

## **CBCS Syllabus as per NEP 2020 for M.Com. Part II Semester III (2023 Pattern)**

<b>Name of the Programme</b>	: M.Com.
<b>Programme Code</b>	: PCOM
<b>Class</b>	: M.Com. Part II
<b>Semester</b>	: III
<b>Course Type</b>	: Major Elective (Theory)
<b>Course Code</b>	: COM-631-SDC
<b>Course Title</b>	: Skill Development I (Assistant Stores Manager)
<b>No. of Credits</b>	: 02
<b>No. of Teaching Hours</b>	: 30

### **Course Objectives:**

1. To familiarize the students with the basic terms of skill development.
2. To develop an understanding about tools and their skill development activities.
3. To understand the basic concepts of inculcating skills required for stores manager through systematic canvassing.
4. To provide an understanding regarding principles of modern materials management.
5. To impart the basic concept and strategies of customer centric of stores.
6. To help the learners to know importance of materials management.
7. To understand a right system of material management.

### **Course Outcomes:**

**By the end of the course, students will be able to:**

- CO1.** Accurately describe the concepts related to modern store management.
- CO2.** Demonstrate the comprehensive understanding about the modern store management.
- CO3.** Illustrate the characteristics, advantages and disadvantages of modern store management
- CO4.** Discuss the various recent advances in business administration applicable according to the need of the business organization in the day to day activities.
- CO5.** Understand the process of acquiring recent advances in business administration and store management in business organization when as required.
- CO6.** Apply various tools and techniques of recent advances in business administration and store management planning and its implementation in the practice.
- CO7.** Direct, plan and formulate and analyse the long and short term recent advances in business administration and store management for the development of the organization.



CO 1	2	2												
CO 2														
CO 3			2											
CO 4				3					2	2		3		
CO 5			2								3		3	
CO 6					2		2	3						3
CO 7						3								

#### **Justification for the Mapping**

**PO1: A Comprehensive Knowledge and Coherent Understanding**

CO1: Students will describe the concepts related to skills advances in store management skills in their day to day life or professional life.

**PO2: Procedural Knowledge and Practical Skill**

CO1: Students will apply their knowledge of different techniques of recent skills advances store management skills such for data collection and analysis by them in an organization.

**PO3: Communication Skills**

CO3: Students will apply their recent advances in store management skills effectively, analyse the concepts and participate in healthy arguments and portray skill in management.

**PO4: Critical Thinking and Problem-Solving Skills**

CO4: Students will implement the various skills in advances in store management skills and store management analysis skills related to business and business activities applicable according to the need of the business organization in the day to day practices.

**PO5: Independent Learning**

CO6: Students will apply various terminologies of recent skills advances in store management skills in the practice of management of the business.

**PO6: Leadership Quality- Global and Multicultural Perspective**

CO7: Students will direct, plan and formulate and analyse the recent skills advances in store management skills strategy which is implemented in the business organization and provide the feedback accordingly.

**PO7: Teamwork**

CO6: Students will apply knowledge of recent skills advances in store management skills ethics and ethical standards and an ability to apply these with a sense of responsibility within the workplace and community at a large.

**PO8: Ethical Responsibility**

CO6: Students will apply procedural recent advances in store management skills and research ethical standards and an ability to apply these with a sense of responsibility within the workplace.

**PO9: Innovation, Employability and Entrepreneurial Skills**

CO4: Students will implement the various recent advances in store management skills strategies planning and planning procedure applicable according to the need of the business organization in the day to day practices.

**PO10: Multidisciplinary Competence**

CO5: Students will direct, plan and formulate and recent advances in store management skills analyse the day to day strategies which is implemented in the production and operation management of business organization and provide the feedback accordingly.

**PO11: Value Inculcation through Community Engagement and Field Work**

CO5: Students will direct, plan and formulate and recent advances in store management skills analyse the required strategies which is implemented in the business organization in production and operations.

**PO12: Traditional Knowledge into Modern Application**

CO4: Students will implement the various recent advances in store management skills models applicable according to the need of the business organization in the day to day practices.

**PO13: Design and Development of System**

CO5: Students will formulate and analyse the required recent advances in store management skills analysis procedure which is implemented in the business organization.

**PO14: Research-Related Skills**

CO6: Students will apply recent advances in store management skills research related knowledge of managerial ethics and research ethical standards and an ability to apply these with a sense of responsibility within the workplace.

## **CBCS Syllabus as per NEP 2020 for M.Com. Part II Semester IV (2023 Pattern)**

<b>Name of the Programme</b>	: M.Com.
<b>Programme Code</b>	: PCOM
<b>Class</b>	: M.Com. Part II
<b>Semester</b>	IV
<b>Course Type</b>	: Major Elective (Theory)
<b>Course Code</b>	: COM-691-SDC
<b>Course Title</b>	: Skill Development II (Business Promotion Executive- Banking)
<b>No. of Credits</b>	: 02
<b>No. of Teaching Hours</b>	: 30

### **Course Objectives:**

1. To familiarize the students with the basic terms of skill development.
2. To develop an understanding about tools and their skill development activities.
3. To understand the basic concepts of inculcating skills required for Business Promotion Executive- Banking through systematic canvassing.
4. To provide an understanding regarding Banking products– features, nature, types and utility of banking products
5. To impart the basic concept and strategies of banking products.
6. To help the learners to know importance of banking management.
7. To understand a right system of banking management.

### **Course Outcomes:**

**By the end of the course, students will be able to:**

- CO1.** Accurately describe the concepts related to Business Promotion Executive-banking.
- CO2.** Demonstrate the comprehensive understanding about the Business Promotion Executive-banking
- CO3.** Illustrate the characteristics, types of deposits of modern banking management
- CO4.** Discuss the various recent advances in banking administration applicable according to the need of the banking organization in the day to day activities.
- CO5.** Understand the process of KYC Norms and assessing customer requirements
- CO6.** Apply various tools and techniques of Basic principles of customer identification
- CO7.** Direct, analyse the different deposit schemes.

## Topics and Learning Points

### **UNIT1: Functions & Principles of Banking**

**10 Lectures**

- 1.1 Banking products– features,
- 1.2 Banking products– nature,
- 1.3 Banking products– types
- 1.4 Banking products– and utility of banking products

### **UNIT2: Functions of Bank and Role of Bank in the Commercial Environment**

**10 Lectures**

- 2.1 KYC Norms and assessing customer requirements
- 2.2 Basic principles of customer identification
- 2.3 Evaluating different customer requirements– identifying customers according to bank requirements
- 2.4 Setting specification of documents requirement

### **UNIT3: Bank Products**

**10 Lectures**

- 3.1. Bank Products– Features, application & user groups
- 3.2 Types of deposits– customer classes according to types of deposits
- 3.3 Understanding features of different deposit schemes

### **References:**

1. Practice and Law of Banking: G.S.Gill
2. Banking: Theory and Practice: E.Gordon, K.Talraj
3. Banking: Law and Practice in India: Tannan
4. Fundamentals of Banking: Dr.G.V.Kayandepatil.et.al
5. Banking and financial system: Vasant Desai.
6. [www.rbi.org](http://www.rbi.org)

## Mapping of Program Outcomes with Course Outcomes

**Class:** M.Com Part II, Sem III

**Subject:** Skill Development II

**Course:** Skill Development II

**Course Code:** COM-691-SDC

**Weightage:** 1= weak or low relation, 2= moderate or partial relation, 3= strong or direct relation

Programme Outcomes (POs)														
Course Outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PO13	PO14
CO 1	2	2												
CO 2														
CO 3			2											
CO 4				3					2	2		3		
CO 5			2								3		3	
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