

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.



LUCKNOW PUBLIC COLLEGE OF PROFESSIONAL STUDIES

(BACHELOR OF COMMERCE) B.COM

(SESSION 2021-2022)

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

(BACHELOR OF COMMERCE) B.COM

The objective of the B.Com programme at the University of Lucknow is to familiarize students with principles and concepts in the discipline of Commerce. The student will gain in-depth knowledge of accounting, finance, business law, marketing, tax and costing. This program aims to provide students with specific knowledge and skills relevant to their career. The programme aims to make students aware of the new and emerging trends in the field of Commerce.

Programme Outcomes (PO):

This programme offers great career options and opportunities for students by providing them with relevant core and specific knowledge skills in the discipline of Commerce.

- This programme would provide qualified graduates to the corporate sector, banking sector, insurance sector, financing service sector to meet their employment requirements.
- Students can gain specialization in the field of Accounting, Cost Accounting, Finance and Taxation and acquire application-oriented skills.
- Students can independently initiate their own businesses as well as avail of self employment opportunities.
- This programme imparts skills to students to sharpen their decisions making abilities both at personal & professional level.
- Students will gain thorough knowledge in the field of finance and commerce and stand out in any organization. Students will develop an attitude for working efficiently and effectively in the business environment.

Program Specific Outcomes (PSO):

After completion of the course the students will acquire an in-depth understanding of the core and new disciplines of the commercial world.

- Students can become efficient managers in the field of Banking and Insurance.
- Students can acquire practical skills and take up jobs as Accountants, Management Accountants, Audit Assistants and Executives in multinational companies.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- After undergoing special training students may register to operate in the Stock markets.
- Students can excel in different professional exams like C.A., C.S., CMA& MBA.
- After clearing the requisite exam students can qualify for various Government jobs.
- After undergoing a specialized course, students can become Tax and Financial Consultants.
- Students can go for higher education and research in the field of finance and commerce.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

SYLLABUS

COURSE	PAPER NO	PAPER NAME	MARKS
B.COM I SEMESTER	101	FINANCIAL ACCOUNTING	100
	102	BUSINESS ORGANISATION	100
	103	MICRO ECONOMICS-CONCEPT, CONSUMPTION & PRODUCTION	100
	104	CURRENCY, BANKING AND EXCHANGE	100
	105	ESSENTIAL OF MANAGEMENT	100
	106	BUSINESS COMMUNICATION	100
B.COM II SEMESTER	201	COMPANY ACCOUNTS	100
	202	BUSINESS LAWS	100
	203	MICRO ECONOMICS -EXCHANGE & DISTRIBUTION	100
	204	BANKING OPERATIONS	100
	205	HUMAN BEHAVIOUR AT WORK	100
	206	CONCEPTS IN VALUATION	100
B.COM III SEMESTER	301	BUSINESS FINANCE	100
	302	PRINCIPLES AND PRACTICE OF MARKETING	100
	303	STATISTICAL METHODS	100
	304	PUBLIC FINANCE	100
	305	SELLING AND ADVERTISING	100
	306	INTRODUCTION OF INTERNATIONAL BUSINESS	100
B.COM IV SEMESTER	401	COST ACCOUTING	100
	402	CONTEMPORARY AUDIT	100
	403	FOREIGN TRADE OF INDIA	100
	404	EXPORT-IMPORT PROCEDURES & DOCUMENTATION	100
	405	MANAGING HUMAN RESOURCES	100
	406	INFORMATION SYSTEM & E-COMMERCE	100
OM V SEM EST	501	INCOME TAX LAW & ACCOUNTS	100
	502	PRINCIPLES AND PRACTICE OF	100

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

		INSURANCE	
	503	MACRO ECONOMICS	100
	504	INDIAN ECONOMY	100
	505	INSTITUTIONAL FRAMEWORK FOR BUSINESS	100
	506	BUSINESS OPERATIONS	100

B.COM VI SEMESTER	601	INCOME TAX AND ACCOUNTS	100
	602	LEBOUR WELFARE LAWS	100
	603	APPLIED & BUSINESS STATISTICS	100
	604	ECONOMICS OF PUBLIC ENTERPRISES	100
	605	COMPANY LAW AND SECRETARIAL PRACTISE	100
	606	FUNDAMENTALS OF ENTREPRENEURSHIP & PROJECT	100

COURSE OUTCOMES (COs)

SEMESTER I

THEORY

FINANCIAL ACCOUNTING: PAPER-01

- To understand the concept, meaning and definition of Accounting with current Accounting Principles, Accounting Concepts and Conventions and understand the meaning of Accounting Standards, IFRS and its use and future of IFRS in India.
- To understand the concept of income, revenue and capital expenditure, preparation of final accounts, Books of Non-profit making organisations and depreciation accounting.
- To understand the accounting of hire purchase system and instalment system, accounting of branch and lease accounting according to AS-19.
- To understand the Basics and accounting of Royalty Account, Insurance Account, Account and Voyage Account.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

BUSINESS ORGANISATION:

PAPER-02

- The students will be able to understand basics about business organization and its various forms.
- The students will be able to understand the social responsibility of business towards the various stakeholders.
- The students will be able to get knowledge about computation and fixation of remuneration of labour and incentive plans.
- The students will be able to gain insight about features of stock exchanges, commodity exchanges and their working as well as regulation.
- The students will be able to gain knowledge of the new pattern of business operations and organizations i.e., e-Business, LLP, OPC.
- The students will be able to understand the various elements of organization.
- The students will be able to acquaint themselves with the global changes in the business arena.

THEORY

MICRO ECONOMICS:

PAPER-03

- After studying all materials and resources presented in the course, the student will be able to explain the role of scarcity, specialization, opportunity cost and cost/benefit analysis in economic decision-making.
- After studying all materials and resources presented in the course, the student will be able to identify the determinants of supply and demand; demonstrate the impact of shifts in both market supply and demand curves on equilibrium price and output.
- After studying all materials and resources presented in the course, the student will be able to summarize the law of diminishing marginal utility; describe the process of utility maximization.
- After studying all materials and resources presented in the course, the student will be able to calculate supply and demand elasticities, identify the

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

determinants of price elasticity of demand and supply, and demonstrate the relationship between elasticity and total revenue.

- After studying all materials and resources presented in the course, the student will be able to describe the production function and the Law of Diminishing Marginal Productivity; calculate and graph short-run and long-run costs of production.
- After studying all materials and resources presented in the course, the student will be able to relate to real world business scenario through study of various market forms.
- After studying all materials and resources presented in the course, the student will be able to study the factors affecting distribution of income through an analysis of various factor payments.
- After studying all materials and resources presented in the course, the student will be able to gain in-depth insight and equip them to analyze the real economic situations more effectively with the help of practical problems using elementary mathematics.

THEORY

CURRENCY, BANKING AND EXCHANGE:

PAPER-04

- After studying all materials and resources presented in the course, the student will be able to have a sound theoretical base in various areas of banking and exchange.
- After studying all materials and resources presented in the course, the student will be able to understand the channel for flow of money in the economy.
- After studying all materials and resources presented in the course, the student will be able to analyze the role and importance of credit in the economy.
- After studying all materials and resources presented in the course, the student will be able to get the insight knowledge about exchange rate and exchange control.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

ESSENTIALS OF MANAGEMENT:

PAPER-05

- Upon successful completion of this course the students will be able to map the evolution of 'Management' as a discipline and as a process that helps in the analysis of internal and external environment.
- Upon successful completion of this course the students will be able to understand of the various aspects of Planning and decision making, and of Authority and Responsibility in a formal organization
- Upon successful completion of this course the students will be able to organize, motivate and lead in an organization
- Upon successful completion of this course the students will be able to understand Control functions and make simple applications.

THEORY

BUSINESS COMMUNICATION:

PAPER-06

- Through the study of this subject, students attempt to know about the importance of communication. Though a very simple word but communication is the life blood of the organization.
- The students are made aware of the modern technology used in communication and how useful it is to the business world.
- The students also get to know the art of writing applications and letters and in a way they get prepared to take on the business world.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

SEMESTER II

THEORY

COMPANY ACCOUNTS:

PAPER-01

- The student will be able to understand the features and accounting treatment of Shares and Debentures.
- The student will be able to know knowledge about accounting entries related to Redemption of Shares and Debentures.
- The student will be able to prepare of Company's Final Accounts.
- The student will be able to acquire knowledge of accounting procedure adopted during Amalgamation and Absorption of companies.
- The student will be able to acquire conceptual knowledge of Internal and External reconstruction of companies and their accounting treatment.
- The student will be able to know knowledge regarding accounting treatment and procedure adopted at the time of winding up of companies.

THEORY

BUSINESS LAWS:

PAPER-02

- The students will be able to understand the nature and meaning of contracts, forms of contracts and essentials of a valid contract.
- The students will be able to gain insight into various kinds of contract
- The students will be able to gain in-depth knowledge of Sales of Goods Act and Negotiable Instruments Act.
- The students will be able to understand the rights, duties and responsibilities as a vendor and as a consumer.
- The students will be able to have knowledge of the fundamentals of Consumer Protection Act.
- The students will be able to keep updated about the amendments in these laws and regulations.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

MICRO ECONOMICS-EXCHANGE AND DISTRIBUTION:

PAPER-03

- To teach about the concept of supply and factors affecting the supply and also teach regarding different types of market structure.
- Students will learn about elasticity of supply and perfect competition.
- Students will also be able to learn about the imperfect competition like monopoly, duopoly, oligopoly, and monopolistic competition.
- Students will also be made aware of factor pricing like wages, rent, interest and profit.

THEORY

BANKING OPERATIONS:

PAPER-04

- Demonstrate a comprehension of the principles of banking law and its relationship to banks and customers.
- Demonstrate an awareness of law and practice in a banking context.
- Engage in critical analysis of the practice of banking law from a range of perspectives.
- Organize information as it relates to the regulation of banking products and services.

THEORY

HUMAN BEHAVIOUR AT WORK:

PAPER-05

- Understanding human behavior in the organization is critical to the achievement of its goals and its long term success. In this light, there is much to gain from studying organizational behavior (OB). Specifically, the study of organizational behavior can help to become an effective future manager.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

CONCEPTS IN VALUATION:

PAPER-06

- Role of Finance Function, define 'interest' distinguish between simple and compound interest and apply the formula to calculate compound interest. Techniques, practical applications of Compounding and Present Value Techniques.
- The difference between a compound amount and an annuity. Compute the future value of an ordinary annuity by using the formula or the table for annuities.
- Characteristics of fixed- income securities, interpreting financial market data, including stock and bond price quotations. The value of a bond with a finite maturity date, the yield to maturity of a bond.
- Features of variable income securities. Difference between new issue market and capital market. Methods of selling securities. Study of dividend model-zero growth models, non- constant growth dividend valuation model.

SEMESTER III

THEORY

BUSINESS FINANCE:

PAPER-01

- Students are introduced to the concept Business Finance, its functions and role of finance manager. The concept of capital structure planning and factors influencing capital structure are learnt.
- Also, various theories of capital structure and leverage concept are dealt with. Students learn about the cost of capital and equity and also about preference capital cost and cost of debt. Retained earnings are also introduced to the students.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- Students learn about the dividend policies and factors affecting dividend payment. Also, provision of company law on dividend payment and concepts of bonus issue and rights share are demonstrated.
- The concept of working capital is learnt along with the factors influencing working capital and the determinants to calculate working capital.

THEORY

PRINCIPLES AND PRACTICE OF MARKETING:

PAPER-02

- The students will be able to have knowledge about marketing and its functions.
- The students will be able to understand what is a product, its classifications and product life cycle
- The students will be able to gain knowledge about the mechanism of price determination of a product in various markets.
- The students will be able to understand the need and significance of distribution channels
- The students will be able to gain insight of the concept of advertising and how it affects the buying habits of a consumer.
- The students will be able to understand and trap the psyche of consumer in order to market a product

THEORY

STATISTICAL METHODS:

PAPER-03

- Upon successful completion of this course, students will be able to:
- Calculate and interpret the correlation between two variables.
- Calculate the simple linear regression equation for a set of data.
- Employ the principles of linear regression and correlation, including least square method, predicting a particular value of Y for a given value of X and significance of the correlation coefficient.
- Know the association between the attributes.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- Know the construction of point and interval estimators.
- Evaluate the properties of estimators.

THEORY

PUBLIC FINANCE:

PAPER-04

- Will be taught regarding revenue, expenditure and taxation system in INDIA.
- Will learn about maximum social advantage theory.
- Students will understand the concept of public expenditure.
- Will understand the concept of taxation.
- Will know about fiscal federalism.

THEORY

SELLING AND ADVERTISING:

PAPER-05

- To understand the concept, role and importance of selling and salesperson.
- To understand the selling process and methods to motivate and remunerate salespersons.
- To understand advertising and its various aspects and the process of Advertising Design.
- To know about Advertising Media, its Planning and Effectiveness.

THEORY

INTRODUCTION OF INTERNATIONAL BUSINESS:

PAPER-06

- Understand the advantages and disadvantages of international business. Concept of MNC and TNC.
- Understand the role of WTO in world trade. Understand the benefits of economic integration and meaning of trade creation and diversion.
- Understand the Major Regional Trade Agreements and its benefit (like European Union, SAARC, NAFTA, ASEAN, SAFTA, and BRICS).

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- Understand the different form of financial institutions like IMF and WORLD BANK. Understand the different form of foreign investment. Understand the role and benefits of EPZs, SEZs.

SEMESTER IV

THEORY

COST ACCOUNTING:

PAPER-01

- Understand various costing systems and management systems Analyze and provide recommendations to improve the operations of organizations through the application of Cost and Management accounting techniques
- Evaluate the costs and benefits of different conventional and contemporary costing systems Differentiate methods of schedule costs as per unit of production Differentiate methods of calculating stock consumption
- Identify the specifics of different costing methods Analyze cost-volume-profit techniques to determine optimal managerial decisions.
- Apply cost accounting methods for both manufacturing and service industry.

THEORY

CONTEMPORARY AUDIT:

PAPER-02

- Through the study of this subject, the students are introduced to the importance of Auditing. They are made to understand the types of audit, process of audit and audit programs.
- The students understand the Vouching and verification of assets and liabilities. They come to know about the appointment, powers, duties and liabilities of the company auditor.
- The students also understand Accounting Standards, special audit of banking companies, educational institutions, insurance companies and non- profit Organizations.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

FOREIGN TRADE OF INDIA:

PAPER-03

- In this paper students' knowledge regarding India's foreign trade will be upgraded.
- They will be taught about the concept of trade- national and international.
- They will also be made aware regarding the problems faced by India during international trade.
- Historical background of foreign trade of India will also be taught to the students. Role of WTO, GATT, and UNCTAD etc. in foreign trade of India will be explored by the students.
- Corrective measures to improve international trade will also be studied so that BOP of the country can be increased.

THEORY

EXPORT-IMPORT PROCEDURES AND DOCUMENTATION:

PAPER-04

- Understand the benefits of foreign trade, balance of payment and foreign trade policy of India.
- Understand the documentation process of foreign trade. Understand the policy framework of export and import. Understand how to minimise the risk involved in export and import with proper understanding of method of payment, insurance etc.
- Understand the export and import procedure of export and import.
- Understand the import documentation process and institutional support for foreign trade. Understand government policies which promote trade activity. Understand SEZ, EOU, FTZ EPZ & etc.

THEORY

MANAGING HUMAN RESOURCES:

PAPER-05

- To develop the understanding of the concept of human resource management and to understand and apply Human Resource Management. Ability to Draft HR planning. Ability to Design Job Description and Job Specifications.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- Ability to recruit Select and interview job candidates and to train them using various methods of training. Implement Management Development Techniques.
- Ability to appraise the Performance of the employees and apply the factors determining pay rates to implement Employee benefits and Welfare measures.
- Ability to implement the practices related to employee integration to implement methods of Industrial Democracy. Ability to implement participative management in organizations.

THEORY

INFORMATION SYSTEMS AND E-COMMERCE:

PAPER-06

- Students learn the basics of e-commerce in IT and business.
- Learnt about business to business and business to consumer relationship.
- To learn about different networking concepts and type of networks.
- Students learn about TCP/IP protocol and basic components of internet.
- Students learn about marketing strategies, marketing segments.
- Students learn to advertise on web and evaluate e-commerce technologies.
- Introduction to EDI, supply chain management.
- Students learn the advantages and disadvantages of online payments.
- Basic features of internet security policies, type of threat, computer security are covered.
- Learn to communicate effectively using electronics.

\

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

SEMESTER V

THEORY

GOODS AND SERVICES TAX (GST):

PAPER-01

- The students will be able to learn the concept of Indirect tax from Pre-GST period to Post-GST period.
- The students will be able to understand the difference between forward charge, reverse charge mechanism and the difference between composite and mixed supply.
- The students will be able to know the contents and format for various documents like tax invoice, bill of supply, debit note, credit note etc.
- The students will be able to record and analyze the transactions for compliance under GST.
- The students will be able to understand the procedure for registration, payment and refund of GST as well as mechanism to determine it.

THEORY

LABOUR WELFARE LAWS:

PAPER-02

- The students will be able to interpret the various provisions under the Act and understand how they can be used to improve industrial harmony.
- The students will be able to understand policies related to compensation, insurance, provident funds, gratuity etc. for the benefit of the company and employees.
- The students will be able to understand the role and complexities of trade unions in order to maintain cordial relations between management and labour.
- The students will be able to gain knowledge of the provisions of various acts like Payment of Gratuity Act, Workmen's Compensation Act, Trade Union Act, Employees' Provident Funds, Miscellaneous Provisions Act and its application for labor welfare.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

THEORY

MACRO ECONOMICS:

PAPER-03

- After completion of the course the students will be able to define and explain the process of calculating national income, identify its components, demonstrate circular flow of income, analyze the various income identities with government and international trade, define the concept of green accounting
- After completion of the course the students will be able to understand Say's law of market, classical theory of employment and Keynes objection to the classical theory, demonstrate the principle of effective demand and income determination.
- After completion of the course the students will be able to explain the meaning of consumption function, relationship between APC and MPC, consumption and income, concept of multiplier and analyze the theories of absolute and relative income hypotheses.
- After completion of the course the students will be able to understand the relationship between investments and savings, demonstrate investment multiplier, and understand the meaning of MEC and MEI.
- After completion of the course the students will be able to illustrate the meaning of interest, analyze the various theories

THEORY

INDIAN ECONOMY:

PAPER-04

- The paper analyses important issues in Indian Economy and Public Finance in the context of the India's economic development. Given the predominance of working population and with children in the age group 0-14 constituting over 40 per cent of the population, government finance has a critical role not only in protecting life and property but also in creating physical infrastructure to expand economic activities to generate employment opportunities and in providing social infrastructure to empower

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

them to get productively employed. The analysis public spending, however, shows that spending on education and healthcare is woefully inadequate and expenditures on interest payments, subsidies and transfers have crowded out spending on physical and social infrastructures.

THEORY

INSTITUTIONAL FRAMEWORK FOR BUSINESS:

PAPER-05

- Upon successful completion of this course the students will be able to understand how the institutional framework for business will empower them to better locate and employ the opportunities available during the course of fulfilling their duties in various managerial roles. They would be able to take better decisions and design and provide better value to both their respective organizations and the various stakeholders involved. The knowledge of the institutional mechanisms will stand in good stead for the budding entrepreneurs of tomorrow.

THEORY

BUSINESS OPERATIONS:

PAPER-06

- Upon successful completion of this course the students will be able to comprehend the operational activities in any organization - Production based and/or Service Based. They will be able to effectively & efficiently execute different operational functions in any business organization.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

SEMESTER VI

THEORY

INCOME TAX LAW AND ACCOUNTS:

PAPER-01

- The students will be able to know about the basic concept of Income Tax
- The students will be able to understand the provisions of Income tax in order to minimize the ultimate tax liability by setting of loss due to agricultural Income.
- The students will be able to understand the provisions relating to residential status and incidence/charge of Tax.
- The students will be able to compute total income under five Heads of Income i.e. Salaries, House Property, Profits & Gains from Business & Profession, Capital Gains and Other Sources.
- The students will be able to acquire knowledge of the provisions and procedure for clubbing & aggregation of incomes and set-off & carry forward of losses.
- The students will be able to understand provisions about appeal & revision, tax penalties, offence and prosecutions.

THEORY

PRINCIPLES AND PRACTICE OF INSURANCE:

PAPER-02

- The students will be able to gain knowledge about the concept & purpose of insurance, Double insurance, Over insurance, Under-insurance and Re-insurance.
- The students will be able to gain insight about the Theories, Principles and Contracts of Insurance.
- The students will be able to learn various policies, Terms & conditions and Types of Life Insurance.
- The students will be able to gain knowledge regarding basic principles of Fire Insurance contracts, fire policy, assignment and Claims.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- The students will be able to acquire knowledge on Principles, Types, Conditions, and Warranties in Marine Insurance policy as well as marine losses.

THEORY

APPLIED AND BUSINESS STATISTICS:

PAPER-03

- Identify and compare the advantages and disadvantages of the different sources of demographic data.
- Present appropriate techniques to ensure comparability of the measures across population.
- Describe basic demographic indicators and elaborate on their computation and interpretation.
- Introduce population projection calculations and analysis.
- Define and differentiate the demographic concepts, terminology and formulas.
- Discuss the key assumptions underlying techniques and tools.
- Explain the different meanings of the quality concept and its influence
- Describe, distinguish and use the several techniques and quality management tools.
- Explain and distinguish the normalization, homologation and certification activities.
- Identify the elements that are part of the quality measuring process in the industry.

THEORY

ECONOMICS OF PUBLIC ENTERPRISES:

PAPER-04

- After learning this course, students would be able to understand in detail the fundamentals, working, evaluation etc. of public enterprises.
- After learning this course, students would be able to manage the smooth functioning of the public enterprises for economy development.

2.6.1 Teachers and students are aware of the stated programme and course outcomes of the programmes offered by the institution.

- After learning this course, students would be able to understand the role and accountability of public enterprises in the development of economy.
- After learning this course, students would be able to get the knowledge about the various business operations performed in the public enterprises

THEORY

COMPANY LAW AND SECRETARIAL PRACTICE:

PAPER-05

- To make the students understand about company law.
- To make the students understand about companies and its types.
- To equip the students with proper knowledge about secretarial duties regarding share market
- To provide knowledge about convening and conduct of shareholder's meetings
- To facilitate knowledge about qualification, appointment and duties of Directors
- To provide idea about winding up of companies and certificates required for formation of company.

THEORY

FUNDAMENTALS OF ENTREPRENEURSHIP & PROJECT PLANNING:

PAPER-06

- The students will be able to design successful Business Plan in order to set up a venture in future. The students will become more capable in self employment.