



LPCPS

LUCKNOW PUBLIC COLLEGE
OF PROFESSIONAL STUDIES

LUCKNOW PUBLIC COLLEGE OF PROFESSIONAL STUDIES

(BACHELOR OF COMMERCE) B.COM

(SESSION 2023-2024)

(BACHELOR OF COMMERCE) B.COM

The objective of the B.Com. programme at the University of Lucknow is to familiarise 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.

2.6.1 TEACHERS AND STUDENTS ARE AWARE OF THE STATED PROGRAMME AND COURSE OUTCOMES OF THE PROGRAMMES OFFERED BY THE INSTITUTION.

- Students can acquire practical skills and take up jobs as Accountants, Management Accountants, Audit Assistants and Executives in multinational companies.
- 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 | P1. | Financial Accounting | 75 |
| | P2. | Business Organisation | 75 |
| | P3. | Micro Economics | 75 |
| | P4. | Currency, Banking and Exchange | 75 |
| | P5. | Essentials of Management | 75 |
| | P6. | Co-Curricular Course I | 75 |
| B.COM II SEMESTER | P7. | Corporate Accounting | 75 |
| | P8. | Business Regulatory Framework | 75 |
| | P9. | Public Finance | 75 |
| | P10. | Business Communication | 75 |
| | P11. | Selling and Advertising | 75 |
| | P12. | Vocational Course I | 75 |
| B.COM III SEMESTER | P13. | Business Finance | 75 |
| | P14. | Statistical Methods | 75 |
| | P15. | Banking Operations | 75 |
| | P16. | Managing Human Resources | 75 |
| | P17. | Information Systems and E-Business | 75 |
| | P18. | Co-curricular Course II | 75 |
| B.CO M IV SEMESTER | P19. | Cost Accounting | 75 |
| | P20. | Contemporary Audit | 75 |



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|-------------------------|-------|--------------------------------------|----|
| | P21. | Foreign Trade of India | 75 |
| | P22. | Macro Economics | 75 |
| | P23. | Institutional Framework for Business | 75 |
| | P24. | Vocational Course II | 75 |
| B.COM V SEMESTER | P25. | Goods And Services Tax (GST) | 75 |
| | P26. | Principles and Practice of Insurance | 75 |
| | P27. | Introduction to Entrepreneurship | 75 |
| | P28. | Managing Business Operations | 75 |
| | P29X. | Company Law and Practice | 75 |
| | P29Y. | Concepts of Valuation | 75 |
| | P30. | Internship Project | 75 |

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|--------------------------|-------|---|----|
| B.COM VI SEMESTER | P31. | Income Tax Law And Accounts | 75 |
| | P32. | Principles and Practice of Marketing | 75 |
| | P33. | Indian Economy | 75 |
| | P34. | Applied Business Statistics | 75 |
| | P35X. | Economies Of Public Enterprises | 75 |
| | P35Y. | Export Import Procedure and Documentation | 75 |
| | P36. | Minor Project | 75 |

COURSE OUTCOMES (COs)

SEMESTER I

THEORY

PI-FINANCIAL ACCOUNTING:

Course Outcome:

The student will be able to :

- Acquire knowledge of the basic concepts and conventions of accounting.
- Prepare accounts of a partnership firm.
- Prepare accounts of special kinds such as Royalty accounts, Voyage accounts and Branch accounts.
- Prepare accounts as per norms in case of Hire-Purchase & Installment Purchase as well as Insolvency of the business units.
- Gain insight into the Indian & International accounting standards as well as IFRS.
- Develop skills in understanding the process of insolvency and their books of accounts.

THEORY

P2-BUSINESS ORGANISATION:

Course Outcome:

The students will be able to:

- Understand basics about a business organization and its various forms.
- Understand the social responsibility of business towards the various stakeholders.

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- Get knowledge about computation and fixation of remuneration of Labour and incentive plans.
- Gain insight about features of stock exchanges and commodity exchanges and their working as well as regulation.
- Gain knowledge of the new patterns of business operations and organizations i.e., E-business, LLP, OPC.
- Understand the various elements and principles of organization.

THEORY

P3-MICRO ECONOMICS:

Course Outcome:

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.
- Identify the determinants of supply and demand; demonstrate the impact of shifts in both market supply and demand curves on equilibrium price and output.
- Summarize the law of diminishing marginal utility; describe the process of utility maximization.
- Calculate supply and demand elasticities, identify the determinants of price elasticity of demand and supply, and demonstrate the relationship between elasticity and total revenue.
- Describe the production function and the Law of Diminishing Marginal Productivity; calculate and graph short-run and long-run costs of production.
- Relate to real world business scenario through study of various market forms.
- Study the factors affecting distribution of income through an analysis of various factor payments.
- 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

P4-CURRENCY, BANKING AND EXCHANGE:

Course Outcome:

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.
- Understand the channel for flow of money in the economy.
- Analyse the role and importance of credit in the economy.
- Get the insight knowledge about exchange rate and exchange control.

THEORY

P5-ESSENTIALS OF MANAGEMENT:

Course Outcomes:

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.
- Understand of the various aspects of Planning and decision making, and of Authority and Responsibility in a formal organization
- Organize, motivate and lead in an organization
- Understand Control functions and make simple applications

THEORY

P6. Co-curricular Course I

SEMESTER II

THEORY

P7.-Corporate Accounting

Course Outcome:

The student will be able to:

- Understand the features and accounting treatment of Shares and Debentures.
- Knowledge about Accounting entries related to Redemption of Shares and Debentures.
- Prepare of Company's Final Accounts.
- Acquire knowledge of accounting procedure adopted during Amalgamation and Absorption of companies.
- Acquire conceptual knowledge of Internal and External reconstruction of companies and their accounting treatment.
- Knowledge regarding accounting treatment and procedure adopted at the time of winding up of companies.

THEORY

P8.-Business Regulatory Framework

Course Outcome:

The students will be able to:

- Understand the nature and meaning of contracts, forms of contracts and essentials of a valid contract.
- Gain insight into various kinds of contract.
- Gain in-depth knowledge of Sales of Goods Act and Negotiable Instruments Act
- Have knowledge of the fundamentals of Consumer Protection Act.

- Keep updated about the amendments in these laws and regulations.

THEORY

P9-Public Finance

Course Outcome :

- To introduce students to the public sector reform agenda with a focus on public finance issues;
- To demonstrate administrative, political, and economic constraints to public finance reforms;
- To develop analytical skills of the students in three major areas of public finance reforms (performance-based budgeting, mid-term financial planning, budget decentralization);
- To train students how to develop budgeting and performance evaluation systems for public sector institutions;
- To develop students' skills on how to write a public policy paper and make a presentation on public policy issue.

THEORY

P 10- Business Communication

Course Outcomes:

Upon successful completion of this course the students will be able to:

- Apply principles of effective communication in their verbal and non-verbal communication.
- Write effective e-mails, memos, and business correspondence.
- Illustrate presentation skills
- Plan effective business meetings
- Identify communication barriers

THEORY

P 11 – Selling and advertising


Principal

Course Outcomes:

- Upon successful completion of this course the students will be able to demonstrate strong conceptual knowledge in the selling and advertising, students will be able to demonstrate its application for resolution of problems pertaining selling and advertising.

THEORY

P12.-Vocational Course I

SEMESTER III

THEORY

P 13 -BUSINESS FINANCE:

Course Outcome:

The students will be able to:

- Demonstrate an understanding of the overall role and importance of the finance function.
- Understand the role and responsibilities of a Finance Manager in an organization.
- Gain knowledge of the concept of cost of capital, capitalization; over and under capitalization.
- Have knowledge about the short- & long-term sources of finance.
- Apply ratio analysis as a tool of managing and controlling finances of a business entity.
- Analyse the complexities associated with working capital management, and the financing approaches to working capital.

THEORY

P 14 -Statistical Methods

Course Outcome:

- The course content of this paper has been designed with the assumption that students have no knowledge or rudimentary knowledge of Business Statistics.
- The purpose is to enhance student's understanding of the fundamentals of statistics.
- In this paper the students will be imparted the knowledge about the measures of descriptive as well analytical statistics and their application in different fields. These Page 15 of 57 fields may include business, trade, industry, macroeconomic indicators, social phenomenon, day to day activities etc.
- Through the study of this paper, students will become acquainted with specific skills of data collection, processing, presentation and application of statistical tools on these data. This is how they will know the characteristics of data and learn analysis, interpretation and prediction of unknown data.

THEORY

P 15 -Banking Operations

Course Outcome:

At the end of the course, a student will be able to:

- Understand the core concepts of banking.
- Acquainted with the knowledge of the functioning of the banking industry, especially that of India.
- Understand the structure of banking system in India
- Understand the operational aspect of commercial banks in India.
- Learn and gain insights about negotiable instruments
- Help understand various concepts like ATM, e-banking, Basel Norms, etc.

THEORY

P 16 -Managing Human Resources

Course Outcomes:

Upon successful completion of this course the students will be able to:

- Develop the basic understanding about the importance of HR function
- Learn the various concepts of Human Resource Management processes required to Induct and Recruit the employees
- Develop the basic knowledge of Training and Performance Appraisal of employees
- Learn important issues related to Compensation and Wage Administration

THEORY

P 17- Information Systems and E-Business

Course Outcomes:

Upon successful completion of this course the students will be able to:

- Develop the functional knowledge of Computer Systems
- Develop the thorough understanding of various Information Systems with particular focus on DSS, MIS, TP, EIS and, CRM Systems
- Understand the basic knowledge of the applications of Database Management Systems and their development
- Understand the concepts of E-Commerce with an application orientation

THEORY

P18. Co-curricular Course II

SEMESTER IV

THEORY

P19. COST ACCOUNTING:

Course Outcomes:

The students will be able to: -

- Understand the nature and scope of Cost Accounting.
- Gain knowledge about the advantages of cost accounting and classifications of various costs.
- Acquire knowledge about accounting and control of material cost and Labour cost.
- Know overhead costing as well as and Apportionment and Absorption of Overheads.
- Understand the methods of costing, marginal costing and budgetary control system.
- Gain knowledge of Unit or Output costing as well as standard costing.

THEORY

P20 -CONTEMPORARY AUDIT:

Course Outcomes:

The students will be able to:

- Understand the concept, types & techniques of audit.
- Gain knowledge of audit documentation, vouching and verification of assets and liabilities. • Understand provisions regarding appointment of a company auditor and learn about his powers and duties.
- Have knowledge of special provisions for Government audit.
- Gain insight into audit of special entities and emerging concepts in auditing as well as standards on auditing.

THEORY

P21. FOREIGN TRADE OF INDIA:

Course Outcome:

At the end of the course, a student will be able to:

- Understand the underlying motives of international trade.
- Know the composition, direction and volume of trade over a period of time.

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- Analyse with the current status and changing dynamics of India's foreign trade as well as the impact of policy changes on it.
- Well-equipped when employed, whether in the field of industry or trade (export-import).

THEORY

P22. Macro Economics

Course Outcome:

Students who complete this course will be able to understand:

- The meaning and components of the National Income Accounts, especially GDP; the concept and working of multipliers;
- The meaning of the business cycle and its phases and to manipulate the basic Aggregate Supply, Aggregate Demand model of the macro economy;
- The meaning of unemployment and inflation data and how that data is collected and computed;
- How fiscal policy operates, its tools, and its advantages and drawbacks;
- How monetary policy operates, its tools, and its advantages and drawbacks.

THEORY

P23. Institutional Framework for Business

Course Outcomes:

- 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.

P24. Vocational Course II

SEMESTER V

THEORY

P25. GOODS AND SERVICES TAX (GST):

Course Outcomes: The students will be able to: -

- Learn the concept of Indirect tax from Pre-GST period to Post-GST period.
- Understand the difference between forward charge, reverse charge mechanism and the difference between composite and mixed supply.
- Know the contents and format for various documents like tax invoice, bill of supply, debit note, credit note etc.
- Record and analyze the transactions for compliance under GST.
- Understand the procedure for registration, payment and refund of GST as well as mechanism to determine it.

THEORY

P26. Principles and Practice of Insurance

Course Outcome: The students will be able to: -

- Gain knowledge about the concept & purpose of insurance, Double insurance, Over insurance, Under-insurance and Re-insurance.
- Gain insight about the Theories, Principles and Contracts of Insurance.
- Learn various policies, Terms & conditions and Types of Life Insurance.
- Gain knowledge regarding basic principles of Fire Insurance policy, assignment and claims.

- Acquire knowledge on Principles, Types, Conditions and Warranties in Marine Insurance policy as well as marine losses.

THEORY

P27. Introduction to Entrepreneurship

Course Outcomes

Upon successful completion of this course the students will be able to:

- Develop the concepts of Entrepreneurship and its practical significance
- Develop the capability to identify business opportunities and work on them
- Learn to develop a Business Plan with sufficient focus on Technology, Human Resource and management of financial resources
- Learn to source the funds and apply them efficiently

THEORY

P28. Managing Business Operations

Course Outcomes

- 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.

THEORY

P29X. Company Law and Practice

Course Outcomes

Upon successful completion of this course the students will be able to:

- Understand the nature, types and formation of companies in India



- Understand and draft Memorandum of Association and Articles of Association
- Plan the management of Share Capital and its Issuance
- Understand the legal implications in appointment of company officials and conduct and scope of Company Meetings

THEORY

P29Y. Concepts of Valuation

Course Outcomes

Upon successful completion of this course the students will be able to:

- Develop a thorough understanding of present and future value concepts
- Grasp the techniques to estimate and analyze all types of Annuities
- Fully understand the concepts of Fixed Income Securities and estimation of present and future values of their cash-flows
- Develop a thorough knowledge of the concepts of Variable income securities (Shares) along with the knowledge of their Issuance and Trading in Capital Markets

P30. Internship Project

SEMESTER VI

THEORY

P31. INCOME TAX LAW AND ACCOUNTS:

Course Outcomes: The students will be able to:-

Know about the basic concept of Income Tax.

- Understand the provisions of Income tax in order to minimize the ultimate tax liability by setting off loss due to agricultural Income.
- Understand the provisions relating to residential status and incidence/charge of Tax.
- Compute total income under five Heads of Income i.e. Salaries, House Property, Profits & Gains from Business & Profession, Capital Gains and Other Sources.

- Acquire knowledge of the provisions and procedure for clubbing & aggregation of incomes and set-off & carry forward of losses.
- Understand provisions about appeal & revision, tax penalties, offence and prosecutions

THEORY

P32. PRINCIPLES AND PRACTICE OF MARKETING:

Course Outcome: The students will be able to:-

- Have knowledge about marketing and its functions.
- Understand what is a product, its classifications and product life cycle
- Gain knowledge about the mechanism of price determination of a product in various markets.
- Understand the need and significance of distribution channels.
- Gain insight of the concept of advertising and how it affects the buying habits of a consumer.
- Understand and trap the psyche of consumer in order to market a product.

THEORY

P33. Indian Economy

Course Outcome: After the course the students will be able to:

- Understand the fundamentals of Indian economy.
- Analyze the changing dimensions of Indian economy.
- Acquaint with changing dimensions of our economy.
- Provide the knowledge about various policies and programmes run by our government and their impact on our economy.

THEORY

P34. Applied Business Statistics

Course Outcome: On completion of this course, the students will be able to:

- Describe and discuss the key terminology, concepts tools and techniques used in business statistical analysis;
- Critically evaluate the underlying assumptions of analysis tools;
- Understand and critically discuss the issues surrounding sampling and significance; Discuss critically the uses and limitations of statistical analysis;

- Solve a range of problems using the techniques covered;
- Conduct basic statistical analysis of data.

THEORY

P35X. Economics of Public Enterprises

Course Outcome: After learning this course, students would be able to:

- Understand in detail the fundamentals, working, evaluation etc. of public enterprises.
- Manage the smooth functioning of the public enterprises for economy development.
- Understand the role and accountability of public enterprises in the development of economy.
- Get the knowledge about the various business operations performed in the public enterprises.

THEORY

P35Y. Export Import Procedure and Documentation

Course Outcome: After learning this course, the students will be able to:

- Understand the rules, regulations, procedures and documentation to be followed for export-import trade in India.
- Know about various schemes and benefits offered by the government to exporters and importers.
- Start their own export units.

P36. Minor Project