

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



# LPCPS

LUCKNOW PUBLIC COLLEGE  
OF PROFESSIONAL STUDIES

**LUCKNOW PUBLIC COLLEGE OF PROFESSIONAL STUDIES**

**(BACHELOR OF COMMERCE) B.COM**

**(SESSION 2022-2023)**

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### **(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.



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- 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.

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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. COM IV	P19.	Cost Accounting	75

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	P20.	Contemporary Audit	75
	P21.	Foreign Trade of India	75
	P22.	Macro Economics	75
	P23.	Institutional Framework for Business	75
	P24.	Vocational Course II	75
<b>B.COM V SEMESTER</b>	501	Goods and Service Tax (GST)	80
	502	Principles and Practice of Insurance	80
	503	Macro Economics	80
	504	Indian Economy	80
	505	Institutional Framework for Business	80
	506	Business Operations	80

<b>B.COM VI SEMESTER</b>	601	INCOME TAX AND ACCOUNTS	80
	602	LEBOUR WELFARE LAWS	80
	603	APPLIED & BUSINESS STATISTICS	80
	604	ECONOMICS OF PUBLIC ENTERPRISES	80
	605	COMPANY LAW AND SECRETARIAL PRACTISE	80
	606	FUNDAMENTALS OF ENTREPRENEURSHIP & PROJECT	80

## COURSE OUTCOMES (COs)

### SEMESTER I

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## **THEORY**

### **P1-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

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- stakeholders.
- 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



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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



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## 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:

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- 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



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## **THEORY**

### **P 11 – Selling and advertising**

#### **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.

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**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

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- 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**



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## 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





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### **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.
- 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 understand how the institutional framework for business will empower them to better

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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**

**GOODS AND SERVICES TAX (GST):**

**PAPER-01**

**Course Outcome:**

- 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





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and refund of GST as well as mechanism to determine it.

**THEORY**

**LABOUR WELFARE LAWS:**

**PAPER-02**

**Course outcome:**

- 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.

**THEORY**

**MACRO ECONOMICS:**

**PAPER-03**

**Course outcome:**

- 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, analyse 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.



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- 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**

**Course outcome:**

- 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 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**

**Course outcome:**

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- Upon successful completion of this course the students will be able 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**

**Course Outcome:**

- 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.

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## SEMESTER VI

### THEORY

#### INCOME TAX LAW AND ACCOUNTS:

##### PAPER-01

##### Course outcome:

- 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

#### BUSINESS OPERATIONS:

##### PAPER-06

##### Course Outcome:

- 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.



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## PRINCIPLES AND PRACTICE OF INSURANCE:

### PAPER-02

#### 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.
- 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.
- 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

#### Course outcome:

- 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

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- Describe, distinguish and use the several techniques and quality management tools.



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- 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**

##### **Course outcome:**

- 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.
- 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**

##### **Course outcome:**

- 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

  
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- To provide idea about winding up of companies and certificates required for formation of company.

## **THEORY**

### **FUNDAMENTALS OF ENTREPRENEURSHIP & PROJECT PLANNING**

#### **PAPER-06**

#### **Course outcome:**

- 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.

  
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