



Shree Sanatan Dharam College of Commerce (Regd.)
R. C Marg, Chembur, Mumbai - 400 074.

श्री सनातन धर्म कॉलेज ऑफ कॉमर्स (मान्यताप्राप्त)
आर. सी. मार्ग, चेंबूर, मुंबई - 400 074.

Bachelor of Commerce Program Outcome (PO), Program Specific Outcome (PSO) & Course Outcome (CO)



P. S. S.
Principal

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PROGRAM OUTCOME (PO)

PO1: To Develop fundamental knowledge of finance, accounting, management principles, organizational behavior, leadership, and strategic decision-making through a learner-centric approach.

PO2: Encourage and prepare students to pursue higher studies and professional careers in management fields such as Business Administration (MBA), Human Resource Management, Marketing Management, Chartered Accountant and Operations Management.

PO3- Inculcate ethical values, corporate social responsibility, and professional integrity in managerial practices.

PO4 - Promotes students to become professionals / managers / entrepreneurs / accountants.

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO1: Apply knowledge of accounting, finance, and management principles to analyze financial statements and support effective business decision-making.

PSO2: Exhibit managerial and entrepreneurial skills to plan, organize, and manage business operations in a dynamic environment.

PSO3: Adopt ethical practices, corporate governance, and social responsibility in professional and business activities.

PSO4: Pursue professional growth through higher education and career opportunities in fields such as Chartered Accountancy, Management, and related disciplines.



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SEMESTER I (COURSE OUTCOMES)

Sr.No.	Subject Name	Course Outcome (CO)
1	Introduction To Business	CO1: Learners will recognize the fundamental components of the business CO2: Learners will be able to apply theoretical knowledge to real world scenarios within the Business Environment. CO3: Learners would understand the concept and importance of project planning and would get hands on through case studies CO4: To create comprehensive understanding among the learners about Business Strategies
2	Fundamentals of Management -I	CO1 Learners will summarize the elementary concepts, principles and theories of management. CO2 Learners can think critically and strategically about management theories and issues, which will enable them to develop their decision- making and analytical skills CO3 Learners will evaluate & create a roadmap to derive concrete managerial decisions in order to lead to solutions
3	Business Etiquettes and Corporate Grooming	CO1: Enable the learners to understand the etiquette required in business CO2: Help the learners know the concept of corporate grooming CO 3: Enable the learners to understand the application of business etiquette and corporate grooming
4	Negotiation Skills	CO 1: Execute proven tactics for negotiation CO 2: Refine personal negotiation style CO 3: Improve ability to bargain successfully and ethically in any situation CO 4: Build positive, productive relationship with all parties CO 5: Applying appropriate communication skills across settings, purposes, and audiences. CO 6: Displaying competence in oral, written, and visual communication.



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5	Business Communication Skills I	CO 1. Understand the basics and significance of business communication theory. CO2. Adapt to and use digital communication methods for personal and business purposes. CO 3. Grasp and effectively use the nuances of verbal and non-verbal communication. CO4. Improve their skills in business correspondence.
6	Indian Knowledge System	CO 1. Learner will understand and appreciate the rich Indian Knowledge Tradition CO 2. Lerner will understand the contribution of Indians in various fields CO3. Lerner will experience increase subject-awareness and self-esteem CO 4. Lerner will develop a comprehensive understanding of how all knowledge is ultimately intertwined
7	Fundamentals of People's Skills	CO1. Demonstrate ethical behavior coupled with integrity. CO2. Will generate new ideas and create a business plan. CO3. Will be able to develop good listening skills which are vital for demonstrating good team qualities. CO4. Will build sensitivity about social and cultural differences and illustrate good etiquettes. CO5. Will be able to present themselves and their thoughts in front of others more confidence.
8	Introduction to Cultural Activities	CO1-Understand the significance of cultural activities CO2- Sensitize students towards Indian culture and its preservation CO3-Apply the knowledge and skills of the cultural activities in their practical life CO4- Participate in the various cultural activities
9	Disaster Management and Mitigation	CO1. Increase the knowledge and understanding of the disaster phenomenon. CO2. Analyse the types, nature, causes and effects of disasters. CO3. Critically evaluate the disaster management strategies. CO4. Inculcate the skills and abilities of implementing disaster risk reduction strategies.



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10	Accountancy & Financial Management -I	CO1 The learner will be able to identify and explain the various accounting concepts and conventions applicable to the accounting system. CO2 The learner will be able to identify, summarize, distinguish the purpose of policies and compute the valuation of inventory as per Accounting Standards 2 CO3 The learner will be able to calculate the profit/loss of the manufacturing firm and prepare its final accounts.
11	Introduction to Basic Statistics-I	CO1. Calculate arithmetic mean and its applicability CO2. Differentiate between qualitative and quantitative data through scale of measurement. CO3. Construct graphs and diagrams from data and interpret the result. CO4. Compute Skewness and Kurtosis of the data to describe nature of data distribution.



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SEMESTER II (COURSE OUTCOMES)

Sr.No.	Subject Name	Course Outcome (CO)
1	Introduction To Service Sector	CO1: Learners will recognize the fundamental components of the business CO2: Evaluate the impact of traditional and modern business activities CO3: Learners will be able to apply theoretical knowledge to real world scenarios within the business sector. CO4: To create comprehensive understanding of the risks and challenges associated with business world
2	Mall Management	CO1 : Describe the concepts of Shopping Malls and its pre development process. CO2: Identify types of commercial Lease and its Tenant Mix. CO3: Carrying out the practical aspects of Facilities & Maintenance Management of Malls. CO4: Focus on Marketing Planning and Entertainment in Shopping Malls. CO5: Understand the Regulatory Framework & Macro Economic View of shopping Malls
3	Business Leadership Skills	CO 1: To Develop interpersonal skills, professionalism, leadership and values CO 2: To understand accountability, effectively resolve conflicts, teamwork CO 3: To Develop human resource management skills CO 4: To Develop External Awareness, be adaptable CO 5: To Obtain and document information about an organization's strategic planning processes to identify key components of the business strategy and market risks.
4	हिन्दी भाषा : कौशल के आधार	CO-1) विद्यार्थियों को लेखन, वाचन कौशल के ज्ञान प्राप्ति के साथ मौलिक अभिव्यक्ति में बदलाव आएगा।



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		CO-2) विद्यार्थियों का लेखन, वाचन कौशल द्वारा मानसिक विकास होगा, पठन-शक्ति, शैली का विकास होगा। CO-3) विद्यार्थियों को लेखन, भाषण कौशल से भाषिक-शक्ति, शैलियों का संवर्धन होगा विशेषज्ञता आएगी। CO-4) विद्यार्थियों को लेखन, वाचन, श्रवण, भाषण कौशल की विशेषताओं और उपयोगिता का ज्ञान प्राप्त होगा।
5	Foundation of Behavioural skills	CO1: Learners will be able to Define and Identify different life skills required in personal and professional life CO2: Learners will develop an awareness of the self and apply well-defined techniques to cope with emotions and stress. CO3: Learners will be able to explain the basic mechanics of effective communication and demonstrate these through presentations and take part in group discussions CO4: Learners will be able to use appropriate thinking and problem-solving techniques to solve new problems
6	National Service Scheme	CO1. The course will help students comprehend the foundations of the National Service Program. CO2 To understand the unique camping program. CO3. Students will learn about the regular activities of NSS.
7	Environmental Issues and Management	CO1. Understand the concept of pollution and climate change and control measures. CO2. Understand the concept of environmental management and its need to save the environment. CO3. Understand the Concept and Methods for Sustainable Development.
8	Accountancy & Financial Management -II	CO1- The learner will be able to figure out the impact of inter-departmental transfers and prepare the final accounts of the departmental store. CO2 The learner will be able to define and articulate the characteristics that distinguish a dependent branch within a business structure



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		and solve practical problems related to the preparation of accounts of the dependent branch in the books of the head office, demonstrating proficiency in implementing the Debtor's method and Stock & Debtor's method.
9	Introduction to Business	CO1. Develop understanding of the basic concepts of business CO2. Help interpret the recent developments in the business sector CO3. Develop understanding of various aspects of project planning CO4. Help understand the concept of entrepreneurship and its different types.
10	Introduction to Basic Statistics-II	CO1. Identify the types of events CO2. Calculate probabilities and conditional probabilities. CO3. Apply the concept of probability in real-life situations. CO4. Compute the expectation of the univariate discrete random variable. CO5. Write probability mass functions (p.m.f.) of various discrete distribution and their real-life applications. CO6. Understand the concept and difference between correlation and regression
11	Fundamentals of Management -II	CO1 Students will remember & understand the domains of delegation and control. CO2 Students will apply & analyse the strategies adopted by successful business leaders. CO3 Students will evaluate & apply evolving management opportunities & challenges in the changing business world.




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SEMESTER III (COURSE OUTCOMES)

SN.NO	SUBJECT NAME	Course Outcomes (CO)
01	Marketing Management	CO1. Apply marketing concepts to real-world business scenarios by identifying customer needs and market demands. CO2. Assess ethical considerations, rural marketing strategies, and digital marketing trends for modern marketing applications.
02	Advertising-I	CO1- Students will be able to understand the fundamentals of advertising, various aspects, classification of advertising. (Understand) CO2- Students would understand role and careers in advertising agency and brand building and can attempt to apply for the same (Apply)
03	Commerce III Management: Principles and Functions	CO1 Learners will understand the concepts and principles of Management.(Understand) CO2 Learners will learn to apply the functions of management in their daily life (Apply)
04	Family Business Management	CO 1 : Demonstrate a comprehensive understanding of the definitions, types, and importance of family businesses in the global economy. (Understand) CO 2 : Critically analyze the distinctions between family and non-family businesses, including their management styles and challenges. (Analyse) CO 3 : Apply theoretical frameworks (e.g., 3-Circle Model, Family Business Life Cycle) to address generational transitions and strategic regeneration in family businesses. (Apply)
05	Accountancy & Financial Management-III	CO1 The learners will be able to compute and prepare profit or loss statement for the pre and post-incorporation periods in a given case study.



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		CO2The learners will be able to prepare a complete set of financial statements, including the Profit and Loss Statement and Balance Sheet, for a given company based on provided data and in compliance with Schedule III of the Companies Act, 2013.
06	Fundamentals of Money & Banking	CO1. The learners will be able to analyze the various functions of money in facilitating trade and economic activities. CO2. The students will critically evaluate a theoretical aspect of demand for money and supply of money and its relevance in modern times. CO3. The learner will be able to understand the basics of monetary policy, its instruments, and its importance to the economy. CO4. The learners will understand the basic concept of banking, its types, and recent banking sector reforms CO5. The students will realize the changing dynamics of the banking industry through technical progress in the operational technology and its significance for financial inclusion.
07	NSS- Study of Indian Social Reformers	CO1 The course will provide an understanding the fundamentals of Indian Social Service CO 2. Students sensitized about history of social work in India. CO3. Students familiarized with contribution of Social reformers. CO 4. Students understood the National Service Scheme.
08	Hindi	CO1. विद्यार्थियों को राजभाषा हिंदी का ज्ञान प्राप्त होगा, एवं दक्षता प्राप्त होगी । CO2. विद्यार्थियों को राजभाषा हिंदी के व्याकरणिक प्रयोग की जानकारी प्राप्त होगी । CO3. विद्यार्थियों को हिंदी-संज्ञा आदि का ज्ञान प्राप्त होने के साथ भाषा के शुद्ध, व्यावहारिक रूप का ज्ञान होगा ।



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		CO4. विद्यार्थियों को कारकों, वाक्य रचना एवं भाषिक चिन्हों आदि का ज्ञान प्राप्त होगा ।
09	Financial Literacy	CO1 Learners will develop proficiency for personal and family financial planning. CO2 Learners will develop the ability to analyse banking and insurance products. CO3 Learners will Apply the concept of investment planning.
10	Field Project	After the completion of the FP program, the student will be able to; CO1. Apply concepts learned in classrooms to real-world socioeconomic conditions enhancing their understanding and skills. CO 2. Show insights into the challenges, opportunities and culture of socioeconomic diversity, preparing them for future role as responsible citizens. CO3. Demonstrate evidence of research aptitude and skills of critical thinking, analytical skills, and ethical research conduct in field work. CO 4. Display problem-solving abilities in making informed decisions in complex scenarios through practical situations CO5. Work in teams and collaborate to achieve common goals in the work field environments through collaborative efforts. CO6. Show integrity in their dealings with their work and the people that they interact with by upholding professional; principles and ethical standards.




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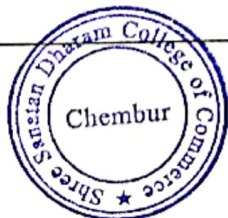
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SEMESTER IV (COURSE OUTCOMES)

SN.NO	SUBJECT NAME	COURSE OUTCOMES (CO)
01	Business Communication Skills II	CO1. Understand and engage with group communication processes. CO2. Perform more effectively during interviews and group discussions. CO3. Participate more efficiently in meetings. CO4. Write more impactful trade-related communication.
02	Fundamentals of Entrepreneurship	CO1. Identify the elements of success of entrepreneurial venture and inculcate entrepreneurial skills among them. CO2. Consider the financial conditions as well as the importance of infrastructure for starting a new business. CO3. Understand the process to select new business idea.
03	Commerce IV Management: Production and Finance	CO1 The learners will get insights on various aspects relating to Production and Quality. (Aware) CO2 The learners will understand Indian Financial System.(Understand) CO3 The learners will know about various trends in the area of finance and try to apply various investment avenues in practical life.(Apply)
04	Six Sigma and ISO	CO 1 : Learners will gain foundational knowledge of Lean methodologies and Six Sigma concepts (Understand) CO 2: Gain a comprehensive understanding of the specific ISO standard, its requirements, and its principles. (Understand) CO 3: Learners become adept at the Define, Measure, Analyze, Improve, and Control (DMAIC) methodology, a structured approach to problem-solving and process improvement. (Apply)




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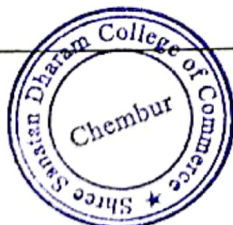


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		CO 4 Learn about the process of becoming ISO certified, including preparing for initial certification, maintaining compliance, and undergoing surveillance audits (Analyse) CO 5 :Evaluate case studies of successful implementation of Six Sigma and ISO in various sectors. (Evaluate)
05	Advertising-II	CO1- Understand the types of media in advertising, media objectives, media planning strategies ,emerging media and trends in advertising (Understand) CO2- Conceptualize and execute an effective advertising campaign by using advertising models, creativity and budgeting methods for print and broadcast ads.(Apply)
06	FINANCE FOR BEGINNERS	CO1-Explain basic financial concepts such as budgeting, savings, and investments. CO2- Apply financial literacy skills to manage personal and small business finances. CO3- Identify different financial instruments and their risks. CO4-Evaluate financial decisions using fundamental financial principles. CO5-Understand the functioning of financial markets and banking systems.
07	Integrated Theatre Production: Stage Craft, Costume, Music and Technology	CO1-Define and describe key theoretical concepts related to lighting and costume design in theatre. CO2-Interpret the narrative and symbolic meanings conveyed through visual design elements in performance. CO3-Analyze lighting and costume designs using appropriate theoretical and historical frameworks. CO4-Discuss the interrelationship between text, character, and design from a theoretical standpoint. CO5-Compare and contrast design practices across different theatrical genres and periods.




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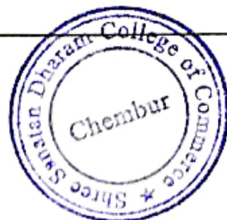


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		CO6-Evaluate how technological advancements have influenced theoretical approaches to stage design.
08	Accountancy & Financial Management-IV	CO1 The learner will be able to prepare journal entries and balance sheet to reflect the redemption of preference shares using the appropriate methods and accounting treatment. CO2 The learner will be able to construct journal entries, ledger accounts, and a partial balance sheet to record the redemption of debentures using different methods
09	Public Finance	CO1- Evaluate the effects of taxation and public expenditure CO2-Evaluate the objectives of fiscal policy. CO3-Analyze the sources of internal and external debt CO4-Differentiate between the balanced and unbalanced budget
10	Community Engagement Program	After the completion of the CEP course, the student will be able to: CO 1. Tackle/ Understand the societal issues more efficiently and effectively. CO 2. Apply concepts learned in classrooms to real-world socio-economic conditions enhancing their understanding and skills. CO 3. Show insights into the challenges, opportunities and culture of socioeconomic diversity, preparing them for future roles as responsible citizens. CO 4. Demonstrate evidence of research aptitude and skills of critical thinking, analytical skills, and ethical research conduct in field work. CO 5. Display problem-solving abilities in making informed decisions in complex scenarios through practical situations.



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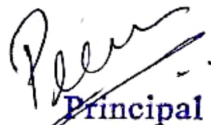
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		CO 6. Work in teams and collaborate to achieve common goals in the work field environments through collaborative efforts. CO 7. Show integrity in their dealings with their work and the people that they interact with by upholding professional; principles and ethical standards
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