

SEM	CORE/SEC/ VAC/GE/D SC	PAPER NAME	PAPER CODE	LEARNING OUTCOMES
I	CORE	Management principles and applications	DSC-1.1	Describe management levels and principles, evaluate a company's competitive landscape using Porter's Five Forces, demonstrate types of authority, delegation, and decentralization, demonstrate leadership styles and motivation techniques, and discuss the impact of emerging management issues.
I	CORE	Business laws	DSC-1.2	Examine basic aspects of contracts versus agreements and enter into valid business propositions, describe modes of contract discharge and remedies for breach, differentiate between special contracts, analyze rights and obligations under the Sale of Goods Act, and apply skills to form and manage entrepreneurial ventures as LLP.
I	CORE	Financial Accounting	DSC-1.3	Apply generally accepted accounting principles in recording transactions and preparing financial statements, demonstrate the accounting process under a computerized system, measure business income using relevant accounting standards, evaluate the impact of depreciation and inventories on business income, prepare financial statements for sole proprietor firms and not-for-profit organizations, and prepare accounts for inland branches, departments, and leases.

I	GE	Business organisation	GE-1.1	Explain business dynamics and modern management practices, describe perspectives on the business environment and entrepreneurship, analyze organizational adaptation to uncertainty and decision-making, examine the relationship among management functions, and analyze changes in modern work patterns.
I	GE	Finance for everyone	GE-1.2	Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
I	SEC	Business communications		Analyze the basics of communication in management, interpret the need for effective listening, discuss the basics of written and spoken communication, demonstrate the role of group discussions and interviews, and prepare business reports and proposals.
I	SEC	Businesses intelligence and data visualisation		After studying this course, students will understand and describe the main concepts of data visualization, determine the right type of graph for different data, read and interpret reports, charts, and maps, create reports, data visualizations, and dashboards using Power BI and Tableau, and automate tasks, perform ETL, create data models, perform computations, and present insights using data visualization and dashboards.

I	SEC	Digital Marketing		After studying this course, students will understand digital marketing and its integration with traditional marketing, customer value journey and online consumer behavior, email, content, and social media marketing, website SEO tactics, and leverage digital strategies for competitive advantage.
I	VAC	Financial Literacy		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
II	CORE	Corporate Accounting	DSC-2.1	Explain the accounting for share capital, debentures, bonus shares, and the redemption of preference shares and debentures of a company, prepare financial statements of companies manually and using online software, estimate the value of intangible assets and shares, explain the accounting for amalgamation and internal reconstruction of companies, and interpret and prepare annual reports of companies.
II	CORE	Company laws	DSC-2.2	Recognize different types of companies, discuss the fundamentals of incorporation, create the memorandum and articles of association, differentiate between types of prospectuses, and understand the process of calling and conducting company meetings.

II	CORE	Human resource management	DSC-2.3	Recognize the role of personnel management and human resource development, analyze the human resource planning process, discuss various employee compensation and benefit schemes, understand employee morale, development, and welfare schemes, and discuss emerging horizons and key challenges in HRM.
II	GE	Financial management for beginners	GE-2.2	Analyze the concept of time value of money and risk & return, interpret financial analysis using various financial statements, analyze the capital budgeting process and techniques, examine cost of capital, capital structure, and leverage, evaluate dividend and working capital decisions, and perform securities valuation.
II	SEC	Finance for everyone		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
II	SEC	Personal Financial Planning		After studying this course, students will be able to understand the meaning and appreciate the relevance of financial planning, understand the concept of investment planning and its methods, examine the scope and ways of personal tax planning, analyze insurance planning and its relevance, and develop insight into retirement planning and its relevance.

II	VAC	Financial Literacy		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
III	CORE	Company Laws	BCH 3.1	Recognize different types of companies, discuss the fundamentals of incorporation, create the memorandum and articles of association, differentiate between types of prospectuses, and understand the process of calling and conducting company meetings.
III	CORE	Income tax law and practice	BCH 3.2	Able to understand the fundamentals of income tax laws and regulations, analyze and interpret tax statutes, prepare income tax returns for individuals and businesses, evaluate tax planning strategies, navigate tax compliance requirements, and provide tax advisory services to individuals and organizations.
III	SEC	Computer applications and business	BCH 3.4(a)	Understand the fundamentals of computer science, analyze computer systems and networks, develop and implement software solutions, utilize various programming languages and tools, troubleshoot technical issues, and contribute to the effective utilization of computer technology in various domains.

IV	CORE	Corporate Accounting	BCH 4.2	Explain the accounting for share capital, debentures, bonus shares, and the redemption of preference shares and debentures of a company, prepare financial statements of companies manually and using online software, estimate the value of intangible assets and shares, explain the accounting for amalgamation and internal reconstruction of companies, and interpret and prepare annual reports of companies.
IV	CORE	Cost Accounting	BCH 4.3	students will be able to understand the fundamentals of cost accounting, analyze and apply various cost accounting techniques, prepare cost sheets and budgets, interpret and manage cost data for decision-making, evaluate cost control and reduction strategies, and integrate cost accounting principles into overall business management.
IV	SEC	Investing in stock markets	BCH 4.4(b)	students will be able to understand the fundamentals of stock market investing, analyze financial statements and market indicators, develop and manage investment portfolios, evaluate different investment strategies, assess risk and return, and make informed decisions to maximize investment returns.
V	DSE	Principles of marketing	BCH 5.1 (a)	Understand the core principles of marketing, analyze market environments and consumer behavior, develop effective marketing strategies, utilize the marketing mix (product, price, place, promotion), implement segmentation, targeting, and positioning, and evaluate the effectiveness of marketing campaigns.

V	DSE	Fundamentals of Financial management	BCH 5.2 (a)	Understand the principles of financial management, analyze financial statements, evaluate investment opportunities, assess risk and return, manage working capital effectively, make financing decisions, and develop strategies for maximizing shareholder wealth.
V	SEC	Entrepreneurship development	BCH 5.3 (a)	Understand the principles of entrepreneurship development, identify opportunities for new ventures, develop business plans, assess risks and rewards of entrepreneurship, acquire skills for innovation and creativity, and navigate the challenges of starting and managing a business.
V	GE	Human resource management	BCH 5.4 (a)	Recognize the role of personnel management and human resource development, analyze the human resource planning process, discuss various employee compensation and benefit schemes, understand employee morale, development, and welfare schemes, and discuss emerging horizons and key challenges in HRM.
VI	DSE	Management accounting	BCH 6.1 (a)	Understand the principles of management accounting, analyze and interpret financial data for decision-making, apply cost accounting techniques, prepare budgets and financial forecasts, evaluate performance using variance analysis, and contribute to strategic planning and control within organizations.

VI	DSE	International business	BCH 6.2 (a)	Understand the principles of international business, analyze global market trends and dynamics, assess the impact of international trade policies and regulations, develop strategies for entering and operating in international markets, manage cross-cultural communication and negotiations, and navigate the complexities of global business environments.
VI	SEC	Advertising , personal selling and salesmanship	BCH 6.3 (a)	Understand the principles of advertising, analyze consumer behavior and market trends, develop creative advertising strategies and campaigns, utilize various advertising channels and platforms, measure and evaluate advertising effectiveness, and contribute to building brand awareness and loyalty.
VI	GE	Entrepreneurship development	BCH 6.4 (a)	Understand the principles of entrepreneurship development, identify opportunities for new ventures, develop business plans, assess risks and rewards of entrepreneurship, acquire skills for innovation and creativity, and navigate the challenges of starting and managing a business.



SEM	CORE/SEC/VAC/ GE/DSE	PAPER NAME	PAPER CODE	LEARNING OUTCOMES
I	CORE	Business oraganisation and Management	DSC-1.1	Explain business dynamics and modern management practices, describe perspectives on the business environment and entrepreneurship, analyze organizational adaptation to uncertainty and decision-making, examine the relationship among management functions, and analyze changes in modern work patterns.
I	CORE	Business laws	DSC-1.2	Examine basic aspects of contracts versus agreements and enter into valid business propositions, describe modes of contract discharge and remedies for breach, differentiate between special contracts, analyze rights and obligations under the Sale of Goods Act, and apply skills to form and manage entrepreneurial ventures as LLP.
I	CORE	Financial Accounting	DSC-1.3	Apply generally accepted accounting principles in recording transactions and preparing financial statements, demonstrate the accounting process under a computerized system, measure business income using relevant accounting standards, evaluate the impact of depreciation and inventories on business income, prepare financial statements for sole proprietor firms and not-for-profit organizations, and prepare accounts for inland branches, departments,
I	GE	Business organisation	GE-1.1	Explain business dynamics and modern management practices, describe perspectives on the business environment and entrepreneurship, analyze organizational adaptation to uncertainty and decision-making, examine the relationship among management functions, and analyze changes in modern work patterns.

I	GE	Finance for everyone	GE-1.2	Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
I	SEC	Business communications		Analyze the basics of communication in management, interpret the need for effective listening, discuss the basics of written and spoken communication, demonstrate the role of group discussions and interviews, and prepare business reports and proposals.
I	SEC	Businesses intelligence and data visualisation		After studying this course, students will understand and describe the main concepts of data visualization, determine the right type of graph for different data, read and interpret reports, charts, and maps, create reports, data visualizations, and dashboards using Power BI and Tableau, and automate tasks, perform ETL, create data models, perform computations, and present insights using data visualization and dashboards.
I	SEC	Digital Marketing		After studying this course, students will understand digital marketing and its integration with traditional marketing, customer value journey and online consumer behavior, email, content, and social media marketing, website SEO tactics, and leverage digital strategies for competitive advantage.
I	VAC	Financial Literacy		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.

II	CORE	Corporate Accounting	DSC-2.1	Explain the accounting for share capital, debentures, bonus shares, and the redemption of preference shares and debentures of a company, prepare financial statements of companies manually and using online software, estimate the value of intangible assets and shares, explain the accounting for amalgamation and internal reconstruction of companies, and interpret and prepare annual reports of companies.
II	CORE	Company laws	DSC-2.2	Recognize different types of companies, discuss the fundamentals of incorporation, create the memorandum and articles of association, differentiate between types of prospectuses, and understand the process of calling and conducting company meetings.
II	CORE	Human resource management	DSC-2.3	Recognize the role of personnel management and human resource development, analyze the human resource planning process, discuss various employee compensation and benefit schemes, understand employee morale, development, and welfare schemes, and discuss emerging horizons and key challenges in HRM.
II	GE	Financial management for beginners	GE-2.2	Analyze the concept of time value of money and risk & return, interpret financial analysis using various financial statements, analyze the capital budgeting process and techniques, examine cost of capital, capital structure, and leverage, evaluate dividend and working capital decisions, and perform securities valuation.
II	SEC	Finance for everyone		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.

II	SEC	Personal Financial Planning		After studying this course, students will be able to understand the meaning and appreciate the relevance of financial planning, understand the concept of investment planning and its methods, examine the scope and ways of personal tax planning, analyze insurance planning and its relevance, and develop insight into retirement planning and its relevance.
II	VAC	Financial Literacy		Explain the importance of financial literacy and financial service institutions, prepare and manage personal finances through financial planning and budgeting, utilize and manage bank services effectively, utilize and manage post office services, plan for life and property insurance, and select investment instruments for shares.
III	CORE	Company Laws	BC 3.1	Recognize different types of companies, discuss the fundamentals of incorporation, create the memorandum and articles of association, differentiate between types of prospectuses, and understand the process of calling and conducting company meetings.
III	CORE	Income tax law and practice	BC 3.2	Able to understand the fundamentals of income tax laws and regulations, analyze and interpret tax statutes, prepare income tax returns for individuals and businesses, evaluate tax planning strategies, navigate tax compliance requirements, and provide tax advisory services to individuals and organizations.
III	SEC	Computer applications and business	BC 3.4(a)	Understand the fundamentals of computer science, analyze computer systems and networks, develop and implement software solutions, utilize various programming languages and tools, troubleshoot technical issues, and contribute to the effective utilization of computer technology in various domains.

IV	CORE	Corporate Accounting	BC 4.2	Explain the accounting for share capital, debentures, bonus shares, and the redemption of preference shares and debentures of a company, prepare financial statements of companies manually and using online software, estimate the value of intangible assets and shares, explain the accounting for amalgamation and internal reconstruction of companies, and interpret and prepare annual reports of companies.
IV	CORE	Cost Accounting	BC 4.3	students will be able to understand the fundamentals of cost accounting, analyze and apply various cost accounting techniques, prepare cost sheets and budgets, interpret and manage cost data for decision-making, evaluate cost control and reduction strategies, and integrate cost accounting principles into overall business management.
IV	SEC	Investing in stock markets	BC 4.4(b)	students will be able to understand the fundamentals of stock market investing, analyze financial statements and market indicators, develop and manage investment portfolios, evaluate different investment strategies, assess risk and return, and make informed decisions to maximize investment returns.
V	DSE	Principles of marketing	BC 5.1 (a)	Understand the core principles of marketing, analyze market environments and consumer behavior, develop effective marketing strategies, utilize the marketing mix (product, price, place, promotion), implement segmentation, targeting, and positioning, and evaluate the effectiveness of marketing campaigns.
V	DSE	Fundamentals of Financial management	BC 5.2 (a)	Understand the principles of financial management, analyze financial statements, evaluate investment opportunities, assess risk and return, manage working capital effectively, make financing decisions, and develop strategies for maximizing shareholder wealth.

V	SEC	Entrepreneurship development	BC 5.3 (a)	Understand the principles of entrepreneurship development, identify opportunities for new ventures, develop business plans, assess risks and rewards of entrepreneurship, acquire skills for innovation and creativity, and navigate the challenges of starting and managing a business.
V	GE	Human resource management	BC 5.4 (a)	Recognize the role of personnel management and human resource development, analyze the human resource planning process, discuss various employee compensation and benefit schemes, understand employee morale, development, and welfare schemes, and discuss emerging horizons and key challenges in HRM.
VI	DSE	Management accounting	BC 6.1 (a)	Understand the principles of management accounting, analyze and interpret financial data for decision-making, apply cost accounting techniques, prepare budgets and financial forecasts, evaluate performance using variance analysis, and contribute to strategic planning and control within organizations.
VI	DSE	International business	BC 6.2 (a)	Understand the principles of international business, analyze global market trends and dynamics, assess the impact of international trade policies and regulations, develop strategies for entering and operating in international markets, manage cross-cultural communication and negotiations, and navigate the complexities of global business environments.
VI	SEC	Advertising , personal selling and salesmanship	BC 6.3 (a)	Understand the principles of advertising, analyze consumer behavior and market trends, develop creative advertising strategies and campaigns, utilize various advertising channels and platforms, measure and evaluate advertising effectiveness, and contribute to building brand awareness and loyalty.

VI	GE	Entrepreneurship development	BC 6.4 (a)	Understand the principles of entrepreneurship development, identify opportunities for new ventures, develop business plans, assess risks and rewards of entrepreneurship, acquire skills for innovation and creativity, and navigate the challenges of starting and managing a business.
----	----	------------------------------	------------	--