



Kasetty Haridasulu  
**GOVERNMENT DEGREE COLLEGE**

Dharmavaram – 515 672.  
Sri Satya Sai (D). Andhra Pradesh.



**Semester I**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Fundamentals of Accounting**  
Credits : **04**

Paper Code : **NS1-551** Hours : **60**

By the end of the Course, the learner will be able to	
<b>CO – 1</b>	Identify transactions and events that need to be recorded in the books of accountings.
<b>CO – 2</b>	Equip with knowledge of accounting process and preparation of final accounts of sole trader.
<b>CO – 3</b>	Develop the skill of recording financial transactions and preparation of reports in accordance with GAAP.
<b>CO – 4</b>	Analyze the difference between cash book and pass book in terms of balance and make reconciliation.
<b>CO – 5</b>	Critically examine the balance sheets of a sole trader for different accounting periods.
<b>CO - 6</b>	Design new accounting formulas & principles for business organisations.



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**Semester I**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Business organization and Management**

Credits : **04**

Paper Code : **NS1-552**

Hours : **60**

By the end of the Course, the learner will be able to	
<b>CO – 1</b>	Understand different forms of business organizations.
<b>CO – 2</b>	Comprehend the nature of joint stock company and formalities to promote a company.
<b>CO – 3</b>	Describe the social responsibility of Business firms and judge the best among them.
<b>CO – 4</b>	Critically examine the various organizations of the business firms and judge the best among them.
<b>CO – 5</b>	Design and plan to register a business firm. Prepare different documents to register a company at his own.
<b>CO – 6</b>	Articulate new models of business organizations.
<b>CO – 7</b>	Write well for any purpose
<b>CO – 8</b>	Improve writing skills independently for future needs



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**Semester III**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Business Environment**  
Credits : **04**

Paper Code : **NS3-101** Hours : **60**

By the end of the Course, a student will be able to	
<b>CO – 1</b>	Understand the concept of business environment.
<b>CO – 2</b>	Define internal and external elements affecting business environment.
<b>CO – 3</b>	Explain the economic trends and its effect on government policies.
<b>CO – 4</b>	Critically examine the recent developments in economic and business policies of the Government.
<b>CO – 5</b>	Evaluate and judge the best business in Indian business environment.
<b>CO - 6</b>	Develop the new ideas for creating good business environment.



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**Semester II**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : Financial Accounting Credits : **04**

Paper Code : NS2 - 551 Hours : **60**

At the end of the course the student will be able to ;

CO - 1	Understand the concept of consignment and learn the accounting treatment of the various aspects of consignment.
CO - 2	Analyze the accounting process and preparation of accounts in consignment and joint venture.
CO - 3	Distinguish joint venture and partnership and learn the methods of maintaining records under joint venture.
CO - 4	Determine the useful life and value of the depreciable assets and maintenance of reserves in business <u>entities</u> .
CO - 5	Design an accounting system for different models of business at his own using the principles of existing accounting system.



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**Semester II**  
**Course Outcomes**  
(w.e.f. 2020-21)

Course Name : Business Economics Credits : **04**

Paper Code : **NS2 - 552** Hours : **60**

By the end of the Course, the learner will be able to

CO - 1	Describe the nature of economics in dealing with the issues of scarcity of resources.
CO - 2	Analyze supply and demand analysis and its impact on consumer behaviour.
CO - 3	Evaluate the factors, such as production and costs affecting firms behaviour.
CO - 4	Recognize market failure and the role of government in dealing with those failures.
CO - 5	Use economic analysis to evaluate controversial issues and policies.
CO - 6	Apply economic models for managerial problems. Identify their relationship, and formulate the decision making tools to be applied for business.



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**Semester II**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Banking Theory and Practice**

Credits : **04**

Paper Code S4 - 751

Hours : **60**

By the end of the Course, a student will be able to

CO - 1	Understand the basic concepts of bank and functions of commercial banks.
CO - 2	Demonstrate an awareness of law and practice in a banking context.
CO - 3	Engage in critical analysis of the practice of banking law.
CO - 4	Organize information as it relates to the regulation of banking products and services.
CO - 5	Critically examine the current scenario of banking system.
CO - 6	Formulate the procedure for better service to the customers from various banking



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**Semester III**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Advanced Accounting** Credits : **04**

Paper Code : **S3-551** Hours : **60**

By the end of the Course, the learner will be able to

CO - 1	Understand the concept of Non-profit organisation and its accounting process.
CO - 2	Comprehend the concept of single-entry system and preparation of statement of affairs.
CO - 3	Familiarize with the legal formalities at the time of dissolution of the firm.
CO - 4	Prepare financial statements for partnership firm on dissolution of the firm.
CO - 5	Employ critical thinking skills to understand the difference between the dissolution of the firm and dissolution of partnership.



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**Semester III**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Marketing** Credits : **04**

Paper Code : **S5-552** Hours : **60**

By the end of the Course, the learner will be able to

CO - 1	Develop an idea about marketing and marketing environment.
CO - 2	Understand the consumer behaviour and market segmentation process.
CO - 3	Comprehend the product life cycle and product line decisions.
CO - 4	Know the process of packaging and labelling to attract the consumers.
CO - 5	Develop new product line and sales promotion techniques for a given product.
CO - 6	Design and develop new advertisements to given products.



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**Semester III**  
**Course Outcomes**  
(w.e.f. 2020-21)

Course Name : **Business statistics** Credits : **04**

Paper Code : **S4-552** Hours : **60**

By the end of the Course, a student will be able to

CO - 1	Understand the importance of statistics in real life.
CO - 2	Formulate complete, concise, and correct Mathematical proofs.
CO - 3	Frame problems using multiple mathematical and statistical tools, measuring relationships by using standard techniques.
CO - 4	Build and assess data-based models.
CO - 5	Learn and apply the statistical tools in day life.
CO - 6	Create quantitative models to solve real world problems in appropriate contexts.



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**Semester IV**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : Corporate Accounting Credits : **04**

Paper Code : **S3-551** Hours : **60**

By the end of the Course, the learner will be able to

CO - 1	Understand the accounting treatment of share capital and aware of process of book building.
CO - 2	Demonstrate the procedure for issue of bonus shares and buyback of shares.
CO - 3	Comprehend the important provisions of companies Act, 2013 and prepare final accounts of a company with adjustments.
CO - 4	Participate in the preparation of consolidated accounts for a corporate group.
CO - 5	Understand analysis of complex issues, formulation of well-reasoned argument and reaching better conclusions.



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<b>CO - 6</b>	Communicate accounting policy choices with reference to relevant laws and accounting standards.
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**Semester IV**  
**Course Outcomes**  
(w.e.f. 2020-21)

Course Name : Cost and Management Accounting  
Credits : **04**

Paper Code : **S5-552** Hours : **60**

By the end of the Course, the learner will be able to

CO - 1	Understand various costing methods and management techniques.
CO - 2	Apply cost and management accounting methods for both manufacturing and service industry.
CO - 3	Prepare cost sheet, questions, and tenders to organisation for different works.
CO - 4	Analyze cost-volume-profit techniques to determine optimal managerial decisions.
CO - 5	Compare and contrast the financial statement of firms and interpret the results.
CO - 6	Prepare analysis of various special decisions, using relevant management techniques.



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**Semester IV**  
**Course Outcomes**

(w.e.f. 2020-21)

Course Name : **Income Tax** Credits : **04**

Paper Code : **S4-553** Hours : **60**

By the end of the Course, a student will be able to

CO - 1	Acquire the complete knowledge of the tax evasion, tax avoidance and tax planning.
CO - 2	Understand the provisions and compute to income tax for various sources.
CO - 3	Grasp amendments made from time to time in finance Act.
CO - 4	Compute total in income and define tax complicacies and structure.
CO - 5	Prepare and file IT returns of individuals at own.



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## Department of Commerce

### Course Outcomes ( Semester V)

Course Name	<b>Advance Corporate Accounting</b>
Paper Code	<b>16-A</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand Corporate Accounting environment
<b>CO – 2</b>	Record Transactions related to Purchase of Business, Amalgamation and Reconstruction
<b>CO – 3</b>	Analyze the situations of Purchase of Business and Liquidation
<b>CO – 4</b>	Create formulas and calculations relating to Amalgamation, Internal Reconstruction and Holding company accounts
<b>CO – 5</b>	Acquire skills of Accounting Procedure of Advanced Corporate Accounting Environment



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### Course Outcomes ( Semester V)

Course Name	<b>Software Solutions to Accounting</b>
Paper Code	17-A
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the technical environment of accounting softwares.
<b>CO – 2</b>	Highlight the major accounting softwares in India.
<b>CO – 3</b>	Apply basics of accounting softwares into business firms for accounting transactions.
<b>CO – 4</b>	Understand the various versions of Tally and other softwares.
<b>CO – 5</b>	Integrate the concept of different Accounting software's for accounting purpose
<b>CO – 5</b>	Design new approaches for use of accounting software environment.



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### Course Outcomes ( Semester V)

Course Name	Management Accounting and Practices
Paper Code	18-A
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Understand the nature and scope of management accounting and differentiate management accounting, financial accounting and cost accounting
CO – 2	Compute ratios and draw inferences
CO – 3	Analyze the performance of the organization by preparing funds flow statement and cash flow statements
CO – 4	Prepare cash budget, fixed budget and flexible budget.



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### Course Outcomes ( Semester V)

Course Name	<b>Cost Control Techniques</b>
Paper Code	19-A
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Differentiate cost control, cost reduction concepts and identify effective techniques
<b>CO – 2</b>	Allocate overheads on the basis of Activity Based Costing.
<b>CO – 3</b>	Evaluate techniques of cost audit and rules for cost record.
<b>CO – 4</b>	Appraise the application of marginal costing techniques to evaluate performances, fix selling price, make or buy decisions.



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### Course Outcomes ( Semester V )

Course Name	Stock Markets
Paper Code	20-A
Credits	04
Total Marks	60

Upon the successful competition of this Course, the learner will be able to

CO – 1	Expose to theory and functions of the Share Market in Financial Sector as job careers
CO – 2	Study the functioning of capital markets and create awareness among the public
CO – 3	Acquire knowledge on operations of Share Market and Research skills
CO – 4	Involve in activities of Mutual Funds and stock market firms
CO – 5	Enhance their skills by practicing in preparation of accounting statements



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### Course Outcomes ( Semester V)

Course Name	Stock Markets Analysis
Paper Code	21-A
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Expose to theory and functions of the monetary and Financial Sector as job careers
CO – 2	Study the functioning of local Capital markets and
CO – 3	Create awareness among the public by giving reporting after analysis
CO – 4	Acquire knowledge on operations of Share Market and Research skills
CO – 5	Enhance their skills by involving activities of Share Market analysis



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### Course Outcomes ( Semester V)

<b>Course Name</b>	<b>Advertising and Media Planning</b>
<b>Paper Code</b>	<b>16-B</b>
<b>Credits</b>	<b>04</b>
<b>Total Marks</b>	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the role of advertising in business environment
<b>CO – 2</b>	Understand the legal and ethical issues in advertising
<b>CO – 3</b>	Acquire skills in creating and developing advertisements
<b>CO – 4</b>	Understand up-to-date advances in the current media industry
<b>CO – 5</b>	Acquire the necessary skills for planning an advertising media campaign



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### Course Outcomes ( Semester V)

Course Name	<b>Sales Promotion and Practice</b>
Paper Code	17-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Analyze various sales promotion activities
<b>CO – 2</b>	Get exposed to new trends in sales Promotion
<b>CO – 3</b>	Understand the concepts of creativity in sales promotion
<b>CO – 4</b>	Enhance skills to motivate the salesperson to reach their targets
<b>CO – 5</b>	Develop the skills of designing of sales promotion events



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### Course Outcomes ( Semester V)

Course Name	<b>Logistics Services &amp; Practice</b>
Paper Code	18-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Appraise the Principles of Logistics and its informatics
<b>CO – 2</b>	Examine the Financial Issues in Logistics sector performance
<b>CO – 3</b>	Describe basic EOQ model and ABC analysis
<b>CO – 4</b>	Determine warehouse safety rules, concepts of Retail Logistics and strategies of SupplyChain Management



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### Course Outcomes ( Semester V)

Course Name	<b>Export Import Procedure &amp;Practice</b>
Paper Code	19-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the significance of Export and Import Management and its role in Economy and as job careers
<b>CO – 2</b>	Acquire knowledge on Procedures of export and import
<b>CO – 3</b>	Involve in pre and post EXIM activities
<b>CO – 4</b>	Enhance their skills by practicing in foreign trade



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### **Course Outcomes ( Semester V)**

<b>Course Name</b>	<b>Life Insurance With Practice</b>
<b>Paper Code</b>	<b>20-B</b>
<b>Credits</b>	<b>04</b>
<b>Total Marks</b>	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the Features of Life Insurance , schemes and policies and insurance companies in India
<b>CO – 2</b>	Analyze various schemes and policies related to Life Insurance sector
<b>CO – 3</b>	Choose suitable insurance policy for given situation and respective persons
<b>CO – 4</b>	Acquire Insurance Agency skills and other administrative skills
<b>CO – 5</b>	Acquire skill of settlement of claims under various circumstances



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### Course Outcomes ( Semester V)

Course Name	<b>General Insurance Procedure and Practice</b>
Paper Code	<b>21-B</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the Features of General Insurance and Insurance Companies in India
<b>CO – 2</b>	Analyze various schemes and policies related to General Insurance sector
<b>CO – 3</b>	Choose suitable insurance policy under Health, Fire, Motor, and Marine Insurances
<b>CO – 4</b>	Acquire General Insurance Agency skills and administrative skills
<b>CO – 5</b>	Apply skill for settlement of claims under various circumstances



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### Course Outcomes ( Semester V)

Course Name	Digital Marketing
Paper Code	16-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Analyze online Micro and Macro Environment
CO – 2	Design and create website
CO – 3	Discuss search engine marketing
CO – 4	Create blogs, videos, and share



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### Course Outcomes ( Semester V)

Course Name	Service Marketing
Paper Code	17-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Discuss the reasons for growth of service sector
CO – 2	Examine the marketing strategies of Banking Services, insurance and education services
CO – 3	Review conflict handling and customer Responses in services marketing
CO – 4	Describe segmentation strategies in service marketing
CO – 5	Suggest measures to improve services quality and their service delivery



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### Course Outcomes ( Semester V)

Course Name	Income Tax Assessment Procedures and Practice
Paper Code	18-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Understand the basic concepts in computation of tax liability under all heads of income of the individuals
CO – 2	Analyze the clubbing provisions, aggregate income after set-off and carry forward of losses under the Income Tax Act
CO – 3	Compute taxable income and tax liability of individuals and firms
CO – 4	Acquire the ability to file online returns of income
CO – 5	Acquire skills of TDS/TCS and online filing of Tax returns



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### Course Outcomes ( Semester V )

Course Name	Goods and Services Tax with Tally
Paper Code	19-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Understand the concept of Liability and Payment of GST
CO – 2	Create a new company in Tally with GST components and establish environment for GST Voucher entry
CO – 3	Comprehend the utilization of input tax credit, and the reverse charge mechanism in GST
CO – 4	Acquire Skills of preparation of GST Returns in accordance with GST Law and Tally
CO – 5	Acquire skill of online payment of GST through GST Portal



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### Course Outcomes ( Semester V)

Course Name	<b>Advance Corporate Accounting</b>
Paper Code	<b>20-C</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the mechanism of e-commerce
<b>CO – 2</b>	Equip specialization in website designing for e-commerce
<b>CO – 3</b>	Enhance their skills in operational services of e-commerce
<b>CO – 4</b>	Involve in activities of e-commerce



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### Course Outcomes ( Semester V)

Course Name	e FILING
Paper Code	21-C
Credits	04
Total Marks	60

Upon the successful competition of this Course, the learner will be able to

CO – 1	Understand and apply basic knowledge of Indian Tax System
CO – 2	Equip specialization in taxation system
CO – 3	Enhance their skills in presenting returns
CO – 4	Involve in activities of Chartered Accountants for filing returns
CO – 5	file returns of Income Tax and GST



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## Department of Commerce

### Course Outcomes ( Semester V)

Course Name	<b>Advance Corporate Accounting</b>
Paper Code	<b>16-A</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand Corporate Accounting environment
<b>CO – 2</b>	Record Transactions related to Purchase of Business, Amalgamation and Reconstruction
<b>CO – 3</b>	Analyze the situations of Purchase of Business and Liquidation
<b>CO – 4</b>	Create formulas and calculations relating to Amalgamation, Internal Reconstruction and Holding company accounts
<b>CO – 5</b>	Acquire skills of Accounting Procedure of Advanced Corporate Accounting Environment



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### Course Outcomes ( Semester V)

Course Name	<b>Software Solutions to Accounting</b>
Paper Code	17-A
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the technical environment of accounting softwares.
<b>CO – 2</b>	Highlight the major accounting softwares in India.
<b>CO – 3</b>	Apply basics of accounting softwares into business firms for accounting transactions.
<b>CO – 4</b>	Understand the various versions of Tally and other softwares.
<b>CO – 5</b>	Integrate the concept of different Accounting software's for accounting purpose
<b>CO – 5</b>	Design new approaches for use of accounting software environment.



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### Course Outcomes ( Semester V)

Course Name	Management Accounting and Practices
Paper Code	18-A
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Understand the nature and scope of management accounting and differentiate management accounting, financial accounting and cost accounting
CO – 2	Compute ratios and draw inferences
CO – 3	Analyze the performance of the organization by preparing funds flow statement and cash flow statements
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### Course Outcomes ( Semester V)

Course Name	Cost Control Techniques
Paper Code	19-A
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Differentiate cost control, cost reduction concepts and identify effective techniques
CO – 2	Allocate overheads on the basis of Activity Based Costing.
CO – 3	Evaluate techniques of cost audit and rules for cost record.
CO – 4	Appraise the application of marginal costing techniques to evaluate performances, fix selling price, make or buy decisions.



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### Course Outcomes ( Semester V )

Course Name	Stock Markets
Paper Code	20-A
Credits	04
Total Marks	60

Upon the successful competition of this Course, the learner will be able to

CO – 1	Expose to theory and functions of the Share Market in Financial Sector as job careers
CO – 2	Study the functioning of capital markets and create awareness among the public
CO – 3	Acquire knowledge on operations of Share Market and Research skills
CO – 4	Involve in activities of Mutual Funds and stock market firms
CO – 5	Enhance their skills by practicing in preparation of accounting statements



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### Course Outcomes ( Semester V)

Course Name	<b>Stock Markets Analysis</b>
Paper Code	21-A
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Expose to theory and functions of the monetary and Financial Sector as job careers
<b>CO – 2</b>	Study the functioning of local Capital markets and
<b>CO – 3</b>	Create awareness among the public by giving reporting after analysis
<b>CO – 4</b>	Acquire knowledge on operations of Share Market and Research skills
<b>CO – 5</b>	Enhance their skills by involving activities of Share Market analysis



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### Course Outcomes ( Semester V)

Course Name	<b>Advertising and Media Planning</b>
Paper Code	16-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the role of advertising in business environment
<b>CO – 2</b>	Understand the legal and ethical issues in advertising
<b>CO – 3</b>	Acquire skills in creating and developing advertisements
<b>CO – 4</b>	Understand up-to-date advances in the current media industry
<b>CO – 5</b>	Acquire the necessary skills for planning an advertising media campaign



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### Course Outcomes ( Semester V)

Course Name	<b>Sales Promotion and Practice</b>
Paper Code	17-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Analyze various sales promotion activities
<b>CO – 2</b>	Get exposed to new trends in sales Promotion
<b>CO – 3</b>	Understand the concepts of creativity in sales promotion
<b>CO – 4</b>	Enhance skills to motivate the salesperson to reach their targets
<b>CO – 5</b>	Develop the skills of designing of sales promotion events



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### Course Outcomes ( Semester V)

Course Name	<b>Logistics Services &amp; Practice</b>
Paper Code	18-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Appraise the Principles of Logistics and its informatics
<b>CO – 2</b>	Examine the Financial Issues in Logistics sector performance
<b>CO – 3</b>	Describe basic EOQ model and ABC analysis
<b>CO – 4</b>	Determine warehouse safety rules, concepts of Retail Logistics and strategies of SupplyChain Management



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### Course Outcomes ( Semester V)

Course Name	<b>Export Import Procedure &amp;Practice</b>
Paper Code	19-B
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the significance of Export and Import Management and its role in Economy and as job careers
<b>CO – 2</b>	Acquire knowledge on Procedures of export and import
<b>CO – 3</b>	Involve in pre and post EXIM activities
<b>CO – 4</b>	Enhance their skills by practicing in foreign trade



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### **Course Outcomes ( Semester V)**

<b>Course Name</b>	<b>Life Insurance With Practice</b>
<b>Paper Code</b>	<b>20-B</b>
<b>Credits</b>	<b>04</b>
<b>Total Marks</b>	<b>60</b>

Upon the successful competition of this Course, the learner will be able to

<b>CO – 1</b>	Understand the Features of Life Insurance , schemes and policies and insurance companies in India
<b>CO – 2</b>	Analyze various schemes and policies related to Life Insurance sector
<b>CO – 3</b>	Choose suitable insurance policy for given situation and respective persons
<b>CO – 4</b>	Acquire Insurance Agency skills and other administrative skills
<b>CO – 5</b>	Acquire skill of settlement of claims under various circumstances



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### Course Outcomes ( Semester V)

Course Name	<b>General Insurance Procedure and Practice</b>
Paper Code	<b>21-B</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the Features of General Insurance and Insurance Companies in India
<b>CO – 2</b>	Analyze various schemes and policies related to General Insurance sector
<b>CO – 3</b>	Choose suitable insurance policy under Health, Fire, Motor, and Marine Insurances
<b>CO – 4</b>	Acquire General Insurance Agency skills and administrative skills
<b>CO – 5</b>	Apply skill for settlement of claims under various circumstances



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### Course Outcomes ( Semester V)

Course Name	Digital Marketing
Paper Code	16-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Analyze online Micro and Macro Environment
CO – 2	Design and create website
CO – 3	Discuss search engine marketing
CO – 4	Create blogs, videos, and share



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### Course Outcomes ( Semester V)

Course Name	Service Marketing
Paper Code	17-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Discuss the reasons for growth of service sector
CO – 2	Examine the marketing strategies of Banking Services, insurance and education services
CO – 3	Review conflict handling and customer Responses in services marketing
CO – 4	Describe segmentation strategies in service marketing
CO – 5	Suggest measures to improve services quality and their service delivery



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### Course Outcomes ( Semester V)

Course Name	Income Tax Assessment Procedures and Practice
Paper Code	18-C
Credits	04
Total Marks	60

Upon the successful completion of this Course, the learner will be able to

CO – 1	Understand the basic concepts in computation of tax liability under all heads of income of the individuals
CO – 2	Analyze the clubbing provisions, aggregate income after set-off and carry forward of losses under the Income Tax Act
CO – 3	Compute taxable income and tax liability of individuals and firms
CO – 4	Acquire the ability to file online returns of income
CO – 5	Acquire skills of TDS/TCS and online filing of Tax returns



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### Course Outcomes ( Semester V)

<b>Course Name</b>	<b>Goods and Services Tax with Tally</b>
<b>Paper Code</b>	19-C
<b>Credits</b>	<b>04</b>
<b>Total Marks</b>	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the concept of Liability and Payment of GST
<b>CO – 2</b>	Create a new company in Tally with GST components and establish environment for GST Voucher entry
<b>CO – 3</b>	Comprehend the utilization of input tax credit, and the reverse charge mechanism in GST
<b>CO – 4</b>	Acquire Skills of preparation of GST Returns in accordance with GST Law and Tally
<b>CO – 5</b>	Acquire skill of online payment of GST through GST Portal



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### Course Outcomes ( Semester V)

Course Name	<b>Advance Corporate Accounting</b>
Paper Code	<b>20-C</b>
Credits	<b>04</b>
Total Marks	<b>60</b>

Upon the successful completion of this Course, the learner will be able to

<b>CO – 1</b>	Understand the mechanism of e-commerce
<b>CO – 2</b>	Equip specialization in website designing for e-commerce
<b>CO – 3</b>	Enhance their skills in operational services of e-commerce
<b>CO – 4</b>	Involve in activities of e-commerce



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## Course Outcomes ( Semester V)

Course Name	e FILING
Paper Code	21-C
Credits	04
Total Marks	60

Upon the successful competition of this Course, the learner will be able to

CO – 1	Understand and apply basic knowledge of Indian Tax System
CO – 2	Equip specialization in taxation system
CO – 3	Enhance their skills in presenting returns
CO – 4	Involve in activities of Chartered Accountants for filing returns
CO – 5	file returns of Income Tax and GST