



Satish Pradhan Dnyanasadhana College, Thane

(Arts, Science and Commerce)

Re-Accredited "B+" Grade (CGPA 2.69) by NAAC, ISO 21001:2018 (Certified)

Affiliated to University of Mumbai

B. Com.

Programme Specific Outcomes	
PSO1	Obtain basic competency describing, and illustrating knowledge acquired in the fields of commerce, economics, accountancy, Law, and other management related principles.
PSO2	Apply theoretical understanding of accountancy, Mathematics and statistics, commerce, economics, environmental aspects, law, for business practices.
PSO3	Illustrate and apply skills to read and modify financial statements.
PSO4	Use progressive and value-based learning with good communication skills to communicate through conventional and electronic media.
PSO5	Acquire human values and sustainable practices.
PSO6	Acquire skills to undertake further professional courses, higher studies, or research.



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Department	Semester	Course
Commerce	I	Commerce-I (Introduction to Business)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Understand the concept of Business, Describe Business objectives and its framing and learn new trends in Business	L1/L2	PO1 PSO1
CO2	Analyze Business Environment, have knowledge about constituents of Business Environment.	L2/L4	PO1, PO2 PSO1, PSO2
CO3	Understand Business Planning Process, Analyze factors affecting formation of Business and outline statutory requirements of starting a Business and prepare project report.	L2/L3/L4	PO1, PO2, PO3 PSO2, PSO3, PSO4
CO4	Understand the concept of Entrepreneurship, examine factors affecting entrepreneurship and classify different types of entrepreneurs and encourage them to become entrepreneurs.	L2/L3	PO1, PO4, PO5 PSO2, PSO6



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Department	Semester	Course
Commerce	II	Commerce-I (Introduction to Services)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Understand the concept of services, apply strategies for survival in the service industry, Describe elements of the service industry.	L1/L2/L3	PO1 PSO1, PSO2
CO2	Understand the meaning and types of retail, classify retail store formats, analyze recent trends in retailing and career opportunities	L2/L3/L4	PO1, PO2 PSO1, PSO2
CO3	Identify recent trends in Banking, Insurance, and IT sectors, analyze challenges in the logistics sector.	L1/L4	PO1, PO2, PO4 PSO1, PSO2, PSO6
CO4	Describe types of e-commerce, Understand the scope and functioning of e-commerce, complete the online purchase procedure.	L1/L2/L3	PO1, PO3, PO5 PSO2, PSO3, PSO4, PSO6



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Department	Semester	Course
Commerce	III	Commerce-III (Management)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Understand and identify functions of management, skills required by managers and evolution of management and theories of management and compare Indian Ethos to western management benefitting working life.	L1/L2	PO1, PO4 PSO1, PSO2
CO2	Differentiate between various types of plans, apply the process of planning in day to day life, analyze techniques of decision making and understand the impact of technology.	L1/L2/L3/ L4	PO1, PO2 PSO1, PSO2, PSO3
CO3	Define departmentation and its bases, differentiate between formal and informal organization, illustrate principles of effective delegation	L1/L2/L3	PO1, PO2, PO3 PSO1, PSO2, PSO3, PSO4
CO4	Classify sources of motivation, understand various styles of leadership, critically analyze various techniques of controlling, explain barriers to communication.	L1/L2/L3/ L4	PO1, PO2, PO3, PO5 PSO2, PSO4, PSO5



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Department	Semester	Course
Commerce	IV	Commerce-IV (Production and Finance)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Describe production planning, production system and its types, Understand objectives and techniques of inventory management.	L1/L2	PO1, PO3 PSO1, PSO2
CO2	Identify various dimensions of quality, types of costs involved, understand quality management tools, outline process of ISO.	L1/L2/L3	PO1, PO2 PSO1, PSO2, PSO4
CO3	Classify Indian financial structure, compare primary and secondary market, analyze functioning of stock exchanges, and credit rating agencies.	L2/L3/L4	PO1, PO2, PO4 PSO1, PSO2, PSO3, PSO4
CO4	Define mutual funds and its types, functioning, and growth. Classify derivatives and its types, understand the concept of start-up venture and analyze the role of Self help group.	L1/L2/L3/L4	PO1, PO2, PO5, PO6 PSO1, PSO2, PSO3, PSO4, PSO6



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Department	Semester	Course
Commerce	III	Company Secretarial Practice-I (CSP-I)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Describe features and types of companies, categorize qualities and qualifications of a Company Secretary, classify roles and responsibilities of a Company Secretary	L1/L2/L3	PO1, PO3, PO4, PO5 PSO1, PSO2, PSO3
CO2	Define and categorize different roles of Company Secretary, outline procedure and stages of Secretarial Audit.	L1/L2/L3	PO1, PO2, PO6 PSO1, PSO2, PSO3, PSO4
CO3	Prepare and explain various documents needed in a Joint Stock Company, categorize stages in formation of a company, examine stages in conversion and reconversion of a company.	L1/L2/L3/L4	PO1, PO3, PO5 PSO1, PSO2, PSO3, PSO4, PSO6
CO4	Define correspondence and discuss various stakeholders with whom correspondence is to be done, prepare specimens of correspondence.	L1/L2/L4	PO1, PO2, PO3, PO4 PSO1, PSO2, PSO3, PSO5



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Department	Semester	Course
Commerce	IV	Company Secretarial Practice-II (CSP-II)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Understand and identify meaning and roles of directors, classify types of directors, and explain the role of Auditors.	L1/L2/L3/L4	PO1, PO4, PO6 PSO1, PSO2, PSO6
CO2	Define company meetings, categorize types of company meetings, examine the role of Company Secretary in meetings and parts of meetings.	L1/L2/L3	PO1, PO3, PO4 PSO1, PSO2, PSO3, PSO4
CO3	Describe process of dematerialization of securities, analyze role played by BOLT,BOSS in online trading.	L1/L4	PO1, PO2, PO3, PO4 PSO1, PSO2, PSO3, PSO4
CO4	Identify and differentiate between statutory and non-statutory reports, Illustrate specimens related to meeting like notice, agenda, minutes.	L1/L2/L3	PO1, PO2, PO3, PO5 PSO1, PSO2, PSO3, PSO4



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Department	Semester	Course
Commerce	V	Commerce-V (Marketing)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Define concept, functions and scope of marketing, distinguish between MR & MRS, analyze factors affecting consumer behavior, classify bases of segmentation.	L1/L2/L3/ L4	PO1, PO2, PO4 PSO1, PSO2
CO2	Define concept of marketing mix, explain stages of product life cycle, classify factors influencing brand equity and packaging, analyze strategies of pricing.	L1/L2/L3/ L4	PO1, PO2 PSO1, PSO2, PSO3
CO3	Outline factors affecting physical distribution, categorize components of SCM, classify components of promotion, relate skill set for effective selling.	L1/L2/L3/ L4	PO1, PO2, PO3 PSO1, PSO2, PSO3, PSO4
CO4	Define the concept of marketing ethics, classify various comparative strategies in the field of marketing, analyze challenges faced by marketing managers in the 21st century.	L1/L2/L3	PO1, PO2, PO3, PO5, PO6 PSO2, PSO4, PSO5



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Department	Semester	Course
Commerce	VI	Commerce-VI (Human Resource Management)

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Define the concept and functions of HRM, differentiate between job description and job specification, classify sources of recruitment and steps in the selection process.	L1/L2/L3	PO1, PO3, PO4 PSO1, PSO2, PSO4, PSO5, PSO6
CO2	Describe functions of HRD, categorize methods of training & development, classify methods of performance appraisal, analyze counseling techniques.	L1/L2/L3/ L4	PO1, PO2, PO3 PSO1, PSO2, PSO3, PSO4
CO3	Define human relations, Differentiate between transactional and transformational leaders, classify theories of motivation, analyze factors affecting employee morale.	L1/L2/L3/ L4	PO1, PO2, PO5 PSO1, PSO2, PSO3, PSO4
CO4	Describe competencies and its classification, identify challenges in HRM.	L1/L2/L4	PO1, PO2, PO5, PO6 PSO1, PSO2, PSO3 PSO4



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Department	Semester	Course
Commerce	V	Export Marketing-I

At the end of the course, Students will be able to:

CO No.	Course Outcomes	Bloom's Level	Mapping of PO & PSO's
CO1	Define the concept of export marketing, its features, functions, and importance, differentiate between domestic and export marketing, analyze factors and risk influencing export marketing and global exports of India.	L1/L2/L3	PO1, PO2, PO4 PSO1, PSO2
CO2	Describe trade barriers and its types, distinguish between tariff and non-tariff barriers, classify major economic groupings of the world, analyze various agreements of WTO.	L1/L2/L3/L4	PO1, PO2 PSO1, PSO2
CO3	Outline India's Foreign Trade Policy, explain the role of DGFT and classify negative list of exports, identify benefits of status holders, towns of excellence and AEZ and EOU's.	L1/L2/L3/L4	PO1, PO2, PO6 PSO1, PSO2, PSO3, PSO4
CO4	Identify financial assistance available to Indian Exporters, classify institutional assistance to Indian exporters and examine various schemes for promotion of exports.	L1/L2/L3	PO1, PO2, PO3, PO5, PO6 PSO1, PSO2, PSO4, PSO5, PSO6



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Department	Semester	Course
Business Economics	I	Business Economics I

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Understand, define, and explain the basic concepts of Business economics.	L1 /L2	PO1, PSO1
CO2	Describe different types of elasticities of demand and compute the elasticities. Illustrate the determination of market demand, market supply and equilibrium price.	L4, L2	PO2 PSO2
CO3	Interpret and describe Supply and production decisions.	L3	PO2 PSO2
CO4	Apply appropriate methods to illustrate the costs involved in the production and predict break-even point.	L4	PO2 PSO2



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Department	Semester	Course
Business Economics	II	Business Economics II

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Understand, and explain the basic concepts and characteristics of markets. Describe and exhibit the equilibrium situations in different markets.	L1 /L2	PO1, PSO1
CO2	Illustrate different pricing practices used by the firms to determine prices.	L3 L4	PO2, PSO1, PSO2
CO3	Describe and illustrate the determination of market demand, market supply and equilibrium price.	L2	PO1, PSO1, PSO4
CO4	Apply appropriate method of capital budgeting and compute to find out the most viable project proposal	L3 L4	PO1, PSO6



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Department	Semester	Course
Business Economics	III	Business Economics III

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Understand, define, and explain the basic concepts of Macro Economics like national income, trade cycles etc.	L1 /L2	PO1, PO3,PSO1
CO2	Understand Keynesian Economic theories. Apply the theories to understand the practices in developing economies.	L1, L3	PO2, PO6, PO3
CO3	Interpret post Keynesian Developments in macroeconomics and analyze their relevance.	L3, L4	PO2, PSO2
CO4	Understand and define the concepts demand for and supply of Money, general price level, inflation and interpret and illustrate the factors determining them.	L1, L3, L4	PO1, PSO1, PSO2



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Department	Semester	Course
Business Economics	IV	Business Economics IV

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Understand, define, and explain basic concepts related to public finance.	L1 /L2	PO1, PSO1, PO3
CO2	Describe and analyze sources of public revenue, shifting of the tax and effect of taxation.	L3, L4	PO1, PSO1, PO2
CO3	Explain and classify public expenditure and public debt. Examine the theories of growth of public expenditure.	L2	PO1, PO2, PO3
CO4	Understand fiscal policy, Construct the structure of union budget and analyze intergovernmental fiscal relations.	L3, L4	PO3, PSO2, PO6



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Department	Semester	Course
Business Economics	V	Business Economics V

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Explain and evaluate The New Economic Policy 1991, Sustainable development goals and Foreign Investment Policy Measures.	L1 /L2	PO1, PSO1, PO3
CO2	Describe, Illustrate, Identify, and analyze agricultural policy, agricultural pricing, Agricultural finance	L3, L4, L2	PO2, PSO2, PO6
CO3	Identify and illustrate changes in Industry and service sector in post reform period.	L2, L3	PO1, PO2, PSO2
CO4	Understand structure of Banking and Financial market and analyze the recent trends and issues and challenges in capital and money market.	L3, L4	PO1, PSO2, PO4



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Department	Semester	Course
Business Economics	V	Rural Marketing I

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Understand, Explain, and illustrate nature, scope, and growth of rural marketing.	L1 /L2	PO1, PO3,PSO1
CO2	Understand rural marketing research, compare rural and urban markets and consumer behavior.	L1, L4	PO1, PO2,PO3
CO3	Identify and analyze appropriate rural marketing mix, product, and price strategies.	L2, L4	PO1,PSO1, PO6
CO4	Illustrate and identify the importance of distribution and promotion for rural marketing.	L3	PO1, PO2,PSO1



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Department	Semester	Course
Business Economics	VI	Rural Marketing II

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	Define and explain concepts of Rural marketing. Describe the nature and types of agricultural marketing.	L1 /L2	PO1, PO2, PSO1, PSO2
CO2	Describe, explain, and Illustrate Rural market regulation.	L1/ L3	PO1, PO2, PSO1, PO3
CO3	Understand and analyze institutional support to rural marketing.	L2 /L4	PO1, PO2, PSO1, PSO2
CO4	Understand, describe and analyze problems of rural marketing and recent trends in rural marketing. Illustrate the need of agricultural finance. Compare the sources of rural marketing finance.	L1 /L3 /L4	PO1, PO2, PSO1, PSO2, PO3



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Department	Semester	Course
Business Economics	VI	Business Economics VI

CO No.	Course Outcomes	Bloom's Level	Mapping of PO/ PSO
CO1	State, Describe and Evaluate Theories of International Trade, Theory of Reciprocal Demand, and gains form trade.	L1 /L2/ L4	PO1,PO2,PSO1
CO2	State, explain and describe free trade, protection, Distinguish between tariff and non-tariff barriers.	L1/L3	PO1,PO2,PSO1
CO3	Illustrate the structure and identify and analyze types and the causes of disequilibrium Balance of payments. Understand International Economic Organization	L2, L3. L4	PO1,PO2, PSO2
CO4	Understand Foreign exchange market, Examine and analyze the theories of foreign exchange market. Understand the importance of intervention of RBI in foreign Exchange market.	L3	PO1,PO2,PO4



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Department of Environmental Studies

Course Outcomes

Program	Course	Semester
Commerce	Environmental Studies	I

CO	Description	Bloom's Level	Mapping of PO and PSO
CO1	Define the concepts of ecosystem, food chain, food web, food pyramid, bio-geo-chemical cycles and Describe Man-Environment relationship	L1, L2	PO1 PO6 PSO2
CO2	Classify natural resources, Explain or outline resource distribution, Compare resource utilisation and Plan for sustainable utilisation	L2, L3	PO2 PO6 PSO5
CO3	Examine world population distribution pattern, Interpret demographic transition theory, Examine impact of population on environment	L3, L4	PO2 PO3 PSO5 PSO6
CO4	Compare process of urbanisation, Analyse effects of migration and Relate impact of urbanisation on man and environment	L2, L3	PO2 PO3 PSO5
CO5	Interpretation of thematic maps and location of environmentally significant features and world map	L3, L4	PO4 PSO5 PSO6



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Program	Course	Semester
Commerce	Environmental Studies	II

CO	Description	Bloom's Level	Mapping of PO and PSO
CO1	Describe types and sources of solid waste, State methods of solid waste management	L2, L3	PO1 PO2 PSO2
CO2	Classify agricultural systems, Explain environmental problems associated with agriculture, Illustrate environmental problems created by industries, Discuss sustainable industrial, and business practices, Explain green tourism	L2, L3	PO1 PO2 PSO2 PSO5
CO3	Classify tourism and tourists, examine positive and negative impacts of tourism, Suggest measures for sustainable tourism	L2, L3	PO4 PO6 PSO5 PSO6
CO4	Analyse people's role in environmental movements and management related role of administration and technical measures in environmental management	L2, L3	PO4 PSO2 PSO5
CO5	Understand, Analyse, Apply environmental practices to Mumbai and Konkan context	L4, L5	PO3 PO4 PSO6



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Department	Semester	Course
Mathematics and Statistics	I	Mathematical and Statistical Techniques

After completing the course, Students will be able to:-

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	Describe the concept and types of share and Solve problems on shares. Demonstrate Averaging of price under the Systematic Investment Plan (S.I.P.)	L1/L3	PO1, PO2 PSO1 PSO2
CO2	Explain and demonstrate problems on permutation and combination. Solve Linear Programming Problems using graphical methods up to two variables. Mathematically Formulate Linear Programming Problems up to 3 variables.	L2/L3	PO1 PO2 PSO2 ,PSO3
CO3	Define different measures of central tendency and measures of dispersion, Quartiles, Deciles and Percentiles. Solve problems based on real life situations. Locate median and Quartiles using Ogive and Mode using Histogram.	L1, L2, L3	PO2 PSO2
CO4	Explain and demonstrate the concept of Probability, conditional probability. Solve problems. Define Probability distribution of a discrete random variable and Expectation and Variance of random variable. Solve problems on probability distributions.	L2/L3	PO2 PSO2
CO5	Explain decision making situation, components of decision making problem. Define decision making under uncertainty. Find optimum decision under uncertainty. Explain decision making under Risk. Solve problems based on Expected Monetary Value, Expected Opportunity Loss (EOL). Decide Optimum decision using Decision tree analysis.	L2, L3, L4,L5	PO1, PO2 PSO1 , PSO2



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Department	Semester	Course
Mathematics and Statistics	II	Mathematical and Statistical Techniques

After completing the course, Students will be able to:-

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	Explain concept and Type of real functions: Define demand, Supply, Total Revenue, Average Revenue, Total cost, Average cost and Profit functions, Equilibrium Point. Explain derivative as rate measure and derivative of x^n , e^x , a^x , $\log x$. Explain Rules of derivatives. Define Second order derivatives. Solve problems. Apply Marginal Cost, Marginal Revenue, Elasticity of Demand. Maxima and Minima for functions in Economics and Commerce.	L1, L3, L3	PO1, PO2 PSO1 PSO2
CO2	Define Simple Interest, Compound Interest . Solve problems. Explain Annuity Immediate and its Present value, Future value, Equated Monthly Instalments (EMI) using reducing balance method. present value. Solve problems.	L2, L3	PO1 PO2 PSO2 ,PSO3
CO3	Explain meaning and types of Correlation. Solve the problems on correlation. Explain the meaning of Regression .Determine Regression equations.Find the equations of Regression lines by method of Least Squares.	L1, L2, L3	PO2 , PSO2
CO4	Discuss components of a time series. Estimate trend by Freehand Curve Method, Moving Average Method and Least Squares Method Forecasting using Least Squares Method. Explain usage of Index numbers Discuss the types of Index numbers, Cost of Living Index Numbers, Real Income, Wholesale Price Index Number.	L2, L3, L4	PO2 PSO2
CO5	State the properties of Binomial, Poisson, and Normal probability distributions Apply Binomial, Poisson and Normal probability distributions to real life situations	L1, L3	PO1, PO2 PSO1 , PSO2



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Department	Semester	Course
Mathematics and Statistics	V	Computer Systems and Applications

After completing the course, Students will be able to:-

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	Explain the concepts of Data Communication, Network basics & Infrastructure and Internet.	L2	PO6, PSO4, PSO5
CO2	To describe Databases, Relational and Non-relational database systems and MySQL as a Non-procedural Language. Explain MySQL basics.	L1	PO1, PO2, PO4, PO6, PSO6
CO3	Manage MySQL Simple Queries, Multi-table Queries and Nested Queries.	L6	PO1, PO2, PO4, PO6, PSO2
CO4	To create, navigate and add information to spreadsheets using MS-Excel. Manage with Multiple Spreadsheets and use Built-in Functions in MS-Excel. Analyze data with Data Analysis tools such as Sorting, Subtotal and Pivot Tables.	L4, L6	PO1, PO2, PSO6



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Department	Semester	Course
Mathematics and Statistics	VI	Computer Systems and Applications

After completing the course, Students will be able to:

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	Describe features, types and business models of E-commerce. Explain E-Commerce Security, Encryption, Payment Systems and online credit card transactions.	L1, L2	PO6, PSO4 PSO5
CO2	Use templates, link multiple spreadsheets. Apply formulas and logical operators and built-in functions in MS-Excel.	L3	PO2, PO4 PSO6
CO3	Analyse data by various Data Analysis tools such as Advanced Filter, Graphs, Scenarios, Goal Seek and Solver. Explain the concept of Macros.	L4	PO1.P02,P O4, PSO2, PSO6
CO4	Explain Visual Basic as an OOP (Object Oriented Programming) and Event-driven programming language and Graphical User Interface. Use VB Controls and other concepts to write VB Projects.	L4, L6	PO1,PO2, PSO6



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Department	Semester	Course
English	I	Business Communication

After completing the course, Students will be able to:-

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	The learners would define communication, listening and Business Ethics. They would be able to describe the process of Communication. They will acquire comprehensive knowledge about the impact of technological enabled communication. They would be able to discuss and compare the channels and methods of communication. They would analyze the various barriers to communication. They would be able to develop their listening skills and communicate effectively.	L1 L2 L4 L5 L6	PO1 PO2 PO3 PO6 PSO4
CO2	The learners will understand the theory of Business Letter Writing. They would be able to compose or draft personnel letters at work.	L2 L6	PO1 PO3 PSO4
CO3	The learners would be able to understand the different types of oral and written communication. They would also compare oral and written communication.	L2 L3 L4	PO1 PO3 PSO4



Satish Pradhan Dnyanasadhana College, Thane

(Arts, Science and Commerce)
Re-Accredited "B+" Grade (CGPA 2.69) by NAAC, ISO 21001:2018 (Certified)
Affiliated to University of Mumbai

Department	Semester	Course
English	II	Business Communication

After completing the course, Students will be able to:-

CO No.	Course Outcome	Bloom's Level	Mapping of PO & PSO's
CO1	The learners would define Interview, Meeting, Committee, Conference and Public Relations. They will acquire comprehensive knowledge about the impact of the types of Interviews, committees and conferences. They would be able to describe the role of the PRO. They would be able to organize meetings effectively.	L1 L2 L4 L5	PO1 PO2 PO3 PO6 PSO4
CO2	The learners will understand the theory of Business Letter Writing. They would be able to compose or draft personnel letters at work.	L2 L6	PO1 PO3 PSO4 PSO4
CO3	The learners would be able to understand the different types of oral and written communication. They would also compare oral and written communication.	L2 L3 L4	PO1 PO3 PSO4