

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Bachelor of Commerce

PROGRAMME OUTCOME

Upon successful completion of the Bachelor of Commerce Programme, students will:

- Acquire knowledge and analytical skills in programme specific courses.
- Demonstrate the ability to communicate (oral and written) and collaborate effectively.
- Obtain management, marketing, accounting and auditing skills which will help them seek employment and contribute to the growth of business organisations.
- Develop entrepreneurial skills and acquire knowledge in setting up and building successful and sustainable businesses.
- Recognize and understand the ethical responsibilities of individuals and organisations in society.
- Gain insights into micro and macro-economic aspects.
- Understand basics in mathematics and statistics, especially quantitative techniques used in decision making.
- Be conscious of key environmental issues and the role of businesses in protecting the natural environment.
- Understand and interpret various Laws and Acts applicable to businesses.
- Be proficient in the use of appropriate information technologies.

PROGRAMME SPECIFIC OUTCOMES

DEPARTMENT OF COMMERCE

The Department of Commerce was established in the year 1990. The department has provided a team of experienced and rich resource persons and faculty. The department offers a 3 year full time course in Bachelor of Commerce. The students have been excelling at the BCom examinations.

VISION:

A society of skilled professionals and entrepreneurs equipped with qualities of innovation, integrity, leadership and environmental concern.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Mission:

To provide a platform for the all-round development of students and to equip them with knowledge to ethically face global challenges of trade, commerce and industry globally.

OBJECTIVE:

- To impart education in the field of Commerce, Trade and industry.
- To generate a pool of individuals capable of taking advantage of opportunities and facing the threats in the competitive world.
- To create awareness among the students about the business practices adopted by the corporate firms.
- To provide practical exposure to Commerce students by organizing various educational visits.

CBCS

Course Outcome:

CC1: General Management

- 1) Students will be acquainted with the important aspects of management such as decision making, change and conflict management etc.
- 2) Students will gain an understanding of the emerging trends in management like green management, stress management etc.

CC2: Financial Accounting

- 1) Students will be able to understand the difference between single entry and double entry system.
- 2) Students will understand how to prepare complete final accounts from the incomplete records maintained under single entry system.
- 3) Students will understand the significance of charging depreciation. They will also get theoretical as well as practical knowledge regarding various methods of depreciation.
- 4) Students will be familiar with the legal provisions as well as the accounting procedure for issue of shares, buy back of shares and redemption of shares.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

GE1: Principles of Insurance

- 1) The course aims at imparting knowledge about the concept of risk management.
- 2) To make students understand about life insurance and general insurance business.

GE1: Management of Micro, Small & Medium Enterprises

- 1) Through this subject, the students will have an idea as to how to start their own business by following the various steps in setting up a MSME.
- 2) The students will have an understanding of the different Functional Areas of Management in an organization and their functioning.
- 3) The students will know the various incentives and subsidies offered by the State & Central Governments and also about the various services and assistance offered by different specialized financial institutions to entrepreneurs.

GE1: Banking- I

The students will be able to

- 1) Describe the basics of banking and structure of banking business in India.
- 2) Elaborate on the various types of banks and their features.
- 3) Explain the functions and role of Reserve Bank of India.
- 4) Interpret the various types of customers and their accounts.
- 5) Explain retail banking and Customer Relationship Management.

GE 1: Co-Operative Management and Accounting

- 1) To introduce the students to the basic principles of co-operatives and various aspect of accounting & management of co-operatives.
- 2) To know the different types of institutions like Consumer Co-operatives, Co-operative banks and Dairy Cooperatives.

GE 1: Marketing Management

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

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 1) Understand the concept of marketing mix.
- 2) Discuss the product life cycle and its importance in marketing.
- 3) Differentiate between the different pricing methods.
- 4) Understand the major tools of product promotion.
- 5) Explain the various types of channels of distribution .

INTRODUCTION TO MARKETING

- 1) To develop an understanding of the marketing environment and the relevant marketing decisions.

FINANCIAL STATEMENT ANALYSIS AND INTERPRETATION

- 1) The student will be able to prepare a Statement of Profit and Loss Account and Balance Sheet as per Schedule III of Companies Act, 2013.
- 2) The student will be able to understand the significance of financial statement analysis and evaluate the merits and demerits of various techniques of financial statement analysis. The student will also be able to prepare and analyze common-size statement, comparative statements and trend analysis.
- 3) The students will gain insights into the significance and limitations of ratio analysis. They will also be able to compute and analyze various ratios in order to evaluate the financial strength and performance of a company.
- 4) The student will be able to understand the purpose of preparing a cash flow statement and then preparing it.

PRACTICE OF INSURANCE (GE II)

- 1) The course aims at imparting knowledge about processes and intermediaries in claim management.
- 2) To make students familiarize with emerging concepts in insurance industry.

SERVICES MARKETING

1. Understand the concept of services and its role in an economy.
2. Describe the marketing mix for services.
3. Explain the factors affecting customer satisfaction.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

4. Understand the role of customers and employees in service delivery.
5. Describe the gap model of service quality.

CUSTOMER RELATIONSHIP MANAGEMENT

1. To acquaint students to the analytical and strategic aspects of CRM.
2. To understand the sources of Customer databases.

GE 2: PRODUCTION MANAGEMENT

1. Students will understand the functioning of production department and all the requirements in a factory such as plant layout and material handling, equipment's required for a smooth production process.
2. Students will know the various inventory control techniques employed by business firms.
3. Students will get acquainted to the different aspect of Value Analysis.

BANKING

1. Describe the general and special relationship between a banker and customer.
2. Elaborate on the impact of technology in banking.
3. Elucidate on the various Electronic Fund Transfer system.
4. Elaborate on the recent trends and developments in banking technology.
5. Explain the Financial statements of banks.
6. Interpret on the banking regulations.

CC9: Business Finance

- 1) Students will be able to understand the role of business finance in an organization and the significance of financial planning.
- 2) Students will gain indepth knowledge on various aspects related to fixed capital and working capital.
- 3) Students will be able to understand the significance of balanced capitalization, why over and under capitalization is undesirable and how these defects can be removed.
- 4) Students will be familiar with various concepts related to capital structure.

CC10: Fundamentals of Cost Accounting

- 1) To familiarize students to the elements and methods of cost accounting.
- 2) To acquaint the students on the practical aspects of unit costing, contract costing and process costing.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CC11 : Entrepreneurship Development

1. To impart theoretical knowledge on how to start an enterprise on their own.
2. To familiarize students about the procedure to be followed to obtain finance to start an enterprise.

GE 3: Indian Capital Markets

1. To provide a comprehensive understanding of various operations, issues and developments in Indian Capital Markets.
2. To enable students to understand the functioning of the primary and secondary segments of the equity market.
3. To provide basic knowledge of the derivatives market in India.

GE3: Business Environment

- 1) Students will be familiar with socio-cultural environment, demographic aspects impacting business activities.
- 2) Students will acquire knowledge of the technological trends affecting business, political environment and natural environment surrounding business.

GE3: Fundamentals of Rural Marketing

- 1) The students will be able to understand the salient characteristics of rural areas in India.
- 2) It will help them discern the differences between urban and rural areas based on various dimensions such as the Demographic environment, Social environment, Cultural environment, Political environment. etc.
- 3) The learners will be able to understand various challenges and problems faced by marketers in tapping the rural areas and the strategies that need to be adopted to successfully develop a competitive edge.

GE 3: Retail Management

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

1. Understand the concept of retailing
2. Differentiate between the various types of retail formats

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

3. Explain the concept of store location and its importance in retailing business
4. Describe the components of store design
5. Explain the concept of store layout

FUNDAMENTALS OF INVESTMENT

1. Students will know the different investment alternatives and the investment decision process.
2. Students will get a detail understanding into fundamental analysis and technical analysis which is required for taking investment decisions.
3. Students will be able to understand the role of SEBI towards investor protection.

INCOME TAX

1. The course will provide the basic knowledge of Income Tax Act 1961, concepts, principles, provisions and the relevant rules of Income Tax Act.
2. To familiar with the computation of income from salary, income from business and profession, computation of taxable income and tax liability

ACCOUNTING FOR SERVICE ORGANISATION

1. To familiarise the students with the concepts and practical aspects of accounting for banking companies, insurance companies, underwriting of shares and accounting for hotels.
2. It enables the students to have practical knowledge on preparation of final accounts of Banking Companies and Insurance Companies based on the Banking Companies Act, 1949 and IRDA regulation 3 respectively
3. The students will be able to understand and prepare the statements showing liability of underwriters for companies undertaking underwriting of services.
4. It enables the students to prepare final statements of Hotels under sole proprietorship, partnership and joint stock companies (as per the schedule III of Companies Act, 2013).

FINANCIAL MANAGEMENT

1. Students will learn the importance of financial management in a business and the critical decision areas involved in effective handling of business finance.
2. They will also be equipped with practical knowledge to estimate the cash, working capital and inventory requirements of a business.

EVENT MANAGEMENT

1. To make students familiar with event principles, types, size of events, event proposals, itinerary, protocols and also with the various emerging technologies.
2. Students will acquire knowledge on event production, identifying vendors, negotiation skills, venue management, safety & security in events.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

E- COMMERCE AND E- ACCOUNTING

- 1) The students will be able to understand the different types of business models in e-commerce.
- 2) It will help them discern the differences between traditional forms of marketing and marketing using the internet and also learn the different methods of marketing through the internet. Similarly, students will also learn the various aspects of managing relationships with customers and suppliers in a tech-driven world.
- 3) The course will also introduce students to different methods of electronic payments.
- 4) Besides e-commerce, the students will learn to use an accounting software (Tally ERP-9 with GST) and maintain accounts using the software.

PRACTICES OF RURAL MARKETING

1. To understand the concept of distribution in rural marketing.
2. Compare the media mix for rural markets.
3. Understand the concept of rural sales policy.
4. Explain the concept of agricultural marketing.
5. Understand the role played by Government in marketing of agricultural products.

CC15 : Industrial Management

1. Students will gain understanding of the basic concepts and work environment of industries.
2. Students will learn various quality management techniques, health & safety issues in industries.

ACCOUNTING

DSE 1: Accounting Major 1 – Income Tax, Service Tax and Goa Value Added Tax

1. Students will gain basic knowledge of key provisions of the Income Tax Act 1961 and The Central Goods & Service Tax Act 2017.
2. Students will learn to compute Income from House Property, Income from other sources, and Capital Gains.
3. Students will learn to compute the various eligible deductions from Gross Total Income and Tax payable.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DSE 2: Accounting 2: Auditing

1. The course aims at imparting knowledge about the principles, methods and techniques of auditing.
2. To make the students understand the objectives and concepts of auditing to gain working knowledge on auditing procedures and techniques.

DSE 3: Accounting 3: Government Accounting

3. The contents of syllabus will familiarise the students with the concepts and practical aspects of government accounting.
4. To enable the students to have theoretical knowledge on Indian government financial administration.
5. The students will be able to understand the preparation of Panchayats and Municipal Corporations accounts.
6. To enable students to understand the application of techniques in capital budgeting and project evaluation tools namely PERT and CPM.

DSE 4: Financial Reporting

1. To enable students to understand the theoretical and practical aspects of corporate financial reporting in India.
2. To equip students with the knowledge of practical implications of the existing accounting standards and the developments therein.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

COST ACCOUNTING

DSE 1: Cost Accounting Major 1 - Cost Accounting I

1. To familiarize the students with the basic cost concepts and terminology.
2. To make the students understand the meaning of material control and stores control.
3. To acquaint the students on the practical aspects of cost accounting with respect to calculation of stock levels and different methods of pricing of material.

DSE 2: Cost Accounting Major 2 - Cost Accounting II

1. Students will be able to understand the basic concepts pertaining to labour.
2. Students will be able to calculate Gross wages and Net wages. The students will be familiar with the theoretical and practical aspect of various individual and group incentive schemes.
3. Students will gain theoretical and practical insights on classification, allocation, apportionment and absorption of various overheads to cost centres.

DSE 3: Cost Accounting Major 3-Techniques of Costing

1. Students will be able to practically apply the various concepts of Marginal costing.
2. Students will gain basic knowledge of various concepts in Cost Accounting.
3. Students will learn to use Standard Costing and learn to analyse variances.

DSE 4: Cost Accounting Major 4 - Management Accounting

1. Through this subject, students will have an understanding about Management Accounting and the application of management accounting tools & techniques.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

2. The students will know as to how Management Accounting helps the company in decision making through the use of its techniques.
3. The students will get an insight into the various types of budgets prepared by the company and also about the various capital budgeting techniques used for evaluating a project.

BUSINESS MANAGEMENT

DSE 1: Business Management Major 1- International Marketing Management

1. Students will develop an understanding of the basic concepts of International marketing and various strategies to go international.
2. Students will gain understanding on international marketing, product and price policy, distribution and promotion policy etc.

DSE 2: Business Management Major 2 – Retail Management Strategies

1. To enable the student to understand the retail consumer and how to serve the retail consumer.
2. To enable the student to associate the growth strategies and implementing retail strategies to evaluate performance and make adjustments.
3. To enable the student to identify retail formats and incorporate retail logistics for maximum benefit.

DSE 3: Business Management Major 3- Advertising Management

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

1. Understand the concept of advertising.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

2. Discuss the importance of layout, illustrations and copywriting in building an advertisement.
3. Differentiate the types of advertising agencies.
4. Understand the career options available in advertising field.
5. Explain the importance of research in advertising

DSE 4: Business Management Major 4 – Service Marketing II

1. To familiarize the students with the diversity in the service sector and unique challenges faced by managers in these services.
2. To know the different types of services offered by Tourism & Hospitality industry, banking industry & Insurance industry.

HUMAN RESOURCE MANAGEMENT

- 1) Students can interpret the job analysis and design and comprehend the vital issues of HRM in a dynamic environment.
- 2) Students can determine employee compensation, empowerment and participation as part of HRP.
- 3) Students will be able to associate with the concepts of labour welfare and trade union.
- 4) Students will understand the trends in HRM in a changing environment.

ACCOUNTING

DSE 5: ADVANCE COMPANY ACCOUNT

1. To understand Schedule III of the Companies Act 2013 and prepare the Profit and Loss account and Balance Sheet as per Schedule III of the Companies Act 2013.
2. Comprehend the concept of internal reconstruction, accounting procedures involved including drawing up the Balance Sheet of a company after reconstruction.
3. Grasp the concept of Goodwill and learn to apply the various methods in Valuation of Goodwill and valuation of Equity and Preference Shares.
4. Recognize the difference between Mergers, Acquisitions & External Reconstruction.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

5. Understand the concept of purchase consideration, learn the different methods of calculating purchase consideration and the accounting treatment for Amalgamation with reference to AS-14.

DSE 6: ACCOUNTING I

1. The students will be able to prepare accounts under hire purchase and instalment system.
2. The students will be able to understand the accounting treatment in the books of lessee and lessor under Royalty Accounting.
3. The students will be able to understand the accounting treatment and prepare accounts for various departments and branches of companies.

DSE 7: ACCOUNTING II

1. The contents of syllabus will familiarises the students with the concepts and practical aspects of accounting for professionals, investment accounting, redemption of debentures and liquidation of companies.
2. To enable the students to have practical knowledge on preparation of accounts of professionals.
3. The students will be able to understand the preparation of accounts for redemption of debentures.
4. To enable students to understand the application of techniques in investment accounting including accounting for interest/ dividend from fixed/variable income securities.

DSE 8: CORPORATE ACCOUNTING & TAX PLANNING SUBJECT OUTCOMES

1. Students will be able to prepare financial statements of consolidated companies, profits/losses prior to incorporation and employee stock options.
2. They will also be able to carry out tax planning with respect to financing and investment decisions of corporates

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

COSTING

DSE 5: ADVANCED COSTING MAJOR 5

1. The Course will provide basic knowledge of Job costing, Batch costing and Operating costing.
2. The course will also provide knowledge to reconcile costing profit with financial profit.
3. To familiar students with the techniques of cost control and cost reduction.

DSE 6: COST AND MANAGEMENT AUDIT

1. The students will know the distinction between financial and cost audit.
2. Students will learn the qualifications and disqualifications of cost auditor as per Companies Act 2013.
3. Students will understand the audit process from the engagement planning stage till the completion of audit, as well as rendering of an audit opinion via the various report options.
4. Students will be able to understand the need for an independent or external audit and describe briefly the development of the role of the auditor in modern business society.
5. Students will be able to understand auditors' liabilities and professional ethics including Code of Conduct.

DSE 7: ADVANCED COST ACCOUNTING - II

1. The students will get basic, conceptual and working knowledge of various methods of cost accounting.
2. The students can apply the methods of cost accounting in a company where they work.

DSE 8: ADVANCED MANAGEMENT ACCOUNTING

1. Students will be familiarize with the application of management accounting tools and techniques in decision making.
2. Students will know how costing is carried out for hotels and power houses.
3. Students will be familiarized with the recent trends in management accounting.

BUSINESS MANAGEMENT

DSE 5: FINANCIAL MANAGEMENT

1. Students will develop an understanding of the basic concepts of dividend policy, dividend pay-out ratio, interim and final dividend, and dividend models.
2. Students will be able to calculate the weighted average cost of capital of the company, evaluate projects applying the capital budgeting techniques like payback method, accounting rate of return and net present value method.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DSE 6: STRATEGIC MANAGEMENT

- 1) Students can interpret the basics of strategic management and its stages and levels.
- 2) Students can determine the vision mission objectives along with the internal and external environment of business.
- 3) Students will be able to associate with the models of strategic analysis.
- 4) Students will understand strategic implementation, evaluation and control that business needs in order to have a competitive advantage.

DSE 7: SUPPLY CHAIN AND LOGISTICS

1. Understand the concept of logistics and supply chain.
2. Discuss the process tools used in supply chain management.
3. Describe the qualitative and quantitative techniques of demand forecasting.
4. Understand the various information technology systems used in Supply chain & Logistics industry.
5. Explain the functions of transportation, warehousing and packaging.

DSE 8: BRAND MANAGEMENT

1. To understand the methods of managing brands and strategies for brand management.
2. To introduce the students to brand communication, brand extension and brand equity.
3. To identify the sources to measure brand performance and valuation.

COURSE OUTCOME

PRE-EXISTING STRUCTURE

SUBJECT: BUSINESS FINANCE (PAPER I AND II)

- 1) To enable students to understand the business finance.
- 2) To understand the concepts of capital, capitalisation, and capital structure.
- 3) To familiarize the students about different financial Institutions in India.
- 4) To provide knowledge on sources of long term and short-term finance.
- 5) To understand the capital market and marketing of securities in India.

SUBJECT: ADVERTISING

- 1) To acquaint the students with the objectives and the need for advertising.
- 2) To make the students aware of the various advertising media.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 3) To study the advertising function in companies.

SUBJECT: RETAIL MANAGEMENT I

- 5) The students will learn the concepts of retail and retailing and also understand the role of the retailer in the process of distribution.
- 6) The students will be introduced to the various types of traditional and modern retail formats.
- 7) The course will also help them understand key aspects in retail store location, design and layout.

SUBJECT: ACCOUNTING (MAJOR 3)

PAPER: AUDITING-I & II

1. To impart knowledge about the principles, methods and techniques of auditing and their applications.
2. To enable the students to understand the objectives and concepts of auditing to gain working knowledge of the auditing procedures, techniques, and skills.
3. To know about the developments and the recent trends in auditing.

SUBJECT: COST AND MANAGEMENT ACCOUNTING (MAJOR 2)

PAPER: TECHNIQUES OF COSTING

1. To provide basic conceptual and working knowledge of various techniques of cost accounting.
2. To provide in-depth study of techniques of costing and applicability.

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT (PAPER I AND II)

- 1) To motivate the students to be self-employed.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 2) To give students the theoretical and practical knowledge on how to start an enterprise of their own.
- 3) To familiarize the students about the various incentives and subsidies offered by Central and State government.

SUBJECT: COST AND MANAGEMENT AUDIT (SEM 5)

- 1) To study the techniques and methods of cost audit.
- 2) To understand the various provisions of the Companies Act pertaining to Cost Audit.
- 3) To understand the working of the Cost Auditor.

SUBJECT: COST AND MANAGEMENT AUDIT (SEM 6)

1. To study the various Cost Accounting Rules and Regulations.
2. To study the contents of Cost Audit Report.
3. To have an understanding of Management Audit.

SUBJECT: COST AND MANAGEMENT ACCOUNTING (MAJOR 1)

SEMESTER: V

PAPER: METHODS OF COSTING

Course Outcomes

1. To provide basic conceptual and working knowledge of various Methods of cost accounting.
2. To provide in-depth study of Methods of costing and its applicability.

SUBJECT: COST AND MANAGEMENT ACCOUNTING (MAJOR 1)

SEMESTER: VI

PAPER: INCOME TAX

COURSE OUTCOMES

1. To provide basic concepts, Principles and Provisions of Income tax Act, 1961.
2. To provide in-depth study of the relevant rules of Income tax Act, 1961.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT(PAPER I)

- 1) To motivate the students to be self-employed.
- 2) To give students the theoretical and practical knowledge on how to start an enterprise of their own.

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT (PAPER II)

- 1) To motivate the students to be self-employed.
- 2) To give students the theoretical and practical knowledge on how to start an enterprise of their own.
- 3) To familiarize the students about the various incentives and subsidies offered by Central and State government.

SUBJECT: HUMAN RESOURCE MANAGEMENT

- 1) To enable the students to understand and comprehend the vital issues of HRM in a dynamic environment.
- 2) To acquaint students with the important aspects of Human Resource Management.

SUBJECT: INDUSTRIAL MANAGEMENT

- 1) To enable the students to gain understanding of concepts and environment of Industrial Management
- 2) To acquaint students with the important aspects of Industrial Management

SUBJECT: RETAIL MANAGEMENT II

- 1) The students will understand the key decisions in retailing such as product, pricing and promotion decisions.
- 2) The students will be introduced to the customer decision making process and various aspects involved in servicing the retail consumer.
- 3) The course will also help them understand basic concepts in logistics management.

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT (PAPER I AND II)

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 1) To motivate the students to be self-employed.
- 2) To give students the theoretical and practical knowledge on how to start an enterprise of their own.
- 3) To familiarize the students about the various incentives and subsidies offered by Central and State government.

Subject: Cost and Management Accounting-Major 3

Paper: Cost and Management Audit

Semester V

- 1) The students will be able to understand the meaning of different types of audits such as efficiency audit, propriety audit, management audit and social audit.
- 2) The students will be able to differentiate between cost audit and financial audit.
- 3) The students will be able to understand the procedure for appointment of a cost auditor, the rights, duties, responsibilities and liabilities of a cost auditor.
- 4) The students will be able to gain insights into the cost audit planning procedure and the significance of maintaining different types of records such as audit programme, audit notes and working papers during the course of cost audit.
- 5) Students will be able to understand important sections in the Companies Act pertaining to cost audit such as qualification, disqualification of cost auditor, ceiling on number of cost audit etc.

Subject: Cost and Management Accounting-Major 3

Paper: Cost and Management Audit

Semester VI

- 1) The students will be able to understand the meaning and significance of internal control system in an organization.
- 2) The students will be able to differentiate between internal control, internal audit and internal check.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 3) The students will be familiarized with the cost accounting record rules and the benefits derived from maintain proper cost accounting records.
- 4) The students will be familiarized with the contents of cost audit report rules.
- 5) The students will understand the concept of management audit and how it is different from financial audit.
- 6) The students will understand the meaning of social cost benefit analysis. The students will also understand the procedure for conducting social audit and the difficulties encountered by auditor while conducting social audit.

SUBJECT: BUSINESS ENVIRONMENT I

- 1) To introduce the students to the different aspects and components of the business environment which can affect an enterprise.
- 2) To provide the students with the knowledge to analyse the socio-cultural, demographic, natural and technological factors in their business environment to enable feasible business decisions.
- 3) To introduce students to the political systems in the world and their impact on international business and trade.

SUBJECT BUSINESS ENVIRONMENT II

- 1) To introduce the students to the process of economic planning in India and various economic policies which affect businesses.
- 2) To make students aware about the business laws and regulations related to environment, consumers, and the general public.
- 3) To create awareness about the business environment in Goa and its industrial policies, associations, and business groups.

SUBJECT ACCOUNTING III

- 1) To equip students with practical knowledge of accounting in the areas of investments and underwriting.
- 2) Students will also be able to prepare statements and settle books of accounts in case of insolvency of sole and partnership businesses.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- 3) To enable students to prepare final accounts of hotels under sole proprietorship, partnership and joint stock companies.

Course Outcomes

Department: Commerce

Subject: Strategic Management-Major III

Class: T.Y.B.Com

DIV: C

Academic Year: 2017-18

Semester: V

- 1) To enable the student to understand strategic management elements, process, levels, advantages, limitations & the difference between operational management & strategic management.
- 2) To enable the student to understand the vision, mission, objectives & environmental analysis of the Micro & Macro environment.
- 3) To enable the student to understand the strategic analysis models like Five Forces, SWOT, Value Chain Analysis, BCG Matrix, Four Routes & Seven S Framework.
- 4) To enable the student to know the steps and approaches to strategic implementation, strategic control, Balanced Score Card.

Department: Commerce

Subject: Strategic Management-Major III

Class: T.Y.B.Com

DIV: C

Academic Year: 2017-18

Semester: VI

- 1) To enable the student to understand corporate level strategies like stability, growth, turnaround & combination strategies.
- 2) To enable the student to understand the business growth indicators & reasons & risk of growth.
- 3) To enable the student to understand the SBU level strategies like Generic Competitive strategic, offensive, defensive, First Mover Advantage & Outsourcing.
- 4) To enable the student to know the Globalization stages, factors favouring Globalization & obstacles & strategies of Globalization.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Department: Commerce

Subject: Entrepreneurship Development-I

Course Code:

Class: T.Y.B.Com

DIV: A

Academic Year: 2017-18

Semester: V

- 1) To enable the student to understand the concept, qualities, skills and functions of an entrepreneur.
- 2) To enable the student to associate the Origin, historical background, recent trend in Entrepreneurship and role of Entrepreneurship in economic development.
- 3) To enable the student to identify business opportunities and factors considered for environmental scanning, sources and steps involved and the need for market research techniques.
- 4) To enable the students to understand innovation in Entrepreneurship, principles, incubation centres and self-help groups.

Course Outcomes

Department: Commerce

Subject: Entrepreneurship Development-II

Course Code:

Class: T.Y.B.Com

DIV: A

Academic Year: 2017-18

Semester: VI

- 1) To enable the student to understand the steps in setting up of SSI and classification based on investment in Plant & Machinery.
- 2) To enable the student to understand the functional areas of management & the role of institutions supporting entrepreneurs.
- 3) To enable the student to understand the incentives and subsidies available to an entrepreneur and the symptoms causes, consequences and remedial measures of industrial sickness.
- 4) To enable the student to know the arguments for & against social responsibility of entrepreneur towards owners, employees, shareholders, customers, government suppliers, competitors, society and environment.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DEPARTMENT OF MATHEMATICS

By the end of this program in Mathematics and Statistics, a student will:

1. Be mathematically, statistically, and numerically literate. Students will appreciate the significance of mathematical and statistical thinking, training, and approach to problem solving, in a diverse variety of disciplines.
2. Have a broad background in the theories and methodologies of mathematics and Statistics and appreciation of how its various sub-disciplines are related. To develop the ability to use techniques from different areas, and an in-depth knowledge about topics chosen from those offered through the department.
3. To be able to independently conduct statistical surveys, to effectively collect data, to analyze the gathered data and to draw appropriate conclusions using suitable statistical techniques.
4. To be able to independently read mathematical and statistical literature of various types, including articles, online sources *etc.* and to become life-long learners of mathematics who are able to expand their mathematical expertise on their own.

COURSE OUTCOMES

Business Statistics I

1. Presentation and interpretation of data: To demonstrate the ability to manipulate and visualize data, to compute and interpret standard statistical summaries. To demonstrate competence in data management, analysis, summarization, and interpretation.
2. Summarization measures: To use summary statistics such as mean, median, mode, variance, standard deviation to describe important characteristics of the given dataset.
3. Index Numbers: To understand how index numbers describe the change in economic variables over time. To become familiar with the three principal types of indices: price indices, quantity indices and value indices. To learn how to calculate various kinds of index numbers and to avoid problems resulting from incorrect use of index numbers.
4. Time series: To use regression-based techniques to estimate and forecast the trend in a time series. To learn how to measure the cyclical component of a time series.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Business Statistics II

1. Correlation and Regression: To use regression analysis to estimate the relationship between two variables. To use the least-squares estimating equation to predict future values of dependent variables.
2. Probability: To understand the fundamental theory of probability and to derive the rules for calculating different types of probabilities. To introduce the probability distributions most commonly used in decision making.
3. Hypothesis testing: To learn the five-step process for testing hypothesis using statistical techniques. To learn how to use samples to decide whether a population possesses a particular characteristic. To determine how unlikely, it is that an observed sample could have come from a hypothesized population.

Commercial Arithmetic I

1. Mathematical logic: To understand the fundamentals of mathematical logic. To analyse natural language arguments by means of symbolic propositional logic. To identify contradictions, tautologies, and equivalent propositions by using truth tables.
2. Mathematical Progressions: To recognise arithmetic and geometric sequences in a variety of contexts. To derive the formulae for computing the n^{th} term: T_n and sum of n terms: S_n for arithmetic and geometric sequences and to apply these formulae to various problems in business and finance.
3. Mathematics of finance: To use the principles of compound interest to solve relevant problems in financial applications, for example, those involving annuities, loans, EMI, and investment decisions.
4. Determinants and matrices: To perform the matrix operations such as addition, multiplication and transposition and express a system of simultaneous linear equations in matrix form. To learn how to solve systems of linear equations using Cramer's rule.

Commercial Arithmetic II

1. Coordinate geometry: To understand the cartesian coordinate system. To study several properties of lines in the Cartesian plane such as linear distances, the section formula,

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

slopes *etc.* To analyze the regions in the cartesian plane represented by systems of linear inequalities. Linear programming: To solve the linear programming problem using graphical method and to apply these techniques to solve various real-world optimization problems.

2. Calculus: To compute limits, derivatives, definite and indefinite integrals of algebraic, logarithmic and exponential functions. To study economic applications of calculus, such calculation of the elasticity of demand and supply, consumer's and producer's surplus etc.
3. Ratio and proportion: To demonstrate the use percentages, ratios, and proportions for business applications such as discounts, markups, and markdowns, and be able to differentiate which mathematical methods should be used for different problems.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

BACHELOR OF ARTS

PROGRAMME OUTCOME

The Bachelor of Arts Programme of the Institution is recognised by Goa University and follows the syllabus and guidelines prescribed therein. The students are offered an array of subjects to choose from like, English, History, Psychology, Konkani, Economics, Sociology. These subjects offer several meaningful learning experiences and opportunities inside and outside the classroom. The course also incorporates a variety of modes of teaching and learning which hones the skills of the students while preparing them for modern day professional challenges and also supplements their leadership skills. At the end of the programme the graduates will acquire

Cognitive Skills

- Appreciate and discern the evolution and growth of different cultures, civilisations, languages
- Develop social, political, economic, historic, psychological, historic consciousness
- Acquire advanced reading, writing, speaking and overall language skills in the languages offered

Employability

- Students will have the skills to be employed in varied fields including government and non-government organisations
- They will also be able to appear for and clear competitive examinations

Values

- Students will be able to appreciate and value the cultural diversity of the country and the world at large
- They will develop values of honesty, integrity, love, compassion, understanding, team work and team spirit
- Students will appreciate values of the contemporary world and hold an informed opinion about them

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Cognitive Skills

- Appreciate and discern the evolution and growth of different cultures, civilisations, languages
- Develop social, political, economic, historic, psychological, historic consciousness
- Acquire advanced reading, writing, speaking and overall language skills in the languages offered

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- They will also be able to appear for and clear competitive examinations

Values

- Students will be able to appreciate and value the cultural diversity of the country and the world at large
- They will develop values of honesty, integrity, love, compassion, understanding, team work and team spirit
- Students will appreciate values of the contemporary world and hold an informed opinion about them

PROGRAMME SPECIFIC OUTCOMES

DEPARTMENT OF GEPGRAPHY

Geography – the study of the Earth and its lands, features, inhabitants, and phenomena. The Department of Geography has been providing rich resources, books and has been using technology to provide matter to the students. The department adopted the new UGC restructured curriculum

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

in the academic year 2007-08 in a phased manner. The students of the department offering different papers at the FYBA, BCom, BCA and SYBA.

Vision:

A society with environmentally conscious youth

Mission:

To create awareness of the environmental problems and equip the students with the necessary skills to protect nature.

Objectives:

- To create awareness about nature and its resources.
- To conscientize the students about the various environmental problems.
- To create an awareness that man is a part and parcel of nature and degradation of the same will never be beneficial to man in the long run.
- To motivate the students, to adopt various measures to protect the earth.

COURSE OUTCOME

CBCS

Foundation Course (FC): 01 (A) - Fundamentals of Ecology

Course Outcomes: The students will be able to understand the basic aspects of the ecological system around their habitat and also learn the basic skills to protect the ecology and the environment which are essential for promoting sustainable development.

Foundation Course (FC): 01 (B) - Spatial and Functional Aspects of Ecology

Course Outcomes: The student will be able to comprehend the functionality of the ecological systems and learn to apply the acquired knowledge /skills to conserve ecosystems for the benefit of posterity.

Foundation Course (FC) 1: Current Affairs- India

Course Outcomes: The course intends to enhance the students grasp of current affairs relating to major local and national affairs. The focus will be as much on factual knowledge as it will be on analytical understanding.

Foundation Course (FC) 2: Current Affairs- World

Course Outcomes: The course intends to enhance the students grasp relating to major regional and international affairs. The focus will be as much on factual knowledge as it will be on analytical understanding.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

F.Y.B.A. (Semester I)

Generic Elective Course: Resource Geography of Goa

Course Outcomes: At the end of this course, the students will be able to appreciate the physical, economic and cultural resources available in the State of Goa and thereby, comprehend the prospects and problems of Goa.

F.Y.B.A. (Semester II)

Generic Elective Course: Geography of Resource Utilization in Goa

Course Outcomes: At the end of this course, the students will be able to comprehend the prevailing pattern of resource utilization in Goa and also understand the benefits and problems encountered during the process of resource utilization in the State.

F.Y.B.A. (Semester I)

Generic Elective Course: Fundamentals of Ecology

Course Outcomes: The students will be able to understand the basic aspects of the ecological system around their habitat and also learn the basic skills to protect the ecology and the environment which are essential for promoting sustainable development.

F.Y.B.A. (Semester II)

Generic Elective Course: Spatial and Functional Aspects of Ecology

Course Outcomes: The student will be able to comprehend the functionality of the ecological systems and learn to apply the acquired knowledge /skills to conserve ecosystems for the benefit of posterity.

F.Y.B.A. /F.Y.B.COM (Semester I & II)

AECC-Environmental Studies

Course Outcomes: After the completion of this course, the students will be able to understand and gain knowledge about the environment and the related problems and disseminate the knowledge gained amongst the public for conservation of the nature.

F.Y.B.COM (Semester I)

Generic Elective Course: Economic Geography

Course Outcomes: On completion of this course, the students will be able to understand the spatial distribution of resources on earth and the importance of Economic Geography in analysing the functioning of the economies of the different countries in the world.

FYBCOM (Semester II)

Generic Elective Course: Geography of Economic and Commercial Activities

Course Outcomes: After the completion of this course, the students will understand the spatio-temporal changes in the development of economic and commercial activities at local, regional and international level.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

S.Y.B.A. (Semester III)

Generic Elective Course: Fundamentals of Population Geography

Course Outcomes: Upon successful completion of this course, the students will have the knowledge and skills to explain the demographic changes in the world and their major determinants.

S.Y.B.A. (Semester IV)

Generic Elective Course: Application of Population Geography

Course Outcomes: At the end of this Generic course, the students will be able to evaluate and apply demographic concepts to understand the contemporary socio-economic issues and current affairs.

S.Y.B.A. (Semester III)

Skill Enhancement Course: Travel and Tourism Operation in Geography

Course Outcomes: At the end of this course, the students will be able to contextualize tourism with broader cultural, environmental, political and economic dimensions of society.

S.Y.B.A. (Semester IV)

Skill Enhancement Course: Applied Travel and Tourism Operation in Geography

Course Outcomes: Upon successful completion of this course, the students should be able to demonstrate their ability to perform basic and supervisory level job functions in the travel and tourism industry.

BEFORE CBCS

S.Y.B.A. (Semester III)

Foundation Course (FC): 01 (A) - Fundamentals of Ecology

Course Outcomes: The students will be able to understand the basic aspects of the ecological system around their habitat and also learn the basic skills to protect the ecology and the environment which are essential for promoting sustainable development.

S.Y.B.A. (Semester IV)

Foundation Course (FC): 01 (B) - Spatial and Functional Aspects of Ecology

Course Outcomes: The student will be able to comprehend the functionality of the ecological systems and learn to apply the acquired knowledge /skills to conserve ecosystems for the benefit of posterity.

S.Y.B.A. (Semester III)

Foundation Course (FC) 1: Current Affairs- India

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Outcomes: The course intends to enhance the students grasp of current affairs relating to major local and national affairs. The focus will be as much on factual knowledge as it will be on analytical understanding.

S.Y.B.A. (Semester III)

Foundation Course (FC) 2: Current Affairs- World

Course Outcomes: The course intends to enhance the students grasp relating to major regional and international affairs. The focus will be as much on factual knowledge as it will be on analytical understanding.

DEPARTMENT OF INFORMATION TECHNOLOGY

PROGRAM SPECIFIC OUTCOMES

The world spins on IT today! The Department of IT is here to spread the passion of Information Technology. We have been providing the experienced faculty and best of resources along with high end systems to the students. The Department has been delivering IT academic programmes relevant to the changing needs of graduates in an information society.

Vision :

A society capable of embracing new technologies and equipped with life skills critical to success.

Mission :

To facilitate change in the learning environment by providing technology that is functional and appropriate through effective communication and maintenance of technology standards.

Objectives :

1. To understand the role of Information Technology in the present social and economic scenario.
2. To create an advanced technology- rich environment, and driving fundamental changes in classroom instruction
3. Implement new ideas in problem solving utilizing new technologies.\

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

COURSE OUTCOME

Semester I Papers : GE paper for F.Y.Com - Computer Applications I,

GE paper for F.Y.BA - Computer Fundamentals and Emerging Technologies,

Course Objectives:

To provide an understanding of Fundamental Technology Concepts and Emerging Technologies in the field of computers. Includes practical skills in data capture, text editing with report formatting, effective presentation tools, efficient search techniques and online collaboration tools.

Learning Outcomes:

- Learn and employ future technologies through acquired foundational skills.
- Develop problem solving and decision-making skills through the use of appropriate technology.

Semester II Papers: GE paper for F.Y.Com - Computer Applications II,

GE paper for F.Y.B.A - Cyber Space and Cyber Security

Course Objectives:

To introduce computer networking concepts, e-commerce technology and business applications; understand principles of cyber security, online threats and cyber laws and prepare students to adopt safe practices.

Learning Outcomes:

- Develop a good understanding and appreciation of the fundamentals of cyber security concepts.
- Learn to protect personal and work related data.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DEPARTMENT OF HISTORY

PROGRAM SPECIFIC OUTCOME

For centuries, man has been fighting wars, conquering lands, making and breaking governments, starting revolutions. The Department of History digs deeper into our past.

The Department has two lecturers who have been appointed as per University rules. The Syllabus of the department were changed in the year 2007 as per the new revised UGC syllabus. The lecturers use laptops, LCD projectors for teaching and are competent in computer teaching and learning.

Vision :

Young People who will use the knowledge of History in order to derive positive lessons for future progression.

Mission :

To enable the student community to view present events in the light of past politics.

Objective:

- To make learning of History more interesting
- To inculcate a love for the subject.
- Preservation of our heritage for future reference

At the end of the programme the students will

- Develop practical skills which will be helpful in the study and understanding of historical events.
- Develop interest in the study of history and activities relating to it.
- Produce written work that incorporates historiography and the theory that goes along with it.
- Demonstrate a superior quality in terms of writing about history as well as develop an effective argument in their area of expertise.
- Develop an ability to critically assess historical events as well as make a historical analysis about events past and present.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- Gain an insight into current methodologies, theories and concepts in use in History.
- Gain an awareness of recent and contemporary happenings in the field of politics, environment, women's movements etc.

Understand the most important concept that humankind as a whole has a rich History that needs to be investigated, documented and presented in a concise chronological manner

COURSE OUTCOME

BEFORE CBCS

Title of the Course: History of Ecology and Environment Goa

Objectives:

This course is designed to prepare the students for careers as future leaders in understanding and addressing environmental issues plaguing the beautiful state of Goa.

Learning outcomes

By the end of the course the students will be able to

- Understand the role of ecology in the key concept of environment protection.
- Appreciate the historical context of environmental issues with regard to Goa
- Reflect critically about the various environmental issues and movements and the role of individuals in them.

Title of the Course: History of Modern Europe(1815-1945)

Objectives:

This course is designed to introduce to the students the important aspects and developments in Modern Europe post Napoleonic Era and extending up to the second World War

Learning outcomes

By the end of the course the students will be able to

- Understand the phase of transition in European History from the post- Napoleonic era to World War II
- Comprehend aspects of European Diplomacy leading up to the World Wars in the 20th Century

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- Assess the evolution of international peace-making organisations and their attempts at conflict resolution

Title of the Course: Indian National Movement Upto 1905

Objectives:

This course is designed to enlighten the students about the struggle against colonialism and the role of various factors in the attainment of India's Independence.

Learning outcomes

By the end of the course the students will be able to

- Learn about the events which shaped and moulded Indian history
- Comprehend the ideology of nationalism from a historiographical perspective
- Inculcate a feeling of solidarity and national pride.

History of Mughals

- Assess the role of the Mughal rulers in India.
- Understand the legacy of the Mughal empire

History of Marathas

- Explain the significance of the Maratha empire
- Understand the regional politics in India.

History of India(from earliest times to 1526)

- Explain the various aspects of Indian history
- Understand the impact of external influences on Indian history.

History of India's Freedom Struggle

- Understand various aspects of British colonialism

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- Analyze events leading to India's Independence
- Assimilate events in the History of India's Freedom Struggle

History of Human Civilization

- Acquire in depth knowledge of the evolution of man from prehistoric to historic period
- Assimilate events in human history

Title of the Course: Towards Freedom (1905-1947)

Objectives:

This course is designed to enlighten the students about the struggle for freedom and the role of various factors and individuals in the attainment of India's Independence.

Learning outcomes

By the end of the course the students will be able to

- Focus on the core ideas of Indian history
- Understand how the quest for freedom is interwoven with nation building
- Comprehend the vast and divergent roles played by the freedom fighters in the attainment of freedom.

Title of the Course: World Revolutions

Objectives:

This course is designed to introduce to the students the decisive wars that shaped the History of Man.

Learning outcomes

By the end of the course the students will be able to

- Learn about the decisive events of World History
- Comprehend factors which shaped the revolutionary changes in the world
- Explore path breaking outcomes of World Revolutions

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

AFTER CBCS

Course Code: HSD 103

Title of the Course: Ancient Civilisations: Mesopotamia, Egypt, Greece and Rome

Objectives:

This course is designed to introduce to the students the main ideas of the founding of the Early Civilisations that shaped the course of History and the World

Learning outcomes

By the end of the course the students will be able to

- Understand development of the early Human Civilisations
- Understand the salient aspects of the history of various civilisations
- Appreciate the progress of Science Literature Art Architecture and Script of the Ancient World

Course Code: HSD 103

Title of the Course: Ancient Civilisations: Mesopotamia, Egypt, Greece and Rome

Objectives:

This course is designed to introduce to the students the main ideas of the founding of the Early Civilisations that shaped the course of History and the World

Learning outcomes

By the end of the course the students will be able to

- Understand development of the early Human Civilisations
- Understand the salient aspects of the history of various civilisations
- Appreciate the progress of Science Literature Art Architecture and Script of the Ancient World

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSD 105

Title of the Course: Contemporary World

Objectives:

This course is designed to introduce to the students the important developments in politics and history in a contemporary world set up

Learning outcomes

By the end of the course the students will be able to

- Understand regional history and its connection to mainstream developments in India
- Appreciate historiography related to the Contemporary World
- Learn the traits of leadership and selfless devotion discernible from Contemporary World heroes

Course Code: HSD 105

Title of the Course: Contemporary World

Objectives:

This course is designed to introduce to the students the important developments in politics and history in a contemporary world set up

Learning outcomes

By the end of the course the students will be able to

- Understand regional history and its connection to mainstream developments in India
- Appreciate historiography related to the Contemporary World
- Learn the traits of leadership and selfless devotion discernible from Contemporary World heroes

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSD 105

Title of the Course: Contemporary World

Objectives:

This course is designed to introduce to the students the important developments in politics and history in a contemporary world set up

Learning outcomes

By the end of the course the students will be able to

- Understand regional history and its connection to mainstream developments in India
- Appreciate historiography related to the Contemporary World
- Learn the traits of leadership and selfless devotion discernible from Contemporary World heroes

Course Code: HSS 103

Title of the Course: Feature Writing in History

Objectives:

This course is designed to introduce to the students the core aspects of Feature Writing

Learning outcomes

By the end of the course the students will be able to

- Write features
- Explore and pursue career in feature writing

Course Code: HSC 101

Title of the Course: History of Goa From Earliest Times Up To 1961

Objectives:

Rosary College of Commerce & Arts

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This course is designed to give the students an insight into the various aspects of the history of Goa as it evolved from Ancient times up to the year 1961.

Learning outcomes

By the end of the course the students will be able to

- Understand the rich legacy and cultural richness of the history and heritage of Goa
- Discuss the process of the establishment of the Portuguese colonial rule in Goa
- Evaluate the discriminatory aspects of Portuguese colonialism and its impact on Goa
- Delineate the local resistance to the Portuguese rule and the final liberation of Goa

Course Code: HSC 101

Title of the Course: History of Goa From Earliest Times Up To 1961

Objectives:

This course is designed to give the students an insight into the various aspects of the history of Goa as it evolved from Ancient times up to the year 1961.

Learning outcomes

By the end of the course the students will be able to

- Understand the rich legacy and cultural richness of the history and heritage of Goa
- Discuss the process of the establishment of the Portuguese colonial rule in Goa
- Evaluate the discriminatory aspects of Portuguese colonialism and its impact on Goa
- Delineate the local resistance to the Portuguese rule and the final liberation of Goa

Course Code: HSG 103

Title of the Course: History of Human Civilisation

Objectives:

Rosary College of Commerce & Arts

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This course is designed to introduce to the students the developments in the Human Civilisation that shaped the course of History and the World

Learning outcomes

By the end of the course the students will be able to

- Understand development of the early Human Civilisations
- Appreciate the progress of geographical explorations and Scientific Discoveries
- Understand the challenges of the Modern Age

Course Code: HSC 102

Title of the Course: History of India From Earliest Times Up to 8th Century

Objectives:

This course is designed to introduce to the students to the various aspects of Ancient Indian History through the study of sources available for the period

Learning outcomes

By the end of the course the students will be able to

- Explain and analyse key historical events or processes in the period under study
- Critically evaluate the rule of the various important dynasties and their rulers in the period of study
- Distinguish between the primary and secondary sources and understand how each are used in historical arguments

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSC 102

Title of the Course: History of India From Earliest Times Up to 8th Century

Objectives:

This course is designed to introduce to the students to the various aspects of Ancient Indian History through the study of sources available for the period

Learning outcomes

By the end of the course the students will be able to

- Explain and analyse key historical events or processes in the period under study
- Critically evaluate the rule of the various important dynasties and their rulers in the period of study
- Distinguish between the primary and secondary sources and understand how each are used in historical arguments

Course Code: HSC 106

Title of the Course: History of Marathas(1630-1818)

Objectives:

This course is designed to create awareness of the regional history of Maharashtra and the various events which culminate in the formation of this state.

Learning outcomes

By the end of the course the students will be able to

- Learn the contributions of Maratha leaders in the formation of the Indian nation
- Comprehend factors which led to the rise of Maratha Swarajya
- Analyse Maratha historiography through the indigenous and foreign writings

Rosary College of Commerce & Arts

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Course Code: HSC 103

Title of the Course: History of Medieval India (9th to 18th Centuries)

Objectives:

This course is designed to introduce to the students an understanding of the forces that have contributed towards social, economic, cultural and political developments in Medieval India

Learning outcomes

By the end of the course the students will be able to

- Understand economic, social political and cultural developments in Medieval India
- Develop an understanding of achievements of the major rulers of the period
- Appreciate the progress of Literature, Art and Architecture in the Medieval India
- Delineate the development of trade and urban complexes during this period

Course Code: HSD 104

Title of the Course: History of Modern China (1839-1976)

Objectives:

This course is designed to introduce to the students the different aspects of the History of Modern China

Learning outcomes

By the end of the course the students will be able to

- Understand political conditions in 19th Century China
- Analyse the reasons for the rise of Nationalism and Communism in China
- Acquire Knowledge of the transformation of China as a communist nation

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSD 104

Title of the Course: History of Modern China (1839-1976)

Objectives:

This course is designed to introduce to the students the different aspects of the History of Modern China

Learning outcomes

By the end of the course the students will be able to

- Understand political conditions in 19th Century China
- Analyse the reasons for the rise of Nationalism and Communism in China
- Acquire Knowledge of the transformation of China as a communist nation

Course Code: HSC 110

Title of the Course: History of Modern Europe(1815-1945)

Objectives:

This course is designed to introduce to the students the important aspects and developments in Modern Europe post Napoleonic Era and extending up to the second World War

Learning outcomes

By the end of the course the students will be able to

- Understand the phase of transition in European History from the post- Napoleonic era to World War II
- Comprehend aspects of European Diplomacy leading up to the World Wars in the 20th Century
- Assess the evolution of international peacemaking organisations and their attempts at conflict resolution

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSC 110

Title of the Course: History of Modern Europe(1815-1945)

Objectives:

This course is designed to introduce to the students the important aspects and developments in Modern Europe post Napoleonic Era and extending up to the second World War

Learning outcomes

By the end of the course the students will be able to

- Understand the phase of transition in European History from the post- Napoleonic era to World War II
- Comprehend aspects of European Diplomacy leading up to the World Wars in the 20th Century
- Assess the evolution of international peacemaking organisations and their attempts at conflict resolution

Course Code: HSD 107

Title of the Course: History of U.S.A.

Objectives:

This course is designed to create a deeper understanding of the various perspectives on the history of USA and to the role of USA in international politics

Learning outcomes

By the end of the course the students will be able to

- Learn about the events that moulded the history of USA
- Comprehend factors that led to the emergence of USA as a global power
- Analyse the diplomacy of USA and her involvement in major world events

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSD 107

Title of the Course: History of U.S.A.

Objectives:

This course is designed to create a deeper understanding of the various perspectives on the history of USA and to the role of USA in international politics

Learning outcomes

By the end of the course the students will be able to

- Learn about the events that moulded the history of USA
- Comprehend factors that led to the emergence of USA as a global power
- Analyse the diplomacy of USA and her involvement in major world events

Course Code: HSC 109

Title of the Course: History of Women's Movements

Objectives:

This course is designed to create an awareness of the various issues pertaining to the emancipation of women in the West and also in India.

Learning outcomes

By the end of the course the students will be able to

- Learn about the genesis of the women's movement
- Comprehend factors that led to feminist movement
- Evaluate the legislations and writings of the feminist movement

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSC 108

Title of the Course: India Since Independence (1947-2000)

Objectives:

This course is designed to introduce to the students the important developments in politics and history in India since the dawn of independence

Learning outcomes

By the end of the course the students will be able to

- Study the building of Independent India with regard to its domestic policy
- Understand India's Foreign Policy vis-à-vis NAM and the wars that were fought post - independence
- Learn the challenges faced by India in the late 20th Century and beyond

Course Code: HSC 108

Title of the Course: India Since Independence(1947-2000)

Objectives:

This course is designed to introduce to the students the important developments in politics and history in India since the dawn of independence

Learning outcomes

By the end of the course the students will be able to

- Study the building of Independent India with regard to its domestic policy
- Understand India's Foreign Policy vis-à-vis NAM and the wars that were fought post - independence
- Learn the challenges faced by India in the late 20th Century and beyond

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSG 102

Title of the Course: Indian Culture and Heritage

Objectives:

This course is designed to introduce to the students the composite nature Indian Culture and Heritage

Learning outcomes

By the end of the course the students will be able to

- Appreciate the Indian Culture and Heritage
- Understand developments in spiritual and Reform Movements, Literary works, Art and Architecture and Education

Course Code: HSC 105

Title of the Course: Indian National Movement (1857-1947)

Objectives:

This course is designed to enlighten the students about the struggle against colonialism and the role of various factors in the attainment of India's Independence.

Learning outcomes

By the end of the course the students will be able to

- Learn about the events which shaped and moulded Indian history
- Comprehend the ideology of nationalism from a historiographical perspective
- Inculcate a feeling of solidarity and national pride.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Course Code: HSC 107

Title of the Course: World Revolutions

Objectives:

This course is designed to introduce to the students the decisive wars that shaped the History of Man.

Learning outcomes

By the end of the course the students will be able to

- Learn about the decisive events of World History
- Comprehend factors which shaped the revolutionary changes in the world
- Explore path breaking outcomes of World Revolutions

Course Code: HSC 107

Title of the Course: World Revolutions

Objectives:

This course is designed to introduce to the students the decisive wars that shaped the History of Man.

Learning outcomes

By the end of the course the students will be able to

- Learn about the decisive events of World History
- Comprehend factors which shaped the revolutionary changes in the world
- Explore path breaking outcomes of World Revolutions

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DEPARTMENT OF SOCIOLOGY

PROGRAMME SPECIFIC OUTCOME

Sociology is the study of Society.

The study of human social behavior, especially the study of the origins, organization, institutions, and development of human society. The Department has been providing resources in the form of books, experienced faculty, etc.

VISION :

A society of thinkers, innovators and leaders who will contribute towards the making of a more just and humane world by equipping our students with a holistic academic foundation and providing them an insight into the critical intellectual tradition in sociology.

MISSION :

To make available an education of quality and relevance to all, that frees person from social conditioning like caste, class, gender, and other prejudices and contribute to nation building to evolve a New Inclusive Society.

OBJECTIVES :

- **To Impart a high quality education, supported by research and focused on the needs of the community**
- **To inculcate in students life giving values of love, tolerance, understanding and service to community.**
- **Cultivate in students a multicultural outlook and create in them an awareness of the diversity and intellectual pluralism in the world today.**
- **To foster among students critical communication skills that will enable them to compete in the employment market.**

COURSE OUTCOME

BEFORE CBCS

SYBA Sociology (Major) – Social Institutions in India

Course Objectives:

1. To familiarize students with the social structure of Indian society.
2. To Familiarize the students with the Goan society.

Course Outcome:

CO 1: The students will understand the composition of Indian society.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CO 2: The students will be familiar to the structure of Goan society.

SYBA Sociology (Major) – Social Processes and Change

Course Objectives:

1. To familiarize the students to the processes of change.
2. To understand the social movements in India.

Course Outcome:

CO 1: The students will be able to critically analyse the processes of change.

CO 2: The students will be able to assess the peasant, tribal, environmental and women's movements

TYBA Sociology (Major) – 'History of Sociology- I'

Course Objectives:

3. To familiarize students with the social, political, economic and intellectual context for the emergence of Sociology.
4. To introduce the students to the major ideas of Comte, Spencer and Durkheim.

Course Outcome:

CO 1: The students will understand and critically analyse the background for the development of Sociology as a discipline.

CO 2: The students will be familiar with the major ideas of Comte, Spencer and Durkheim.

TYBA Sociology (Major) – 'Social Concerns in Contemporary India- I'

Course Objectives:

1. To make students understand the meaning and nature of social problems.
2. To sensitize students to some of the problems faced by people in contemporary India.

Course Outcome:

CO 1: The students will be able to define social problems.

CO 2: The students will be able to critically analyse the causes of social problems.

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TYBA Sociology (Major) – ‘Women and Society in India- 1’

Course Objectives:

1. To sensitize students to various concepts and feminist theories in women’s studies.
2. To study and critically analyze status of women in India.

Course Outcomes:

CO 1: Students will learn the basic concepts in women’s studies and feminist theories which will help them to make sense, analyze the various issues faced by both women and men.

CO 2: Students will study and critically analyze the status of women from ancient to modern times in India.

TYBA Sociology (Major) – ‘History of Sociology- II’

Course Objectives:

1. To gain an understanding of major ideas of Max Weber, Karl Marx and Vilfredo Pareto
2. To introduce the students to the major schools of Sociological theory and some current trends.

Course Outcome:

CO 1: The students will be familiar with the major ideas of Max Weber, Karl Marx and Vilfredo Pareto.

CO 2: The students will be able to analyse and distinguish between the major schools of Sociological theory.

TYBA Sociology (Major) – ‘Social Concerns in Contemporary India- II’

Course Objectives:

1. To make students understand the meaning and nature of social problems.
2. To sensitize students to some of the problems faced by people in contemporary India.

Course Outcome:

CO 1: The students will be able to assess the substance abuse problem in India.

CO 2: The students will be sensitized to various problems of the marginalized sections of the society.

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CO 3: The students will be able to understand and critically analyse the causes of corruption, communalism, and terrorism.

TYBA Sociology (Major) – ‘Women and Society in India- 2’

Course Objectives:

1. To Sensitize the students about the various issues and problems faced by women in India.
2. To bring awareness of various measures to curb the atrocities against women and to uplift the position of women in India.

Course Outcome:

CO 1: Students will be sensitized to various inequalities faced by the women and will be able to critically analyze its socio-cultural context.

CO 2: Students will be aware of the Constitutional remedies or recourse available to women.

CO 3: Students will be able to critically analyze and assess the impact of various factors like health, education, mass media and tourism on women.

Course Code: SOC 105 - Title of the Course: Foundations of Sociological Thought

Objectives:

This course is designed to introduce to the students the main ideas of the founding fathers of sociology and their contribution

Learning outcomes

Understanding of Thinkers and their theories and the macro perspectives in Sociology contributions.

Paper code: SOD 101 Title of the Paper: Indian society: Issues and Concerns

Learning Outcomes of the Paper

This paper intended to introduce students to current challenges in India. This paper will enable them to think critically on social issues.

At the end of this course students will able to :

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

1. Acquaint with the theoretical perspectives on social problems.
2. Understand the various major social issues in India.
3. Explain its causes and consequences.
4. Analyse the interconnection between the social structure and the social problems.
5. Critically evaluate policies or a actions formulated to tackle the social issues
6. Know the current Challenges faced by Indian society.
7. Create interest in finding information on various social issues.

SOC 101: Introduction to Sociology – I

Objective

This introductory paper is an attempt at 1) acquainting the students with the sociological perspective.

Learning outcome: Students even without any prior exposure to sociology will develop an interest in the subject.

Paper code: SOD 102 Title of the Paper: Rural Society in India

Class: TYBA

Learning Outcomes of the Paper

The course will help the students understand how the rural life functions in India and it will also acquaint the student with the various aspect of rural society in India.

This course specifically aims:

1. To understand the nature and types of rural society
2. To examine the village structure
3. To know the Land reforms in independent India
4. To evaluate the various peasant movements
5. To analyze the current developmental programs
6. To access the challenges faced in rural development

Rosary College of Commerce & Arts

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Course Code: SOC 107 - Title of the Course: Social Research Methods

Learning outcomes:

Students will be able to independently carry out minor research projects or become a research assistant. Social Research Methods

Objectives

To make students familiar with the process of research in social sciences and provide them with an orientation to the research procedure.

- Study of research methods as a means of understanding social reality and identify relevant tools and techniques used in studying social phenomena.
- To guide students to work on research projects.

Paper code: SOC 103 Title of the Paper: Society in India

Class: SYBA

Learning Outcomes of the Paper

This course will familiarise the students with the formation of India social fabric. The Students will also understand the various social systems existing in India.

This course specifically aims:

1. To acquaint the students with the history of formation of social fabric in India
2. To analyze the impact of Islam and Christianity on India
3. To introduce the students to the social institutions functioning in Indian society
4. To familiarize the students with the various social process of change
5. To accustom the students with the various social movements

Paper code: SOC 106 Title of the Paper: Sociology of Gender

Class: TYBA

Learning Outcomes of the Paper

This course will acquaint the students with gender dynamics and it will also help the student analyze the position of women in Indian society.

This course specifically aims:

1. To understand the basis difference between sex and gender

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Navelim, Salcete - Goa

2. To analyze the various theories of gender roles
3. To access the status of women in ancient india and medieval india
4. To evaluate the status of women during colonial period and post-independence period
5. To access the condition of women from demographic perspective
6. To examine the gender inequality faced by women in India

Paper code: SOD 103 Title of the Paper: Sociology of Migration

Learning Outcomes of the Paper

This course introduces students to the basic concepts of the migration. It also intends to familiarise students with the process of migration and it's impact on society.

At the end of this course students will able to :

1. Acquaint with the theoretical perspectives on Migration.
2. Know the significance of Migration as an area of study
3. Understand the causes and types of Migration
4. Explain its impacts on development.
5. Analyze the problems/issues pertaining to migration.
6. Create interest in doing research on concept of migration.
7. Critically evaluate the global interconnections and inequalities that shape migration and migration-related policies.

Rosary College of Commerce & Arts

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DEPARTMENT OF ECONOMICS

PROGRAMME SPECIFIC OUTCOMES

“The Science of Economics is made for the benefit and development of the world.”

From an economy on the brink of disaster in the mid-sixties to an economy with great potential, India has come a long way. The Department of Economics has been providing the best of resources for an ever increasing need of trained manpower in the industry.

The department has been providing an adequate number of books / Journals in the library. The lecturers use LCD projectors for teaching. Notes and other Subject content are provided to students via the Intranet. The lecturers are competent in computer teaching and learning. The lecturers are involved in academic counselling of students. The students are encouraged to voice their difficulties at a personal and academic level to the lecturers.

Vision

A community of young men and women with intellectual capacities to challenge existing and new economic problems with innovative and humane solution.

Mission

To promote mastery of knowledge, understanding and application of Economics.

Objectives

- To bridge the gap between Economic theory and reality.
- To inspire students to pursue higher studies in Economics.
- To promote the acquisition of competencies and skills necessary for career success.

The Principle outcomes of the BA Economics programme are:

1. Economic graduates are familiar with the knowledge and application of microeconomics and macroeconomics for the formulation of policies and planning.
2. Students will learn to apply economic theories and concepts to contemporary economic issues, as well as analysis of policies.
3. Students will be able to understand the impact of government policies and will be able to assess the consequences of the policies on the parties involved.
4. The student also builds a sound base for various post graduate courses in Economics and related fields.

COURSE OUTCOMES

Rosary College of Commerce & Arts

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BEFORE CBCS

Issues of the Indian Economy

1. Students will come to know the current status of the Indian Economy, with respect to various macroeconomic variables like unemployment, inflation, literacy rate etc.
2. Students will understand the issues concerning the three main sectors of the Indian Economy that is Agricultural sector, Industrial sector and service sector.
3. Students will understand the importance of the agricultural sector, industrial sector and the service sector to the Indian Economy.

Paper: Indian Financial and fiscal System

- On completion of the course students would be able to:
- Explain the broad features of Indian financial System with its structure and components.
- Understand the Monetary Policy and its instruments to control credit in the country.
- Effectively narrate the kinds and components of money with its regulatory system, be aware of the functions, objectives and limitations of commercial banks.
- Identify the existence and development of non-banking financial institutions, know the important role of Mutual funds, LIC, investment companies etc., utilize and effectively participate in the development process.
- Understand the conditions of financial markets and its impact in the economy.
- Demonstrate the role and significance of foreign exchange rate and its markets with its impact on various sectors in the economy.
- Understand the sources of finance both public and private
- Demonstrate the role of government to correct market failures and possible advantage of public financing.
- Understand the possible burden, benefits and distribution of various types of taxes among various classes of people, know the general trend and impact on general welfare and arouse them to suggest good and bad tax system.
- Attain the advantages and knowledge of public investments and other government expenditures. Understand the causes of growing public expenditures for various programmes and policies within and outside the country.
- Understand the needs of public borrowing from all possible sources to meet necessary public investment/expenditures. Also be alerted to find sources for repayment.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- Deliver effectively the preparation of budget and how they are passed in the house.
Understand the changes in size and flexibility of state and central budget along with the role played by Finance

Economics of Resources

At the end of the course students will able to:

- Understand the concepts and issues in the realm of environmental economics and sustainable development.
- Identify the uses and the importance of economics of resources against the background of growing global environmental concerns over the future world economy due to depletion of natural resources.
- Relate Human Resource Development and its significance to the management of environmental resources required for business.

CBCS

Microeconomics – II (DSC 2)

STUDENT LEARNING OUTCOMES

After completion of the course the students will be able to:

1. Gain knowledge of the basic theoretical framework underlying market structures.
2. To understand the mechanism of optimum decision making by a firm.

MACRO ECONOMICS – II (DSC4)

STUDENT LEARNING OUTCOMES

After completion of the course the students will be able to:

1. To understand the functioning of economy at the macro level.
2. To understand how the economy is regulated through monetary and fiscal policies.
3. To study the important indicators of the economy and their significance.
4. Analyze different phases of trade cycle, demonstrate various trade cycle theories and understand the impact of cyclical fluctuation on the growth of business.

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5. Illustrate the meaning of inflation, deflation and stagflation, identify different kinds of inflation, causes and effects of inflation on different sectors of the economy and describe different measures to control inflation.

Demography and Population studies-II -ECG 104

STUDENT LEARNING OUTCOMES

At the end of the course students will able to:

- Identify the various concepts concerning population of India.
- Describe the population problems and various measures to tackle it.
- Interpret how the changes in population determinants affect economic development in India.

MANAGERIAL ECONOMICS (CC 7)

STUDENT LEARNING OUTCOMES

1. Students will learn the types of Pricing methods and their application based on objectives of the firm and several circumstances
2. Students will understand the meaning and types of profits, concept and calculation of break-even point and its uses in managerial decision making .
3. Students will be able to comprehend several methods of capital project evaluation such as Net Present value, Internal Rate of Return etc. adopted by the firms in real life.
4. Students will develop an understanding of the risks involved in business decision making, sources of risk, analysis of the risky investment proposals and so on.
5. Students will be able to interpret Game Theory and discuss how it's employed in decision-making
6. Students will be skilled in critical thinking and decision-making, supported by economic principles and best practices in business.

Indian Economy (GE 6)

STUDENT LEARNING OUTCOMES

Students will be able to understand the following:

1. Meaning and concepts of Economic growth and development.

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2. Features of the Indian Economy.
3. Indian Planning experience.
4. The importance of the three main sectors of the Indian Economy that is the Agricultural sector, Industrial Sector and the Service sector.
5. Importance of these sectors from the Economic point of view.

INTERNATIONAL ECONOMICS (CC 18)

STUDENT LEARNING OUTCOMES

1. Student can interpret the role and importance of international trade and trade policy in the current global scenario.
2. Student can determine the importance of investment flows across countries and their dependence on various macroeconomic variables that are of significance in an open economy.
3. Student will be able to associate with the key accounts of the balance of payments, how exchange rates are determined in the markets for foreign exchange and help them understand the connection between balance of payments and exchange rate movements.
4. Student will understand the meaning and significance of regional and multilateral trade negotiations.

MICRO ECONOMICS (CC 3)

STUDENT LEARNING OUTCOMES :

- 1) Students will understand the concepts of microeconomics dealing with Consumer demand and consumer behaviour.
- 2) Student will be acquainted with the supply side of the market through the production and cost behaviour of firms.
- 3) Students will analyse how households (demand) and businesses (supply) interact in various market structures to determine price and quantity of a good produced.

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- 4) They will understand the links between household behaviour and the economic models of demand. Further they will understand the links between production costs and the economic models of supply.
- 5) Apply economic reasoning to individual and firm behavior.
- 6) Identify and discuss the key concepts underlying Market Structures
- 7) Students will understand different types of market and levels of competition prevailing in the market. This will help them to understand how different degrees of competition in a market affect pricing and output.
- 8) students will be familiarized with different types of market imperfections and strategies adopted by firms in the imperfect market.
- 9) Students can explain the function of market and prices as allocative mechanisms.
- 10) Students can apply the concept of equilibrium to both microeconomics and macroeconomics.
- 11) Students will apply the basic theories of economics in critical thinking and problem solving.
- 12) Students will demonstrate an awareness of their role in the global economics environment.
- 13) Students will be able to make decisions wisely by thinking rationally.

Economics of resources– I (Course Code: GE 4)

At the end of the course students will able to:

- Recognize the various concepts and issues in the realm environmental economics and sustainable development.
- Assess use of economics of resources against the background of growing global concerns over the future of the world economy due to the rapid depletion of natural resources.
- Describe the significance of the management of environment and resources for business.
- Explain the importance of economics of human resource development.
- Understand the meaning of environmental economics and its relevance to our economy.
- Students will gain knowledge about the types of resources and their significance.

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Indian Monetary and Financial Economics CC16

STUDENT LEARNING OUTCOMES

- 1) To enable the student to understand the broad features of Indian financial institutions and also understand the Instruments to control credit in the country.
- 2) To enable the student to examine the conditions of financial markets and its impact in the economy.
- 3) To enable the student to associate the kinds and components of money with its regulatory system, be aware of the functions, objectives and limitations of commercial banks.
- 4) To enable the student to identify the existence and development of non-banking financial institutions, know the important role of Mutual funds, LIC, investment companies etc., utilize and effectively participate in the development process.
5. Students will understand the meaning of money supply, and the role of RBI in money supply.
6. Understand the meaning and classification of the financial system. Its role in the economy.

Indian Economy II (ECC 106)

STUDENT LEARNING OUTCOMES

On completion of the course students will be able to:

1. Have an overview on the policies and outcomes related to the Indian economy with special focus on the post-reforms period.
2. Have an insight into economic development which has taken place since independence, in terms of structural changes, savings and investments among other things.

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3. Understand the role of Industrialization in Indian Economy.
4. Understand the role of Agriculture in Economic Development.
5. Acknowledge the significance of services in the Indian economy.

Public Finance II (ECC 108)

STUDENT LEARNING OUTCOMES

Students will be able to understand the following:

1. The various sources of revenue for the Government.
2. Different types of tax rates and taxes in the economy.
3. Canons of taxes and public expenditure.
4. Role of Public expenditure at the time of depression.
5. Types of Public debt, its management and redemption.

Environmental Economic-II –ECD 116

STUDENT LEARNING OUTCOMES

At the end of the course students will able to:

- Identify the inter-linkages between the environment and the economy.
- Interpret the consequences of economic processes on the environment.
- Have a detailed understanding of the discipline of environmental economics, including its principles and methods.
- Apply economic analysis to the management of the environment and natural resources.

International Economics -II (ECC 110)

STUDENT LEARNING OUTCOMES

- 1) The students will be able to understand the influence of commodities and services on international trade.
- 2) They will understand the role and functions of various international institutions facilitating international trade.

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Statistics & Econometrics -II (ECD 120)

STUDENT LEARNING OUTCOMES

At the end of the course students will able to

To understand, analyse and interpret quantitative data with the help of various statistical tools.

Indian Economy (EDC 105)

STUDENT LEARNING OUTCOMES

On completion of the course students will be able to:

1. Develop ideas of the basic characteristics of Indian economy, its potential on natural resources.
2. Understand the importance, causes and impact of population growth and its distribution and relate them with economic development.
3. Understand agriculture as the foundation of economic growth and development, analyse the progress and changing nature of agricultural sector and its contribution to the economy as a whole.
4. Be aware of the problems and policies of the Indian economy as also current trends

Public Finance I (ECC 107)

STUDENT LEARNING OUTCOMES

1. Students will understand the nature of public finance, meaning of Fiscal Policy its instruments and how they are used to maintain price stability.
2. Understand the budgetary procedure in India and sharing of resources between the centre and the states.

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GROWTH & DEVELOPMENT (EDC 111)

STUDENT LEARNING OUTCOMES :

Upon completion of this course, students should be able to:

1. Acquire a basic understanding of the issues on development economics.
2. Discuss the important models and theories in economic development and their policy implications.
3. Apply an analytical framework to understand the important structural characteristics of development.
4. Understand and evaluate the unevenness in development.
5. Acquire skills in conducting research related to development issues.
6. Demonstrate an understanding of economic growth theory, development and policy implications.

Environmental Economic-I (EDC 115)

STUDENT LEARNING OUTCOMES :

At the end of the course students will able to:

- Identify the inter-linkages between the environment and the economy.
- Recognize the various concepts and issues in the realm environmental economics and sustainable development.
- Interpret the consequences of economic processes on the environment.
- Compare different methods used to evaluate environmental quality.

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Statistics and Econometrics-I (ECD 119)

STUDENT LEARNING OUTCOMES

- 1) The students will develop a strong theoretical bases of statistical theory.
- 2) The students will be to analyse data and interpret various statistical method.

International Economics-I (ECC 109)

Learning outcomes

- 1) The students will have a theoretical base to the functioning of international trade.
- 2) The students will be able to evaluate various international trade theories.
- 3) The students will be able to understand the various trade and non trade barriers.

Microeconomics – I (DSC I)

STUDENT LEARNING OUTCOMES

- 1) The students will be able to understand how firms and individuals make decisions during scarcity.
- 2) The students will be able to understand and calculate elasticity of demand and supply
- 3) The students will be able to understand and analyse the utility maximization mechanism and profit maximisation mechanism.

MACRO ECONOMICS – I (DSC3)

STUDENT LEARNING OUTCOMES

After completion of the course the students will be able to:

1. Understand how an economy is moving as a whole.

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2. Define and explain the process of calculating national income, identify its components, demonstrate circular flow of income.
3. Understand the functioning of a complicated modern economic system.
4. Understand the relationship between investment and savings, demonstrate investment multiplier, and understand the meaning of MEC and MEI.
5. meaning of consumption function, relationship between APC and MPC, consumption and income, concept of multiplier .

Demography and Population Studies-I(ECO GE3)

STUDENT LEARNING OUTCOMES

At the end of the course students will able to:

- Identify population dynamics at the national and international level.
- Interpret the various concepts of demography.
- Relate the theories and policies of population studies in the context of economic development of India.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DEPARTMENT OF BUSINESS LAW

PROGRAM SPECIFIC OUTCOMES

The Department of Law is associated with the Department of Commerce. The Department consists of faculty with experience as an Advocate. The Department caters to the Business Law subject for the Commerce stream mainly for S.Y.B.com students to acquaint them with the legal concepts.

Vision

A Community with firm legal background of Business Law

Mission

To equip students with knowledge of legal principles along with critical and analytical skills to apply in a range of business contexts

Objectives

1. To empower students from the Commerce Stream with legal knowledge.
2. To provide the students with a strong legal base to venture into business in future.
3. To develop a comprehensive understanding of all business functions, strategy and skills from legal point of view.
4. To create awareness about practical legal aspects of Business Law.

The Department of Business Law offers only two subjects i.e Business Law I and Business Law II. This programme is designed for commerce students as an interdisciplinary subject which primarily focuses on imbibing basic legal knowledge pertaining to the Business area. The focus is on imparting legal knowledge which will give an exposure to the students about the legality of various Business transactions.

COURSE OUTCOME

BEFORE CBCS

Subject: Business Law I (Semester III) S.Y.B.Com

1. To provide a brief idea of framework of Business Law in India.
2. To gain knowledge of the important business legislations
3. To get in depth legal knowledge pertaining to general principles of Contract
4. To understand the legal dimension of the Indian Partnership Act, 1932

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

5. To recognize the legal implications of Arbitration and Conciliation as Alternate Dispute Redressal Mechanism.
6. To comprehend the legality of the Competition Act, 2002.

Subject: Business Law II (Semester IV) S.Y.B.Com

1. To provide a brief idea of the framework of Business Law in India.
2. To understand the legal purview within which the Foreign Exchange Management Act, 1999 and The Negotiable Instrument Act, 1881, functions in India.
3. To comprehend the nature and functioning of The Intellectual Property Laws in India.

CBCS

Subject: Business Law (SEC I)

1. To impart knowledge of the important business legislations and provide practical training on drafting of significant business documents including agreements and notices.
2. To get in depth legal knowledge pertaining to general principles of Contract
3. To understand the legal dimension of Contract of Sale of Goods and Negotiable Instruments.
4. To recognize the legal implications of Arbitration and Conciliation as Alternate Dispute Redressal Mechanism.

Subject: Companies Act and IPR Laws (SEC II)

1. To impart legal knowledge of important provisions of the Companies Act 2013, The Patents Act, 1970, Indian Copyright Act, 1957, The Trademarks Act, 1999 and The Designs Act, 2000.
2. To equip students with skills of drafting Agreements, Notices and Resolutions with application of provisions in above legislations.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

DEPARTMENT OF KONKANI

PROGRAM SPECIFIC OUTCOMES

The rich language of the state of Goa – Konkani, from Songs and Theatre to everyday conversations. This department is involved in imparting skills and training to the students in this historic and cultural language. Rich resources and experienced faculty set this department apart among other colleges in the state.

Vision:

Students empowered with the knowledge of the mother tongue and sensitize to its rich literature and culture.

Mission:

To educate people through the language of the land and enrich them in it.

Objectives:

- To enrich konkani language and literature.
- To keep alive konkani culture.
- To create awareness among people about the richness of konkani language.
- To search out the creative talent of the students.
- To prepare students for creative writing.

COURSE OUTCOMES

Konkani Bhas Ani Sahityacho Itihas (KOC-105)

STUDENT LEARNING OUTCOMES

Objectives:

1. कोंकणी भास आनी साहित्याच्या इतिहासाची वळख जाता.
2. कोंकणींतल्या मुखेल साहित्यीतांचे त्या त्या साहित्य प्रकारांतलें योगदान कळटा.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

3. कोंकणी भाशेंतल्या व्याकरण आनी कोश साहित्याच्या इतिहासाचो अभ्यास जाता.
4. कोंकणी भास आनी साहित्याच्या पुर्विल्ल्या इतिहासाची जाण जाता.
5. कोंकणी भाशीक आनी साहित्यीक स्थित्यंतरांची वळख जाता.

Learning Outcomes:

1. कोंकणी भास आनी साहित्याच्या इतिहासाची वळख जातली.
2. कोंकणींतल्या मुखेल साहित्यीतांचे त्या त्या साहित्य प्रकारांतलें योगदान कळटलें.
3. कोंकणी भाशेंतल्या व्याकरण आनी कोश साहित्याच्या इतिहासाचो अभ्यास जातलो.
4. कोंकणी भास आनी साहित्याच्या पुर्विल्ल्या इतिहासाची जाण जातली.
5. कोंकणी भाशीक आनी साहित्यीक स्थित्यंतरांची वळख जातली.

Prashasakiya Vyavharantali Konkani (KOD-101)

STUDENT LEARNING OUTCOMES

Objectives:

1. कोंकणी भाशेच्या प्रशासकीय वेव्हाराची जाण जावची.
2. राजभास कायद्यांतले तरतुदीक धरून विविध कार्यालयीन कामकाजांत मजत जावची
3. प्रशासकीय पावंड्यार कोंकणी भाशेचो उपेग करतना मजत जावची.
4. कोंकणींतल्या प्रशासकीय पावंड्यावयल्या पत्र वेव्हाराची जाण जाता.
5. साबार तरांचीं परीपत्रकां, आदेश, अर्जलिखाण, उगडायपत्रां, इतिवृतां, नेमणूक पत्रां, अहवाल आदी मसुद्यांचें आकलन जाता.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

6. मंत्रीपदां, संचालनालयां, महामंडळां, आस्थापनां आनी कांय गिज्ञानाचें फाटे हांच्या परिभाशीक उतरावळीविशीं गिज्ञान मेळटा.

Learning Outcomes:

1. कोंकणी भाशेच्या प्रशासकीय वेव्हाराची जाण जातली.
2. राजभास कायद्यांतले तरतुदीक धरून विविध कार्यालयीन कामकाजांत मजत जातली.
3. प्रशासकीय पावंड्यार कोंकणी भाशेचो उपेग करतना मजत जातली.
4. कोंकणींतल्या प्रशासकीय पावंड्यावयल्या पत्र वेव्हाराची जाण जातली.
5. साबार तरांचीं परीपत्रकां, आदेश, अर्जलिखाण, उगडायपत्रां, इतिवृतां, नेमणूक पत्रां, अहवाल आदी मसुद्यांचें आकलन जातलें.
6. मंत्रीपदां, संचालनालयां, महामंडळां, आस्थापनां आनी कांय गिज्ञानाचें फाटे हांच्या परिभाशीक उतरावळीविशीं गिज्ञान मेळटलें.

Aadhunik Konkani Sahityacho Ithihas (KOC-108)

STUDENT LEARNING OUTCOMES :

Objectives:

1. कोंकणी साहित्याच्या इतिहासाची वळख जावची.
2. कोंकणींतल्या मुखेल साहित्यीकांचे त्या त्या साहित्य प्रकारांतलें योगदान कळचें.
3. कोंकणी साहित्यांतले मुखेल प्रवाह कळचे.
4. आधुनीक कोंकणी साहित्याच्या इतिहासाची जाण जाता.
5. आधुनीक कोंकणी साहित्याच्या उदरगतीचो आलेख समजता.
6. कोंकणी साहित्य प्रकारांची आनी प्रवाहांची विविधताय कळटा.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Learning outcomes:

1. कोंकणी साहित्याच्या इतिहासाची वळख जातली.
2. कोंकणींतल्या मुखेल साहित्यीकांचे त्या त्या साहित्य प्रकारांतलें योगदान कळटलें.
3. कोंकणी साहित्यांतले मुखेल प्रवाह कळटले.
4. आधुनीक कोंकणी साहित्याच्या इतिहासाची जाण जातली.
5. आधुनीक कोंकणी साहित्याच्या उदरगतीचो आलेख समजतलो.
6. कोंकणी साहित्य प्रकारांची आनी प्रवाहांची विविधताय कळटली.

Lok Vhevaharantali Konkani Bhas (KOD-104)

Objectives:

1. लोकवेव्हारांतले कोंकणी भाशे विशीं गिज्ञान जावचें.
2. जायरात आनी मुलाखाती खातीर लागपी घटकांची म्हायती मेळची.
3. जायरात आनी मुलाखती खातीर लागपी संहिता लेखनाची कळाशी आत्मसाद जावचो.
4. लोकवेव्हारांतले कोंकणी भाशे विशींचें गिज्ञान वाडचें.

Learning Outcomes:

1. लोकवेव्हारांतले कोंकणी भाशे विशीं गिज्ञान मेळटलें.
2. जायरात आनी मुलाखाती खातीर लागपी घटकांची म्हायती मेळटली.
3. जायरात आनी मुलाखती खातीर लागपी संहिता लेखनाची कळाशी आत्मसाद जातली.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

4. लोकवेव्हारांतले कोंकणी भाशे विशींचें गिज्ञान वाडटलें.

Vechik Konkani Loknachatlya Geetancho Aabhyas (KOD-108)

Objectives:

1. कोंकणी मौखीक साहित्याचें गिज्ञान मेळटा.
2. कोंकणी लोकगीत आनी लोकनाच हाचे विशीं माहिती मेळटा.
3. कोंकणी लोकवेदाची वळख घडटा.
4. कोंकणी लोकनाच आनी लोकगितांची वळख घडटा.
5. मांडो, दुलपद, धालो आनी फुगडी हांचो अभ्यास जाता.

Learning Outcomes:

1. कोंकणी मौखीक साहित्याचें गिज्ञान मेळटलें.
2. कोंकणी लोकगीत आनी लोकनाच हाचे विशीं माहिती मेळटली.
3. कोंकणी लोकवेदाची वळख घडटली.
4. कोंकणी लोकनाच आनी लोकगितांची वळख घडटली.
5. मांडो, दुलपद, धालो आनी फुगडी हांचो अभ्यास जातलो.

Bharatiya Kavyashastra (KOC-106)

Objectives:

1. भारतीय काव्यशास्त्राची वळख जाता.
2. भारतीय काव्यशास्त्राची सिध्दांतीक फाटभूंय कळटा.
3. भारतीय काव्यशास्त्राची सिध्दांतीक नदरेंतल्यान वळख घडटा.
4. प्रयोजनां, काव्यकारणां, शब्दशक्ती आदी घटकांची खोलायेन वळख जाता.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

Learning outcomes:

1. भारतीय काव्यशास्त्राची वळख जातली.
2. भारतीय काव्यशास्त्राची सिध्दांतीक फाटभूंय कळटली.
3. भारतीय काव्यशास्त्राची सिध्दांतीक नदरेंतल्यान वळख घडटली.
4. प्रयोजनां, काव्यकारणां, शब्दशक्ती आदी घटकांची खोलायेन वळख जातली.

Vechik Konkani Kadambarecho Aabhyas (KOC-107)

Objectives:

1. कोंकणी कादंबरी ह्या साहित्यप्रकाराचें वाचन जाता.
2. कादंबरी ह्या साहित्य प्रकाराची सिध्दांतीक म्हायती मेळटा.
3. कोंकणी कादंबरेचो इतिहासीक नियाळ मेळटा.
4. वेंचीक कोंकणी कादंबरेचो अभ्यास जाता.

Learning Outcomes:

1. कोंकणी कादंबरी ह्या साहित्यप्रकाराचें वाचन जातलें.
2. कादंबरी ह्या साहित्य प्रकाराची सिध्दांतीक म्हायती मेळटली.
3. कोंकणी कादंबरेचो इतिहासीक नियाळ मेळटलो.
4. वेंचीक कोंकणी कादंबरेचो अभ्यास जातलो.

Bhashavidnyanachi Valakh (KOD-102)

Objectives:

1. भास उत्पत्ती आनी विकास हांचें गिज्ञान मेळटा.
2. भासविज्ञानाची मुळावी वळख जाता.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

3. बोली, भास, प्रमाण भास, लिपी ह्या घटकांची खोलायेन म्हायती मेळटा.
4. भासविज्ञान हे संकल्पनेची मुळावी वळख जाता.
5. भाशेती उत्पत्ती आनी तिचो विकास हे संबंदातलें गिज्ञान मेळटा.
6. भाशेच्या मुळाव्या आनी खाशेल्या घटकांची खोलायेन म्हायती मेळटा.

Learning Outcomes:

1. भास उत्पत्ती आनी विकास हांचें गिज्ञान मेळटलें.
2. भासविज्ञानाची मुळावी वळख जातली.
3. बोली, भास, प्रमाण भास, लिपी ह्या घटकांची खोलायेन म्हायती मेळटली.
4. भासविज्ञान हे संकल्पनेची मुळावी वळख जातली.
5. भाशेती उत्पत्ती आनी तिचो विकास हे संबंदातलें गिज्ञान मेळटलें.
6. भाशेच्या मुळाव्या आनी खाशेल्या घटकांची खोलायेन म्हायती मेळटली.

Katha Sahitya: Siddhant Aani Aaswadan (DSE-1A)

Objectives:

1. कथा ह्या साहित्य प्रकाराची वळख जावची.
2. कथा हो एक साहित्य प्रकार म्हूण ताचो अभ्यास जावचो.
3. कथा ह्या साहित्य प्रकाराचे घटक, प्रकार, व्याख्या ह्या सगळ्या गुणांचो अभ्यास जावचो.

Learning Outcomes:

1. कथा ह्या साहित्य प्रकाराची वळख जातली.
2. कथा हो एक साहित्य प्रकार म्हूण ताचो अभ्यास जातलो.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

3. कथा ह्या साहित्य प्रकाराचे घटक, प्रकार, व्याख्या ह्या सगळ्या गुणांचो अभ्यास जातलो.

Katha Sahitya: Siddhant Aani Aaswadan (DSE-1B)

Objectives:

1. कथा ह्या साहित्य प्रकाराच्या इतिहासाचो अभ्यास जावचो.
2. साहित्यीक, कोंकणी संस्था, कार्यावळी, वाठार हांकां भेट दिवची.
3. कोंकणी भाशेच्या शुध्दलेखनाच्या नेमाचो अभ्यास जावचो.
4. अणकार कोंकणींतल्यान इंग्लीशींत शिकवचो.

Learning Outcomes:

1. कथा ह्या साहित्य प्रकाराच्या इतिहासाचो अभ्यास जातलो.
2. साहित्यीक, कोंकणी संस्था, कार्यावळी, वाठार हांकां भेट दितले.
3. कोंकणी भाशेच्या शुध्दलेखनाच्या नेमाचो अभ्यास जातलो.
4. अणकार कोंकणींतल्यान इंग्लीशींत शिकतले.

KOA-001 Maukhik Konkani: Bhashik Kaushlyanchem Adhyayan (AECC:MIL)

Objectives:

1. भाशेच्या नदरेंतल्यान आयकप, उलोवप, वाचप आनी बरोवप ह्या कौशल्यांचो विकास.
2. दिसपट्टे जिणेंत कोंकणी भाशेचो प्रभावी वापर.
3. कोंकणी बोलयांच्या विविधतायेचो आनी खाशेलपणांचो अभ्यास.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

4. घोळणुकेंतल्या आनी वापरा भायल्या नीज कोंकणी उतरांचें संकलन.

Learning Outcomes:

1. भाशेच्या नदरेंतल्यान आयकप, उलोवप, वाचप आनी बरोवप ह्या कौशल्यांचो विकास जातलो.
2. दिसपट्टे जिणेंत कोंकणी भाशेचो प्रभावी वापर जातलो.
3. कोंकणी बोलयांच्या विविधतायेचो आनी खाशेलपणांचो अभ्यास जातलो.
4. घोळणुकेंतल्या आनी वापरा भायल्या नीज कोंकणी उतरांचें संकलन जातलें.

KOA-002 Maukhik Konkani: Bhashik Kaushllyanchem Adhyayan (AECC:MIL)

Objectives:

1. भाशेच्या नदरेंतल्यान आयकप, उलोवप, वाचप आनी बरोवप ह्या कौशल्यांचो विकास.
2. दिसपट्टे जिणेंत कोंकणी भाशेचो प्रभावी वापर.
3. कोंकणी बोलयांच्या विविधतायेचो आनी खाशेलपणांचो अभ्यास.
4. घोळणुकेंतल्या आनी वापरा भायल्या नीज कोंकणी उतरांचें संकलन.

Learning Outcomes:

1. भाशेच्या नदरेंतल्यान आयकप, उलोवप, वाचप आनी बरोवप ह्या कौशल्यांचो विकास जातलो.
2. दिसपट्टे जिणेंत कोंकणी भाशेचो प्रभावी वापर जातलो.
3. कोंकणी बोलयांच्या विविधतायेचो आनी खाशेलपणांचो अभ्यास जातलो.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

4. घोळणुकेंतल्या आनी वापरा भायल्या नीज कोंकणी उतरांचें संकलन जातलें.

KOC-003: Konkani Ekanki: Siddhant ani Aaswadan (MIL-CC)

Objectives:

1. एकांकी ह्या साहित्य प्रकाराची वळख जावची.
2. एकांकीच्यो व्याख्या, घटक आनी प्रकारांचो अभ्यास जावचो.
3. नभोनाट्य, नाटकुलें आनी पथनाट्य ह्या प्रकारांचो अभ्यास जावचो.
4. कोंकणी एकांकीचो इतिहास शिकचो.

Learning Outcomes:

1. एकांकी ह्या साहित्य प्रकाराची वळख जातली.
2. एकांकीच्यो व्याख्या, घटक आनी प्रकारांचो अभ्यास जातलो.
3. नभोनाट्य, नाटकुलें आनी पथनाट्य ह्या प्रकारांचो अभ्यास जातलो.
4. कोंकणी एकांकीचो इतिहास शिकतले.

KOC-004: Konkani Rangmachi: Tiatr (MIL-CC)

Objectives:

1. तियात्र ह्या साहित्य प्रकाराची वळख जावची.
2. तियात्राच्यो व्याख्या, घटक आनी प्रकारांचो अभ्यास जावचो.
3. तियात्र आनी खेळ तियात्र ह्या प्रकारांचो अभ्यास जावचो.
4. कोंकणी तियात्राचो इतिहास शिकचो.

Learning Outcomes:

1. तियात्र ह्या साहित्य प्रकाराची वळख जातली.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

2. तियात्राच्यो व्याख्या, घटक आनी प्रकारांचो अभ्यास जातलो.
3. तियात्र आनी खेळ तियात्र ह्या प्रकारांचो अभ्यास जातलो.
4. कोंकणी तियात्राचो इतिहास शिकतलीं.

DEPARTMENT OF PSYCHOLOGY

PROGRAM SPECIFIC OUTCOMES

The students in this department come from both urban and rural areas with moderate socioeconomic status. The syllabus in Psychology has been restructured to fit the semester system. The faculty was involved in restructuring papers such as child psychology and psychology of adolescence.

The Department has been making use of modern teaching methods like the use of LCD, OHP, field trips and educational trips for the betterment of the students.

Vision:

A community envisioned with tolerance and integrity.

Mission:

To imbibe in young minds principles of living through psychological interventions and development of life skills.

Objectives:

- Educate and transform students through psychology to be agents of change in the community they live in.
- To be responsive citizens who will combine career and competence and build our nation.
- To address important issues of life, be proactive and deal effectively with challenges of life.
- To give an overall understanding of basic concepts of Psychology
- To make students understand the role and importance of child Psychology as well as adolescence in the growth of an individual
- To help students to face the adversities and how to manage stress
- To be aware of the various challenges posed by media in influencing people's behaviour

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- To give an in-depth knowledge of various branches of Psychology and how each branch of psychology trying to understand the behaviour of people.

COURSE OUTCOMES

BEFORE CBCS

SOCIAL PSYCHOLOGY

Students will be able to:

- Demonstrate the ability to articulate independently and creatively about human Social behaviour.
- Understand the different ways attitudes are formed and how an attitude can be changed.
- Understand the influence other individuals have on o behaviour and the reasons individuals engage in prosocial behaviour.

PSYCHOLOGY OF ADOLESCENCE

Students will be able to:

- Understand trends and concepts in adolescence psychology.
- Understand and apply psychological principles to different areas of adolescent life.
- Identify the problems occurring in adolescence with a focus on prevention.

SYBA PSYCHOLOGY PRACTICUM

Students will be able to:

- Apply the theoretical knowledge to everyday life phenomena.
- Understand the different research methods in Psychology.
- Experimentally show the significance of Psychology

POPULATION STUDIES

- Understand the nature and scope of population studies.

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- Comprehend the sources and use of demographic data.
- Grasp the concepts of fertility, mortality, and migration in the Indian context.
- Critically analyse the age and sex structure of the Indian population

SELF DEVELOPMENT

- Comprehend the need for and importance of self-assessment in the process of self- development.
- Develop effective leadership, communication and writing skills.
- Recognize various adolescent issues and the importance of moral development.
- Appreciate the nature of citizenship and its implications.

PSYCHOLOGY OF ADJUSTMENT

Students will be

- Made aware the reasons behind why Adjustment is vital for the overall quality of Life of the individual as well the community at large.
- Able to adapt with his physical, occupational and social environment.
- Equipped with strategies and coping mechanism to improve one's interpersonal relationships.

CHILD PSYCHOLOGY

Students will be able to

- Appreciate the beauty of life
- Communicate to others about the various teratogens that are dangerous for foetus in the womb
- Understand the various milestones in the life of the child
- Identify children with various special needs.

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TYBA -- SPECIFIC OUTCOMES

Abnormal Psychology (I & II)

Students will be able to

- understand the various theoretical concepts introduced in abnormal psychology
- understand the different approaches towards treatment
- comprehend and identify the various types of psychological disorders
- learn about the various techniques available to understand the functioning of brain with regard to various disorders
- Students will learn the importance of Cognitive behaviour therapy in treating the different disorders
- Students will understand in depth the programmes that are available to deal with addicts

HEALTH PSYCHOLOGY

Students will be able to

- Understand the relationship between psychological factors and physical health & wellbeing.
- Apply health concepts for better health management.
- Evaluate psychosocial interventions for treatment and prevention of illness.

CRIMINAL PSYCHOLOGY

Students will be able to

- Describe criminality and its implications for society.
- Critically analyze various theoretical views on the nature of crime.
- Understand the nature of juvenile offender and violent criminals.

STATISTICS

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Students will be able to

- Use a limited sample to make intelligent and accurate conclusions about a greater population.
- To find patterns in structured and unstructured data which are useful in depicting charts tables, graphs which play a vital role in presenting the data to draw these conclusions.
- assess the significance of experimental data which will help to draw the right conclusions.

ORGANIZATIONAL BEHAVIOR

- ❖ To explain and make students' aware about the individual and group behaviour in an organization.
- ❖ Will be able to understand as why employees engage in some behaviours rather than others.
- ❖ To understand the prerequisites in an organization which will help to predict future behaviour

CBCS

FYBA – Fundamentals of Psychology and Practicals - Paper I PSC 101– DSC

Course Outcomes:

- To develop knowledge of major concepts, theoretical perspectives, empirical findings and historical trends in psychology.
- To understand research methods in psychology and conduct basic experiments in psychology. □
- To understand and apply psychological principles to different areas of life through the conduction of various

Practicals:

- To develop knowledge on the historical trends in Psychology.
- To understand the attitudes towards the scientific way of thinking and to conduct experiments during their practical classes.

SYBA – Stress Management – SEC PSS 101 – SYBA

Course Outcomes:

- To understand the concept of stress

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- To study the impact of stress on health.
- To learn strategies to cope/ manage stress

TYBA – Statistics - paper PSD 101

Course Outcomes:

- To understand statistical techniques and their use in research
- To analyze and graphically represent data.

Project – TYBA

Course Outcomes:

- -To give students practice in learning and to learn by undertaking minor projects, bringing about a sense of commitment and to enhance team spirit.
- To understand the process of research in psychology.
- To learn methods of qualitative & quantitative research.

FYBA GE-PSY 1A Child Psychology

Course Outcomes:

- To make the students aware of the role of heredity and environment that have effect on the growth and development of children
- To understand the role of biological, emotional, social and cognitive development in moulding the children
- To sensitize students in treating special children and how to deal with them.

TYBA Paper Code: PSC 105 Understanding Psychological Disorders

Course Outcomes:

- ✚ To acquire basic knowledge of various psychological disorders and using the same knowledge to help people in their neighbourhood.
- ✚ To understand how the various psychological disorders are being classified so that identifying them becomes easy for people.
- ✚ To use the knowledge of various psychological disorders in identifying and helping in the best possible to treat them with dignity.

TYBA Paper Code: PSC 107 Positive Psychology

Course Outcomes:

- To learn basic concepts of Positive Psychology
- To understand positive emotional and cognitive states of meaningful life
- To learn the applications of Positive Psychology in various domains

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SYBA PSYCHOLOGY OF GENDER AND IDENTITY-

PAPER CODE: PSG103

- To understand the biological, social and cognitive influences on gender
- To comprehend the origins of gender stereotyping
- To understand contemporary gender issues
-

TYBA PSYCHOLOGICAL TESTING-

PAPER CODE: PSC106

- To understand the nature, uses, administration and technical features of psychological tests.
- To apply their knowledge to various contexts in which psychological assessment is conducted.
- To administer psychological tests, analyze and interpret test scores.

TYBA HEALTH PSYCHOLOGY- PAPER CODE: PSD 102

- To understand the relationship between psychological factors and physical health & wellbeing.
- To apply health concepts for better health management.
- To evaluate psychosocial interventions for treatment and prevention of illness.

PSC 103 Social Psychology will make the students

- ✓ understand the basic concepts in Social Psychology
- ✓ develop effective tactics in impression management
- ✓ understand the attitude-behaviour link
- ✓ develop an understanding of society

PSS 101 Stress Management will help the students

- ✓ To understand the concept of stress
- ✓ To learn strategies to cope with stress
- ✓ To understand the effects of stress
- ✓ To understand the effect of stress

PSD102 Health Psychology will help the students

- ✓ To understand the effects of health compromising behaviours and the treatments
- ✓ To apply health concepts for better health management

Psychology Practicum

- ✓ To demonstrate skills in research

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- ✓ To understand the application of theoretical concepts.

PSD 104 Criminal Psychology

Course Outcomes:

- ❖ To understand the importance of criminal psychology in preventing crimes in the society
- ❖ To help to get into deeper understanding of the causes that compel people to commit crimes
- ❖ To develop a holistic perspective and creating awareness preventing crime

Practicals:

- Students will be able to understand the theories while performing practical

DEPARTMENT OF ENGLISH

PROGRAM SPECIFIC OUTCOMES

English – the language of the world. A language spoken and written in almost every corner of every part of the globe. From trade and commerce to novels and books, English is everywhere. The Department of English strives to train the students with the best of facilities and an experienced staff.

Vision:

Eloquent speakers, efficient and effective thinkers, leaders and writers who can meet the current challenges and needs of the global society.

Mission:

To equip students to access their inner potential by honing their oral and writing skills in English so as to become confident, competent and credible public communication and to inculcate an appreciation for the English Language and its literatures.

Objectives:

- To hone the reading, writing, speaking and listening skills in our students in the English language.
- To promote the use of grammatically correct English Language and to communicate effectively.
- To help students acquire the knowledge of the subject of English literature and inculcate an appreciation for World Literatures.
- To nurture their innate creativity and originality and open fresh avenues for personality development.

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- To train students to compete at the national and global level and prepare them for the job market.
- To help students acquire social, national and universal values through the study of English Literature.

COURSE OUTCOME

BEFORE CBCS

Subject : Business Communication I

Learning Outcomes:

By the end of the semester, the student should be able to:

- Communicate orally while using technology
- Build relationships and establish their online social presence.
- Improve their collaborative and communication skills
- Enhance their multimedia literacy skills

Paper Title: Functional English (Compulsory)

Learning Outcomes:

After the completion of this paper, students will:

- Be able to summarise a given passage.
- Acquire accuracy in different types of writing.
- Develop efficiency in English grammar.
- Be able to write letters to the editor, letters of inquiry, orders, complaints, draft representations and RTI applications.
- Be able to draft notices, agendas and write minutes of meetings
- Be able to critically analyse and interpret texts.

Paper Title: 17th and 18th Century English Literature.

Learning Outcomes:

On completion of the course, the student will be:

- Acquainted with the impact of the socio-economic aspects of the 17th century on literature written during the period.

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- Able to critically appreciate representative literary works of the 17th century.
- Acquainted with the stylistic features of works prescribed in the syllabus.
- Encouraged to read and understand the literary texts of the period.

Paper Title: Journalism

Learning Outcomes:

By the end of the semester, the student will be:

- Acquainted with the challenges and opportunities in the field of Journalism
- Enhance their interest in the field, through consistent efforts and enquiry.
- Able to undertake independent work and apply their know-how to real-life situations
- Able to join careers in the print media and allied industry
- Able to work as a free lancer

Paper Title: Mass Communication

Learning Outcomes:

After the completion of this paper students will be familiar with:

- The Communication Process.
- The barriers to communication.
- The impact of mass communication on culture.
- The print media-journalism, radio, television and cinema as means of mass communication.

Paper Title: New Literatures in English.

Learning Outcomes:

By the end of the course, the students would be acquainted with:

- The alternative literatures produced by marginalised segments of society
- Implications of being an African American
- Women's writings
- Quintessential marginalised poetry

Paper Title: Shakespeare.

Learning Outcomes:

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On completion of the course, the student will be:

- Acquainted with the social background of the Elizabethan age.
- Acquainted with the conventions of Elizabethan Drama, Stage and Audience
- Acquainted with the nature of Shakespearean tragedy and historical plays
- Able to critically appreciate representative literary works of Shakespeare.

Paper Title –Introduction to Literary Criticism.

Learning Outcomes:

By the end of the course, students will

- be aware of the significant schools of literary criticism.
- be able to identify and explain major trends in literary critical thought.
- acquire skills of summarizing, critiquing, reading, interpreting and citing from critics' interpretation.
- be able to identify and explain concepts like point of view, plot and setting.

Paper Title: English Language through Literature (Compulsory)

Learning Outcomes:

After the completion of this paper students will:

- Improve their listening skills.
- Improve their communication and presentation skills
- Develop efficiency in English grammar.
- Be able to interpret, appreciate and critically evaluate poetry.
- Recognize different genres of writing.
- Enhance their creativity to use language to express literary and non-literary ideas.

Paper Title: Mass Communication

Learning Outcomes:

After the completion of this paper students will be familiar with:

- Advertising, Folk Media and Public Relations as means of mass communication.

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- The psychology and sociology of mass media audiences
- The impact of the media on society.
- The role of the media in development.

Paper Title: 19th Century English Literature.

Learning Outcomes:

On completion of the course, the student will be:

- Acquainted with the socio-economic aspects of the 19th century on literature written during the period.
- Able to critically appreciate representative literary works of the 19th century.
- Acquainted with the stylistic features of works prescribed in the syllabus.
- Encouraged to read and understand the literary texts of the period.

Subject : Business Communication II

Learning Outcomes:

By the end of the semester, the student should be able to:

- Develop an ability to use writing in practical business and public situations
- Be familiar with the basic understanding of the process of writing for business
- Be aware of their Constitutional rights and duties
- Use their communication skills actively for the betterment of society.

Paper Title: Journalism in India

Learning Outcomes:

Learning Outcomes:

By the end of the semester, the student should be able to:

- Familiarize themselves with the Pioneers of Indian Journalism
- Be aware of the role of media in awakening nationalism
- Understand the concept of free press in India
- Be aware of the role played by the Centenarians and editors in social reform.

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Paper Title: Indian Literature in English

Learning Outcomes:

On completion of the course, the student will be:

- Able to understand the various features of Indian literature in English.
- Acquainted with the social, political and cultural issues reflected in Indian literature.
- Able to appreciate the artistic and innovative use of language employed by the writers to instil values and develop human concern through exposure to literary texts.
- Exposed to a whole gamut of Indian literature in translation from regional languages

Paper Title: Modern American Literature

Learning Outcome:

By the end of the course, the students would be acquainted with:

- The historical, political, social and cultural aspects of America with the help of prescribed texts
- Implications of the American recession
- The new age movements in America
- Quintessential American poetry

Paper Title: 20th Century British Literature.

Learning Outcomes:

On completion of the course, the student will be familiar with:

- Representative literary works of the twentieth century.
- The socio-cultural milieu of the Twentieth Century represented in the texts.
- Modern prose styles as well as the new colloquial rhythms of the period.
- The impact of the world wars on the literature of the twentieth century.
- The tenets of Modernism, Post-modernism and non-European cultures through the prescribed texts.
- The progression of the themes, theories and techniques of literary writing.
- Psychoanalysis and the Stream of Consciousness in the novel.

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CBCS

Paper Title: Spoken English

Paper Code: AECC 1

Learning Outcomes:

After the completion of this paper students will be able to:

- Listen to and respond appropriately to the contribution of others.
- Understand, order and present facts, ideas and opinions.
- Articulate experience and express what is thought, felt and imagined.
- Improve their grammar, language and pronunciation.
- Understand and engage an audience.
- Give explanations with cause and effect.
- Narrate an experience with descriptive detail.
- Use alternatives to slang.
- Participate in debates and discussions.
- Disagree, argue and use persuasive speech effectively.
- Develop speaking, conversation and communication skills.
- Enhance their public speaking skills.

Paper Title: English 1-Core Communicative English 1.1(w.e.f. 2020-21)

Paper Code – EGC 201

On completion of the course students will be able to:

- Improve their comprehension, listening, reading and writing skills.
- Interact at a personal and professional level using English as the medium of communication
- Gain proficiency in Group Communication.
- Write short narratives and summaries with appropriate use of paragraphing and punctuation.
- Follow instructions and directions through oral communication.
- Identify and rectify errors in usage and syntax.
- Write personnel letters such as job applications and CVs.
- Draft notices, agendas and write minutes of meetings.

Paper Title: Spoken English (AECC)(w.e.f. 2020-21)

Paper Code – ENA 201

On completion of the course students will be able to:

- listen to, understand and convey information

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Navelim, Salcete - Goa

- listen to and respond appropriately to the contributions of others
- understand, order and present facts, ideas and opinions
- articulate experience and express what is thought, felt and imagined
- communicate clearly and fluently
- use grammatically correct language
- use register appropriate to audience and context.
- Describe a visual or an object • Explain and give cause and effect.
- Narrate an experience with descriptive detail
- Provide relevant information in response to a query
- Use alternatives to slang
- Take an active part in group discussion
- Elicit and show respect for the views of others
- Disagree, argue and use persuasive speech in appropriate language.

Paper Title: Introduction to Literature (DSC) (w.e.f. 2020-21)

Paper Code: ENC 115

On completion of the course, the student will be able to:

- Explain basic literary terms
- Define and distinguish between major genres of literature
- Identify structural elements of works of poetry, fiction, and drama, and analyse how those elements help create specific meanings and effects.
- Be acquainted with the major forms of literature through select literary texts.

Paper Title: Advanced Communicative English 2.1 (GC)

Paper Code: EGC 103

After the completion of this paper students will be able to:

- Improve their listening skills.
- Closely examine diversity and multiculturalism.
- Enhance their speaking, conversation, debate, discussion and negotiation skills.
- Develop efficiency in English grammar.
- Write personnel letters such as job applications, joining/job acceptance letters, goodwill letters like appreciation letters, congratulatory letters and sponsorship letters, compose formal e-correspondence, draft representations and RTI applications.
- Draft notices, agendas and write minutes of meetings.
- Analyse and interpret 'texts' like advertising/art, painting/sculpture, installation art/religious writing/speeches.

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Paper Title: British poetry and Drama (14th-17th Centuries) (DSC)

Paper Code: ENC 103

After the completion of this paper students will :

- gain insight into the growth and development of British drama and poetry from Chaucer to the Metaphysical poets.
- get exposure to the features of Shakespearean Tragedy and to other Elizabethan dramatists such as Marlowe and Webster.
- understand the socio-political context of the period from 14th century 17th century.
- Be able to analyse British literature in its socio-cultural and political contexts.

Paper Title: Literature of Indian Diaspora(GE)

Paper Code: EGG 116

After the completion of this paper students will be able to:

- To understand the concept of diaspora and the role of writers in shaping concepts of diaspora such as migration and 'imaginary homelands'.
- To identify the distinctness of themes chosen by the diasporic writers as compared to the writers situated in and writing about India.

Paper Title: Soft Skills (SEC)

Paper Code: ENS 103

After the completion of this paper students will be able to:

- Improve their interpersonal skills.
- Work proficiently in a team.
- Enhance their emotional intelligence.
- Develop adaptability, interpersonal sensitivity, cultural awareness and tolerance.
- Be efficient leaders.
- Inculcate problem solving skills and negotiation skills.
- Examine business etiquette and social graces.
- Inculcate efficient personal qualities and work ethics.
- Improve the quality of their body language.

Paper Title - American Literature

Paper Code - ENC 105

By the end of the course, the students would be acquainted with:

- the historical, political, social and cultural aspects of America from its early beginnings to the modern contemporary times with the help of prescribed texts.
- Implications of the American Dream.
- Social Realism and the American Novel.
- The ethos of Black America including folklore elements and the American Novel.

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- Black Women's Writings.
- Quintessential American Poetry.

Paper Title: Modern European Drama (DSC)

Paper Code: ENC 106

After the completion of this paper students will be able to:

- To appreciate the socio-cultural milieu, politics, social changes and stage which shaped modern theatre
- To comprehend the dramatic innovations that emerged from the imaginative output of the prominent European dramatists.
- To analyze European Drama with reference to realism, tragedy and heroism, text and performance and the Theatre of Absurd.

Paper Title: British Romantic Literature(DSC)

Paper Code: ENC 107

After the completion of this paper students will be able to:

- Examine the influence of socio-political factors on British literature during the romantic period.
- Explore the nature and significant literary features of the works prescribed as part of this paper.
- Appreciate important and critically representative romantic literary works.
- Employ close reading of the prescribed texts of the period to gain insightful literary perspectives.
- Discuss the rich literary culture of the romantic period.
- Be conversant with the concepts of reason and imagination, conceptions of nature, literature and revolution, the gothic and the romantic lyric.

Paper Title –Literary Criticism (DSE)

Paper Code - END 101

By the end of the course, students will

- be aware of the significant schools of literary criticism
- be able to identify and explain major trends in literary critical thought.
- acquire skills of summarizing, critiquing, reading, interpreting and citing from critics' interpretation.
- be able to identify and explain concepts like point of view, plot and setting.

Paper Title – Culture Studies Through Film: India(DSE)

Paper Code - END 104

By the end of the course, students will be familiar with:

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- the major thematic concerns and stylistics of the film.
- the key terms and concepts in Film Studies.
- the key-aspects and distinctiveness of different film genres • films as a vehicle of culture through focus on select Hindi films.
- understanding as well as critiquing the film medium.

Paper Title – Science Fiction and Detective Fiction(DSE)

Paper Code - END 106

By the end of the course, students will:

- learn to recognise Science Fiction and Detective Literature
- be aware of the characteristics of Science Fiction and Detective Fiction
- be able to identify crime fiction, ethics, censorship
- Be able to analyze ethical, moral issues and value conflicts.
- Be aware of stereotypes in science and detective fiction
- Be able to explore the scientific temperament through the prescribed work.

Paper Title: Business Communication (Modern Communication Skills)

Paper Code: AECC 3

After the completion of this paper students will be able to:

- Improve their spoken and written communication skills.
- Develop a sense of confidence while communicating.
- Enhance their ability to communicate orally while using technology.
- Improve their collaboration skills.
- Develop multimedia literacy skills.
- Build effective relationships and establish an online social presence.
- Express their thoughts and emotions effectively.

Paper Title: English 1-Core Communicative English 1.2(w.e.f. 2020-21)

Paper Code – EGC 202

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

- Create and deliver individual presentations using a variety of digital software.
- Compose and present a digital story.
- Identify and distinguish between different genres of writing.
- Write a book/ film review.
- Interpret graphic data to arrive at an informed conclusion.

Paper Title: Indian Writing in English (DSC)

Paper Code:ENC 102

Rosary College of Commerce & Arts

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On completion of the course, the student will be able to:

- Understand the various features of Indian writing in English
- Discern the social, political and cultural issues reflected in Indian writing.
- Appreciate the artistic and innovative use of language employed by the writers to instil values and develop human concern through exposure to literary texts.

Paper Title: Advanced Communicative English 2.2 (GC)

Paper Code: EGC 104

After the completion of this paper students will be able to:

- Write investigative, feasibility and appraisal reports.
- Enhance their presentation skills while using technology.
- Improve their grammar and language.
- Enhance their editing and proofreading skills.
- Interpret, appreciate and critically evaluate poetry.
- Recognize different genres of writing.
- Enhance their creativity.

Paper Title: British Poetry and Drama:17th &18th Centuries (DSC)

Paper Code:ENC 104

On completion of the course, the student will be :

- Be acquainted with the political, religious and secular thought in 17th -18th century literature
- Comprehend the genres of satire, mock-epic, epic and comedy of manners
- Understand the influence of the Restoration period on the literature of the day

Paper Title: Partition Literature (GE)

Paper Code: ENG 117

After the completion of this paper students will be able to:

- understand causes and effects of the partition of British India in 1947.
- analyse how the partition of India compares to other partitions.
- understand if partition creates more conflicts than it solves.
- appreciate the sensibility with which writers have chalked out the trauma of partition
- explain Colonialism and Nationalism, Communalism and Violence, Homelessness and Exile
- evaluate the portrayal of women in Partition Literature

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Paper Title: Media & Communication Skills (SEC)

Paper Code: ENS 105

After the completion of this paper students will be able to:

- Explore the communication and media studies discipline and examine its humanistic aspect.
- Analyse the impact of the media on society.
- Inculcate a sense of curiosity, creativity and intellectual risk-taking.
- Develop critical thinking skills.
- Inculcate effective oral and written communication skills.
- Develop an ability to create quality journalistic work.
- Improve their self-confidence and self-efficacy while having a sense of ethics and responsibility.

Paper Title: Postcolonial Literatures (DSC)

Paper Code: ENC 108

On completion of the course, the student will be able to discern the postcolonial trends and issues such as:

- Decolonization, Globalization and Literature
- Literature and Identity Politics
- Writing to a New World Audience
- Religion, race and gender
- Postcolonial literatures and questions of form

Paper Title: Women's Writing (DSC)

Paper Code: ENC 109

After the completion of this paper students will be able to:

- explore the genre of Women's Writing
- better understand and appreciate Women's Writing.
- understand various perspectives in Women Writing.
- appreciate and evaluate the contribution of women writers in the development of the female perspective through close reading of the prescribed texts.

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Paper Title: British Literature: The Early 20th Century (DSC)

Paper Code: ENC 110

On completion of the course, the student will be familiar with:

- The history of the British Novel and Poetry in the Twentieth Century.
- the socio-cultural milieu of the Twentieth Century represented in the texts.
- the tenets of Modernism, Post-modernism and non-European cultures through the prescribed texts
- the progression of the themes, theories and techniques of literary writing.
- The Women's Movement in the Early 20th Century
- Psychoanalysis and the Stream of Consciousness
- The Uses of Myth
- The Avant Gard

Paper Title: World Literatures (DSE)

Paper Code: ENC 108

After the completion of this paper students will be:

- familiar with the idea, themes, techniques and styles of World Literature
- acquainted with significant world novelists, playwrights and poets, during the 20th and 21st centuries.
- appreciate concepts like Memory, Displacement, Diaspora, Hybridity, Race and Culture
- interpret adult reception of Children's Literature
- explore Aesthetics and Politics in Poetry

Paper Title: Literature and Cinema (DSE)

Paper Code: END 111

After the completion of this paper students will be able to:

- Explore cinema as a social, historical, political, cultural and ideological institution.
- Examine the key concepts and debates underlying theories of cinema.
- Review films from various contexts, genres and traditions.
- Explain how a film reflects and influences its cultural context.
- Identify theories of adaptation, transformation and transposition.
- Examine Hollywood and Bollywood as the 'Two Ways of Seeing'.
- Explore adaptation as interpretation.

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DEPARTMENT OF BUSINESS ADMINISTRATION

PROGRAM SPECIFIC OUTCOMES

The Department of Business Administration offers a 3 year program leading to a Bachelor's degree in Business Administration (BBA). A pioneer in BBA education in the state of Goa, the course has been developing young minds and creating entrepreneurs since 2000. The course is self-financed and is affiliated to the Goa University

Vision

Creation of effective responsible and entrepreneurial business leaders.

Mission

To Educate students to be business leaders through the integration of outstanding teaching, research, strong industry linkages and experiential learning.

Objective:

1. To build competence in the students, to effectively undertake entry level managerial jobs in organizations.
2. To ensure students are responsive and adapt to the changing requirement of the current business scenario.
3. To provide an environment that facilitates holistic development of the students individually
4. Exhibit understanding of Business Functions, concepts and Principals.
4. Developing Critical and Analytical Thinking to help formulate problem solving skills, to guide students in making appropriate and responsible decisions.
5. Demonstrate the capabilities required to apply cross-functional business knowledge in solving real-world business problems.

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6. Developing Entrepreneurship & Innovative Acumen of creating and managing new business development.
7. Build up effective soft skills and equip them for effective business correspondence, business interactions and prepare reports.

Organisational Behaviour

The basic objective of the course is to understand the organization in totality, the organizational change processes and the behavior of people in the organization and also demonstrate the ability in various real life situations.

Production & Operations Management

The course will enable the student to

- Model real life business problems using chosen mathematical/operations research models
- Solve them using MS Excel
- Have an intuitive feel of the logic behind the methods used to arrive at the solution
- Implement the model in real-life situations

Financial Management-1

This course will provide students with building blocks which are required for understanding the financial management function. It will also enable the understanding and application of financial analysis and control.

Legal Aspects of Business-1

At the end of the course, the students will have the competency to discern various legal aspects while taking business decisions and interact meaningfully with legal experts.

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Navelim, Salcete - Goa

Business Economics-1

At the end of the subject, the student will be able to take managerial decisions considering the impact of Business Economics to examine how a firm can achieve its objectives, subject to constraints, most efficiently.

Indian Political Environment

At the end of the course, the students will have competence in:

assessing development & functioning of Indian democracy and the dynamic nature of Indian political system

Critical Thinking

At the end of the course, the students will have competence in successfully identifying the causes of complex personal and professional problems using logical, verifiable cause-and-effect.

Tourism

At the end of the course the student shall have competence to :

Visualize the magnitude of the tourism industry. They will be able to analyze the interrelation between the various segments of the tourism industry and able to connect the need for sustainable growth in tourism sector to boost the economy. They will be able to analyse the role of various organizations in the tourism industry that facilitate the growth of the industry in an organized manner

Business Etiquette:

At the end of the subject the student will be more aware of the etiquette required in business and social situations and will be in a position to behave appropriately.

- Create a professional image, follow cubicle and office etiquette, and maintain positive office relationships.

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Navelim, Salcete - Goa

- Introduce people properly, be a good conversationalist, and follow proper etiquette in meetings.
- Display courtesy on the telephone, in voice mails, and in written communications.- Follow proper etiquette at business functions and dinners, and identify formal table settings for business dining.

Business Research Methods

At the end of the course, the students will have competence in:

- Discuss business trends and their impact on business research
- Analyse and understand various types of research used in business
- Understand different types of data collection methods and techniques.
- Distinguish between population and sample, analyse factors that influence sample size, determine appropriate sample size
- Discuss difference between qualitative and quantitative statistics
- Create and assess the use of questionnaires as instruments for data collection
- Describe the nature of relationships between variables
- Describe the elements of a research proposal.

Prepare a thorough report on a research project using effective communication skills.

Financial Management-2

At the end of the course, the students will have developed competence in taking financial decisions in the given financial market conditions.

Cost Accounting

At the end of the subject, the student will be to analyze and solve problems on various method of cost and take effective decision in term of choosing the right cost for the organization.

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Environment Management-2

The protection and proper utilization of environment are necessary for the survival of human civilization.

The aim of the course is to identify the environmental problems and find precise solution with proper care and conservation of resources.

Yoga

At the end of the subject, the student will be able to:

- Gain insight about self and one's behavior
- Use the awareness to work through situations.

Apply the practice for personal development and also in Business career.

International relations

At the end of the course, the students will have competence in:

assessing the development and changes in the international systems and its implications on International Politics.

Community Development

At the end of the subject, the student will be aware of the various problems faced in a community. It helps them to know the causes affecting their social life. The student will be able to work and be able to make a little difference in the life of the people with whom they are going to interact. It should also seek to achieve a complete transformation of an individual from a lay person to an enthusiastic and a dedicated social or a community service provider.

Cultural Heritage of Goa

At the end of the course the students will develop the ability to appreciate the rich Goan cultural milieu. They will have a holistic view of the Goan culture.

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They will develop the ability to draw a comparison between the pre-Portuguese and Portuguese architecture and an intermingling of both the cultures.

Dining Etiquette

- To create awareness with the dining experience.
- To increase knowledge and familiarity with common and business dining etiquette.
- To enhance ability to interact with a diverse group of people in social situations associated with dining.

Business Economics-2

The focus of the course will be on aspects of microeconomic theory, primarily to examine how a firm can achieve its objectives, subject to various constraints, and applications thereof.

Strategic Management

At the end the course the student will be able to understand the importance of strategic management in today's corporate world, the vision, mission, goals and the processes. They were also given an insight in strategic appraisal, strategy formulation and implementation. Students will also get an overview about five forces model, the different competitive strategies and how to handle strategic change.

Case Analysis-2

At the end of the subject the student will be able to:-

- Identify central / peripheral problems
- Evaluate Alternate Solutions
- Give feasible solutions / alternate solutions.
- Document real life organizational situations in case format and deal with them.

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Legal Aspects of Business-2

At the end of the course, the students will have the competency to discern various legal aspects while taking business decisions and interact meaningfully with legal experts.

Creative Thinking

At the end of the course, the students shall have competence in: Identifying characteristics that are linked to creativity which are Flexibility, Persistence and Ability to recombine elements to achieve insights. It will enable students analyses how creativity, problem solving and decision making can be applied by individuals at various levels in their life.

Hospitality

At the end of the course, the students shall have competence in:

Identifying characteristics of hospitality industry, identify and classify hotels by type, location and price, functions of the rooms division departments, problems at the checkout process at the front desk, overbooking issues, functions and responsibilities of the food and beverage departments and classify the types of restaurants, handling guest complaints, hygiene and sanitation guidelines.

Photoshop

To develop competence in creating graphics and image editing and manipulation through Photoshop software. Develop skills in designing of banners, photo-editing, image creation and color compositing. Learn to use several tools and features of Photoshop that will maximize the student's creative level.

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Report Writing

The basic objective of this course is to impart the students with the skills of systematic writing and presentation of a report i.e. to understand the purpose of a report, plan a report, write and present a fact-based report on their investigation of a problem/situation.

1. Internship Report 1

- At the end of the internship the student will be able to understand how an industry works.

2. Internship Seminar1

- At the end of the internship the student will be able to learn from each other on how industry works in order to enhance learning from real life case studies.

Event Management

At the end of the course the students will be familiar with the various aspects involved in organizing an event.

Customer Relationship Management

At the end of the course, the students will have :

Understanding of what Customer Relationship Management is and why it is important for an organisation. They will know the difference between Operational and Analytical CRM and how these work together. Finally they will see the relation between ERP and CRM modules in a Company.

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Banking Practices

At the end of the Subject, the student will be able to apply financial planning process, develop basic net worth statements, cash flow statements and budgets, Incorporate the technical financial planning strategies into the financial planning process.(Technical strategies include: risk management (insurance), investment planning, tax planning, retirement planning and estate planning).

Entrepreneurship:

The course will enable the student to

- Understand the concept of entrepreneurship and appreciate the risk involved
- Identify problems that can be monetized
- Engage in the intricacies of business
- Appreciate various aspects of a business plan

International Relations

At the end of the course, the students will have competence in:

assessing the development and changes in the international systems and its implications on International Politics.

Production and Operations Management-2

At the end of the subject, the student will have understanding of control systems for production / operations of organizations. He / she will also be able to understand implications of production / operations functions to other functions and vice-versa. The student will demonstrate this ability in situations within the institution.

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Learning Management Through Executive Interaction

To develop managerial/organizational reality orientation.

Applied Ethics

At the end of the course the students will be able to apply ethics to difficult and controversial issues of different domains. It will also help them to understand the contemporary controversies that have deep philosophical roots.

NGO Management

At the end of the course, the students will have competency in identifying various social issues and changing trends addressed by NGOs, their contribution to society and managerial challenges faced in NGO's will develop managerial skill building in students.

Interview Facing Skills

At the end the course the students will develop the competence in understanding the impact of interviewing and hiring the best applicants.

To learn and use a specific step by step process for interviewing that eliminates mistakes.

To develop an action plan for the growth and development of the interviewers.

Investment Planning

At the end of the Subject, the student will be able to apply financial planning process, develop basic net worth statements, cash flow statements and budgets, Incorporate the technical financial planning strategies into the financial planning process.(Technical strategies include: risk management (insurance), investment planning, tax planning, retirement planning and estate planning).

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Sales Management

At the end of the subject, should be aware of what it takes to be successful in managing the sales function in a personal, direct sales environment. The course will provide the students with a systematic framework for understanding how sales is distinguished from marketing, and what it takes to effectively manage the sales function.

Recruitment and Selection

At the end of the subject the student will be able to

- Use robust frameworks for dealing with short term and long term recruitment and selection processes for organizational efficiency.
- Document real life organizational and agency recruitment and selection process in case format and deal with them.

Brand Management

At the end of the course, the students shall have competence in:

Understanding and Identifying characteristics of a Brand. Competence in creating a brand outline and knowledge on promoting the brand understand the various crucial factors effecting and influencing a Brand.

Mass Media

At the end of the course, the students will be able to know about the news business and to understand news flow and the factors which comprise news making.

To understand the rudiments and basics of mass communication as a subset of human communication and consider its influence both nationally and globally.

Work collaboratively to develop skills of critical thinking and analysis.

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Critical Thinking

At the end of the course, the students will

- Explore real-world examples of why critical thinking is so important in business
- Learn to use critical thinking skills when making business decisions
- Choose the right techniques to recognize assumptions and draw conclusions
- Get a road map for developing your critical thinking skills

Develop skills that will enable them to think more clearly and critically about various issues encountered in their personal, academic and professional lives.

Negotiation Skill

At the end of the course, the student will be developing the basic skills and techniques to be a successful negotiator.

Training & Development

To understand the need for training & development, aspects & the various methods used to impart training.

Retail Management

This aims at providing students with good understanding of the concepts, strategies, and trends associated with a retail operation in the Indian retail industry.

It shall explore the current retail environment and key retail management strategies from managing merchandise and employees, to advertising and promotion.

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The course shall incorporate environmental, demographic and social issues into the discussion of retail operations.

The course shall involve both individual and group work, and shall incorporate real-life case studies.

Performance Management

At the end of the subject the student will have the competences to apply various techniques of Performance Management for effective functioning of an organisation.

Stress Management

To prevent and manage potential stressors

- To instil a conscious awareness of self and others.
- To train in using skills for continuous self discovery.
- To practice making decisions and cope with stressful situations.

Photography

At the end of the course the student will develop the ability to appreciate the art of photography and undertake basic photography assignments.

Flower and Candle Making

At the end of the course the student will be able to make the artificial (handmade) flowers and candle using different materials, enabling the students to generate self employment.

Career Planning

At the end of the course the student will be able to use knowledge and skills in Career Planning

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DEPARTMENT OF BUSINESS ADMINISTRATION (TRAVEL & TOURISM)

PROGRAM OUTCOME:

Vision

Community of young people with specialized knowledge, professional skills and managerial acumen contributing towards sustainable growth in the field of travel and tourism.

Mission

To empower young women and men with analytical and critical thinking ability by providing sound foundation to promote cultural, social, professional, and intellectual development.

Program Specific Outcomes

- The students will develop broad understanding of management principles and practices applicable to the tourism and travel industries.
- The students to build competence to think analytically and creatively.
- To provide learners with the opportunity to comprehend facts and ideas.
- To prepare the students to take up challenges and responsibilities that employers look for in the prospective job candidate.

COURSE OUTCOME:

BEFORE CBCS

Course: Event Management

Course Specific Outcome:

At the end of the course the student will develop competencies in:

Understanding the events, planning, organizing, executing, controlling and evaluating events. Students would also be able to conceptualize their own management event "Entrada" and execute it.

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Course: Total Quality Management

Course Specific Outcome:

At the end of the course the student will develop ability to identify scope for improvement in the quality of a given product/ service/process. The student will develop competency to implement various Japanese techniques and philosophies like Kaizen, Kanban, Just-in-Time, Seven wastes of services, Muda, Muri, Six Sigma Process and analyse the data to bring improvement in the quality. The student will be able to implement TQM in any sphere of business using the TQM tools. Student will also realize the importance of Quality Systems like ISO 9000 and ISO 14000.

Course: Computer Reservation System- Galileo

Course Specific Outcome:

At the end of the course the student would develop competencies in:

Accessing the Travelport Galileo System, Request and Interpret flight Availability and Timetable displays, Search for and Quote Fares, work with the Travelport Galileo Queuing System, able to make air reservations, hotel reservations and car bookings.

Course: Organizational Behaviour 1

Course Specific Outcome:

At the end of the course, the students shall have competence in:

identify the challenges faced by the organisations due to workforce diversity, identify the factors that determine an individual's personality, analyse attitudes at workplace, how perception affects the decision-making process, analyse how different types of variable-pay programs can increase employee motivation., identify organizational and group stressors and discuss the effects of stress.

Course: Organizational Behaviour 2

Course Specific Outcome:

At the end of the course, the students shall have competence in:

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Navelim, Salcete - Goa

determine the effectiveness of group decision making and identify ways to make group decision making more effective, analyze the advantages, disadvantages and challenges of different communication networks, contrast leadership and management, identify the leadership styles, identify the power dynamics involved in the relationships, understand power and the different form it takes, identify the approaches to conflict and also identify conflict handling intentions, identify the factors determining an organizational culture, also factors that maintain organizational culture, clarify how culture is transmitted to employees, describe forces that act as stimulants to change and describe sources of resistance to change.

Course: Tourism Products of India

Course Specific Outcome:

At the end of the course, the students shall have competence in:

Identifying and analysing various tourism products like Pilgrimage sites, crafts and arts, museums, eco-tourism products, hill stations, wild life, fairs and festivals, etc. Also, students will be able to reason why certain products are of international calibre and how to develop other products of India to match the international standards.

Environment Management

Objectives

At the end of the course, the students shall develop competence in:

Identifying the environment, habitat, appreciate natural resources available of earth, ecosystem, biodiversity and its conservation, environmental pollution, social issues and environment and effect of the human population on the environment.

- a) Ability to observe the surrounding environment, interpret information, causes and suggest a possible solution
- b) Ability to analyze different issues like environmental assets, ecosystems, natural disasters, and pollution regarding the environment and present facts.
- c) Ability to find out the threatened animal species and analyze the reasons for it.
- d) Ability to bring out current environmental issues, their causes, and possible solutions

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Customer Relationship Management

Objective:

At the end of the course, the student would develop competencies in
Acquiring knowledge on CRM process, implementation, customer satisfaction, loyalty models, service quality issues and model, Research issues in CRM, Use of technology in CRM, Customer Retention & Service Recovery Management

- a) Ability to comprehend concepts CRM through a case study and come up with solutions to the problems.
- b) Ability to do a comparative analysis of the CRM practices in different service sectors.
- c) Ability to analyze the loyalty programs of different organizations

Nutrition and Food around the world

Objective:

At the end of the course, the student would develop competencies in
Acknowledging the importance of nutrition, nutrients present in food, meal planning, balanced diet, nutrition at different ages, and nutrition during diseases. Students would also acquire knowledge about the factors that influence different food preferences and know about various cuisines of the world.

Ability to analyze the importance of various food sources and their nutritional benefits to human beings

Ability to identify the importance of Veg & Non-Veg food in our daily lives

Ability to appraise the different cuisines of the world.

Advertising Management in Tourism

Course Objective:

At the end of the course, the student will develop competencies in: marketing communication process, Importance of IMC for promotions, Media, advertising agencies, and legal & ethical aspects of advertising,

- a) Ability to analyze the functions carried out in different tourism-related organizations concerning advertising.
- b) Ability to evaluate the promotional campaigns done by different firms

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Navelim, Salcete - Goa

c) Ability to identify the situations, problems of IMC and give solutions

Management of Transport Operations

Objective :

At the end of the course, the students would develop competencies in Tourist Transports- means & modes, Transport Demand, and its management, TDM Marketing, TDM Cost Planning, TDM Market Reforms, Airline Management & Cargo Management, Management of tourist transport, Planning for a new transport business.

- a) Ability to analyze the functioning of a tourist transport organization.
- b) Ability to identify transport infrastructure available in Goa, India, and of the world
- c) Ability to come up with a business plan for a transport company
- d) Ability to analyze the case on transport operation and highlight the issues in transportation management.

Tourism Planning and Policy

Objective :

At the end of the course, the students would develop competencies in Tourism planning concepts at international, national, regional, and destination levels. Students would acquire knowledge on tourism planning done in India since independence. Students would also be exposed to many case studies in different geographical areas of the world where tourism planning is done or is going on.

Ability to identify the problems faced in regional planning, destination planning, and site planning cases and giving solutions through case studies

Ability to analyze conditions and situations prevalent in India concerning tourism Planning

Ability to critically analyze the 5-year plans of the government concerning development in tourism.

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Navelim, Salcete - Goa

AFTER CBCS

TERM I

1) Fundamentals of Tourism Industry 1

- At the end of the course, the students will comprehend the tourism industry as a system by understanding the perspectives of tourism, organizations of tourism, passenger transportations, attractions, entertainment, recreation, motivation for pleasure travel, sociology of tourism.

2) Basics of Hospitality Management 1

At the end of the course, the student will comprehend the fundamentals of the Hospitality industry.

- The objective of this subject is to familiarize the students with the basics of Hospitality businesses and their management.
- With the use of case studies and role plays students will be able to tackle the job of a hospitality manager.
- At the end of the subject, the student will have the ability to deal with management problems using the management processes in the specific context of hospitality.

3) Management Process

To apply the managerial functions and processes to various organizational situations

At the end of the course, the students shall have competence in:

- Identifying and analysing issues involved with the managerial functions of planning, organizing, staffing, leading and controlling.

4) Travel Agency Management

At the end of the course, the student will have the ability to use management processes to effectively manage travel agency operations.

- Travel Agency Management is offered with an objective to understand the relevance of tourism business as an important stakeholder in the tourism segment.
- The modules are developed to enhance specialized know-how on the technical aspects of travel business with practical approach.
- This is done by a comprehensive understanding of the theoretical and applied dimensions in terms of understanding the origin and necessity of a business module, in the field of tourism and its interdependent sectors with a global perspective.

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5) Case Analysis 1

To develop the competence to analyze managerial situations and arrive at solutions that can be implemented using knowledge and framework integrated from various courses.

6) Cultural Heritage of Goa 1

At the end of the course the students will develop the ability to appreciate the rich Goan cultural ethos. They will have a holistic view of the Goan culture. They will develop the ability to draw a comparison between the pre-Portuguese and Portuguese styles of living and an intermingling of both the cultures.

At the end of the course the students will develop,

- The ability to understand and appreciate the rich Goan cultural ethos.
- The students will have a holistic view of the Goan culture.
- They will develop the ability to draw a comparison between the pre- Portuguese and Portuguese styles of living and an intermingling of both the cultures

7) Presentation Skills

At the end of the course, the student will be able to design and deliver effective presentations.

8) Time Management

- To improve productivity at workplace by effectively using time management skills.

TERM II

1) Environment Management 1

At the end of the subject the student will be able demonstrate environmental consciousness, analyse, identify the causes , effect on environment due to various factors and suggest the relevant action at the individual level and industrial level for the environmental conservation.

At the end of the course, the students shall have competence in:

- Understanding the importance of Environmental Education.
- The students will also acquire the knowledge about the different components of the environment, their significance, threats and conservation measures.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

2) **Marketing Tourism and Hospitality 1**

At the end of the course, the student shall have competence in using marketing tools to make and implement marketing decisions.

At the end of the course, the students shall have,

- Competence in using marketing tools to make and implement marketing decisions.

3) **Human Resource Management 1**

Build competence in basic Manpower planning, Job Analysis, Recruitment and selection, within an organization.

At the end of the course, the students shall have competence in:

- Human resource planning, Job analysis, recruitment and selection, Identifying and analysing factors affecting personnel planning.

4) **Tour Operations Management**

At the end of the course the student shall have competence in analysing, designing and managing tour operations.

- Analyse, design and manage tour operations.

5) **Economics of Tourism 1**

At the end of the course, the student shall have competence in applying laws of economics towards effective decision making.

6) **Cultural Heritage of Goa 2**

At the end of the course the students will develop the ability to appreciate the rich Goan culture, with an intention to document & record the same. They will have an ability to seek and also create cross reference/s of the Goan tangible & intangible heritage.

7) **Oral Communication Skills**

- To enable the student to communicate effectively and with confidence in an inter-personal setting and before an audience

TERM III

1) **Environment Management 2**

At the end of the subject the student will be able demonstrate environmental consciousness, analyse, identify the causes , effect on environment due to various factors and suggest the

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Navelim, Salcete - Goa

relevant action at the individual level and industrial level for the environmental conservation

- The protection and proper utilization of environment are necessary for the survival of human civilization.
- They will be able to identify the environmental problems and find precise solution with proper care and conservation of resources.

2) **Marketing Tourism and Hospitality 2**

At the end of the course, the student shall have competence in using marketing tools to make and implement marketing decisions.

- Pricing new & existing products, various distribution channels- franchises, alliances etc.
- Impact of distribution channel on the organization,
- Promoting products through IMC, managing professional sales staff, destination marketing

3) **Human Resource Management 2**

Introduce the students to the training and development function, performance management, compensation and employee benefits, within an organization

At the end of the course,

- The students will get introduced to the training and development functions, performance management, compensation and employee benefits, industrial relations

4) **International Tourism**

At the end of the course,

- The student will be able to identify factors affecting International Tourism and measures taken to promote International tourism.

5) **Strategic Management 1**

At the end of the subject, the student will have the competencies to

- Analyse the structure of any industry
- Indicate sustainable strategies for firms for competitive advantage

6) **Basics of Professional Photography**

At the end of the course the student will develop the ability to appreciate the art of photography and undertake basic photography assignments

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Navelim, Salcete - Goa

- Taking up all aspects of Basic photography independently by following proper Camera handling /Composition and Lighting methods so as to make the photographs attractive / and to use their creativity to capture great images.

7) Written Communication

At the end of the course,

- Students will have competence in basic business writing, correspondence by way of official letters, reports, thinking laterally, generating creative ideas and writing creatively.

TERM V

1) Ethical, Legal and Regulatory aspects of tourism

To understand the basic principles of various Laws, Codes, rules and regulations relating to Tourism Administration; and to assist the tourists

- The students will have the competency to understand various Laws, Codes, rules and regulations in Tourism and assisting the tourists

2) Sustainable Tourism

3) At the end of the course, the student shall comprehend sustainability in tourism and will develop competence to analyse and assess sustainable tourism practices.

- Understanding sustainable tourism concept
- Assess sustainable tourism practices.

4) Organisational Behaviour 1

At the end of the course, the students shall have competence in:

- Understanding the dimensions of individual behaviour in an organizational setting such as workplace diversity, attitudes and job satisfaction, personality and values, perceptions, motivation concepts.

5) Strategic Management 2

At the end of the course the student will be able to identify, create and implement strategic choices in organizations. They will be able to:

- Identify the core competencies of a firm and how it gives a competitive edge to the firm.
- Analyse strategic decisions at business, corporate and international level
- Have a global perspective of firm's operations and strategies adopted to be successful in global markets

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Navelim, Salcete - Goa

6) Financial Statement Analysis 1

At the end of the course the students will have the ability to read and perform an elementary analysis of Financial Statements.

7) Music Appreciation

At the end of the course student will develop the ability to distinguish different genres of music, Indian & Western; and appreciate the works of some famous artistes

At the end of the course students will be able to,

- Appreciate and understand the foundations of music genres (Indian Classical, Western Classical, Contemporary Indian & Western, Folk –Indian & Western music forms) and styles.
- They will also have a basic understanding of basic instruments and their sounds.
- Knowledge of the evolvement of music genres over time will give a basic appreciation of how, the music that we hear today has been affected by the earlier styles.

8) Etiquettes

At the end of the course, the student will,

- Develop the basic skills of appropriate business and social etiquettes
- Create impactful first impressions, and build a consistent personal/ social image.

TERM VI

1) Management of Transport Operations

At the end of the course, student shall have competence in taking decisions related to Transport Operations in the Tourism industry.

- Tourist Transports- means & modes, Transport Demand and its management
- TDM Marketing, TDM Cost Planning, TDM Market Reforms
- Airline Management& Cargo Management, Management of tourist transport
- Planning for a new transport business.

2) Organisational Behaviour 2

At the end of the course, the students shall have competence in:

- Understanding interpersonal situations and group behaviour in organizational setting such as foundations of group behaviour, work teams, power and politics, conflict and negotiation, organizational culture, stress, change management.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

3) **Financial Statement Analysis 2**

At the end of the course the students will have the ability to read and perform an elementary analysis of Financial Statements.

4) **Learning Management Through Executive Interactions**

At the end of the subject the student will develop managerial/ organizational reality orientation.

5) **Airline Management**

At the end of the course students will learn airline management operations and the students would develop competencies in:

- Airline history, learning about different airline agencies and its functions, different country and airport codes, airport terminals and its operation,
- Factors to be considered while planning an Itinerary, travel documents required
- Baggage Handling procedure at the airports having knowledge about dangerous goods and procedure Handling different kinds of passengers.

6) **Emerging Trends in Tourism**

At the end of the course the students will be able to,

- Assess various emerging trends in tourism and incorporate them while planning for new/modified tourism products.

7) **Introduction to German Language 1**

At the end of the course, the student will develop basic communicative competencies (reading, writing, listening, and speaking) in German that will enable the student to engage in simple conversations.

- Learn basic rules of grammar, letter writing, personal information writing, days of the week, months, days, and dates.
- Students would also learn to pronounce, read, and converse with each other in German

8) **Negotiation Skills**

At the end of the course,

- The student will develop the basic skills and techniques to be a successful negotiator

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Navelim, Salcete - Goa

TERM VII

1) **Tourism Planning and Policies**

At the end of the course, the student will comprehend the institutional policy framework and tourism planning.

- Would develop competencies in Tourism planning concepts at international, national, regional and destination level.
- Students would acquire knowledge on tourism planning done in India since independence.
- Students would also be exposed to many case studies in different geographical areas of the world where tourism planning is done or is going on.

2) **Tourism Products of India**

At the end of the course, the students shall have competence in:

- Identifying and analysing various tourism products like Pilgrimage sites, crafts and arts, museums, eco-tourism products, hill stations, wildlife, fairs and festivals, etc.
- Students will be able to reason why certain products are of international calibre and how to develop other products of India to match the international standards.

3) **Business Research Methodology 1**

At the end of the course the student will acquire skills to,

- Locate problem areas in organizational settings, and plan, organize, design, and conduct research to help solve the identified problems.

4) **Ecotourism Management**

At the end of the course the students will be able to,

- Apply techniques for the planning management, regulation of eco-tourism and learn how eco-tourism can be benefit local people.

5) **Entrepreneurship in Tourism**

At the end of the course, the students shall develop an ability to write a business plan

- Demonstrate environmental consciousness, analyze, identify the causes, effect on environment due to various factors
- Suggest the relevant action at the individual level and industrial level for the environmental conservation.

6) **Creative Writing**

At the end of the subject, the student should have,

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- The ability to understand the nuances of creative writing and the tools and skills required for writing creatively.
- 7) **Introduction to Computer Networking**
At the end of the course the student will develop the ability to setup up a wired and wireless network along with resource sharing
- 8) **Team Building**
At the end of the course, the student will be able an effective team player and manage interventions that can strengthen team performance.

TERM IX

1) **Event Management**

At the end of the course, the student will be able to design, plan, market and stage an event.

- Understanding the events, planning, organizing, executing, controlling and evaluating events.
- Students would also be able to conceptualize their own management event” Entrada” and execute it.

2) **Integrated Marketing Communication in Tourism**

At the end of the course, the student will gain knowledge in Integrated Marketing Communication (IMC) process, relate to importance of IMC for promotion, learn budgeting of IMC Media Process and the evaluation of media and its control.

- Communication process, Importance of IMC for promotions.
- Media, advertising agencies and legal & ethical aspects of advertising,

3) **Destination Management**

At the end of the course, the students will be able to market and manage different tourism destinations and provide options for creating and investing in tourism attractions

- The students will be able to understand the role of DMOs, its functions, Marketing strategies used by DMOs.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

- The way the DMO does its segmentation, targeting and branding and market and manage different tourism destinations and provide options for creating and investing in tourism attractions.

4) Performance Management

At the end of the course the students will be able to,

- Use performance management skills required to take organizational decisions relating to employee performance.

5) Services Marketing

At the end of the course, students will develop competency of examining dimensions of service quality, roles of employees in service delivery and improving service quality.

- The student will be able to differentiate between service marketing and product marketing.
- They will be familiarized to the various concepts related to service marketing and will be able to relate quality profitability and productivity.
- They will be able to identify the challenges of service marketing and address them with probable solutions

6) Database Management Systems and Web Designing

At the end of the course, the students will develop ability to manage data using database management system and to design a website using content management system

- Competency of handling challenges different tools relating to retail business
- Analysing retail environment and opportunities for business.

7) Individual and Society

To sensitise the students on how social forces affect individual behaviour in everyday lives. At the end of the course the students will be able to apply sociological knowledge to analyse the role of individual and social behaviour in everyday lives and its impact on the society.

- Individual & Social relationships, The Objective Study of Society, Sociological Perspective, Functionalist Perspective
- Conflict Perspective, Culture, Socialization, Social control and Deviance, Stratification, Gender and inequality, status and role,
- Social mobility, social change, social policy and future of society.

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8) Emotional Intelligence

At the end of the subject, the student will be able to,

- Understand own and others emotions and handle personal and professional situations in an emotionally intelligent way.

TERM X

1) Global Distribution System

At the end of the course,

- The student would be able to access the Global distribution system, request and interpret flight availability and timetable displays, search for and quote fares, work with the Queuing System.
- The student would also be able to understand travel terminology and obtain useful and valuable information for efficient service to the clients.

2) Customer Relationship Management

At the end of the course the student would be able to relate to CRM as an integral part of marketing. The student would develop competency in analysing customer relationships by evaluating customers, their buying and spending behaviour.

- Acquiring knowledge on CRM process, implementation, customer satisfaction.
- Loyalty models, service quality issues and model
- Research issues in CRM, Use of technology in CRM, Customer Retention & experience management

3) Employee Engagement

At the end of the course, the students will be able to develop effective employee engagement interventions for organizational effectiveness.

- Understand the different models and drivers of employee engagement.
- They will know the contribution of a company towards employee engagement practices in a company.
- The students will be able to develop effective employee engagement interventions for organizational effectiveness.

4) Digital Marketing

At the end of the course, students will develop the competency of marketing online, boosting website traffic, generating potential leads and increasing sales revenue.

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- Detailed understanding about Digital Marketing concepts, strategies, and implementation, including planning a website, website promotion.
- Email and Search Engine Optimization (SEO) campaigns, Pay Per Click (PPC) campaigns, Social Media Marketing (SMM), Web analytics and integrating digital marketing with traditional marketing.

5) Product Management

At the end of the course,

- students will develop competency of analyzing the market environment and product life cycle.
- create differentiable and sustainable value propositions, marketing mix and product portfolio.

6) Indian Political Environment

At the end of the course the students will have competence in:

- Assessing development & functioning of Indian democracy and the dynamic nature of Indian political system.

7) Psychology

At the end of the subject, the student will be able to

- Understand the basic principle of Psychology- every individual is different (individual differences)
- Understand oneself & others in terms of the Psychological processes that influence behaviour
- Apply the understanding of his/her behavior to various situations of life, especially at the workplace

8) Interview Facing Skills

At the end of the course,

- the students will be able to face entry level selection processes of organizations.

TERM XI

1) Food and Safety

At the end of the course students will learn food safety practices in food handling and the implementation of critical control points of food safety. The student would develop competencies in acknowledging the importance of food safety.

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- Students will know about contamination of food, diseases caused due to contamination and food borne illnesses.
- Students will be able to appreciate good hygiene and manufacturing practices and HACCP procedures.

2) **Retail Management**

At the end of the course,

- Students will develop competency of handling challenges, different tools relating to retail business,
- Analysing retail environment and opportunities for business.

3) **International Relations**

At the end of the course the student will develop proficiency in:

- The finer aspects of the realm of international politics and world affairs, through a comprehensive, integrated and holistic understanding of world politics.

4) **Critical Thinking**

At the end of the course, the students will have competence in successfully identifying the causes of complex personal and professional problems using logical, verifiable cause-and-effect.

5) **Mock Interviews by Executives**

To enable students to obtain feedback from the industry/ employers on the extent of competence development they had, their strengths, weaknesses, etc. judged from the point of their employability in the industry.

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DEPARTMENT OF COMPUTER APPLICATIONS

PROGRAM SPECIFIC OUTCOMES:

The Department of Computer Applications was established in the year 2001 with the launch of the Bachelor of Computer Applications Programme. The BCA programme is a three year self financed integrated degree programme affiliated to the Goa University. The objective of the BCA programme is to produce employable IT workforce that will have sound knowledge of IT and business fundamentals that can be applied to develop and customize solutions for Small and Medium Enterprises (SME's).

Vision:

An e-literate Society

Mission:

To spread the application of computer technology to every household, to make a generation of e-literate citizens.

Objectives :

1. To impart sound knowledge of computer applications for solving small and medium business problems.
2. To equip young individuals with technical skills for simplifying business processes.
3. To promote the culture of ethical practices amongst citizens in the Cyber world.
4. To leverage technology for meeting the expectations of IT industry by creating a skilled workforce.

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Outcomes:

- To enable students to acquire analytical abilities, skills and problem solving competencies.
- To impart quality education on par with international standards and to produce employable IT workforce, that will have sound knowledge of IT and business fundamentals.
- To investigate, understand and arrive at solutions using emerging technologies, through team building and effective communication.

COURSE OUTCOME

BEFORE CBCS

BCA101-PROBLEM SOLVING AND PROGRAMMING CONCEPTS

CO1: To understand the importance of each step in the programming life cycle and thereby learn to write structured and well documented modular programs.

CO2: To study how to write the graphical representation of an algorithm to check flow of control.

CO3: To learn specific constructs of the C programming language.

BCA102-COMPUTER ORGANISATION AND ARCHITECTURE

CO1: To study the underlying structure and functioning of a computer and features of the processor generations.

CO2: To study micro-programmed control unit and functioning of the I/O modules.

CO3: The study the bus architectures and other different interconnection structures.

BCA103-BUSINESS ACCOUNTING

CO1: Impart basic knowledge of accounting and recording of financial transactions.

CO2: Compute and analyze financial performance and financial position of a business.

CO3: Understand the different types of shares and the accounting for shares.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

BCA104-BASIC MATHEMATICS

CO1: Understand basic concepts of number systems, use of logarithms, properties and operations on logarithms.

CO2: Understand and perform operations on complex numbers, solve a system of linear equations in matrix form, become familiar with concepts of sequences and progressions.

CO3: Understand concepts of coordinate geometry and mensuration, evaluate limits and continuity and concepts of vectors.

BCA105-PROBLEM SOLVING AND PROGRAMMING LABORATORY

CO1: Read, understand and trace the execution of programs written in a programming language.

CO2: Write the code for a given algorithm.

CO3: To learn the process of computer problem solving and concepts through a programming language.

BCA106-IT TOOLS LABORATORY

CO1: To understand the different components of a PC and troubleshooting a PC.

CO2: To learn and understand the different features of Office Productivity tools.

CO3: To learn how to work on various resources of Learning Management System.

BCA107-ENVIRONMENTAL STUDIES

CO1: The students will understand the importance of the environment and its allied problems.

CO2: The students will be able to develop critical thinking and problem-solving skills to solve environmental issues at individual level.

CO3: The students will acquire the ability to spread awareness about the importance of the environment and its conservation.

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SEMESTER III: COURSE OUTCOMES

BCA301-OBJECT ORIENTED CONCEPTS

CO1: To understand the concepts involved in object-oriented approach so as to analyze and design systems and software solutions.

CO2: To design and implement Object Oriented models using UML appropriate notations.

CO3: To understand the major Object-Oriented concepts such as Encapsulation, Inheritance, Polymorphism and Exception Handling and to implement object oriented programs.

BCA302-DATABASE MANAGEMENT SYSTEMS

CO1: Understand the fundamental elements of DBMS and compare and contrast between the existing data models and recognize emerging data models for databases.

CO2: Design and develop a logical design model to represent database application scenarios and to transform the logical design model to relational model. Also analyze and design an improved database through normalization.

CO3: Understand the basic concepts of transactions processing in DBMS and recognize the emerging trends in Database Technology.

BCA303-MANAGEMENT ACCOUNTING

CO1: To study and familiarize with the different tools and techniques of management accounting

CO2: To study and familiarize with the preparation of various types of budgets

CO3: To make the students understand how reporting is done in organizations

BCA304-INTRODUCTION TO ECONOMICS

CO1: To study and understand the meaning of economics and the different markets

CO2: To study and understand the concepts of equilibrium and types of elasticity of Demand.

CO3: To understand the pricing factor of rent, wages and interest using case studies

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Navelim, Salcete - Goa

BCA307-OBJECT ORIENTED PROGRAMMING LABORATORY

CO1: Learn Java programming syntax.

CO2: Write object oriented programs in Java.

CO3: Use concepts in object oriented systems while programming.

BCA306-DATABASE MANAGEMENT SYSTEM LABORATORY

CO1: Implement and use a relational database management system.

CO2: Design and implement relational database concepts using data definition language and manipulate the database schema using SQL queries for a given problem-domain.

CO3: Design and implement transaction processing for a given database.

BCA307-COMMUNICATION AND PRESENTATION SKILLS

CO1: Understand the principles of correspondence and jargon for business letters.

CO2: Know the conventions and various formats of business letter writing.

CO3: Design different types of documents and effective reports based on data from meetings and briefings.

SEMESTER V: COURSE OUTCOMES

BCA501-SOFTWARE TESTING

CO1: To gain a holistic understanding of Software Testing, its role in providing quality; and how it relates to Software Development from inception to release. Also, students will appreciate the need and the context for automation, the awareness of the various testing tools and the opportunity to demonstrate the use of any one of them.

CO2: To gain understanding of the various testing techniques and their selective use during various milestones in Software development and testing. Also to comprehend important non-functional aspects of software such as performance and reliability.

CO3: To understand the maintenance phase, post software development and the various associated maintenance models. Also, understand the need to maintain source and version

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

control and how they are implemented.

BCA502-WEB TECHNOLOGY

CO1: Design user friendly websites using HTML and CSS.

CO2: Design dynamic web pages using client side scripting language

CO3: Explain the fundamentals of designing and developing websites along with the security aspects governing the internet.

CSE ELECTIVE 1-IT PROJECT MANAGEMENT

CO1: Implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.

CO2: To appraise the role of project management in organization change.

CO3: To familiarize students with various tools and techniques used for managing a project during the phases of initiating, planning, executing, monitoring and controlling, and closing a project.

CSE ELECTIVE 2-ERP SYSTEMS

CO1: To understand the meaning of an ERP system benefits and reasons for use of an ERP system

CO2: To learn the different ERP related technologies of Data warehousing, Data Mining, OLAP and the need of Business Process Re-engineering.

CO3: To understand the process of ERP implementation in business environment.

NCSE ELECTIVE 1-HUMAN RESOURCE MANAGEMENT

CO1: Gain an insight into the contribution of HRM in an organization and understand the recruitment policy and factors influencing recruitment decisions.

CO2: Gain an insight into the benefits of training employees and the methods used for workers and managers.

CO3: Recognize the importance of business presentations and interpersonal skills along with the need and importance career planning and counseling.

NCSE ELECTIVE 2-ADVERTISING

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CO1: Understand the basic concepts of advertising

CO2: Understand the requirements of an advertising firm

CO3: Understand the concepts, procedures and policies of advertising

SEMESTER II: COURSE OUTCOMES

BCA201- Data Structures

CO1: To understand Linear and Non-Linear data structures and to implement appropriate data structures to specified problem definitions.

CO2: To determine the efficiency and complexity of various algorithms and implement operations like searching , sorting , insertion, deletion, and traversing mechanisms on various data structures.

CO3: To understand the concept of Dynamic memory management.

BCA202- Operating System Concepts

CO1: To learn the structure and functions of an operating system.

CO2: To understand process management, memory management, Input/Output and file systems of an operating system.

CO3: To understand the security goals and principles of an operating system.

BCA203- Cost Accounting

CO1: To provide in-depth knowledge of cost accounting as an important branch of accounting.

CO2: To understand the concepts of Material and Labor cost.

CO3: To gain an insight into the concept of Marginal Costing, Process Costing and Contract Costing.

BCA204- Discrete Mathematics

CO1: Students will be able to identify the different number systems, gain familiarity with concepts of mathematical logic and boolean algebra, sets, relations and functions.

CO2: Students will be able to understand the concept of permutation and combination.

Rosary College of Commerce & Arts

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CO3: Students will be able to understand principles of inclusion and exclusion.

BCA205-Data Structures Laboratory

CO1: To construct programs using Linear and non-Linear data structures

CO2: To use appropriate data structure and develop programs on various kinds of searching and sorting techniques

CO3: To develop programs employing dynamic memory management.

BCA206-Operating Systems Laboratory

CO1: To understand the basic setup, functioning, installation and configuration of operating system in a computer system.

CO2: To understand and demonstrate commands in MS-DOS to manipulate directories and files and run batch files.

CO3: To understand and demonstrate the different set of commands and utilities in Linux/Unix systems and implement shell programs

BCA207- Environmental Studies II

CO1: Students will learn the core concepts and methods from ecological and environmental science; and understand their application to solving environmental issues.

CO2: Students will understand complex environmental issues from economic, political and social perspectives.

CO3: Students will reflect and critically evaluate their roles as citizens and consumers in solving the major environmental problems; and be able to devise methods and ideas to deal with the major environmental issues at individual level.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

SEMESTER IV: COURSE OUTCOMES

BCA401-Software Engineering

CO1: To describe and implement the different software life cycle models, modern software development methodologies, the agile principles and practices; and agile approaches such as Scrum, XP, with emphasis on design, development and testing.

CO2: To implement the concept of version control and release management; and the use of its popular trending tools

CO3: To implement the strategies and methods of software quality assurance and modern practices such as DevOps, CI/CD, lean development and Kanban.

BCA402-Computer Networks

CO1: To understand the fundamentals of data network and data communications.

CO2: To understand the various networking media, network configurations and basics of building simple networks

CO3: To understand the network layered architecture and the working of various protocols in each layer

BCA403-Management Functions

CO1: To study and familiarize with the different types of planning.

CO2: To study the concept of management by objectives, organizing and the different types of power and authority

CO3: To learn the different theories of motivation and the aspects of decision making.

BCA404- Data Analysis and Statistical Techniques

CO1: To understand the concept of probability and probability distributions

CO2: To develop the ability to carry out testing of hypothesis on a population based on statistical

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Measures of samples

CO3: To be able to carry out simple linear regression analysis and to develop the ability to compute descriptive statistics including diagrammatic representation and interpretation.

BCA405- Graphical Interface Design Laboratory

CO1: To Identify the target audience and create an audience-appropriate interface design.

CO2: To demonstrate the functionality and usability of a user-interface.

BCA406- Data Analysis and E-Accounting Laboratory

CO1: To know to use Equation Solver to solve the simple problems

CO2: To use algorithms for plotting graphs, image processing etc. using Matlab

CO3: To use the different statistical concepts for data representation with the help of SPSS package

CO4: To learn to use Tally package for managing accounts.

BCA407- Technical Writing Skills

CO1: To learn to document and report matter through written form.

CO2: To learn the use of domain specific technical jargon in reporting.

CO3: To learn to write unambiguous documents in standard formats.

SEMESTER VI: COURSE OUTCOMES (

BCA601 Management Information Systems

CO1: To understand the role of Information Systems in organizational management, to understand knowledge, its classifications; capturing, storing and utilizing knowledge in an organization.

CO2: To understand the characteristics of decision making, decision making models and tools

CO3: To understand the concepts of Office Automation Systems, Expert System, Executive Expert System and compare different information systems such as ERP, SCM and CRM.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

BCA602-Multimedia Technology

CO1: To gain understanding of different types of multimedia and their formats.

CO2: To develop an understanding of color theory and color modes.

CO3: To understand and apply principles of multimedia in content creation.

BCA603--E-Commerce Applications (ELECTIVE)

CO1: To develop an understanding of Web-based Commerce.

CO2: To understand the different models of e-commerce.

CO3: To assess the security issues and threats to an e-business.

BCA603--Content Management Systems(ELECTIVE)

CO1: To provide insights in the various CMS platforms available.

CO2: To learn to set up a CMS on local server/cloud and manage the administrative tasks.

CO3: to learn to use platforms like WordPress, Wix, Joomla and Moodle

BCA604 -Entrepreneurship Development(ELECTIVE)

CO1: To provide the students with substantial knowledge about the requirements of setting up a firm and exercising entrepreneurship skills.

CO2: To understand the difference between self employer, intrapreneur and entrepreneur.

CO3: To understand the sources of purposeful innovation.

BCA604-Marketing Fundamentals (ELECTIVE)

CO1: To gain insight into the fundamentals of Marketing.

CO2: To understand the basic concepts of marketing.

CO3: To gain insight into the four main elements of the Marketing Mix.

BCA605-Multimedia Laboratory

CO1: To learn to process the different types of multimedia files.

CO2: To learn graphics editing through a graphic manipulation tool.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CO3 : To learn computer based animations.

BCA606- PROJECT WORK

(As per BCA project manual)

AFTER CBCS

SEMESTER II: COURSE OUTCOMES

Course: Data Structures

Course Code: CAC-105

CO1: To understand Linear and Non-Linear data structures and to implement appropriate data structures to specified problem definitions.

CO2: To determine the efficiency and complexity of various algorithms and implement operations like searching, sorting, insertion, deletion, and traversing mechanisms on various data structures.

CO3: To understand the concept of Dynamic memory management.

Course: Operating System Concepts

Course Code: CAC-106

CO1: To learn the structure and functions of an operating system.

CO2: To understand process management, memory management, Input/Output and file systems of an operating system.

CO3: To understand the security goals and principles of an operating system.

Course: Monetary Economics

Course Code: CAG120

CO1: To learn and understand the Role and Functions of Money.

CO2: To learn and understand various Monetary Theories.

CO3: To learn and understand the concepts of Inflation and Deflation.

Course: Cost Accounting

Course Code: CAG 102

CO1: To provide in-depth knowledge of cost accounting as an important branch of accounting.

CO2: To understand the concepts of Material and Labor cost.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CO3: To gain an insight into the concept of Marginal Costing, Process Costing and Contract Costing.

Course: Programming with Python

Course Code: CAS-106

CO1: To read, understand and trace the execution of programs written in python programming language.

CO2: To write python code using object-oriented concepts.

CO3: To learn to implement searching and sorting algorithms using Python language.

Course: Data Structures Lab

Course Code: CAC-108

CO1: To construct programs using Linear and non-Linear data structures

CO2: To use appropriate data structure and develop programs on various kinds of searching and sorting techniques

CO3: To develop programs employing dynamic memory management.

Course: Environmental Studies II

Course Code- ESA- 102

CO1: Students will learn the core concepts and methods from ecological and environmental science; and understand their application to solving environmental issues.

CO2: Students will understand complex environmental issues from economic, political and social perspectives.

CO3: Students will reflect and critically evaluate their roles as citizens and consumers in solving the major environmental problems; and be able to devise methods and ideas to deal with the major environmental issues at individual level.

Course: Applied Mathematics

Course Code- CAC107

CO1: Students will be able to identify the different number systems, gain familiarity with concepts of mathematical logic and boolean algebra, sets, relations and functions.

CO2: Students will be able to understand the concept of permutation and combination.

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CO3: Students will be able to understand principles of inclusion and exclusion.

SEMESTER IV: COURSE OUTCOMES

Course: Software Engineering

Course Code: CAC - 113

CO1: To describe and implement the different software life cycle models, modern software development methodologies, the agile principles and practices; and agile approaches such as Scrum, XP, with emphasis on design, development and testing.

CO2: To implement the concept of version control and release management; and the use of its popular trending tools

CO3: To implement the strategies and methods of software quality assurance and modern practices such as DevOps, CI/CD, lean development and Kanban.

Course: User Interface Design Laboratory

Course Code: CAC-116

CO1: To Identify the target audience and create an audience-appropriate interface design.

CO2: To demonstrate the functionality and usability of a user-interface.

CO3: To design and implement Web Interfaces.

Course: Advertising

Course Code: BCA_NCS_E01

CO1: To gain an understanding of the evolution and history of advertising.

CO2: To understand the basic concepts of procedures and policies of advertising.

CO3: To understand the different media channels available for advertising.

Course: Human Resource Management

Course Code: BCA_NCS_E14

CO1: To gain an insight into the contribution of HRM in an organization and understanding of the recruitment policy and factors influencing recruitment decisions.

CO2: To gain an insight into the benefits of training employees and the methods used for workers and managers.

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CO3: To recognize the importance of business presentations and interpersonal skills along with the need and importance of career planning and counseling.

Course: Case Tools Laboratory

Course Code: CAC115

CO1: To learn the use of centralised repositories and versioning tools to design and execute Unit test cases.

CO2: To learn the use of tool/s for defect tracking, code refactoring, code documentation and scrum methodology.

CO3: To learn the use of a testing tool to test web applications; and the use of a Build tool to automate the creation of executable applications.

Course: Data Communications

Course Code: CAC114

CO1: To understand fundamentals of data communications.

CO2: To understand the differences between Analog and Digital communication.

CO3: To understand the network layered architecture and the protocol stack and network security basics.

Course: Technical Writing Skills

Course Code: CAA 102

CO1: To learn to document and report matter through written form.

CO2: To learn the use of domain specific technical jargon in reporting.

CO3: To learn to write unambiguous documents in standard formats.

SEMESTER VI: COURSE OUTCOMES (OLD COURSE)

Course: Multimedia Technology

Course Code: BCA602

CO1: To gain understanding of different types of multimedia and their formats.

CO2: To develop an understanding of color theory and color modes.

CO3: To understand and apply principles of multimedia in content creation.

Course: E-Commerce Applications

Course Code: BCA_CS_E04

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CO1: To develop an understanding of Web-based Commerce.

CO2: To understand the different models of e-commerce.

CO3: To assess the security issues and threats to an e-business.

Course: Content Management Systems

Course Code: BCA_CS_E02

CO1: To provide insights in the various CMS platforms available.

CO2: To learn to set up a CMS on local server/cloud and manage the administrative tasks.

CO3: to learn to use platforms like WordPress, Wix, Joomla and Moodle

Course: Entrepreneurship Development

Course Code: BCA_NCS_E05

CO1: To provide the students with substantial knowledge about the requirements of setting up a firm and exercising entrepreneurship skills.

CO2: To understand the difference between self-employer, intrapreneur and entrepreneur.

CO3: To understand the sources of purposeful innovation.

Course: Marketing Fundamentals

Course Code: BCA_NCS_E10

CO1: To gain insight into the fundamentals of Marketing.

CO2: To understand the basic concepts of marketing.

CO3: To gain insight into the four main elements of the Marketing Mix.

Course: Management Information Systems

Course Code: BCA601

CO1: To understand the role of Information Systems in organizational management, to understand knowledge, its classifications; capturing, storing and utilizing knowledge in an organization.

CO2: To understand the characteristics of decision making, decision making models and tools

CO3: To understand the concepts of Office Automation Systems, Expert System, Executive Expert System and compare different information systems such as ERP, SCM and CRM.

Course: Multimedia Laboratory

Course Code: BCA605

Rosary College of Commerce & Arts

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CO1: To learn to process the different types of multimedia files.

CO2: To learn graphics editing through a graphic manipulation tool.

SEMESTER I: COURSE OUTCOMES

PROBLEM SOLVING AND PROGRAMMING CONCEPTS

CO1: To understand the importance of each step in the programming life cycle and thereby learn to write structured and well documented modular programs.

CO2: To study how to write the graphical representation of an algorithm to check flow of control.

CO3: To learn specific constructs of the C programming language.

COMPUTER ORGANISATION AND ARCHITECTURE

CO1: To study the underlying structure and functioning of a computer and features of the processor generations.

CO2: To study micro-programmed control unit and functioning of the I/O modules.

CO3: The study the bus architectures and other different interconnection structures.

BASIC MATHEMATICS

CO1: Understand basic concepts of number systems, use of logarithms, properties and operations on logarithms.

CO2: Understand and perform operations on complex numbers, solve a system of linear equations in matrix form, become familiar with concepts of sequences and progressions.

CO3: Understand concepts of coordinate geometry and mensuration, evaluate limits and continuity and concepts of vectors.

PROBLEM SOLVING AND PROGRAMMING LABORATORY

CO1: Read, understand and trace the execution of programs written in a programming language.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

CO2: Write the code for a given algorithm.

CO3: To learn the process of computer problem solving and concepts through a programming language.

IT TOOLS LABORATORY

CO1: To understand the different components of a PC and troubleshooting a PC.

CO2: To learn and understand the different features of Office Productivity tools.

CO3: To learn how to work on various resources of Learning Management System.

MICRO ECONOMICS

CO1: Understand the basic concepts of economics.

CO2: Understand utility analysis and indifference curve.

CO3: Compare the various factors of production in detail.

BUSINESS ACCOUNTING

CO1: Impart basic knowledge of accounting and recording of financial transactions.

CO2: Compute and analyze financial performance and financial position of a business.

CO3: Understand the different types of shares and the accounting for shares.

ENVIRONMENTAL STUDIES

CO1: The students will understand the importance of the environment and its allied problems.

CO2: The students will be able to develop critical thinking and problem-solving skills to solve environmental issues at individual level.

CO3: The students will acquire the ability to spread awareness about the importance of the environment and its conservation.

SEMESTER III: COURSE OUTCOMES

OBJECT ORIENTED CONCEPTS

Rosary College of Commerce & Arts

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CO1: To understand the concepts involved in object-oriented approach so as to analyze and design systems and software solutions.

CO2: To design and implement Object Oriented models using UML appropriate notations.

CO3: To understand the major Object-Oriented concepts such as Encapsulation, Inheritance, Polymorphism and Exception Handling and to implement object oriented programs.

DATABASE MANAGEMENT SYSTEMS

CO1: Understand the fundamental elements of DBMS and compare and contrast between the existing data models and recognize emerging data models for databases.

CO2: Design and develop a logical design model to represent database application scenarios and to transform the logical design model to relational model. Also analyze and design an improved database through normalization.

CO3: Understand the basic concepts of transactions processing in DBMS and recognize the emerging trends in Database Technology.

INVESTMENT AND PORTFOLIO MANAGEMENT

CO1: Provide basic understanding of investment, security and security market and the reason why people/companies/countries invest in securities.

CO2: To understand the framework of new issue and secondary market along with the role and functions of SEBI.

CO3: To identify how to measure the performance (risk/return) of securities and apply the understanding to construct, analyze and manage basic portfolio.

ENTREPRENEURSHIP DEVELOPMENT

CO1: To understand the basic concept of Entrepreneurship Development.

CO2: To understand the requirements of starting an own venture.

CO3: To compare the various factors of production needed by an entrepreneur.

DATABASE MANAGEMENT SYSTEM LABORATORY

CO1: Implement and use a relational database management system.

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CO2: Design and implement relational database concepts using data definition language and manipulate the database schema using SQL queries for a given problem-domain.

CO3: Design and implement transaction processing for a given database.

OBJECT ORIENTED PROGRAMMING LABORATORY

CO1: Learn Java programming syntax.

CO2: Write object oriented programs in Java.

CO3: Use concepts in object oriented systems while programming.

COMMUNICATION AND PRESENTATION SKILLS

CO1: Understand the principles of correspondence and jargon for business letters.

CO2: Know the conventions and various formats of business letter writing.

CO3: Design different types of documents and effective reports based on data from meetings and briefings.

SEMESTER V: COURSE OUTCOMES (OLD COURSE)

BCA 501: SOFTWARE TESTING

CO1: To gain a holistic understanding of Software Testing, its role in providing quality; and how it relates to Software Development from inception to release. Also, students will appreciate the need and the context for automation, the awareness of the various testing tools and the opportunity to demonstrate the use of any one of them.

CO2: To gain understanding of the various testing techniques and their selective use during various milestones in Software development and testing. Also to comprehend important non-functional aspects of software such as performance and reliability.

CO3: To understand the maintenance phase, post software development and the various associated maintenance models. Also, understand the need to maintain source and version control and how they are implemented.

BCA 502: WEB TECHNOLOGY

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CO1: Design user friendly websites using HTML and CSS.

CO2: Design dynamic web pages using client side scripting language

CO3: Explain the fundamentals of designing and developing websites along with the security aspects governing the internet.

CSE ELECTIVE 1: IT PROJECT MANAGEMENT

CO1: Implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.

CO2: To appraise the role of project management in organization change.

CO3: To familiarize students with various tools and techniques used for managing a project during the phases of initiating, planning, executing, monitoring and controlling, and closing a project.

CSE ELECTIVE 2: ERP SYSTEMS

CO1: To understand the meaning of an ERP system benefits and reasons for use of an ERP system

CO2: To learn the different ERP related technologies of Data warehousing, Data Mining, OLAP and the need of Business Process Re-engineering.

CO3: To understand the process of ERP implementation in business environment.

NCSE ELECTIVE 1: HUMAN RESOURCE MANAGEMENT

CO1: Gain an insight into the contribution of HRM in an organization and understand the recruitment policy and factors influencing recruitment decisions.

CO2: Gain an insight into the benefits of training employees and the methods used for workers and managers.

CO3: Recognize the importance of business presentations and interpersonal skills along with the need and importance career planning and counseling.

NCSE ELECTIVE 2: ADVERTISING

CO1: Understand the basic concepts of advertising

CO2: Understand the requirements of an advertising firm

CO3: Understand the concepts, procedures and policies of advertising

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DEPARTMENT OF POST GRADUATION IN COMMERCE

PROGRAM OUTCOMES:

The world of commerce has been advancing leaps and bounds. As such, this department has been committed to provide an advanced and expert insight into commerce.

VISION

Build prospective entrepreneurs and committed human resources in the era of economic challenges, reforms and development.

MISSION

Synergize intellectuals for imparting knowledge in commerce and related areas through enhancement of interpersonal skills and dissemination of newer trends in the industry that adapts a blend of rigour and practical relevance

OBJECTIVES

- To inculcate in student's analytical skills and develop their research capabilities.
- To build an intelligent community of Post Graduate Commerce students endowed with specialized. skills to be on par with today's global enterprise.
- To create a talent pool of skilled human resource

PROGRAM OUTCOMES

- Enhancing the horizon of knowledge so as to enable the learners to carry out qualitative research and pursue academic or professional careers.
- Developing problem analysis skills and knowledge and applying the same in real life situation.
- Using research knowledge and aptitude acquired in the course of study for solving socially relevant problems.

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- Understanding the role and applicability of knowledge acquired in the context of society, environment and sustainable development sticking on to the ethics and values.
- Developing effective communication skills and ability to work in teams by strengthening group dynamics.
- Fostering ability to engage in lifelong learning, demonstrating empathetic social concern, contributing to the development of nation, by making sure of awareness gained on various issues.

PROGRAM SPECIFIC OUTCOMES

M.Com Part II Accounting and Finance Specialization PSO's

- Develop the quantitative aptitude and analytical skills of the learner.
- Acquire advanced theoretical knowledge on research techniques and develop capabilities in the application of research in solving business problems related to investment and finance.
- Acquire knowledge of techniques of managing the business with special focus on taxes, corporate areas, financial markets and cost management and to take advantage of business opportunities.
- Utilize corporate and analytical knowledge acquired effectively in work environment.
- Facilitate the learner to pursue career in professional areas of commerce and management such as taxation, financial services, consultancy etc.

M.Com Part II Business Management Specialisation PSO's

- Inculcates managerial skills and theoretical knowledge for managing business units with special focus on functional areas of business and management.
- An ability to apply general management know-how in various business situations.

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- A better understanding of the nature and dynamics of social behaviour relating to organizational performance in order to develop strategies to become effective in organizations.
- An ability to integrate the concepts of the core areas of business.
- Awareness of the importance of the ethical requirements of business activities.
- An ability to conduct methodological, secondary research into business issues, which may relate to general business or to a specific business function, which requires familiarity with a range of data, research sources and appropriate methodologies.
- An understanding of business that reflects the moral responsibility of management to all relevant stakeholders and the natural environment.

COURSE OUTCOME

OLD

Class: M.Com Part II (Business Management)

Semester III			
Sr. No.	Course Code	Course Name	Course Outcomes
1.	COO3B1	Retail Marketing	<ul style="list-style-type: none">• To provide the students a comprehensive knowledge on Indian Retail Industry and policy initiatives under FDI in retail.• To get acquainted with the formulation of retail market strategy, choosing store location, planning the store layout, its atmospherics as well as merchandise planning, procuring products and pricing strategies.• To bring out the ability of students to work in retail industry as well as give them a boost to be in the supply chain of retail industry.
2.	COO3B2	Human Resource Development	<ul style="list-style-type: none">• To acquaint the students of how an organization acquires the human resource, trains, rewards, motivates,

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			<p>uses, and generally manages it's people effectively.</p> <ul style="list-style-type: none">• To train students to administer and contribute to the design and evaluation of the job description and job specification of an employee.• To provide basic knowledge on various practices and techniques for evaluating performance, coaching and mentoring people, and performing the wide range of other people related duties of a manager in today's increasingly complex workplace.
3.	COO3B3	Advertising and Sales Management	<ul style="list-style-type: none">• To ensure that students get clarity about the concept, need, importance, utility of• advertising, personal selling, sales promotion and sales management for the purpose of effectively and efficiently conveying the message to the consumers for ensuring that consumers takes calculated decision while making any purchase decisions.• To provide an understanding the significance of consumer behaviour and it's importance to integrated marketing communication.• To provide understanding on the role and importance of maintaining efficient salesadministration for the purpose of maintaining and managing the sales force within the organisation.• To gain understanding on role of advertising agencies and moral and ethical issues in advertising.

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4.	COO3B4	Materials Management	<ul style="list-style-type: none"> To Understand the intricacies of integrated materials management with respect to solving the basic four questions, viz., when to buy, how much to buy, from where to buy, and finally how to control. To learn the significance of material cost and the effective way of minimizing the unit cost where by overall profitability increases. To help reduction in materials cost leads to multiplier effect on the overall profitability. To understand the accounting aspects associated with materials cost and various available accounting software's on inventory management.
5.	COO3B5	Business Environment	<ul style="list-style-type: none"> To identify, understand and examine various elements affecting business environment. To scan the environment and to understand its effects on business. To understand the role of various economic factors in the economic growth of India. To understand the impact of socio-cultural, political, demographical, technological and legal factors on business.
Semester IV			
Sr. No.	Course Code	Course Name	Course Outcomes
1.	COO4B1	Entrepreneurship Development	<ul style="list-style-type: none"> To develop and systematically apply an entrepreneurial way of thinking. To identify and create business opportunities that may be commercialized successfully. To know the resources needed for the successful development of entrepreneurial ventures.

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			<ul style="list-style-type: none"> To develop idea generation, creative and innovative skills
2.	COO4B2	Tourism and Travel Management	<ul style="list-style-type: none"> To understand the supply of tourism and the demand for tourism. To identify and develop tourism attractions at the destinations in a sustainable manner. To identify how to market the tourism as a product through different promotional mediums.
3.	COO4B3	Services Marketing	<ul style="list-style-type: none"> To understand the service industry, its functions, working mechanism, customer expectation and perception of service, handling customer complaints effectively and managing long term relationship with customers. To gain knowledge in the area of service marketing, the service marketing mix, customer relationship management and assessing the level of service quality. To understand the unique challenges of marketing and managing services and delivering quality service to customers. To learn the attraction, retention, and building of strong customer relationships through quality service and services are at the heart of the course content.
4.	COO4B4	International Trade & Environment	<ul style="list-style-type: none"> To identify major recent developments in the world trading system, and be able to critically analyse key issues faced with respect to international trade. To understand the changing patterns in exchange rate, trade policies, international trade and relations between the economies. To have exposure on Balance of Payments, Commercial Policy and India's Foreign Trade.

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5.	COO4B5	Business Ethics and Corporate Governance	<ul style="list-style-type: none">• To help students to improve their ability to make ethical decisions in business by providing them with a framework that they can use to identify, analyze, and resolve ethical issues in business decision making• To know the best Corporate Governance Practices in India and in world.• To develop an awareness of the practical problems associated with the interaction of the board, CEO and other layers of management, shareholders and various stakeholders of a corporation.• To develop the technical skills required to evaluate the governance of a company from the perspective of an investor.
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Class: M.Com II (Accounting & Finance)

Semester III			
Sr. No.	Course Code	Course Name	Course Outcomes
1.	COO3A1	Corporate Tax Planning and Management	<ul style="list-style-type: none">• To understand the basic concepts of income tax, residential status of the individual, incidence of the tax and exemptions from the income.• To compute the gross total income and tax liability of an individual.• To learn how to file the returns of income tax.• To learn the different areas of corporate tax planning.
2.	COO3A2	Cost Management and Control	<ul style="list-style-type: none">• To get an understanding of the nature, scope and utility of cost and management accounting.• To be aware of how cost accounting arises out of the need to make business decisions.• To gain knowledge and understanding of the concepts, techniques and

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			practices of cost and management accounting and to develop skills for decision making.
3.	COO3A3	Financial Services	<ul style="list-style-type: none"> To have a comprehensive and broad based knowledge about the Financial Services. To get acquainted with various products, players and functioning of Financial Services. To facilitate the students in their career in Financial Services and help them in preparing for a series of Certification Examination in Financial Services.
4.	COO3A4	International Business Management	<ul style="list-style-type: none"> To understand the concepts in international business with respect to foreign direct investment, balance of payments, international human resources management and international operations management. To learn the strategies adopted by firm to expand business globally. To understand the influence of various environmental factors on international business operations.
5.	COO3A5	Banking Operations and Management	<ul style="list-style-type: none"> To avail knowledge pertaining to the overview of commercial banking in India. To gain familiarization with the regulatory framework of banks in India, modern banking services and ALM system of Banks. To get knowledge of the financial intermediaries and other non-banking financial institutions. To have better understanding of the banking system in India.
Semester IV			
Sr. No.	Course Code	Course Name	Course Outcomes

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1.	COO4A1	Indirect Taxes	<ul style="list-style-type: none">• To understand the basic concepts of goods and service tax, CGST, SGCT, IGST, classification of goods and valuation rules.• To learn the basic procedures under GST incorporating the registration, filing of returns and payment of tax.• To get acquainted with composition scheme under GST, Exemptions under GST, concept of supply of goods, and nature of supply.• To learn about the Goa VAT Law, customs law, valuation and baggage rules.
2.	COO4A2	Derivatives Market	<ul style="list-style-type: none">• To learn how to interpret and value the wide variety of derivatives products available.• To examine a broad array of derivative products that range from basic Futures contracts to the more specialized products developed for interest rate markets.• To understand the valuation tools considered for basic arbitrage relationships and development of develop the Black-Scholes model.• To understand why these derivative products are used and the fundamental relationships that underlay all derivative products.
3.	COO4A3	International Financial Management	<ul style="list-style-type: none">• To understand the International Monetary systems, the measurement of Exchange rate determinations, the basics of currency markets, foreign exchange markets and the various players in market.• To understand the trading, clearing and settlement mechanism related to exchange traded currency derivatives markets and basic investment strategies that use currency futures and options products.

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			<ul style="list-style-type: none">• To get acquainted with foreign exchange exposures and risk management techniques used by multinational companies.
4.	COO4A4	Management of Financial Services	<ul style="list-style-type: none">• To equip the students with the comprehensive knowledge on various Financial Services and the industry with the major focus on Mutual funds and Depository Services.• To provides deep insight into the functioning of the Depository and the associated Operational issues.• To provide minimum knowledge into understanding of structuring of Securitization as Financial Instrument of the New Millennium.• To equip the students with the minimum knowledge of the concept of Mutual Funds, Mutual fund industry, working of Asset Management Companies as well as schemes for investing in Mutual Funds.• To facilitate the candidates in preparing for Certification Examination of Depository, Mutual Funds and make their career in Depository, Depository Participants, Mutual fund Industry and Stock Broking Firms.
5.	COO4A5	Insurance Management	<ul style="list-style-type: none">• To help to build expertise, improve competency and develop skills in the subject area.• To facilitate in making students more employable in the market and more valuable to in the field of insurance.• To benefit in identifying risk and the techniques of identifying, measuring and managing it.

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Class: M.COM PART I

		Semester I	
Sr. No.	Course Code	Name	Course Outcomes
1.	COC101	Advanced Financial Management	<ul style="list-style-type: none">• To help students understand the process of financial decision making to enhance share holders wealth.• To gain fundamental knowledge about the finances, management of finances and financial decisions taken in a company.• To provide an overview on various strategies so as to help the students to choose the best course of action among several financial options.
2.	COC102	Research Methodology & Statistical Analysis	<ul style="list-style-type: none">• To successfully carryout content analysis and to identify existing research gap, source of data, tools of collection of data and statistical tools for analysing the data.• To frame relevant research questions, objectives, and related hypothesis.• To logically identify the relevant data and appropriate statistical tools to be used for analyzing various objectives in the research reports.• To prepare research reports in the most effective way so that the result reaches wider audience as well as to ensure intellectual honesty and ethics.
3.	COC103	Managerial Accounting	<ul style="list-style-type: none">• To be able to evaluate financial statements in order to enable forecasting of profit and other decision making.• To gain better understanding of how managerial accounting assists the management in Planning and Decision making.• To create awareness about the latest developments in the area of Managerial Accounting.

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			<ul style="list-style-type: none"> To gain familiarization with practical applications of the latest tools and techniques used for managing finance.
4.	COC104	Capital Markets	<ul style="list-style-type: none"> To acquaint the students with the knowledge of financial markets, financial instruments, its working mechanism and the regulatory framework. To help the student to know about the trading mechanism of Indian Capital Market To gain the skill in assessing and estimating the Investment Opportunities with the help of Risk and Return Analysis in Capital Markets.
5.	COC105	Business Policy and Strategic Management	<ul style="list-style-type: none"> To demonstrate effective application of concepts, tools & techniques to practical situations for diagnosing and solving organisational problems. To facilitate in identification, appreciation and interpretation of the critical challenges and opportunities before an organization. To demonstrate the capability of making own decisions in dynamic business landscape. To gain better understanding of the strategic issues and policy decisions taken up by the businesses and how current management concepts address these issues.
Semester II			
1.	COC201	Corporate Accounting	<ul style="list-style-type: none"> To gain theoretical and practical knowledge of various aspects in corporate accounting. To get expertise in various accounting procedures and practices in companies. To train students in the field of corporate finance so as to help them to respond to the demands presented by competitive and globalized economy.

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2.	COC202	Organizational Behaviour	<ul style="list-style-type: none">• To understand how Human Behaviour affects workplace dynamics.• To apply the principles of taking a human approach to Corporate i.e using the Human Relations approach to maximize Individual and Corporate Goals.• To get oriented to different levels of conflict and strategies to manage it at workplace.• To gain knowledge on the causes and symptoms of stress and to get acquainted to various stress management strategies.• To get insights into the nature of changes in an organization and how to manage change effectively in an organization.
3.	COC203	Marketing Management	<ul style="list-style-type: none">• To develop marketing strategies based on product, price, place and promotion objectives.• To understand the unique marketing mixes and selling propositions for specific product offerings.• To formulate marketing strategies and to collect, process, and analyze consumer data to make marketing decisions.
4.	COC204	Security Analysis and Portfolio Management	<ul style="list-style-type: none">• To gain the ability to develop competencies in pricing, hedging and trading strategies.• To provide a broad overview of <i>investment</i> management, focusing on the application of finance.• To gain an in-depth insight into the Indian stock exchanges and how to protect the investors through credit rating.• To be able to manage investment in primary market and secondary market.

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5.	COC205	Business Statistics & Econometrics for Managers	<ul style="list-style-type: none">• To identify the type of data and apply appropriate data analysis tools.• To carry out relationship analysis, followed with predictive analysis using regression as well as time series.• To identify whether the data is parametric or non-parametric and apply appropriate testing procedures.
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NEW

COC120 Cost and Management Accounting (M.Com Part I, Semester I)

- Better understanding of the nature, scope and utility of Cost and Management Accounting.
- Awareness of how Cost Accounting arises out of the need to make business decisions.
- Knowledge and understanding of the concepts, techniques and practices of Cost and Management Accounting and to develop skills for decision making.

COC123 Business Environment and International Trade (M.Com Part I, Semester I)

- Ability to understand and scan Business Environment.
- Better understanding of the various economic factors and policy.
- Enhanced knowledge of social and cultural factor.
- Awareness of the various international factors affecting the business environment.

COO320 Materials Management (M.Com Part II, Semester III Business Management)

- Understanding of the intricacies of integrated materials management with respect to solving the basic four questions, viz., when to buy, how much to buy, from where to buy, and finally how to control.
- Basics of accounting aspects of materials valuation and Economic Order Quantity.
- Basic understanding of the materials management functions of an organisation along with some special areas.

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- Understanding of the purchasing procedures, inventory management and control.
- Understanding the significance of material cost and the effective way of minimizing the unit cost where by overall profitability increases.
- Reduction in materials cost leads to multiplier effect on the overall profitability.
- Understanding the accounting aspects associated with materials cost and various available accounting software's on inventory management.

COO313 Futures and Forward Derivatives (M.Com Part II, Semester III Accounting & Finance)

- To learn how to interpret and value the wide variety of derivatives products available.
- Examination of a broad array of derivative products that range from basic Futures contracts to the more specialized products developed for interest rate markets.
- Understanding of the valuation tools considered for basic arbitrage relationships and development of develop the Black-Scholes model.
- Understanding of why these derivative products are used and the fundamental relationships that underlay all derivative products.
- Examination of the pricing and use of financial derivatives, including Forwards, Futures, Currency Derivatives in Risk Management.
- To help explore the use of basic types of derivative instruments and hybrids in the context of financial risk management by firms and financial institutions.
- Ability to develop competencies in pricing, hedging and trading strategies.
- Better understanding of comprehensive analysis on the properties of Futures Derivatives includes Stock, Index and Currency Futures.

COC223 Banking and Financial Institutions (M.Com Part I, Semester II)

- Knowledge pertaining to the overview of commercial banking in India.
- Familiarization with the regulatory framework of banks in India, Modern Banking services and ALM system of Banks.

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- Knowledge of the Financial Intermediaries and other Non-Banking Financial Institutions.
- Better understanding of the Banking System in India.

COO419 Services Marketing (M.Com Part II, Semester IV Business Management)

- Better understanding of the service industry, its functions, working mechanism, customer expectation and perception of service, handling customer complaints effectively and managing long term relationship with customers.
- Enrichment of knowledge in the area of service marketing, the service marketing mix, customer relationship management and assessing the level of service quality.
- Understanding of the unique challenges of marketing and managing services and delivering quality service to customers.
- The attraction, retention, and building of strong customer relationships through quality service and services are at the heart of the course content.

COO411 Working Capital and Dividend Decisions (M.Com Part II, Semester IV Accounting & Finance)

- Fundamental knowledge about the finances of the company linked to the operating cycle, like short-term assets and liabilities.
- Understanding of how the dividend decisions of the firm affect the value of the firm and as well the investment decisions.
- An ability to manage and run a small company or organization, understanding its competitive and institutional positioning and identifying its strengths and weaknesses.
- The ability to evaluate the situation and the foreseeable evolution of the company based on the relevant records of information.
- Enabling the students to assess the working capital requirement; design credit, inventory and cash policy and recognize various sources of funds.

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- Better understanding of the techniques of financial management and application of the techniques in financial decision making.

COO415 Cost Management and Control (M.Com Part II, Semester IV Accounting & Finance)

- Proper evaluation of cost in order to enable forecasting of profit and other decision making.
- Proper estimation of cost and cost control techniques essential to survive in the market.
- Better understanding of how cost management assists the management in Planning and Decision making, fixation of pricing, Cost control etc.
- Awareness about the latest developments in the area of Cost Management.
- Familiarization with practical applications of the latest tools and techniques used for controlling cost.

Course Code: COC 121

Course Title: Advanced Financial Management

Course Outcomes are as follows

- To gain expert knowledge of principles and concepts used in finance.
- To gain fundamental knowledge about the finances and management of finances of the company.
- To be able to find out the best course of action among several financial options.
- To gain the understanding on how to apply financial concepts and principles in overall management of an enterprise.
- To get insights on how to manage short-term resources of a business firm.
- To have an idea as to how financial management decisions are taken in the Public sector undertakings.
- To understand the concept and techniques of earnings management and financial reporting.
- To understand the process of financial decision making to enhance shareholder's wealth.
- To understand the concept and techniques of earnings management and financial reporting.

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Course Code: COC221

Course Title: Human Resource Management

Course Outcomes are as follows

- To understand the basic concepts of Human Resource Management (HRM).
- To contribute to the development, implementation, and evaluation of employee recruitment, selection, and retention plans and processes.
- To administer and contribute to the design and evaluation of the performance management program.
- To develop, implement and evaluate employee orientation, training, and development programs.

Course Code: COO 312

Course Title: Corporate Mergers and Acquisitions

Course Outcomes are as follows

- To gain knowledge about Mergers and Acquisitions.
- Better understanding about various forms of re-organizations.
- To gain knowledge on various theories of mergers and types of mergers.
- To develop insights into Mergers & Acquisitions Process.
- To gain knowledge on the role of different participants in restructuring activities.
- To gain the understanding on Takeover Defenses.

Course Code: COO 412

Course Title: Management of Mutual Funds

Course Outcomes are as follows

- To understand the basics of Mutual Funds, different kinds of Mutual Fund Schemes and their features.
- To gain knowledge on Mutual Funds Organization Structure and role of different parties in the structure.

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- To develop insights into the contents of offer documents of different schemes and SEBI requirement on preparation of offer documents.
- To get acquainted to Scheme Information Document (SID), Statement of Additional Information (SAI) and Key Information Memorandum (KIM).
- To get oriented to Mutual Funds investment plans, products and services offered to investors by Mutual Funds.

Course Code: COO 317

Course Title: Retail Marketing

Course Outcomes are as follows

- To get insights into the functions of retailing and the classification of retail organizations.
- To understand the features of traditional and modern retail formats in India, Store v/s Non-Store Retailing, Airport, Railway and Multi-Channel Retailing.
- To gain comprehensive knowledge on Indian Retail Industry and policy initiatives under FDI in retail.
- To understand the process of formulation a retail strategy and get acquainted to various growth and expansion strategies.
- To gain knowledge on the importance of choosing appropriate store location, factors to be considered while choosing a location and planning a proper store layout and its atmospherics.
- To get acquainted to the process and planning of merchandise procurement, developing sales forecast, preparing merchandise budget and formulating various pricing strategies.

Course Code: COO 318

Course Title: Human Resource Development

Course Outcomes are as follows

- To gain knowledge on how an organizations plans, recruits and selects the required human resources.

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- To contribute to the development, implementation, and evaluation of employee recruitment and selection.
- To administer and contribute to the design and evaluation of the job description and job specification of an employee.
- To gain insights into employee orientation, training, and development programs.
- To get oriented to procedure and various techniques of performance evaluation of human resources in an organisation.
- To gain understanding on how an organization uses rewards, motivates, and generally manages its people effectively.
- To get insights into coaching and mentoring employees and other employee related duties of a manager in today's increasingly complex workplace.

Course Code: COO 417

Course Title: Advertising and Sales Management

Course Outcomes are as follows

- To get clarity about the concept, need, importance, utility of advertising, sales promotion and sales management for the purpose of effectively and efficiently conveying the message to the consumers.
- To gain understanding on the significance of consumer behaviour and its importance to integrated marketing communication.
- To gain knowledge on the significance of the consumer decision making process.
- To get acquainted to the role and importance of sales promotional activities.
- To gain understanding on role of advertising agencies and moral and ethical issues in advertising.
- To get oriented to the importance of personal selling, the role and importance of maintaining efficient sales administration for the purpose of maintaining and managing the sales force within the organisation.

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Course Code: COO 422

Course Title: Organizational Behaviour

Course Outcomes are as follows

- To gain insights into the behaviour of individual and group in an organization.
- To develop understanding of one's own self and others so as to manage the workplace dynamics.
- To get oriented to different levels of conflict and strategies to manage it at workplace.
- To gain knowledge on the causes and symptoms of stress and to get acquainted to various stress management strategies.
- To understand how human behaviour affects workplace dynamics.
- To gain knowledge on various sources of power and the influence of politics in an organization.
- To understand the need, function, process and the importance of counseling at workplace.
- To get insights into the nature of change in an organization and how to manage change effectively in an organization.

COC122: Business Statistics & Research Methodology

1. To successfully carryout Content Analysis.
2. To develop research questions, objective and related hypothesis.
3. To identify and collect relevant data and use appropriate tool for analysing the data.
4. To ensure intellectual honesty and ethics while preparing research report.

COC220: Advance Corporate Accounting

1. To gain knowledge in theory as well as Practice in corporate accounting
2. To get expertise in various accounting procedures and practices in companies.
3. To deal with all the corporate related affairs.

COC222: Marketing Management

1. To identify the ways of influencing consumer behavior.
2. To understand the significance of Marketing Mix.
3. To perform market segmentation, targeting and positioning based on consumer profiling.
4. To assess the recent developments in marketing area.

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COO314: Direct Taxes

1. To understand the basic concepts of income tax, residence status of the individual, incidence of the tax as well as exemptions from the income
2. To compute the gross total income, taxable income and tax liability of an individual.
3. To file the returns of income tax.
4. To understand the different areas of corporate tax planning and to build careers in tax planning.

COO316: Statistics and Basic Econometrics

1. To identify whether the data is psychometric or econometric, and apply appropriate data analysis tools.
2. To apply econometrics techniques in real business and economic problems / issues.
3. To carry out relationship analysis, followed with predictive analysis using regression as well as time series.
4. To get basic understanding about the importance and applications of probability theory.
5. To successfully identify whether the data is parametric or non-parametric and apply appropriate testing procedures.
6. To prepare the results of data analysis in the appropriate tabulated format for easy understanding and effective communication.

COO414: GST and Other Indirect Taxes

1. To understand the basic concepts of goods and service tax, CGST, SGCT, IGST, classification of goods and valuation rules.
2. To learn the basic procedures under GST incorporating the registration, filing of returns and payment of tax.
3. To understand the composition scheme under GST, Exemptions under GST, concept of supply of goods, nature of supply.
4. To get expert knowledge about the customs law, valuation and baggage rules.
5. To make careers in goods and services tax consultation.

COO321: Business Environment

1. To identify, understand and examine various elements of business environment faced by the business organizations
2. To understand the role of various economic factors in the economic growth of India
3. To provide knowledge of the policies and legal provisions of the Government with respect to the business environment in India.
4. To familiarize and acquaint the students with the knowledge of business environment and latest development in business environment.

Rosary College of Commerce & Arts

Navelim, Salcete - Goa

COO418: Tourism and Travel Management.

1. To understand and compare the components of supply of tourism with the demand for tourism.
2. To identify and develop tourism attractions at the destinations in a sustainable manner.
3. To identify how to market the tourism as a product through different promotional mediums.
4. To identify either the job opportunities available or start own business venture in tourism and travel related areas.