray French, 2015

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II | Code 18PCC2111C | Title of the Paper: CROSS CULTURE MANAGEMENT | Hours: - | Credits: 2

Course Outcomes (COs)	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	Mean Score of COs
CO1	4	4	4	4	4	4	4	4	4	2	3	2	5	3.69
CO2	2	4	4	4	2	4	4	3	3	3	3	3	2	3.08
CO3	4	3	3	3	3	3	3	3	3	4	4	3	2	3.08
CO4	3	4	3	3	2	3	3	3	3	3	3	4	3	3.15
CO5	4	3	3	3	3	3	3	3	3	3	3	4	3	3.15
CO6	4	3	3	3	3	3	2	3	4	3	3	3	2	3.00
												Overall Mean Score for COs		3.19

Result: The Score for this Course is 3.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs =	Total of Values / Total No. of POs & PSOs	Mean Overall Score for COs =	Total of Mean Scores / Total No. of COs

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Self-paced Learning:
CUSTOMER RELATIONSHIP MANAGEMENT

Course Outcomes:

1. Acquire knowledge regarding relations in customer relationship management
2. Possess insight in customer's satisfaction
3. Know and apply the services quality
4. Gain knowledge in electronic customer relationship management
5. Understand the importance of customers and employees in organization and management
6. Gain knowledge on the importance of customer satisfaction

Unit-I

Customer Relationship Management Fundamentals- customer acquisition - A paradigm shift- Historical Perspectives- CRM Definitions- Emergence of CRM practice:- CRM cycle- Stakeholders in CRM- Significance of CRM- Types of CRM- Success Factors in CRM- CRM Implementation. Evolution of relationship marketing- Stages of relationship- Issues of relationship- Purpose of relationship marketing — Approach towards marketing

Unit-II

Customer Satisfaction: Meaning- Definition- Significance of Customer Satisfaction- Components of Customer Satisfaction- Customer Satisfaction Models- Rationale of Customer Satisfaction- Measuring Customer Satisfaction- Customer satisfaction and marketing program evaluation- Customer Satisfaction Practices-

Unit-III

Service Quality: Concept of Quality- Meaning and Definition of Service Quality- Factors influencing customer expectation and perception- Types of Service Quality- Service Quality Dimensions- Service Quality Gaps - Measuring Service Quality- Service Quality measurement Scales.

Unit-IV

Technology Dimensions - E- CRM in Business: A changing Perspective- Features of e-CRM- Advantages of e-CRM- Technologies of e-CRM- Voice Portals- Web Phones Bots- Virtual Customer Representative- Customer Relationship Portals- Functional Components of CRM Database Management: Database Construction- Data Warehousing- architecture- Data

Mining. Characteristics Data Mining tools and techniques- Meaning- Significance- Advantages- Call Center- Multimedia Contact Center

Unit-V

Emerging Perspectives: Employee-Organization Relationship- Employee Customer Linkage- Factors effecting employee's customer oriented behavior- Essentials of building employee relationship- Employee customer orientation- Service Failure- Service Recovery Management- Service Recovery Paradox- Customer Life time value- customer profitability- customer recall management- customer experience management- Rural CRM- customer relationship management practices in retail industry hospitality industry- banking industry- telecom industry- aviation industry.

Text Books:

1. Alok Kumar Raj: Customer Ralationship Management: Concepts and Cases (Second Edition) - PHI Learning

Reference Books:

1. Simon Knox- Adrian Payne- Stan Maklan: Customer Relationship Management- Routledge Inc.
2. Bhasin- Customer Relationship Management (Wiley Dreamtech)
3. Dyche- Customer relationship management handbook prentice hall
4. Peelan-Customer relationship management prentice hall 6. Kristin Anderson- Carol Kerr: Customer relationship management- McGraw-Hill Professional
5. Chaturvedi-Customer Relationship Management (Excel Books)
6. Sheth J N- Parvatiyar A. and Shainesh G. : Customer relationship management: - Emerging Concepts- Tools- & Applications- Tata McGraw-Hill Education

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Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2111D					Title of the Paper Self-paced Learning: CUSTOMER RELATIONSHIP MANAGEMENT								Hours -	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	4	4	4	3	4	4	4	2	4	4		3.69
CO2	4	3	4	3	3	3	3	3	3	4	5	4	4		3.54
CO3	4	5	4	4	3	4	3	3	4	3	4	4	3		3.69
CO4	3	4	3	5	3	4	4	3	3	4	5	3	5		3.76
CO5	3	3	4	5	3	4	4	4	5	5	3	3	4		3.76
CO6	3	4	4	4	4	3	4	4	4	4	3	4	4		3.76
Overall Mean Score for COs															3.71

Result: The Score for this Course is 3.7 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

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Semester II   Hours/Week: -
18PCC2111E   Credits : 2

Self-paced Learning:
MODERN BANKING

Course Outcomes:
1. To understand the meaning- importance and the economic and monetary implications of banking operations
2. To possess knowledge about the various forms of banking services
3. To gain knowledge on various forms of loans offered by banks
4. To learn about Banking Regulations Act
5. To the knowledge on Negotiable instrument
6. To gain insight in to E-banking services

Unit-I

Banking Services-Meaning and Importance-Economic and Monetary implications of Banking Operations-Tangible Services-Deposits-Withdrawals and Lending-Intangible Services-Improved Customer Services-Deficiency in Services-Ways to Improve the Services

Unit-II

Banking Services-Loans and Advances-Forms of Advances-General Loans-Overdrafts-Clean advances- Term advances- Consumer Loans- Foreign bills purchases- Advances against Hire purchase advances- Packing Credits-Import loan-Industrial advances-Advances to Small borrowers-Agricultural Financing-advances.

Unit-III

Regulations for Banking Services-Banking Regulation Act 1949-RBI Act 1934-Negotiable Instrument Act 1881- Endorsement- Crossing of Cheques-Payment of Cheques-Collection of Cheques- Bills of Exchange and Promissory Notes- Rights and Liabilities of parties to Negotiable Instrument-Relationship between Banker and Customer.

Unit-IV

E-Banking Services-Internet Banking-Phone Banking-Mobile Banking-ATM's - Debit Card-Credit Cards.

Unit-V

Banking sector reforms-Basle Norms-Capital Adequacy - Globalised Challenges in Banking Services-New Trends in Banking Services-Measurement of Service Quality-SERVQUAL.

Text Book:
1. Sundram and Varshney - "Banking and Financial System" - Sultan Chand and sons

Reference Books:
1. B.S.Khubchandani- 'Practice and Law of Banking', Macmillan India Ltd ,2000.
2. K.C.Nanda- 'Credit and Banking', Response Book- Sage Publications, 1999.
3. S. Gurusamy, 'Financial Services & System', Vijay Nicole Imprints Pvt. Ltd.
4. C. Jeevanandan- 'Practice & Law of Banking'.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2111E	Title of the Paper Self-paced Learning: MODERN BANKING													Hours -	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	5	3	4	5	4	4	5	4	4	4	4	5	5		4.30
CO2	4	4	5	4	4	5	4	4	4	4	4	5	4		4.23
CO3	5	4	4	4	3	4	4	4	4	4	5	5	5		4.23
CO4	4	4	3	5	4	4	4	3	4	4	4	4	4		3.92
CO5	3	4	4	5	3	4	4	3	5	4	3	5	4		3.92
CO6	4	4	4	4	4	3	5	4	4	4	3	5	4		4.00
									Overall Mean Score for COs						4.12

Result: The Score for this Course is 4.12 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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Self-paced Learning:
DISASTER MANAGEMENT

Course Outcomes:

1. Understand reduce damages and deaths
2. Gain a practical orientation to speed recovery
3. Understand the concepts in reduce personal suffering
4. Explore the knowledge on protect victims
5. Study the legal and ethical issues in disaster management.
6. To understand disaster resources and their utility in disaster management

Unit I: UNDERSTANDING DISASTER, HAZARDS AND VULNERABILITY

Concept of disaster- Different approaches- Concept of Risk- Levels of disasters-Disaster phenomena and events *(Global, national and regional)*- Natural and man-made hazards; response time, frequency and forewarning levels of different hazard- Characteristics and damage potential of natural hazards; hazard assessment- Dimensions of vulnerability factors; vulnerability assessment- Vulnerability and disaster risk - Vulnerabilities to flood and earthquake hazards

Unit II: DISASTER MANAGEMENT MECHANISM

Concepts of risk management and crisis management- Disaster management cycle- Response and Recovery-Development, Prevention, Mitigation and Preparedness- Planning for relief

Unit III: CAPACITY BUILDING

Capacity building: Concept- Structural and nonstructural measure- Capacity assessment - strengthening capacity for reducing risk - Counter-disaster resources and their utility in disaster management- Legislative support at the state and national levels

Unit IV: COPING WITH DISASTER

Coping strategies; alternative adjustment processes- Changing concepts of disaster management- Industrial safety plan; safety norms and survival kits- Mass media and disaster management

Unit V: PLANNING FOR DISASTER MANAGEMENT

Strategies for disaster management planning - Steps for formulating a disaster risk reduction plan- Disaster management Act and Policy in India-

Organisational structure for disaster management in India- Preparation of state and district disaster management plans

Text Book:

1. Chakrabarty, U. K, (2007), Industrial Disaster Management and Emergency Response, 1st edition, published by Asian Books Pvt. Ltd., New Delhi.

Reference Books:

1. Abarquez I. & Murshed Z, (2004), Community Based Disaster Risk Management,1st edition, published by Field Practitioner's Handbook, ADPC, Bangkok.

2. Goswami, S. C, (1997), Remote Sensing Application in North East India,1st edition, published by Purbanchal Prakesh, Guwahat

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2111F					Title of the Paper Self-paced Learning: DISASTER MANAGEMENT									Hours -	Credits 2
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs		
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8			
CO1	3	4	2	5	5	2	3	2	4	2	3	2	4	3.2		
CO2	4	4	2	4	3	5	2	4	4	2	4	3	3	3.4		
CO3	5	3	2	3	4	2	4	2	3	5	3	2	4	3.2		
CO4	3	4	3	4	4	3	3	2	2	3	2	3	4	3.1		
CO5	4	5	3	2	3	4	3	2	5	3	2	2	4	3.2		
CO6	5	4	2	3	4	5	4	3	2	3	3	3	3	3.3		
								Overall Mean Score for COs						3.2		

Result: The Score for this Course is 3.2 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Core Elective-II:
FUNDAMENTALS OF INSURANCE

Course Outcomes:

1. To provide a basic understanding of the insurance mechanism.
2. To explain the concept of insurance and how it is used to cover risk.
3. To know the business operation of insurance
4. To understand the relationship between insurers and their customers
5. To identify the types of business and the risks involved.
6. To understand the various schemes of insurance companies

Unit I: The Concept of Insurance and its Evolution (10 hr)

The basics and nature of insurance-evolution and nature of insurance - importance of insurance - Risk Management: different types of risks - actual and consequential losses-management of risks-loss minimization techniques.

Unit II: The Business of Insurance (10 hr)

Fixing of premiums-reinsurance and its importance for insurers - role of insurance in economic development and social security - contribution of insurance to the society.

Unit III: The Insurance Market (10 hr)

The various constituents of the insurance market-operations of insurance companies - operations of intermediaries-specialist insurance companies-insurance specialists - the role of regulators-Insurance Customers: Understanding insurance customers-different customer needs - importance of customers –customer satisfaction - customer behavior at purchase point - customer behavior when claim occurs

Unit IV: The Insurance Contract (10 hr)

Terms of an insurance contract - principles which form the foundation of insurance - significance of the principle of insurable interest-the principle of indemnity - the principle of subrogation - the principle of contribution-disclosure of all relevant information - principle of utmost good faith - the insurance contract.

Unit V: Insurance Products (10 hr)

Life Insurance products: products offered by life insurers - term plans - pure endowment plans - combinations of plans - traditional products - linked policies - features of annuities and group policies. General Insurance Products: Risks faced by the owner of assets-exposure to perils-features of products covering fire and allied perils - products covering marine and transit risks - products covering financial losses due to accidents - products covering financial losses due hospitalization - products covering miscellaneous risks.

Text book:

1. M.N. Mishra,Dr. S.B. Mishra : Principles and Practice, Published by S. Chand & Company Ltd, 2014

Reference books

1. P. K. Gupta, *Insurance and Risk Management*, Product Details: Share this by email: ISBN: 9789350516676 Publisher: Himalaya Year of Publishing. 2012
2. M. N. Srinivasan, Principles of *Insurance* Law, Wadhwa & Co.
3. Rajiv Jain, *Insurance* Law and Practice, Vidhi Publication Private Limited

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2202A													Title of the Paper Core Elective-II: FUNDAMENTALS OF INSURANCE		Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs		
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8				
CO1	4	4	3	5	3	4	4	5	4	4	4	4	4	4.00			
CO2	5	3	2	4	4	5	3	4	3	5	4	4	4	3.92			
CO3	4	4	2	5	4	4	4	3	4	3	4	4	4	3.70			
CO4	5	4	2	4	5	3	3	4	4	5	5	3	5	3.92			
CO5	4	5	3	3	3	4	3	4	5	3	3	4	3	3.46			
CO6	3	4	2	3	4	5	4	4	3	4	3	3	4	3.69			
										Overall Mean Score for COs				3.78			

Result: The Score for this Course is 3.78 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs =	Total of Values
	Total No. of POs & PSOs

Mean Overall Score for COs =	Total of Mean Scores
	Total No. of COs

Core Elective-II:
KNOWLEDGE MANAGEMENT SYSTEMS

Course Outcomes:
1. To know how to design and maintain knowledge management system
2. Knowledge of components in KMS and how to use in business environment for effective decision making
3. Use a framework and a clear language for knowledge management concepts;
4. Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle;
5. Define the different knowledge types and explain how they are addressed by knowledge management;
6. Describe the major roles and responsibilities in knowledge management implementations;

Unit-I : INTRODUCTION (10 hr)

Knowledge management theory and practice, Major approaches to KM cycle, Zack, Bukowitz and Williams, McElroy, Wiig, Integrated cycle.

Unit-II: KNOWLEDGE MANAGEMENT MODELS (10 hr)

Major theoretical KM models, Von Krogh and Ros, Nonaka and Takeuchi, Choo sense-making KM model, Wiig model, Boisot I–space, Complex Adaptive System models, Tacit and Explicit knowledge capture.

Unit-III: KM TOOLS STRATEGY AND METRICS (10 hr)

Knowledge acquisition and creation tools, Sharing and Dissemination tools, KM strategy, Knowledge audit, Gap analysis, KM metrics, Benchmarking, Balanced scorecard, House of Quality method.

Unit-IV: KM IN ORGANISATION (10 hr)

Organisational culture, Organisational maturity models, KM team, Ethics of KM, future challenges for KM, Research issues, Knowledge application at individual, group and organisational levels, Knowledge reuse, Knowledge repositories.

Unit-V: KNOWLEDGE LEADERSHIP (10 hr)

Knowledge Leadership styles, Knowledge alignment with business strategies, Pragmatic knowledge development, Balancing knowledge and business management systems, Constructing knowledge infrastructure.

Textbook

1. Kimiz Dalkir, Knowledge Management in Theory and Practice, Butterworth-Heinemann, 2011.

References

1. Stuart Barnes, Knowledge Management Systems-Theory and Practice, Cengage Learning, 2002.
2. Steven Cavaleri and Sharon Seivert with Lee W. Lee, Knowledge Leadership - The Art and Science of Knowledge based organisation, Butterworth-Heinemann, 2008
3. Shelda Debowski, Knowledge Management, Wiley India, 2007.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester II	Code 18PCC2202B					Title of the Paper Core Elective-II: KNOWLEDGE MANAGEMENT SYSTEMS								Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	5	3	4	4	4	4	5	4	4	4	4	3	4	4.00	
CO2	4	5	4	4	4	3	4	4	4	5	4	3	4	4.00	
CO3	5	4	4	4	3	4	4	4	4	4	5	5	5	4.23	
CO4	4	4	4	5	4	5	4	4	4	5	4	4	4	4.23	
CO5	5	4	3	5	3	4	5	3	5	4	4	5	4	4.15	
CO6	4	4	5	4	4	3	4	4	5	4	4	5	4	4.15	
										Overall Mean Score for COs				4.12	

Result: The Score for this Course is 4.12 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

$$\text{Mean Score of COs} = \frac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$$

$$\text{Mean Overall Score for COs} = \frac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$$

Semester II
18PSS2301

Hours/Week: 4
Credits : 4

IDC: SOFT SKILLS

Course Outcomes:

1. Students are taught the various nuances of grooming such as, good manners and etiquettes and they are trained to practice them in the class rooms.
2. Students are empowered with public speaking skills via extempore speeches and prepared speeches, presented before the class and assessed by the trainer as well as the companions which eventually helps build self confidence of the students.
3. Students learn the different types of resumes and different types of interview skills and write and print their own resumes and present before the interview panel for their mock interview.
4. Students actively learn the ten parameters of group discussion, perform on the stage with their colleagues, which is videotaped, reviewed and evaluated.
5. As students go through their teenage, self discovery becomes a tool to develop their personality facilitated with scientific psychological personality tests.
6. Students are guided to knowing their SWOT (Strengths, Weaknesses, Opportunities and Threats)and setting their short term and long term goals for their lives.

Module 1: Basics of Communication: Definition of communication, Process of Communication, Barriers of Communication, Non-verbal Communication,

Effective Communication: The Art of Listening, Exercises in Kinesthetics, Production of Speech, Organization of Speech, Modes of delivery, Conversation Techniques, Dialogue, Good manners and Etiquettes, Politeness markers & Listening links.

Module II: Resume Writing: What is Resume? Types of Resume? Chronological, Functional and Mixed Resume, Steps in preparation of Resume, structure and framework for writing resume, Intensive training / personalized training on resume writing. **Interview Skills**: Common interview questions, Attitude, Body Language, The mock interviews, Phone interviews, Behavioral interviews.

Module III: Group Discussion: Group Discussion Basics, GD Topics for Practice, Points for GD Topics, Case-Based and Article based Group Discussions, Points for Case Studies, and Notes on Current Issues for GDS & Practicum with video coverage. **Team Building:** Team Vs Group – Synergy,

Stages of Team Formation, Broken Square-Exercise, Win as much as you win- Exercise, Leadership – Styles, Work ethics.

Module IV: Personal Effectiveness: Self Discovery, Self Esteem, Goal setting, Problem-solving, Conflict and Stress Management

Module V: Numerical Ability: Average, Percentage, Profit and Loss, Problems on ages, Simple Interest, Compound Interest, Area, Volume and Surface Area,Time and Work, Pipes and Cisterns, Time and Distance, Problems on Trains, Boats and Streams, Calendar, Clocks, Permutations and Combinations, Probability.

Module VI: Test of Reasoning: Series Completion, Analogy, Data Sufficiency, Blood Relations, Assertion and Reasoning, Logical Deduction, Direction.
Non-Verbal Reasoning: Series, Classification

Text Book

1. Melchias, G., Balaiah John., John Love Joy (Eds) 2015. *Winners in the making*. St.Joseph's College, Trichy-2

References

1. Aggarwal, R. S. *Quantitative Aptitude, S.Chand & Sons*
2. Aggarwal, R.S. (2010). *A Modern Approach to Verbal and Non Verbal Reasoning*. S. Chand & Co, Revised Edition.
3. Covey, Stephen. (2004). *7 Habits of Highly effective people,* Free Press.
4. Egan Gerard (1994). *The Skilled Helper* (5th Ed). Pacific Grove, Brooks/ Cole.
5. Khera, Shiv (2003). *You Can Win.* Macmillan Books, Revised Edition.
6. Murphy, Raymond. (1998). *Essential English Grammar.* 2nd ed., Cambridge University Press.
7. Prasad, L. M. (2000). *Organizational Behaviour, S.Chand & Sons.*
8. Schuller, Robert. (2010). *Positive Attitudes.* Jaico Books.
9. Trishna's (2006). *How to do well in GDs & Interviews*, Trishna Knowledge Systems.
10. Yate, Martin. (2005). H*iring the Best: A Manager's Guide to Effective Interviewing and Recruiting.*

Modules	Topics	Examination Pattern	
		CIA	Online
I	Basics of Communication	15	5
II	Resume Writing & Interview Skills	15	5
III	Group Discussion & Team Building	10	5
IV	Personal Effectiveness	10	5
V	Numerical Ability (Common Session)	5	10
VI	Test of Reasoning (Common Session)	5	10
Total		**60**	**40**

Semester III
18PCC3112

Hours/Week: 6
Credits : 5

OPERATIONS RESEARCH

Course Outcomes:

1. Understand the concepts and use of various mathematical techniques of operations research for business decision
2. Formulate a real-world problem as a mathematical programming model
3. Understand the concept of decision theory by using it in the certainty and uncertainty situations
4. Solve network models like the shortest path- minimum spanning tree- and maximum flow problems
5. Know the application of queuing theory and game theory in the real life situations
6. Apply the CPM and PERT in the business process.
7. Identify the knowledge of operations research to real life situation
8. Improve their calculating capacity

Unit-I: Operation research (15 hr)

Meaning- origin and nature. OR as a tool for decision-making; OR and management; features of OR; phases of OR; models in OR; methods of deriving solution; limitations of OR-application of OR. (OOC Based Learning)

Unit-II: Linear programming (15 hr)

Nature and meaning; formulation of LPP; graphic solutions; merits and demerits; application in business. Assignment-Transportation- Learning Curve

Unit-III: Decision theory (15 hr)

Basic concepts: quantitative approach to managerial decision-making; decision-making under certainty- decision making under uncertainty-maximax- minimaxmaximin- Laplace- Hurwicz. Decision-making under risk-EMV- EOL- EVPI. Decision making under competition

Unit-IV: Network analysis (15 hr)

CPM and PERT: construction of network diagrams; network calculation; concept of float; probability consideration in PERT; calculation of float under PERT; distinction Between CPM and PERT; limitations of PERT.

Unit-V: Queuing Theory (15 hr)

Meaning; basic concepts; application of waiting line models; Monte Carlo simulation - Game Theory.

Text Book

1. V.K. Kapoor and Sumant Kapoor: "OR Techniques for Management"- Sultan Chand & Sons- New Delhi.2008

Books for References

1. S.D Sharma- "Operations Research"- Kedar Nath Ram Nath and Co. Meerut - 16.2009
2. Barry Render and Ralph M.Stari- Jr: "Quantitative Analysis for Management": Prentice Hall- New Delhi.2009
3. Agarwal- J.D. and Sagarika Ghosh: Quantitative Techniques for Financial AnalysisIndian Institute of Finance- New Delhi.2008
4. Taha- Hamdy A.: Operations Research - An Introduction- Prentice Hall- Delhi.2009

Theory : 30% Problem: 70%

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3112					Title of the Paper OPERATIONS RESEARCH								Hours 6	Credits 5
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	4	4	4	3	4	4	4	4	4	4	3.69	
CO2	4	3	4	3	3	3	3	3	3	4	5	4	4	3.54	
CO3	4	5	4	4	4	4	4	4	4	4	4	4	4	4.08	
CO4	3	4	3	5	3	4	4	3	3	4	5	3	5	3.76	
CO5	3	3	4	5	3	4	4	4	4	5	3	3	4	3.76	
CO6	3	5	4	4	4	3	4	4	5	4	3	4	4	3.92	
CO7	3	4	4	3	4	3	3	3	5	4	4	4	4	3.69	
CO8	5	4	4	4	4	3	4	3	4	3	4	4	3	3.77	
Overall Mean Score for COs														3.78	

Result: The Score for this Course is 3.78 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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OOP WITH C++ AND JAVA

Course Outcomes:
1. Knowing the basic concepts of programming skills.
2. Learning the problem solving technique.
3. Understanding the fundamentals of language constructs.
4. Acquiring the knowledge of object oriented programming.
5. Impart the knowledge and programming skills on object –oriented programming languages such as, C++ and JAVA.
6. Ability to build and debugging a programming.

Unit-I: (8 hr)
Introduction - Data types- Bit field integer -Operators-control structures storage classes-user defined Data types-Reserved words-Standard I/O statements in C/C++/Java-Assignments for C programming-Object Oriented Programming concept-Objective of OOP-Different paradigms in OOP programs structure in C++ - Data abstraction - Function overloading - Information hiding -Friend- More on information hiding.

Unit-II: (7 hr)
Constructors -Dynamic memory management - Default constructors - Overloading constructor - Copy constructor - Destructors - Inheritance - class derivation -virtual base class- Binding in C++ - Polymorphism- concept of stream in C++ - File positioning functions -Error handling during file operations.

Unit-III: (7 hr)
Java Programming Paradigm- Advantages of JAVA- Tools available for JAVA programming- Building Java applications - Building Java applets-Difference between Applet and Application - Class definition in Java- Constructors - Inheritance - Polymorphism - access specification in Java- Interfaces in Java- Package in Java.

Unit-IV: (7 hr)
Built-in classes for Exception handling in Java - Mechanism of Exception handling in Java- Error Handling Exception classes

Unit-V: (7 hr)
Basic of a thread- Synchronization and Inter thread communication –thread groups and Daemon- designing GUI with components and layout managers-Event handling- Drawing methods and Graphics objects.

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Text Book:

1. D. Samantha , "Object - Oriented Programming with C++ and JAVA", Prentice Hall of India Pvt.Ltd., New Delhi ,2000.

References Books

1. E.Balagurusamy, "Programming in ANSI C", Tata McGraw Hill, New Delhi, Third Edition, 2004.
2. E.Balagurusamy, "Object - Oriented Programming with C++", Second Edition, 2002.
3. C.Muthu, "Programming with JAVA", Vijay Nicole Imprints Private Limited, Chennai, Second Edition, 2011.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3113					Title of the Paper OOP with C++ and JAVA								Hours 3	Credits 3
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	3	4	2	5	5	2	4	2	4	2	3	2	5	3.3	
CO2	4	3	2	4	3	5	2	3	4	2	4	1	3	3.1	
CO3	5	3	2	3	4	2	2	2	4	2	3	2	4	2.9	
CO4	3	3	3	4	4	3	3	2	2	1	2	3	4	2.8	
CO5	4	5	3	2	3	4	2	2	5	3	2	2	3	3.1	
CO6	5	4	2	3	4	5	4	4	2	2	3	3	3	3.4	
Overall Mean Score for COs														3.1	

Result: The Score for this Course is 3.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

$$\text{Mean Score of COs} = \frac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$$

$$\text{Mean Overall Score for COs} = \frac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$$

Software Lab-III
OBJECT - ORIENTED PROGRAMMING

Course Outcomes

1. Demonstrate the basic concepts of OOPS
2. Implement the programming skills based on OOPS
3. Demonstrate the behavior of Exception handling and Multithreading
4. Implement the GUI techniques (Event handling, Applet and Swing).
5. Develop programming aspect with files and networking.
6. Apply JDBC methods to establish connection with database

C and C++

1. Operators
2. Branching structures (If- switch-goto)
3. Looping structures (for- while- do while)
4. Array
5. Functions
6. Structures
7. Class and Objects (only using C++)

Java

8. Constructors
9. Inheritance
10. Packages
11. Exception Handling
12. Applet

Common Core (WS): HUMAN RESOURCE MANAGEMENT

Course Outcomes:

1. Understand the principles and practices related to Human Resource Planning
2. Learn the polices related to Human Resource Development
3. Develop and assess one's own competencies towards a career in HRM.
4. Familiarize with the practical applications of Human resource terminology

Unit-1: Introduction to Human Resource Management (10 hr)

HRM – Meaning, Nature, Objectives, Scope and Functions. Line and Staff views of HRM, HRM as a profession, Future role of HRM, Department structure of HRM. HR Metrics, HRM in Small and Medium Scale Enterprises.

Unit-2: Human Resource Planning and Recruitment (15 hr)

HR planning - Job Analysis – Job Specification and Job description. Recruitment – Sources, characteristics and types. Selection process. Types of tests and interviews. Induction Programme. Promotion and Transfers, Demotions and Separations.

Unit-3: Strategic HRM and Performance Appraisal (OOC based) (15 hr)

Role of HRM in Corporate Goal Setting, Levels and Models of Strategic HRM, Applications of Strategic HRM. Performance Appraisal – Purpose, Methods, Factors, Problems. Performance Appraisal and Potential Appraisal. Performance Management Systems.

Unit-4: Training and Development (15 hr)

Training – Need, Importance, Steps, Methods. Training needs assessment. Management Development Programme – Significance and methods. Stages of Career Planning and Development, Career counseling.

Unit-5: Compensation and Administration   (10 hrs)

Compensation plan – Incentives - individual and group. Benefits – Bonus and Fringe benefirs. Developing a sound compensation plan, wage policy, Executive compensation – Factors and issues. HRM in Virtual Organisations.

Text book:

1. Pravin Durai, (2010), Human Resource Management (2nd Ed), Pearson Education Books, New Delhi.

Reference Books:

1. VSP Rao (2002), Human Resource Management: Text & Cases, Excel Books, New Delhi.
2. Edwin Flippo (1984), Personnel Management, Tata McGraw Hill, New Delhi

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18SMS3101					Title of the Paper HUMAN RESOURCE MANAGEMENT								Hours 6	Hours 5
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	3	4	2	4	4	5	2	3	4	3	3	4		3.46
CO2	4	5	5	4	4	5	5	3	4	5	4	4	4		4.30
CO3	4	4	5	4	5	5	5	3	5	5	5	4	5		4.53
CO4	5	4	4	4	5	4	5	3	5	5	4	5	5		4.53
CO5	4	5	5	5	4	5	5	3	5	5	5	4	5		4.46
CO6	5	4	4	4	4	5	4	2	4	5	5	5	4		4.15
CO7	5	4	4	4	4	5	5	3	4	5	5	4	5		4.38
CO8	4	4	5	4	4	5	5	3	4	4	5	4	5		4.30
Overall Mean Score for COs															4.26

Result: The Score for this Course is 4.26 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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Semester III   **Hours/Week: 4**
18PCC3203A   **Credits : 4**

Core Elective-III: COMPANY LAW

Course Outcomes:

1. To understand the formation, management and other activities of the companies
2. To Gain knowledge on the functioning of a company
3. To know the regulations pertaining to the issue of shares
4. To impart knowledge on corporate management , government regulation of corporate business
5. To Gain knowledge about company 's share capital and membership
6. To understand the procedure of winding up of the company

Unit-I: (10 hr)
The Companies Act, 2013 - Definition-objects of company law-nature - characteristics of a company - kinds of company-formation of a company-Promoters-Registration and Incorporation

Unit-II: (10 hr)
Memorandum of association-articles of association-Prospectus-alteration.

Unit-III : (10 hr)
Issue of shares- nature- kinds of shares- share certificate-share warrant - transfer of shares- share capital-Rights and privileges of shareholders-Dividend

Unit-IV: (10 hr)
Membership-capacity- directors-Meetings- Role of company secretary.

Unit-V: (10 hr)
Winding up of a company-modes-duties of liquidator- powers of liquidator-SEBI Act

Textbook

1. N. D. Kapoor - Elements of Mercantile Law - Sultan and Sons, New Delhi, 2011.

Books for Reference

1. M.C. Shukla - Manual of Mercantile Law - S. Chand & Co., New Delhi, 2010.
2. P.P.S. Gogna - A TEXT BOOK of Mercantile Law - S. Chand & Co., New Delhi,2009.
3. D.P. Jain - Mercantile Law - Konark Publishers Pvt. Ltd., New Delhi, 2009.
4. Sen & Mitra - Commercial Law, The mould press, Kolkatta, 2004.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3203A					Title of the Paper Core Elective-III: COMPANY LAW								Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	2	5	5	5	4	3	4	5	4	4	5		4.15
CO2	5	3	2	4	4	5	3	4	5	5	4	4	5		4.08
CO3	5	4	2	5	4	4	4	3	4	3	3	4	4		3.77
CO4	5	4	2	4	5	3	3	4	4	4	4	3	5		3.85
CO5	4	5	3	3	3	4	3	2	5	3	3	4	3		3.46
CO6	5	4	2	3	4	5	4	4	3	4	3	3	4		3.69
Overall Mean Score for COs															3.83

Result: The Score for this Course is 3.83 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$	Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Core Elective-III

NGO MANAGEMENT

Course Outcomes:

1. To Over view about the NGO and Issues.
2. Facets of NGO's and different dimensions and understanding social welfare activities.
3. NGO's and Social, Cultural and ideological forces.
4. NGO's and community based services and volunteerism.
5. NGO's and Team building process and participation activities for society development.
6. Understand the reasons for the persistence of global poverty and inequality and how current development paradigms contribute to poverty reduction and human development.

Unit-I

NGOs: meanings, definition, characteristics, Objectives and Types. Genesis, present status of NGOs and their role in social upliftment. History, origin and development of NGOs. purpose of NGOs. Aspects, issues of NGOs. Challenges of NGOs: poverty reduction, child welfare and women empowerment. (10 hr)

Unit II

Facets of NGOs: NGOs and grass root level dimensions: tribal welfare, providing card to the needy, upliftment of illiterates, identifying the personality development, channelization the poor to reach the destination, social welfare aspects: target groups, social change. (10 hr)

Unit-III

NGO and social development: Role of NGOs in Civil Society: concepts, methods, approaches and dimension of civil society. Civil society and social change; social movements and civil society. Movements Women development, Dalit issues, Peasant and agrarian issues. development the children, Self Help Groups, youth employment. Challenges of NGOs –fund raising, achieving the targets, duplication of NGOs. (10 hr)

Unit-IV

Registration of NGO: kind of NGOs, nature of registration, modalities of registration, purpose of registration, the Non Governmental Organizations,

Trust, and Community Based Organization: the relevance, the differences, and relationships.

Volunteerism and NGOs: volunteerism: nature, origin and scope. Type of volunteerism, relevance of volunteerism, voluntary action, imparting education, environmental awareness, human resource development, labour force participation and elimination of ignorance. (10 hr)

Unit-V

Planning process: goal setting-identifying the strength and weakness of NGOs. Team building; identifying the gap areas, initiating the process, curbing the differences and channelizing the skills. Participation activities. Action plan, group involvement, organizational commitment, selection process, training and development. (10 hr)

References Books:

1. Ian Smillie, John Hailey (2000). Managing For Change: Leadership, Strategy and Management in Asian NGOs. Earthscan Publications.
2. Deb Prasanna Choudhury (2011). Strategic Planning and Management of Nonprofit Organizations and NGOs Theory, Practice, Research and Cases. Asian Books
3. United Nations (2005). UN System Engagement with NGOs, Civil Society the Private Sector and Other Actors: A Compendium. United Nations, New York.
4. Brinkerhoff Smith (2007). NGOs and the Millennium Development Goals. Palgrave Scholarly US
5. Rugendyke Barb Rugendyke (2007). NGOs as Advocates for Development in a Globalising World. Taylor and Francis Ltd

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3203B					Title of the Paper Core Elective-III: NGO MANAGEMENT								Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5	4.08	
CO2	4	3	2	4	4	5	3	4	4	5	4	4	5	3.92	
CO3	4	4	3	4	4	4	4	3	4	3	4	4	4	3.77	
CO4	3	4	4	4	4	5	4	4	4	4	4	5	5	4.15	
CO5	4	5	3	3	3	4	3	2	5	3	4	4	3	3.54	
CO6	5	4	3	3	4	5	4	4	4	4	3	3	4	3.85	
Overall Mean Score for COs														3.89	

Result: The Score for this Course is 3.89 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

$$\text{Mean Score of COs} = \frac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$$

$$\text{Mean Overall Score for COs} = \frac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$$

Semester III   **Hours/Week: 4**
18PCC3301   **Credits : 4**

IDC (WS): STRESS MANAGEMENT

Course Outcomes:

1. Provide a broad physical- social and psychological understanding of human stress.
2. Focus on presenting a broad background of stress research.
3. Understand the implications of crisis management.
4. Developing a sense of humour in work place.
5. Improving personality in self development.
6. To understand crisis management

Unit-1: UNDERSTANDING STRESS: Meaning-symptoms-works related stress-individual stress-reducing stress-bum out- Stress Causes-Good Stress-Bad Stress –Yoga

Unit-II: COMMON STRESS FACTORS TIME AND CAREER: Time management-Techniques-importance of planning the day-Time management schedule-developing concentration-organizing the work area-prioritizing-Beginning at the start-learning to say "NO" (OOC Based Learning) (10 hr)

Unit-III: CRISIS MANAGEMENT: Implications-people issues-environmental issues-Psychological fall outs-learning to keep calm-Preventing interruptions-controlling crisis-importance of good communication-taking advantage of crisis-pushing new ideas-empowerment. (10 hr)

Unit-IV: WORK PLACE HUMOUR: Developing a sense of Humour-Learning to laugh-role of group cohesion and team spirit-using humour at work-Reducing conflicts with humour. (10 hr)

Unit-V: SELF DEVELOPMENT: Improving personality-leading with integrity-enhancing creativity-effective decision making-sensible communication-The listening Game-Managing Self-Meditation for peace-Yoga for life. (10 hr)

References

1. Cooper- (2011)-Managing Stress- Sage- 2011
2. Waltschafer- Stress Management- Cengage Learning - 4th Edition 2009
3. Jeff Davidson- Managing Stress- Prentice Hall of India, New Delhi. 2012.
4. Juan R Alascal, Laurel Brucata, Daisy Chauhan. Stress Mastery. Pearson.
5. Argyle. The Psychology of Happiness. Tata McGraw Hill. 2012
6. Bartlet. Stress-Perspectives and Process. Tata McGraw Hill 2012.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3301					Title of the Paper IDC (WS): STRESS MANAGEMENT									Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)									Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	5	3	4	4	4	4	5	4	4	4	4	3	4		4.0
CO2	4	5	4	4	4	3	4	4	5	5	4	3	4		4.0
CO3	5	4	4	4	3	4	4	4	4	4	5	5	5		4.2
CO4	4	4	4	5	4	5	4	4	4	5	4	4	4		4.2
CO5	5	4	3	5	3	4	5	3	5	4	4	5	4		4.1
CO6	4	4	5	4	4	3	4	4	5	4	4	5	4		4.1
								Overall Mean Score for COs								4.1

Result: The Score for this Course is 4.1 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Semester III   **Hours/Week: 4**
18PCC3302   **Credits : 4**

IDC (BS):
SOCIAL PSYCHOLOGY

Course Outcomes:
1. Study social interaction and social influence.
2. Understand the behavior and mental processes and enhances the ability to apply
3. Empirical knowledge to improve the lives of people.
4. Learn Congnition in social world and self esteem and social comparison
5. Be taught interpersonal relations and interpersonal attraction.
6. Apply social psychology- social influence in Pro social behaviour in assembly.

Unit-I : INTRODUCTION TO SOCIAL PSYCHOLOGY (10 hr)

Social psychology-origin and development-Social Behaviour and Social thought-Applications in Society and Business (OOC Based Learning)

Unit-II : PERCEIVING AND UNDERSTANDING OTHERS (10 hr)

Social perception-Nonverbal communication-Attribution-impression formation and impression management.

Unit- III: COGNITION IN SOCIAL WORLD (10 hr)

Social cognition-Schemas-Heuristics-Errors-Attitudes and Behaviour-Persuasion-Cognitive dissonance-self- Self Esteem and Social Comparison.

Unit-IV: INTER-PERSONAL RELATIONS (10 hr)

Social identity-Prejudice-Discrimination-Aggression-Interpersonal attraction.

Unit-V: APPLIED SOCIAL PSYCHOLOGY (12 hr)

Social influence-Conformity-Compliance-Social Influence-Pro social Behaviour-Groups-Social issues.

Textbook
1. Baron- Byrne and Brascombe- (2006)- Social Psychology- 11th Edition- Published by Pearson.
2. David G Myers (2006), Social Psychology, 8th Edition- Published by Tata McGraw Hill.

Reference Books:
1. Baron Byrne (2006), Social Psychology, 8th Edition- Published by Pearson, United Kingdom.
2. Howitt, (2009), Social Psychology, 1st Edition- Published by Tata McGraw Hill, New Delhi.
3. Rohall *et al.* (2011), Social Psychology, 2nd Edition, Published by PHI Learning, New Delhi.
4. Ajzen- (2009), Attitudes Personality and Behaviour, 1st Edition- Published by Tata McGraw Hill- New Delhi.
5. Hollway (2002), Social Psychology Matters, 1st Edition, Published by Tata McGraw Hill, New Delhi.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester III	Code 18PCC3302					Title of the Paper IDC (BS): SOCIAL PSYCHOLOGY								Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	4	4	5	4	4	4	4	4	4.00	
CO2	5	3	2	4	4	5	3	4	3	5	4	4	4	3.92	
CO3	4	4	2	5	4	4	4	3	4	3	3	4	4	3.70	
CO4	5	4	2	4	5	3	3	4	4	5	4	3	5	3.92	
CO5	4	5	3	3	3	4	3	4	5	3	3	4	3	3.46	
CO6	3	4	2	3	4	5	4	4	3	4	3	3	4	3.69	
												Overall Mean Score for COs		3.78	

Result: The Score for this Course is 3.78 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

BUSINESS TAXATION

Course Outcomes:
1. To understand the importance of indirect taxes (GST) in the Indian and global economy and its contribution for the economic development.
2. To understand the different types of taxes
3. To comprehend the principles of taxations, objectives of taxes and its impact, shifting and incidence process of indirect taxes in market orientated economy.
4. To understand the implications of indirect taxes on the taxable capacity consumers, dealers and of the society and its changes.
5. To gain knowledge on customs act
6. To understand the Tax reforms in India and it's impact of economy
7. To make them to be a tax consultant in preparing the tax planning, tax management. Payment of tax and filling of tax returns.
8. To understand the impact of GST on Domestic, National and International Trade and educating the students as a tax audit, consultant and mangers.

Unit I :

Background, History, Constitutional Provision for Indian tax system, structure of Indian tax system. Public finance, public expenditure and public revenue. Principle and objectives of taxations in the modern welfare governments. Indian tax structure, different types of taxes- taxes under indirect tax family in India, methods of taxations, tax reforms and recent tax reforms committees and its recommendations and fiscal discipline. (13 hr)

Unit II :

Customs Duty: Customs Act, 1962 and Rules, regulations Circulars and Notifications; Customs Tariff Acts, and the related Rules. Principles governing levy of customs duty, types of duties at global scenario. Basic principles of classification of goods and valuation of goods, special provisions regarding baggage, goods imported or exported by post, and stores. Duty drawback schemes, impact of GST on customs duty. (12 hr)

Unit III:

Tax reforms and GST in India, Constitutional Background, GST Bills, Central and State Financial relations, Finance commissions, Salient features of GST, Tax compliance, GST administrative structure both central and state level, Advantages of GST, Impact of GST on Economy, Governments,

manufacturers, dealers and consumers, GST-Issues, challenges and problems. (12 hr)

Unit IV:

Taxes under GST- levy and incidence of GST, Value of Tax event, Rates and Schedules, CGST, SGST, IGST, Criteria for GST, GST on Exports, Imports and SEZ supplies input credit. (12 hr)

Unit V:

Assessment under GST: Payment of Taxes, Returns Filling, Assessment and Audit of Accounts, under GST, GST refund, Appeals and Revision, Prosecution and Appellate Tribunals, problems on GST- State, Central and Integrated Taxes- Total Income, Tax Liability and available Tax credits -Case studies. (12 hr)

Reference Books:

1. Indirect Taxes- Law and Practice: V.S.Datey
2. GST Ready Reckoner
3. Bare Acts of Customs, Customs Tariff Acts, GST
4. Public Finance - Prof.H.Doltan
5. Basic of GST-Nitya Tax association Taxman
6. GST Manual- Taxman publication
7. Indian GST for Beginners –Jayaram Hiregange and Deepak Rao

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester IV	Code 18PCC4115													Title of the Paper BUSINESS TAXATION	Hours 5	Credits 5
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)										Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8			
CO1	4	3	3	5	4	4	3	4	3	4	4	4	4			3.76
CO2	4	3	4	3	4	3	4	3	3	4	4	5	4			3.69
CO3	4	4	4	4	3	4	4	4	3	4	4	5	5			4.00
CO4	3	4	3	5	3	4	4	3	3	4	4	4	4			3.69
CO5	3	4	4	5	3	4	4	3	4	4	3	5	5			3.92
CO6	4	4	3	4	4	3	4	4	4	4	3	5	4			3.84
CO7	4	3	4	3	4	3	4	3	4	4	4	4	5			3.76
CO8	4	4	4	5	4	3	5	3	4	4	4	3	4			3.92
												Overall Mean Score for COs				3.80

Result: The Score for this Course is 3.8 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$

Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Semester IV
18PCC4116
Hours/Week: 4
Credits : 4

FINANCIAL ACCOUNTING PACKAGE - TALLY ERP 9

Course Outcomes:
1. Impart the students with the basic principles and concepts of accounting.
2. Provide knowledge on the use and application of computer in accounting.
3. Impart the knowledge on TDS-TCS and VAT Calculations
4. Know and practice about the various vouchers.
5. Give exposure on inventory maintenance
6. To learn about the Inventory information

Unit I (10 hr)

Introduction to Tally-Features of Tally-Configuration Set up -Starting Tally-Company creation-alteration and deletion-Hierarchy of account groups and ledgers-A/c groups of balance sheet-Assets and liabilities- P & L a/c-Accounts group creation-Accounts ledger creation-Financial problems-alteration and deletion. (OOC Based Learning: Theory Only)

Unit II (10 hr)

Voucher entry-Tally a/c Voucher types: Contra Voucher-payment Voucher-receipt Voucher-journal Voucher-purchase Voucher-sales Voucher-Voucher alterations-deletion and cancellation-single mode Voucher entry-A/c Voucher lists-Pay book-Trial balance.

Unit III (10 hr)

Inventory information-Inventory masters-units of measure-stock group-stock item-stock category-Godowns-Inventory vouchers - Invoicing.
Cost centre-Cost category-Voucher entries using cost centre-Payroll preparation-Budget creation and alteration.

Unit-IV (10 hr)

Accounting and inventory books and reports-Data Collaboration-Security-Tally vault-Tally audit-Export of data-data formats-internet connectivity-E mailing tally report as attachments-import of tally data-migrating tally data-ODBC connectivity-connecting tally data into MS word document and excel worksheet-Backup - Restore.

Unit-V (10 hr)

TDS-TCS-VAT. Goods and Services Tax (GST): Accounting of SGST, CGST & IGST, General GST configuration, GST Invoice, Billing, Reverse Charge, Branch Transfers, Bill of Supply, POS in ERP 9 : Features.

Textbook
1. Implementing Tally-AK Nadhani and KK Nadhani (Unit I and II- Unit IV and V). 2.Tally Namrata Agarwal (Unit III).

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester IV	Code 18PCC4116					Title of the Paper FINANCIAL ACCOUNTING PACKAGE - TALLY ERP-9								Hours 4	Credits 4
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5	4.08	
CO2	4	3	2	4	4	5	3	4	4	5	4	4	5	3.92	
CO3	4	4	3	4	4	4	4	3	4	3	4	4	4	3.77	
CO4	3	4	4	4	4	5	4	2	4	4	4	5	5	4.15	
CO5	4	5	3	3	4	4	3	4	5	3	4	4	3	3.62	
CO6	5	4	3	3	4	5	4	4	4	4	3	3	5	3.92	
									Overall Mean Score for COs					3.91	

Result: The Score for this Course is 3.9 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$	Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$

Software Lab
FINANCIAL ACCOUNTING PACKAGE - TALLY ERP 9

1. Company Creation- alteration and deletion of company
2. Groups and Ledgers (Single & Multiple)
3. Final A/Cs with adjustments (Creation and deletion of ledgers)
4. Voucher entry problems in single & Double entry mode.
5. Voucher entries using Cost Centers, Cost Categories, and Cost Center.
6. Budget preparation
7. Payroll preparation (Salary Statement Preparation)
8. Accounting vouchers using Stock Group, Stock category and Stock Items.
9. Order processing and inventory vouchers, Generation of accounting & Inventory books and reports
10. VAT, TDS and GST Configuration and Invoices.

TEACHING & RESEARCH APTITUDE

Course Outcomes:

1. The main objective is to assess the teaching and research capabilities of the candidates.
2. The test is aimed at assessing the teaching and general/research aptitude as Well as their awareness.
3. They are expected to possess and exhibit cognitive abilities.
4. Cognitive abilities include comprehension, analysis, evaluation, understanding the structure of arguments and deductive and inductive reasoning.
5. The students are also expected to have a general awareness and knowledge of sources of information.
6. To aware of interaction between people, environment and natural resources and their impact on quality of life.

Unit-1: TEACHING APTITUDE

Teaching : Nature, objectives, characteristics and basic requirements; Learner's characteristics; Factors affecting teaching; Methods of teaching; Teaching aids; Evaluation systems. (10 hr)

Unit-2: RESEARCH APTITUDE

Research : Meaning, characteristics and types; Steps of research; Methods of research; Research Ethics; Paper, article, workshop, seminar, conference and symposium; Thesis writing: its characteristics and format. (10 hr)

Unit-3: COMMUNICATION

Communication : Nature, characteristics, types, barriers and effective classroom communication. (10 hr)

Unit-4: LOGICAL REASONING

Understanding the structure of arguments; Evaluating and distinguishing deductive and inductive reasoning; Verbal analogies : Word analogy — Applied analogy; Verbal classification. Reasoning Logical Diagrams : Simple diagrammatic relationship, multi diagrammatic relationship; Venn diagram; Analytical Reasoning. (10 hr)

Unit-5: PEOPLE AND ENVIRONMENT

People and environment interaction; Sources of pollution; Pollutants and

their impact on human life, exploitation of natural and energy resources; Natural hazards and mitigation (10 hr)

(Multiple Choice Questions only)

Text Book

1. Madaan KVS, (2017), Teaching and Research Aptitude, Published by Pearson, Uttarpradesh.

Reference Books

1. Pratiyogita Darpan, (2017), Teaching and Research Aptitude, Published by Upkar Prakashan , Agra.
2. Gupta's R (2017), Teaching and Research Aptitude, Published by Ramesh Publishing House, New Delhi.
3. Kautiya K, (2017), Teaching and Research Aptitude, Published by Upkar Prakashan, Agra.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

Semester IV	Code 18PCC4118					Title of the Paper TEACHING & RESEARCH APTITUDE								Hours 4	Credits 3
Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs	
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8		
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5	4.08	
CO2	3	3	2	4	4	5	3	4	4	5	4	4	5	3.85	
CO3	4	4	3	5	4	4	4	3	4	3	3	4	4	3.77	
CO4	3	4	2	4	4	5	4	4	4	4	4	5	5	4.00	
CO5	4	5	3	3	3	4	3	2	5	3	4	4	3	3.54	
CO6	5	4	3	3	4	5	4	4	3	4	3	3	4	3.77	
Overall Mean Score for COs														3.84	

Result: The Score for this Course is 3.84 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = Total of Values / Total No. of POs & PSOs

Mean Overall Score for COs = Total of Mean Scores / Total No. of COs

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Software Lab:
COMPUTER APPLICATION IN BUSINESS STATISTICS

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Experiments

1. Getting familiar with the interface
2. Importing data from excel
3. Data preparation and exploratory data analysis
4. Descriptive statistics for two or more variables
5. Creating and editing charts for two or more variables
6. Inferential statistics for the mean and the median
7. One-sample t-test
8. T-test
9. Power Analysis for t-test
10. One-way ANOVA and Kruskal-Wallis Test
11. Power Analysis for ANOVA and simple linear regression
12. Multiple linear regression and correlation
13. Model building and selection
14. One-sample Chi-square

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Software Lab: MANAGEMENT INFORMATION SYSTEM

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Course Outcomes:

1. To Know the Management Information System Concepts
2. Gain knowledge about Importance of IT
3. Able to explore the Basics of Hardware and Software
4. Know about the Database Applications
5. Analyze the accounting and financial information system and decision support system.
6. Plan and implement business changes with global perspective.

Unit-I: Foundations of Information Systems: Introduction to Information Systems (IS) and Information Technology (IT)-significance –Fundamentals of IS concepts-overview of IS - solving business problems with IS - developing IS solutions- MIS-Meaning-Features-Importance of MIS-Limitation of MIS. (13 hr)

Unit-II: Information Technology: A Managerial Overview Managerial Overview: Computer Hardware- Computer Systems: End user and Enterprise Computing- Computer Peripherals: Input, Output and Storage Technologies-Managerial Overview: Computer Software: Application Software: End user Applications- System Software: Computer System Management (12 hr)

Unit-III: Telecommunications and Database Management: A Managerial Overview telecommunications and the Internetworked Enterprise-Technical Telecommunications Alternatives- Database Management: Managing Data Resources- Technical Foundations of Database Management (12 hr)

Unit-IV: Business Applications of IT: Information Systems for Business operations-Business IS-Marketing- Manufacturing human resource-accounting and financial information systems-transaction processing system-management information and decision support system. (12 hr)

Unit-V: Managing IT: Managing Information Technology-managing information resource and technologies –Global IT management-planning and implementing business change with IT. (12 hr)

Text Book:

1. James A O'Brien, "Management Information Systems for managing IT in the Internetworked Enterprise"- 4th edition- Tata McGraw Hill Publishing Company Limited- New Delhi-1999.

Book for Reference

1. W.S. Jaswadekar, "Management Information Systems"- Tata McGraw Hill Publishing Co. Ltd., New Delhi, 2008.

Relationship Matrix for Course Outcomes, Programme Outcomes and Programme Specific Outcomes

| Semester IV | Code 18PCC4120 | Title of the Paper Software Lab: MANAGEMENT INFORMATION SYSTEM | | | | | | | | | | | | Hours 5 | Credits 4 |

Course Outcomes (COs)	Programme Outcomes (POs)					Programme Specific Outcomes (PSOs)								Mean Score of COs
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	
CO1	4	4	3	5	3	5	4	4	4	4	4	4	5	4.08
CO2	3	3	2	4	4	5	3	4	4	5	4	4	5	3.85
CO3	4	4	3	4	4	4	4	3	4	3	4	4	4	3.77
CO4	3	4	4	4	3	5	4	4	4	4	5	5	5	4.08
CO5	4	3	3	3	4	4	3	2	5	3	4	4	3	3.46
CO6	5	4	3	3	4	5	4	4	4	4	3	3	5	3.92
											Overall Mean Score for COs			3.86

Result: The Score for this Course is 3.86 (High Relationship)

Note:

Mapping	1-20%	21-40%	41-60%	61-80%	81-100%
Scale	1	2	3	4	5
Relation	0.0-1.0	1.1-2.0	2.1-3.0	3.1-4.0	4.1-5.0
Quality	Very poor	Poor	Moderate	High	Very High

Values Scaling:

Mean Score of COs = $\dfrac{\text{Total of Values}}{\text{Total No. of POs \& PSOs}}$	Mean Overall Score for COs = $\dfrac{\text{Total of Mean Scores}}{\text{Total No. of COs}}$