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PEOs, POs, PSOs and COs

B.Com.

Programme Educational Objectives (PEOs)

PEOs are broad statements that describe the career and professional achievements, that the Programme is preparing the graduates to achieve within the first few years after graduation. PEOs are framed for each Programme and should be consistent with the Mission of the Institution.

Programme Outcomes (POs)

POs shall be based on Graduate Attributes (GAs) of the Programme. The GAs are the attributes expected of a graduate from a Programme in terms of knowledge, skills, attitude and values. The Graduate Attributes include Disciplinary Knowledge, Communication Skills, Critical Thinking, Problem Solving, Analytical Reasoning, Research Related Skills, Co-operation/Team Work, Scientific Reasoning, Reflective Thinking, Information/Digital Literacy, Multicultural Competence, Moral and Ethical Awareness/Reasoning, Leadership Qualities and Lifelong Learning.

On successful completion of the Programme, the students will be able to

- 1 Apply effectively the acquired knowledge and skill in the field of Arts, Physical Science, Life Science, Computer Science, Commerce and Management for higher studies and employment. (*Disciplinary Knowledge*)
- 2 Communicate proficiently and confidently with the ability to express original/complex ideas effectively in different situations. (*Communication Skills*)
- 3 Identify, formulate and solve problems in real life situations scientifically/ systematically by adapting updated skills in using modern tools and techniques. (*Scientific Reasoning and Problem Solving*)

- 4 Critically analyse, synthesise and evaluate data, theories and ideas to provide valid suggestions for the betterment of the society. (*Critical Thinking and Analytical Reasoning*)
- 5 Use ICT in a variety of self-directed lifelong learning activities to face career challenges in the changing environment. (*Digital Literacy, Self - directed and Lifelong Learning*)
- 6 Self-manage and function efficiently as a member or a leader in diverse teams in a multicultural society for nation building. (*Co-operation/Team Work and Multicultural Competence*)
- 7 Uphold the imbibed ethical and moral values in personal, professional and social life for sustainable environment. (*Moral and Ethical Awareness*)

Programme Educational Objectives (PEOs)

The students will be able to

- become a successful entrepreneur and job provider with leadership and managerial qualities
- apply the digital knowledge and the acquired skills in all fields (Accounting, Taxation, Banking, *etc.*) to suit the needs of the employment/business/profession.
- exhibit professional ethics and moral values as an individual and as a team in their activities towards society

Key Components of Mission Statement	PEO1	PEO2	PEO3
To provide learning environment by inculcating research aptitude	1	1	1
To apply the findings and suggestions of their project works for the betterment of the society	-	1	1
To transform into dynamic entrepreneurs and potential job providers.	1	-	1

Programme Specific Outcomes (PSOs)

Based on the Programme Outcomes, Programme Specific Outcomes are framed for each UG Programme. Programme Specific Outcomes denote what the students would be able to do at the time of graduation. They are Programme-specific and it is mandatory that each PO should be mapped to the respective PSO.

On completion of B.Com. Programme, the students will be able to

PO1 - *Disciplinary Knowledge*

PSO 1.a : apply effectively the acquired knowledge of concepts, principles, laws and practices of Accounting, Banking, Marketing, Management, Auditing, Insurance and Economics for Post Graduate Programmes or Professional Programmes like CMA, CS and CA.

PSO 1.b : be placed as accountants, consultants, advisors, clerks, assistants to professionals, agents or become job providers.

PO2 – Communication Skills

PSO 2 : communicate confidently and effectively the commerce related contents to consumers, entrepreneurs and other recipients in their career at all levels in the institution or organisation.

PO3 – Scientific Reasoning and Problem Solving

PSO 3.a : identify the problems in association with finance and accounting in real life situations and solve them systematically by applying financial, marketing, statistical and accounting tools and techniques.

PSO 3.b: budget, assess and plan for future investment, expenses and taxes by analysing and interpreting financial and accounting statements.

PO4 – Critical Thinking and Analytical Reasoning

PSO 4 : evaluate the theories and practices of commerce and economic and provide valid conclusions contributing to the economics and social development of nation.

PO5 – *Digital Literacy, Self* - *Directed and Lifelong Learning*

PSO 5.a : make use of ICT and reflective thinking for self directed learning to face career challenges.

PSO 5.b: enhance their knowledge and update their skill in software applications in commerce practices and provide valuable consultancy services to customers, consumers and taxpayers as their lifelong learning process in the fields of their interest.

PO6 – *Co-operation/Team Work and Multicultural Competence*

PSO 6 : self manage and strengthen inter personal relationship with multicultural competence by adopting managerial skills in team work to achieve common goal for the betterment of the institution / organisation and society.

PO7 – Moral and Ethical Awareness

PSO 7 : uphold the imbibed legal, ethical and moral values in every sphere of life and strive for shifting from material system to DEMAT (de-material) system (paper to paperless) for sustainable environment.



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முதல் பருவம்	நேரம் ∴ வாரம் : 5				
பகுதி – I	சந்தையியல் - I	தரமதிப்பு : 3			
பாடக் குறியீட்டு எண்		அக மதிப்பெண் புற மதிப்பெண்			
20UCOT11		25 75			

கற்றல் வெளிப்பாடு

இந்த பாடத்திட்டம் முடிந்த பிறகு, மாணவா்கள்

- CO1 : சந்தைகளைப் பற்றிய அணுகுமுறைகள், கூறுகள் மற்றும் சந்தைப்பணிகளை விவரிப்பர்; ஒவ்வொன்றின் நவீன முறைகளை தெரிந்து கொள்வர். [K1]
- CO2 : சந்தையின் வகைகள், சந்தையிடுகை பணிகளின் வகைகள் அவற்றிற்கிடையே

வேறுபாடுகள் மற்றும் முக்கியத்துவத்தை புரிந்து கொள்வர். [K2]

- CO3: சந்தையியற் கோட்பாடுகள், சந்தையியற் நடவடிக்கைகள், போக்குவரத்து சாதனங்கள், பொருட்களை வகைப்படுத்துதல் மற்றும் நிதி வசதி ஆகியவற்றைப் பற்றி விரிவாக அறிந்து கொள்வர். [K2]
- CO4: சந்தையிடுகை பணிகளை செயல்படுத்தும் வழி முறைகளின் நிறை குறைகளை அறிந்து நடைமுறைக்கு ஏற்றவாறு பயன்படுத்துவர். [K3]
- CO5: இந்தியாவில் தர நிர்ணயம், போக்குவரத்து முறைகள் மற்றும் சந்தையியல் கலவை பற்றி பகுப்பாய்வு செய்வர்;, கொள்முதல் சிக்கல்களைப் புரிந்து தீர்வு காண்பர். [K4]

Course	P	PO1		PO3		PO4	PO4 PO5		PO6	PO7
Code 20UCOT11	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	М	н	М	L	L	-	-	-	-
CO2	Н	М	Н	М	L	L	-	-	L	-
CO3	Н	Н	Н	М	L	L	-	-	L	-
CO4	Н	М	Н	L	-	L	-	-	L	L
CO5	Н	М	Н	М	L	L	-	-	-	L



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Semester I		Hours/Week: 5			
Core Course	FINANCIAL ACCOUNTING - I	Credits: 5			
Course Code	FINANCIAL ACCOUNTING - I	Internal	External		
20UCOC11		25	75		

COURSE OUTCOMES

- CO1: state the meaning and importance of accounting principles, conventions,
 - conepts and terminologies. [K1]
- CO2: describe the final accounts. [K2]
- CO3: apply the rules for passing journal entries, posting into ledger, prepare accounts. [K3]
- CO4: prepare bank reconciliation statement, trial balance and rectification of errors. [K3]
- CO5: arrive the profit or loss for trading and non-trading concern, and apply the conversion method in single entry system. [K4]

Course	Р	01	PO2	P	03	PO4	PC)5	PO6	PO7
Code 20UCOC11	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	Н	М	Н	-	-	-	-	-	-
CO2	Н	Н	Н	М	М	-	-	-	-	-
CO3	Н	Н	Н	Н	Н	-	-	-	-	М
CO4	Н	Н	Н	Н	Н	М	-	-	-	-
CO5	Н	Н	Н	Н	Н	М	-	-	-	-



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Semester I		Hours / Week	x : 5
Allied Course	MANAGERIAL	Credits: 3	
Course Code 20UCOA11	ECONOMICS	Internal 25	External 75

COURSE OUTCOMES

- CO1: describe the nature and scope of managerial economics, demand analysis, cost and revenue analysis, market structure and profit analysis. [K1]
- CO2: indicate the objective of business firm, demand forecasting, cost concept, pricing policy and profit forecasting. [K2]
- CO3: classify the basic managerial economics discipline, elasticity of demand, revenue concept, market structure and profit. [K2]
- CO4: identify the problem of economics, importance of consumer surplus, relationship between AR, MR &TR, types of pricing and profit planning. [K3]
- CO5: analyse the profit maximization and sales maximization of a firm, demand forecasting, cost, pricing process and policy, break even analysis. [K4]

Course	PO1		PO2	PC)3	PO4	PO	05	PO6	PO7
Code	PSO	PSO	PSO 2	PSO	PSO	PSO 4	PSO	PSO	PSO	PSO
20UCCA11	1 . a	1.b	PSU 2	3. a	3.b	r504	5.a	5.b	6	7
CO1	Н	Н	L	L	-	Н	-	-	-	-
CO2	Н	Н	Н	L	-	Н	-	-	-	-
CO3	Н	Н	Μ	L	-	Н	-	-	-	-
CO4	Н	Н	Н	М	-	Н	-	-	-	-
CO5	Н	Μ	М	L	-	Η	-	-	-	-



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Semester I	ELEMENTS OF	Hours/Week:5		
Allied Course	COMPANY	Credits: 3		
Course Code		Internal	External	
20UCOA12		25	75	

COURSE OUTCOMES

- CO1: state the meaning and definition of company, its characteristics, promoter, company documents, shares, shareholders and the essentials for company meetings. [K1]
- CO2: classify companies, shares, company meetings, resolutions and enumerate the contents of company documents, functions and duties of promoters. [K2]
- CO3: explain the procedure for formation of company, issue and redemption of shares, and conducting the company meetings. [K2]
- CO4: apply the highlights of MCA-21 Schemes, Companies Rules regarding share certificate, Provisions of Companies Act regarding formation of a company, preparation of documents, alteration of contents of documents and conducting company meetings. [K3]
- CO5: analyse the relationship and/or distinction between Memorandum and Articles, private and public companies, share certificate and share warrant, and the matters requiring ordinary resolution and special resolution. [K4]

Course	P	01	PO2	PO	03	PO4	PO	05	PO6	PO7
Code 20UCOA12	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO6	PSO7
C01	Н	Μ	Μ	-	-	L	-	-	-	-
CO2	Н	Н	Н	Μ	-	М	L	Μ	М	-
CO3	Μ	-	Μ	-	-	L	-	-	-	-
CO4	Μ	Μ	Μ	L	-	-	-	Н	Μ	М
CO5	Н	-	Н	L	-	Μ	L	L	L	М



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Semester I		Hours/Week: 2		
Skill Enhancement Course	MS OFFICE PRACTICAL	Credits: 2		
Course Code		Internal	External	
20UCOS11P		40	60	

COURSE OUTCOMES

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

- CO1: write the basic steps to create word document, excel worksheet and powerpoint presentation. [K3]
- CO2: highlight the specific procedures for the required lab practical in Ms-Word, Ms-Excel and Ms-Powerpoint. [K3]

CO3: enter the data to create the required document, worksheet and presentation. [K3]

CO4: display and explain the output. [K3]

CO5: justify the answer for Viva Voce questions. [K4]

Course	P	D1	PO2	PO	03	PO4	PO5		PO6	PO7
Code 20UCOS11P	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO4	PSO 5.a	PSO 5.b	PSO6	PSO7
CO1	н	н	М	L	L	-	Н	н	-	-
CO2	Μ	L	М	L	L	-	Н	Н	-	-
CO3	Н	М	Н	L	-	-	Н	Н	-	-
CO4	Н	L	Н	М	L	-	Н	Н	-	-
CO5	Н	Н	Н	Н	L	-	Н	Н	-	-



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Semester I Ability Enhancement Compulsory Course	VALUE EDUCATION		Hours/Week: 2 Credits: 2			
Course Code		Internal	External			
20UGVE11		100	-			

COURSE OUTCOMES

- CO1: describe the general human values and their associated values that are essential to make them committed and responsible individuals. [K1]
- CO2: indicate the importance and benefits of upholding human values. [K2]
- CO3: explain the steps to be taken for upholding human values and human rights. [K2]
- CO4: practice the individual values needed for maintaining harmonious relationship with members of family, institution, organization or society for preserving and transmitting its tradition and culture. [K3]
- CO5: uphold the legal, moral, ethical and spiritual values for nurturing health and happiness leading to national integrity and peace and for the existence of human beings with humanity. [K3]

Course Code 20UGVE11	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Μ	-	-	L	-	Н
CO2	Н	Μ	-	-	L	-	Н
CO3	Н	Μ	-	-	L	-	Н
CO4	Н	Μ	-	-	Н	Н	Н
CO5	Н	Μ	-	-	L	Н	Н



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இரண்டாம் பருவம்	சந்தையியல் - II	நேரம் ∴வாரம் : 5				
பகுதி - I	പ്രത്രമന്നന്നം 11	தரமதிப்பு : 3				
பாடக் குறியீட்டு எண் 20UCOT21		அக மதிப்பெண் 25	புற மதிப்பெண் 75			

கற்றல் வெளிப்பாடு

இந்த பாடத்திட்டம் முடிந்த பிறகு மாணவர்கள்

- CO1: சந்தை பெருக்க மேலாண்மை, விளம்பரம், விளம்பர முகமை, ஆள்சார் விற்பனை, விற்பனைப் பெருக்கம், விற்பனை அமைப்பின் பொருள் மற்றும் இலக்கணத்தை அறிந்து கொள்வர். [K1]
- CO2: விளம்பரம், விளம்பர ஊடகங்களின் நன்மை தீமைகள் விற்பாண்மையரின் வகைகள், விற்பனைப் பெருக்க நடவடிக்கைகளின் வகைகள், மின்சந்தையிடுதல் மற்றும் விற்பனை அமைப்பின் தேவையையும் முக்கியத்துவத்தையும் nதரிந்து கொள்வர். [K1]
- CO3: விற்பனை ஊக்குவிப்பு, விளம்பர முகமை, விற்பாண்மையரின் கடமைகள், குணநலன்கள், பரப்பீடு, பொதுத் தொடர்பு, நேரடி அஞ்சல் மற்றும் ஊதியம் வழங்கும் முறைகள் பற்றி அறிந்து கொள்வர். [K2]
- CO4: விற்பனை ஊக்குவிப்பு கலவை, விளம்பரத்தின் நன்மை தீமைகள், விற்பாண்மையரின் பொறுப்புகள், மின்சந்தையிடுதல் மற்றும் விற்பாண்மையருக்கு அளிக்கப்படும் பயிற்சி முறைகளை புரிந்து நடைமுறையில் பயன்படுத்துவர். [K3]
- CO5: விற்பனை ஊக்குவிப்பு கலவையை நிர்ணயிக்கும் காரணிகள், முகமையை நாடுவதற்கான காரணங்கள், கொள்கலன்களில் கட்டும் முறை, விற்பனைப் பெருக்கத்தின் முக்கியத்துவம் மற்றும் விற்பாண்மையரை நியமித்தலில் உள்ள பல்வேறு நிலைகள் குறித்து மதிப்பீடு செய்வர். [K4]

Course Code	P	01	PO2	P	03	PO4	P	05	PO6	PO7
Course Code 20UCOT21	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO6	PSO7
C01	Н	Μ	Н	L	L	-	-	-	L	-
CO2	Н	Н	Н	Μ	L	-	Μ	L	L	L
CO3	Н	Н	М	Μ	L	-	-	L	Μ	L
CO4	Н	Н	Н	Μ	L	Μ	Μ	L	L	L
CO5	Н	Н	Н	Н	L	L	-	-	Μ	L



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Semester II		Hours/Week: 5		
Core Course		Credits: 5		
Course Code 20UCOC21		Internal 25	External 75	

COURSE OUTCOMES

- CO1: state the features of branch and departmental accounts, consignment, joint venture, hire purchase and instalment purchase system. [K1]
- CO2: describe basic accounting treatment and compare consignment and sales, partnership and joint venture, branch and departmental accounting and hire purchase and instalment purchase system. [K2]
- CO3: apply the accounting principles to find out profit or loss from concerned accounts and ventures. [K3]
- CO4: illustrate goods sent at an invoice price, joint bank transactions, inter branch/ department transfer and the apportionment of indirect expenses among various departments. [K3]
- CO5: calculate the value of abnormal loss, closing stock in consignment and repossessed stock in case of default, present branch and departmental accounts in final accounts format. [K4]

Course	P	01	PO2	PO3		PO4	POS	5	PO6	PO7
Code 20UCOC21	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO6	PSO 7
CO1	Н	Н	Н						L	
CO2	Н	Н	Н						L	
CO3	Н	Н	Μ	Μ					L	L
CO4	Н	Н	Н	Н					L	L
CO5	Н	Н	Μ	Н		L			L	L



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Semester II		Hours / We	ek : 5
Allied Course	ECONOMIC DEVELOPMENT OF INDIA	Credits: 3	
Course Code 20UCOA21		Internal 25	External 75

COURSE OUTCOMES

- CO1: state the concepts of primary, secondary, service sectors and LPG in Indian Economy. [K1]
- CO2: summarize the measures taken by various sectors in Indian economy. [K2]
- CO3: classify the importance and problems of agriculture, industries and service sectors. [K2]
- CO4: apply the economic policies in real time situation. [K3]
- CO5: analyse the growth and development of various sectors and MNCs. [K4]

Course	PO1		PO2	PO 3		PO4	PO5		PO6	PO7
Code 20UCOA21	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO6	PSO7
CO1	Н	Н	\mathbf{L}	L	-	н	-	-	-	-
CO2	Н	Н	Н	L	-	Н	-	-	-	-
CO3	Н	Н	М	L	-	Н	-	-	-	-
CO4	Н	Н	Н	Μ	-	Н	-	-	-	-
CO5	Н	Μ	Μ	L	-	Н	-	-	-	-



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Semester II		Hours/Week	:: 5
Allied Course		Credits: 3	
Course Code	PRINCIPLES OF INSURANCE	Internal	External
20UCOA22		25	75

COURSE OUTCOMES

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

- CO1: define the basic concepts of insurance and its types. [K1]
- CO2: describe the principles of life, marine and fire insurance. [K1]

CO3: explain the procedure for taking life, marine and fire policies. [K2]

CO4: apply the various policy conditions for making insurance claims through online mode. [K3]

CO5: explain the role of insurance and IRDA in the field of insurance sector. [K4]

Course	PO	D1	P02	PO	03	PO4	PO	05	PO6	PO7
Code 20UCOA22	PSO 1.a	PSO 1.b	PSO 2	PSO 3. a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO7
C01	Н	Μ	Μ	L	-	-	-	-	-	-
CO2	Н	Μ	Μ	L	-	-	-	-	-	-
CO3	Н	Μ	Μ	L	L	-	Μ	Μ	-	-
CO4	Н	Μ	Μ	Μ	Μ	L	Н	Н	Μ	-
CO5	Н	Μ	Μ	L	L	L	-	-	-	М



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Semester II		Hours/Week: 2			
Skill Enhancement Course	E-COMMERCE	Credits: 2			
Course Code	PRACTICAL	Internal	External		
20UCOS21P		40	60		

COURSE OUTCOMES

- CO1: apply the knowledge to choose and fill the specific form to be used for money transaction with banks and post office. [K3]
- CO2: apply the procedure to search the internet for income tax rate, bank rates, gold rates, silver rates, share price and exchange rate. [K3]
- CO3: sketch out the features of e-mail, steps to create and send e-mail by following the e-mail etiquettes. [K3]
- CO4: compare various rates and prices, distinguish contents and enclosures of various Forms. [K3]
- CO5: calculate payroll and wage sheet in MS Access and MS Excel to arrive the net wages/ pay from the given data. [K4]

Course	PC)1	P02	P	03	PO4	PO	5	PO6	PO7
Code 20UCOS21P	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	L	L	Н	-	-	-	L	-	-	-
CO2	М	L	М	-	-	-	Н	Μ	-	L
CO3	Н	-	М	-	-	-	Н	-	-	М
CO4	L	-	М	-	-	-	L	-	-	L
CO5	Μ	L	Μ	-	-	-	Н	М	-	M



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Semester II		Hours/Week: 2			
Skill Enhancement Course	DESKTOP PUBLISHING	Credits: 2			
Course Code	- LAB	Internal	External		
22UCOS21P		40	60		

COURSE OUTCOMES

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

CO1: write the basic steps to design cards and photos using Photoshop and Pagemaker.

[K3]

CO2: present the specific steps for the required lab practical in Photoshop and

Pagemaker. [K3]

CO3: apply the procedure to design cards and edit photos [K3]

CO4: display and explain the creation. [K3]

CO5: justify the answer for viva voce questions. [K4]

Course Code	PO1		P02	PO3		PO4 PO5			PO6	PO7
	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
22UCOS21P	1. a	1.b	2	3. a	3. b	4	5.a	5.b	6	7
CO1	L	L	L	L	-	-	Η	Н	-	Μ
CO2	L	L	L	L	-	-	Η	Η	-	Μ
CO3	L	L	L	L	-	-	Н	Н	-	М
CO4	L	L	L	L	-	-	Н	Η	-	Μ
CO5	L	L	L	L	-	-	Н	Η	-	Μ



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Semester II	TALLY LAB	Hours/Week: 2 Credits: 2		
Skill Enhancement Course	IALLY LAB			
Course Code 20UCOS22P		Internal 40	External 60	

COURSE OUTCOMES

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

CO1: write the steps to create company, select company and alter company's details. [K3]

CO2: describe the procedures to create ledger, vouchers, sales invoice and stock summary. [K3]

CO3: enter the data to create the particular type of vouchers, sales invoice and stock. [K3]

CO4: execute the program and explain the output. [K3]

CO5: justify the answer for Viva Voce questions. [K4]

Course	P	01	P02	PO	03	PO4	PO5		PO6	PO7
Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO 6	PSO
20UCOS22P	1.a	1.b	2	3. a	3. b	4	5.a	5.b	P50 0	7
CO1	Н	Н	L	-	L	-	L	Η	-	-
CO2	Μ	Н	Н	-	Н	Н	Н	Η	-	-
CO3	Н	Н	Н	Μ	L	Μ	Μ	Н	-	-
CO4	Н	Н	Н	Н	Н	Н	Н	Η	Н	-
CO5	H	Н	Н	Η	Η	Н	Н	Η	Η	-



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Semester III		Hours/Wee	rs/Week: 5		
Core Course	COST ACCOUNTING	Credits: 5			
Course Code 20UCOC31		Internal 25	External 75		

COURSE OUTCOMES

- CO1: state the basic concepts of cost accounting. [K1]
- CO2: explain the elements of cost and methods of costing. [K2]
- CO3: calculate cost and profit under various methods of costing by applying cost control Techniques. [K3]
- CO4: analyse the various methods of costing for better decision making. [K4]
- CO5: compare cost accounting and financial accounting, summarise the causes for idle time and suggest the steps to control idle time. [K5]

Course	se PO1		PO2	PO3		PO4	PO5		PO6	PO7
Code 20UCOC31	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	Н	Н	-	-	-	-	-	Μ	-
CO2	Н	Н	Н	-	-	-	Н	-	Μ	-
CO3	Н	Н	Μ	-	Μ	-	Μ	-	L	Μ
CO4	Н	Н	Н	-	Н	-	-	-	L	-
CO5	Н	Н	Μ	-	Н	-	-	-	L	-



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Semester III	COST ACCOUNTING	Hours/Week: 5			
Core Course		Credits: 5			
Course Code 20UCOC31N		Internal 25	External 75		

COURSE OUTCOMES

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

- CO1: state the basic concepts of cost and financial accounting. [K1]
- CO2: explain the elements, functions and methods of costing and financial accounting.

[K2]

CO3: calculate cost and profit under various methods of costing by applying cost control techniques [K3]

CO4: analyse the various methods of costing for better decision making. [K4]

CO5: summarise the techinques for cost control, cost reduction, causes for idle time, and suggest the steps to control it [K5]

PO1		01	PO2	PO3		PO4	PO5		PO6	PO7
Course Code 20UCOC31N	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	Н	Н	-	-	-	-	-	Μ	-
CO2	Н	Н	Н	-	-	-	Н	-	Μ	-
CO3	Н	Н	Μ	-	Μ	-	Μ	-	L	Μ
CO4	Н	Н	Н	•	Н	-	-	-	L	-
CO5	Н	Н	Μ	-	Н	-	-	-	L	-



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Semester III		Hours/Wee	ek: 5
Core Course	BUSINESS STATISTICS	Credits: 5	
Course Code 20UCOC32		Internal 25	External 75

COURSE OUTCOMES

- CO1: state the concepts and formulae used in business statistics. [K1]
- CO2: describe the functions, importance, merits and demerits of tools and techniques of statistics. [K2]
- CO3: apply the statistical tools and techniques for the analysis of the data with ethical guidelines and construct the diagram using MS Excel. [K3]
- CO4: analyse the various methods of collection, presentation and analysis of numerical data. [K4]
- CO5: evaluate the statistical data by applying correlation and index numbers. [K5]

Course	PO	PO1		PO3		PO4	PO5		PO6	PO7
Code 20UCOC32	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	Μ	Н	Н	L	-	-	-	-	-
CO2	Н	L	Н	Н	L	Μ	-	-	-	-
CO3	Н	Μ	Н	Н	L	М	Μ	-	-	Μ
CO4	Н	L	Н	Н	Μ	М	-	-	-	-
CO5	н	Μ	н	н	L	Μ	-	-	-	-



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Semester III		Hours/Wee	ek: 5
Core Course	BUSINESS	Credits: 4	
Course Code 20UCOC33	COMMUNICATION	Internal 25	External 75

COURSE OUTCOMES

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

- CO1: describe the basic concepts related to business communication and correspondence. [K1]
- CO2: explain about various forms of communication and different types of business letter. [K2]

CO3: apply the principles of correspondence and communication effectively in business. [K3]

- CO4: analyse the suitability of forms of communication and different business letters. [K4]
- CO5: develop the skill in writing a letter to the insurance company and summarise the characteristics of different business letters. [K5]

Course	Course PO1		PO2	PO3		PO4	PO5		PO6	PO7
Code 20UCOC33	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	Н	Н	-	-	Μ	L	-	L	-
CO2	Н	Н	Н	L	-	-	L	-	L	-
CO3	Н	Н	Н	L	L	-	L	Μ	Μ	Μ
CO4	Н	Μ	Н	Μ	L	Н	L	-	L	-
CO5	Н	Μ	Н	Μ	L	L	L	L	L	-



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Semester III		Hours/Week: 5		
Core Course		Credits: 4		
Course Code 20UCOC33N	BUSINESS COMMUNICATION	Internal 25	External 75	

COURSE OUTCOMES

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

- CO1: describe the basic concepts related to business communication, correspondence and reports. [K1]
- CO2: explain about various forms of communication and different types of business Letter and reports. [K2]
- CO3: apply the principles of correspondence and communication effectively in business. [K3]
 - CO4: analyse the suitability of forms of communication and different business letters. [K4]

CO5: draft the report for various occasions and letter to the insurance companies [K5]

~ ~ ~	PO1		PO2		PO3	PO4		PO5	PO6	PO7
Course Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20UCOC33N	1. a	1.b	2.a	2.b	3	4. a	4. b	5	6	7
CO1	Μ	Μ	Н	Н	L	-	-	-	L	-
CO2	Н	L	Н	M	L	-	-	-	L	-
CO3	Н	Μ	Н	Н	L	-	-	-	Μ	M
CO4	Н	Μ	Н	М	L	-	-	-	L	-
CO5	Н	Μ	Н	M	L	-	-	-	L	-



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Semester III	PRINCIPLES OF MANAGEMENT	Hours/Week: 5		
Allied Course		Credits: 3		
Course Code 20UCOA31		Internal 25	External 75	

COURSE OUTCOMES

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

CO1: define the basic concepts of principles of management. [K1]

CO2: describe the managerial functions of management to gain contextual knowledge. [K2]

CO3: apply the managerial functions in business transactions. [K3]

CO4: analyse the need and importance of managerial functions in an organization. [K4]

CO5: point out the distinction between management and administration, and delegation and decentralisation. [K5]

Course	PC	PO1		PO3		PO4 PO5			PO6	PO7
Code 20UCOA31	PSO 1.a	PSO 1.b	PSO 2	PSO 3. a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	L	Н	-	-	-	-	-	-	-
CO2	Н	L	Н	-	-	-	-	-	-	-
CO3	Н	Μ	L	L	-	L	L	-	Μ	L
CO4	Н	Μ	L	L	-	L	L	-	M	-
CO5	Н	Μ	L	L	-	L	L	-	Μ	-



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Semester III		Hours/Week:	5	
Allied Course	PRINCIPLES OF MANAGEMENT	Credits: 3		
Course Code 20UCOA31N		Internal 25	External 75	

COURSEOUTCOMES

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

CO1: define the basic concepts of principles of management. [K1]

CO2: describe the managerial functions of management to gain contextual knowledge. [K2]

CO3: apply the managerial functions in business transactions. [K3]

CO4: analyse the need and importance of managerial functions in an organization. [K4]

CO5: point out the distinction between management and administration, and delegation and decentralisation. [K5]

	PO1		P02	PO3		PO4	PO5		PO6	PO7
Course Code 20UCOA31N	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200000000000000000000000000000000000000	1 . a	1.b	2	3. a	3. b	4	5.a	5.b	6	7
C01	Н	L	Н	-	-	-	-	-	-	-
CO2	Н	L	Н	-	-	-	-	-	-	-
CO3	Н	Μ	L	L	-	L	L	-	Μ	L
CO4	Н	Μ	L	L	-	L	L	-	Μ	-
CO5	Н	Μ	L	L	-	L	L	-	Μ	-



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Semester III	INFORMATION TECHNOLOGY	Hours/Week: 5		
Allied Course		Credits: 3		
Course Code 20UCOA32		Internal 25	External 75	

COURSE OUTCOMES

- CO1: state the basic concepts and ethics related to information technology. [K1]
- CO2: explain the uses of computers, devices, languages, operating system and networks and conversion of number system. [K2]
- CO3: construct block diagram and discuss languages, operating system and network topologies. [K3]
- CO4: classify the computers, devices, languages, networks, virus and internet services and analyse the respective features. [K4]
- CO5: summarise the generation of computers and the common flow chart symbols with suitable examples. [K5]

Course	PO	01	PO2	PO	03	PO4	PO	05	PO6	PO7
Code 20UCOA32	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	Н	М	-	-	_	Μ	Н	Μ	М
CO2	Н	Н	Μ	-	-	-	Н	Н	Μ	L
CO3	Н	Н	Μ	-	-	-	Н	Н	Μ	-
CO4	Н	Н	Μ	-	-	-	Н	Н	Μ	Μ
CO5	Μ	Μ	L	-	-	-	L	Μ	L	-



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Semester III		Hours/Wee	k: 2
Skill Enhancement Course	SOFT SKILLS DEVELOPMENT	Credits: 2	
Course Code 20UCOS31		Internal 40	External 60

COURSE OUTCOMES

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

- CO1: state the basic concepts of soft and hard skills. [K1]
- CO2: describe the importance and components of soft skills. [K2]
- CO3: apply the techniques of soft skills in stress management, preparation of resume and interview. [K3]
- CO4: analyse the factors influencing soft skills. [K4]

CO5: identify the good manners and develop the soft skills. [K4]

Course	Course PO1		PO2	P	03	PO4	PO	05	PO6	PO7
Code 20UCOS31	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	L	L	М	-	-	-	-	-	М	-
CO2	L	L	Μ	-	-	-	-	-	М	-
CO3	Н	L	Μ	-	-	L	-	-	Н	Μ
CO4	L	L	Н	-	-	-	-	-	М	-
CO5	Н	Μ	Μ	М	М	-	L	-	L	L



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Semester III		Hours/W	eek: 2
Non Major Elective		Credits: 2	
Course -1	PRACTICAL BANKING		
Course Code		Internal	External
20UCON31		40	60

COURSE OUTCOMES

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

- CO1: define the various concepts of Banking and electronic mode of Banking. [K1]
- CO2: explain the banking features, FDR, cheques and different types of cards. [K1]
- CO3: understand the procedure for opening an account and developing skills regarding the use of electronic payments and clearance in digital transactions. [K2]
- CO4: classify the different types of deposits, Non-Negotiable Instrument and electronic payment systems. [K2]

CO5: use the functionality of RTGS and Banking Services. [K3]

Course Code 20UCON31	PO1	PO2	PO3	PO4	PO5	PO6	PO7
C01	Н	М	М	М	Н	М	Μ
CO2	Н	Μ	М	М	Н		Μ
CO3	Н	Н	Н	Н	Μ	М	М
CO4	Н	Н	Н	Н	Н	М	М
CO5	Н	М	М	М	Н	М	М



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Semester III		Hours/W	eek: 2
Non Major Elective		Credits: 2	2
Course	PRACTICAL BANKING		
Course Code		Internal	External
20UCON31N		40	60

COURSE OUTCOMES

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

- CO1: state the basic concepts of banking and electronic payment system. [K1]
- CO2: describe the relevant provisions of Act regarding banking and Electronic payment system. [K2]

CO3: classify the types of deposits, negotiable instruments, forms of advances and electronic payment systems. [K2]

CO4: apply the procedures and principles involved in banking and Electronic payment [K3]

CO5: fill up of Account Opening Form and draw a cheque and show the features, advantages and disadvantages of Mobile Banking and Green Banking [K3]

Course Code 20UCON3N	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	М	L	Μ	М	-	-
CO2	Н	L	L	-	L	-	-
CO3	Н	М	L	М	L	-	-
CO4	Н	L	L	Н	L	-	-
CO5	Н	L	L	L	М	-	-



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Semester III		Hours/Week: 2		
Non Major Elective Course	FINANCIAL LITERACY I	Credits: 2		
Course Code 22UCON31		Internal 40	External 60	

COURSE OUTCOMES

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

- CO1: define various concepts in financial services [K1]
- CO2: understand the features and importance of financial services [K1]
- CO3: describe the various classification of risks and types of deposits in banks, post

office and insurance [K2]

CO4: summarise the advantages of availing financial services [K2]

CO5: synthesise the famous mobile banking apps in India and evaluate the formalities

to open accounts in the bank [K3]

Course code 22UCON31	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Н	-	L	-	L	_
CO2	Н	Н	-	L	-	Μ	-
CO3	Н	Н	-	L	-	-	-
CO4	Н	Н	-	-	-	Μ	-
CO5	Н	н		Μ	-	L	-



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Semester III		Hours/Week: 1
Generic Elective Course-1	WOMEN STUDIES	Credit: 1
Course Code 20UGEW32		Internal 100

COURSE OUTCOMES

- CO 1: state the significance of Women Studies in establishing Gender Justice. [K1]
- CO 2: identify the multi-faceted role of Women in the Current Scenario. [K1]
- CO 3: summarise their knowledge on Women Studies and Women Rights. [K2]
- CO 4: illustrate the challenges and strategies in upholding Women Empowerment. [K2]
- CO 5: manipulate awareness on policies, schemes, atrocities and legal protection for Women. [K3]

Course Code 20UGEW32	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Μ	-	-	-	-	Μ
CO2	Н	М	-	-	-	М	-
CO3	Н	М	-	-	L	L	М
CO4	Н	М	-	-	L	-	-
CO5	Н	Μ	-	-	L	Μ	М



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Semester IV		Hours/Week	: 6
Core Course	PARTNERSHIP	Credits: 5	
Course Code 20UCOC41	ACCOUNTING	Internal 25	External 75

COURSE OUTCOMES

- CO1: describe the basic concepts and terminologies used in partnership accounting. [K1]
- CO2: explain the accounting treatment under different situations of partnership accounting. [K2]
- CO3: apply the accounting procedures to solve the problems in partnership accounting. [K3]
- CO4: analyse the various methods of accounting under different circumstances. [K4]
- CO5: compare the balance sheet with the statement of affairs and distinguish various types of partners. [K5]

Course	PO	01	PO2	PO	03	PO4	PO	05	PO6	PO7
Code 20UCOC41	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	Н	Μ	М	-	М	-	-	-	-
CO2	Н	Μ	Н	L	L	L	-	-	L	Μ
CO3	Н	Μ	Н	Μ	Μ	Μ	-	-	L	Μ
CO4	Н	Μ	Μ	Μ	Μ	Μ	-	-	Μ	-
CO5	Н	М	Μ	-	-	-	L	-	-	-



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Semester IV		Hours/Week:	6
Core Course	PARTNERSHIP	Credits: 5	
Course Code 20UCOC41N	ACCOUNTING	Internal 25	External 75

COURSE OUTCOMES

- CO1: describe the basic concepts, procedure for registration and terminologies used in partnership accounting. [K1]
- CO2: explain the accounting treatment under different situations of partnership accounting. [K2]
- CO3: apply the accounting procedures to solve the problems in partnership accounting. [K3]
- CO4: analyse the various methods of accounting under different circumstances. [K4]
- CO5: compare the balance sheet with the statement of affairs and distinguish various types of partners. [K5]

Course Code	PO1		PO	PO2		PO3 PO4		PO5	PO6	PO7
20UCOC41N	PSO 1.a	PSO 1.b	PSO 2.a	PSO 2.b	PSO 3	PSO 4 .a	PSO 4.b	PSO 5	PSO 6	PSO 7
C01	Н	L	Μ	М	L	L	L	-	-	-
CO2	Н	М	L	L	-	М	L	-	L	Μ
CO3	Н	Н	L	L	L	L	Μ	-	L	Μ
CO4	Н	L	L	L	Μ	L	L	-	М	-
CO5	Μ	L	-	-	-	L	L	-	-	-



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Semester IV	-	Hours/Week: 5		
Core Course		Credits: 5		
Course Code 20UCOC42		Internal 25	External 75	

COURSE OUTCOMES

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

CO1: describe the concepts of business mathematics. [K1]

CO2: explain the relevant elements, formulae and diagrams in business mathematics. [K2]

CO3: solve problems using basic formulae/matlab. [K3]

CO4: analyse the situation and find out the answers by applying advanced formulae. [K4]

CO5: prove demorgan's law diagrammatically and estimate the components of simple interest. [K5]

Course	PO	01	PO2	PO	03	PO4	PO5		PO6	PO7
Code 20UCOC42	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
CO1	Н	М	Μ	Μ	-	L	-	-	-	-
CO2	н	Н	М	М	L	L	-	-	-	-
CO3	Н	М	М	L	L	-	М	L	-	М
CO4	Н	L	L	L	L	-	-	-	-	-
CO5	Μ	L	Μ	L	L	L	-	-	-	-



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Semester IV	BANKING THEORY, LAW AND	Hours/Week: 5			
Core Course		Credits: 5			
Course Code 20UCOC43	PRACTICE	Internal 25	External 75		

COURSE OUTCOMES

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

- CO1: state the various concepts related to banking and e-banking. [K1]
- CO2: describe the relevant provisions of Act regarding banking and e-banking. [K2]
- CO3: apply the procedures involved in banking and e-banking activities. [K3]
- CO4: analyse the precautions to be taken by bankers and customers in any banking transactions. [K4]

CO5: compare various deposits and evaluate the impact of technology in banking system. [K5]

Course Code 20UCOC43	PO1		PO2	PO3		PO4 PO5			PO6	PO7
	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	Н	Н	M	L	L	Μ	M	-	-
CO2	Н	Н	M	M	Μ	М	Μ	Μ	-	Μ
CO3	Н	Н	Μ	M	Μ	L	Μ	Μ	Μ	-
CO4	Н	Н	М	М	Μ	Н	M	Μ	-	Μ
CO5	Н	Н	M	M	Μ	Н	M	Μ	-	-



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Semester IV		Hours/Week: 5			
Allied Course	AUDITING	Credits: 3			
Course Code 20UCOA41		Internal 25	External 75		

COURSE OUTCOMES

- CO1: state the various concepts related to audit and auditing. [K1]
- CO2: describe the auditor's duty regarding audit programme, working papers, internal control, vouching, verification and valuation. [K2]
- CO3: apply the procedure for appointment and removal of an auditor, vouching, verification and valuation. [K3]
- CO4: analyse the overall audit procedure in audit programme, appointment, internal control system, vouching , verification and valuation. [K4]
- CO5: compare accounting, book keeping with auditing and evaluate the significance of various types of audit report. [K5]

Course Code 20UCOA41	PO1		PO2	PO3		PO4	PO5		PO6	PO7
	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	-	Н	Н	-	-	-	-	-	-
CO2	Н	-	Н	Н	-	Μ	Μ	-	-	-
CO3	Н	-	Н	Μ	-	Н	Н	-	-	Μ
CO4	Н	-	Н	Μ	Н	Н	Μ	-	Μ	Н
CO5	Н	-	Н	Н	Н	Μ	-	-	Μ	Н



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Semester IV		Hours/Wee	k: 4		
Allied Course	ENTREPRENEURSHIP	Credits: 3			
Course Code 20UCOA42	DEVELOPMENT	Internal 25	External 75		

COURSE OUTCOMES

- CO1: describe the concepts related to entrepreneurship, entrepreneurship development and Micro, Small and Medium Enterprises. [K1]
- CO2: explain the qualities, functions and types of entrepreneurs, steps in starting a new venture and institutions and packages for development of entrepreneurship. [K2]
- CO3: distinguish and categorise the package for MSMEs and assistance from institutions for entrepreneurship development. [K3]
- CO4: analyse the problems of entrepreneurs and role of entrepreneurship in economic development. [K4]
- CO5: synthesise the successful women entrepreneurs in India and prepare project report. [K5]

Course	PO1		PO2	PO3		PO4 PO5			PO6	PO7
Code 20UCOA42	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PSO 7
C01	Н	Н	Н	-	-	-	L	L	L	-
CO2	Н	Н	Н	Μ	L	L	-	-	-	-
CO3	Н	Н	Μ	Μ	Μ	Μ	Μ	Μ	Μ	Μ
CO4	Н	Н	Μ	Н	Μ	-	-	-	-	L
CO5	Н	Н	Н	Μ	Μ	L	-	-	-	L



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Semester IV		Hours/Week:2			
Skill Enhancement Course	MATHEMATICS FOR COMPETITIVE	Credits: 2			
Course Code 20UCOS41	EXAMINATIONS	Internal 40	External 60		

COURSE OUTCOMES

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

CO1: recall the basic formulae in Mathematics. [K1]

CO2: discuss the applications of mathematics in real life. [K2]

CO3: develop their analytical ability and computational skills. [K3]

CO4: apply their skills in solving problems with more confidence. [K3]

CO5: analyze and solve aptitude problems efficiently. [K4]

Course Code 20UCOS41	PO1	PO2	PO3	PO4	PO5	PO6	PO7
C01	Н	Μ	Н	Μ	-	L	-
CO2	Н	L	Н	Μ	-	Μ	-
CO3	Н	Μ	Н	Н	-	Μ	-
CO4	Н	L	Н	Н	-	Μ	-
CO5	Н	Μ	Н	Н	-	Μ	-



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Semester IV	BASIC ACCOUNTING	Hours/Week: 2		
Non Major Elective Course -2		Credits: 2		
Course Code 20UCON41	PRINCIPLES	Internal 40	External 60	

COURSE OUTCOMES

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

CO1: define the various concepts of accounting terminology. [K1]

CO2: understand the accounting standards and accounting process. [K1]

CO3: explain the rules for journalising and balancing the accounts. [K2]

CO4: describe the procedure for preparing Trial Balance. [K2]

CO5: prepare the final accounts. [K3]

Course Code 20UCON41	PO1	PO2	PO3	PO4	PO5	PO6	PO7
C01	Н	М	Н	Μ	-	-	Н
CO2	Н	Н	L	-	-	-	М
CO3	Н	Н	М	Μ	-	-	Н
CO4	М	М	Н	-	-	-	Н
CO5	Н	М	М	Н	-	-	Н



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Semester IV	BASIC ACCOUNTING PRINCIPLES	Hours/We	eek: 2
Non Major Elective Course		Credits: 2	
Course Code 20UCON41N		Internal 40	External 60

COURSE OUTCOMES

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

CO1: identify and be familiar with the various concepts of accounting terminology.

[K1]

CO2: describe the accounting standards and accounting process. [K2]

CO3: explain the rules for journalising and balancing the accounts. [K2]

CO4: apply the procedure for preparing Trial Balance. [K3]

CO5: prepare the final accounts. [K3]

Course Code 20UCON41N	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6	PSO 7
CO 1	н	н	-	-	-	-	-
CO 2	н	н	-	-	-	-	L
CO 3	н	н	L	L	-	-	L
CO 4	н	н	L	L	-	-	L
CO 5	н	Н	L	L	-	L	L



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Semester IV		Hours/Week: 2		
Non Major Elective Course	Financial Literacy II	Credits: 2		
Course Code 22UCON41		Internal 40	External 60	

COURSE OUTCOMES

- CO1: define the basic concepts of life insurance, marine and fire insurance, shares and Mutual funds. [K1]
- CO2: describe the features of life, marine and fire insurance, shares and mutual funds. [K1]
- CO3: classify the life, marine and fire insurance policies, shares and mutual funds. [K2]
- CO4: explain the organizational structure of LIC, objectives and functions of SEBI and summarise the benefits of investment in real estate and gold. [K2]
- CO5: apply the IRDA Guidelines for investment in LIC's fund and make use of insurance documents and policy conditions. [K3]

Course code 22UCON41	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Н	-	L	-	L	_
CO2	Н	Н	-	L	-	Μ	-
CO3	Н	Н	-	L	-	-	-
CO4	Н	Н	-	-	-	Μ	-
CO5	Н	Н		М	-	L	-



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Semester II	FUNDAMENTALS OF ACCOUNTING	Hours/	Week: 2
Skill Enhancement Course		Cred	lits: 2
Course Code 20UMTS21	ACCOUNTING	Internal 40	External 60

COURSE OUTCOMES

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

CO1: identify and be familiar with the classification of accounts and accounting

terminology. [K1]

CO2: describe the rules of accounting and accounting process. [K2]

CO3: apply the rules for journalising, preparing day book and balancing the accounts. [K3]

CO4: prepare the final accounts. [K4]

CO5: integrate the trial balance and balance sheet. [K4]

Course Code 20UMTS21	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Н	-	-	-	-	-
CO2	Н	Н	-	-	-	-	L
CO3	Н	Н	L	L	-	-	L
CO4	Н	Н	L	L	-	-	L
CO5	Н	Н	L	L	-	L	L



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Semester II		Hours/Week: 2		
Skill Enhancement Course	FUNDAMENTALS	Credits: 2		
Course Code	OF ACCOUNTING	Internal	External	
20UMTS21N		40	60	

COURSE OUTCOMES

- CO1: identify the accounting terminology and the purpose of preparing accounts. [K1]
- CO2: explain the types, rules and format of statements and accounts. [K2]
- CO3: use the process of accounts for preparing the books of accounts. [K3]
- CO4: distinguish between accounting and book-keeping, journal and Ledger and trial balance and balance sheet. [K4]
- CO5: summarise the books of accounts and integrate the trial balance and balance sheet. [K4]

Course Code 20UMTS21N	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Н	Η	-	-	-	-	-
CO2	Н	Н	-	-	-	-	L
CO3	Н	Н	L	L	-	-	L
CO4	Н	Η	L	L	-	-	L
CO5	Н	Н	L	L	-	L	L



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Semester IV		Hours/Wee	k: 1	
Generic Elective-	ADOLESCENT	Credits: 1		
Course Code 20UGEA43	PSYCHOLOGY	Internal 100	External -	

Course Outcomes

- CO1: describe the concept, characteristics, developmental tasks, various challenges and self identity of adolescents and state the meaning of counselling and counsellor. [K1]
- CO2: explain the various domains of growth and development and self-identity, types of autonomy, self-governance and self-regulation skills and challenges of adolescents.[K2]
- CO3: discuss the development of self -identity among adolescents, styles of counselling and qualities of a good counsellor. [K2]
- CO4: identify the various problems of adolescents and find the measurements to combat it. [K3]
- CO5: find the techniques to improve the self -esteem, self -reliance and to overcome the family conflicts by the adolescents to enhance the lifestyle and build the new strategies of counselling to compete with the survival fittest. [K3]

Course Code 20UGEA43	PO1	PO2	PO3	PO4	PO5	PO6	PO7
CO1	Μ	Μ	L	L	Μ	L	L
CO2	Н	Μ	Μ	L	Н	L	Μ
CO3	Η	Μ	Μ	L	Η	L	Μ
CO4	Η	Μ	Μ	Μ	Η	L	Η
CO5	Η	Μ	Μ	H	Η	L	Η



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Semester V		Hours/Week: 6				
Core Course	CORPORATE	Credits: 5				
Course Code	ACCOUNTING	Internal	External			
20UCOC51		25	75			

COURSE OUTCOMES

- CO1: state the meaning of accounting concepts relating to issue and redemption of shares and debentures, amalgamation, absorption, reconstruction and liquidation of a company. [K1]
- CO2: describe the format and procedure for liquidator's final statement of account and final accounts of a company as per Companies Act 2013. [K2]
- CO3: apply the methods relating to issue and redemption of shares and debentures, amalgamation, absorption, reconstruction and liquidation of a company. [K3]
- CO4: analyse the methods used for issue of shares, valuation of shares and goodwill, purchase consideration, liquidator's remuneration, redemption of debentures and preference shares. [K4]
- CO5: discriminate the procedure for bonus issue and external reconstruction of a company. [K5]

Course	Course PO1		PO2	PO3		PO4	PO5		PO6	PO7
Code 20UCOC51	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PS 0 3.b	PSO 4	PSO 5.a	PS O 5.b	PSO 6	PSO 7
CO1	Н	Н	Н	-	-	-	-	-	L	-
CO2	Н	Н	Н	-	-	-	-	-	L	-
CO3	Н	Н	Н	-	-	-	L	-	-	L
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Η	Н	Μ	Μ	Μ	Μ	-	-	-



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Semester V		Hours/Week:	6
Core Course	CORPORATE	Credits: 5	
Course Code 20UCOC51N	ACCOUNTING	Internal 25	External 75

COURSE OUTCOMES

- CO1: state the meaning of accounting concepts relating to issue and redemption of shares and debentures, amalgamation, absorption and liquidation of a company.[K1]
- CO2: describe the format and procedure for liquidator's final statement of account and final accounts of a company as per Companies Act 2013. [K2]
- CO3: apply the methods relating to issue and redemption of shares and debentures, amalgamation, absorption and liquidation of a company. [K3]
- CO4: analyse the methods used for issue of shares, valuation of shares and goodwill, purchase consideration, liquidator's remuneration, redemption of debentures and preference shares. [K4]
- CO5: discriminate the procedure for bonus issue, right issue and internal reconstruction of a company. [K5]

Course Code	PO1		PO2 PO3		PO4	PO5		PO6	PO7	
20UCOC51N	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
	1.a	1.b	2	3. a	3. b	4	5. a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	L	-
CO2	Н	Н	Н	-	-	-	-	-	L	-
CO3	Н	Н	Н	-	-	-	L	-	-	L
CO4	Η	Η	Η	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	Μ	Μ	Μ	Μ	-	-	-



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Semester V	INCOME TAX LAW &	Hours/Week: 6			
Core Course	PRACTICE - I	Credits: 5			
Course Code		Internal	External		
20UCOC52		25	75		

COURSE OUTCOMES

- CO1: describe the various concepts in the Income Tax Act. [K1]
- CO2: state the exempted incomes and explain the provisions relating to various heads of income under the Income Tax Act. [K2]
- CO3: determine the residential status of an assessee and compute the incomes and deductions under various heads of income. [K3]
- CO4: analyse the incidence of taxation and provisions relating to allowances, perquisites and depreciations. [K4]
- CO5: compute income from house property which is partly let out and assess the residential status of a company. [K5]

Course	PO1		PO2	PO3		PO4	PO5		PO6	PO7
Code 20UCOC52	PSO 1.a	PSO 1.b	PSO 2	PSO 3.a	PSO 3.b	PSO 4	PSO 5.a	PSO 5.b	PSO 6	PS 0 7
CO1	Н	Η	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Η	Н	Н	-	-	-	L	L	-	Μ
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	L	-
CO5	Н	Η	Η	Μ	Μ	Μ	Μ	Μ	-	-



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Semester V	BUSINESS LEGISLATIONS – I	Hours/Week: 6			
Core Course		Credits: 5			
Course Code		Internal	External		
20UCOC53		25	75		

COURSE OUTCOMES

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

- CO1: state the basic provisions of Law of Contract, Law of Agency, Sale of Goods Act and Carriage of Goods Act. [K1]
- CO2: explain the provisions of Law of Contract, Law of Agency, Sale of Goods

Act and Carriage of Goods Act in case of specific procedures. [K2]

- CO3: apply the provisions of prescribed business legislations for a given situation. [K3]
- CO4: analyse various cases where the provisions of prescribed business legislations are applicable. [K4]
- CO5: distinguish the case laws related to consideration in contract and the rights of unpaid seller. [K5]

Course	PO	D1	PO2	PO3 PO4		PO5		PO6	PO7	
Code 20UCOC53	PS O 1.a	PS 0 1.b.	PSO 2	PS 0 3.a	PS 0 3.b	PSO 4	PS O 5.a	PS O 5.b	PSO 6	PSO 7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	L	L	-	L
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	Μ	Μ	Μ	Μ	Μ	L	-



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Semester V	BUSINESS ENVIRONMENT	Hours/Week: 5			
Discipline Specific Elective Course		Credits: 3			
Course Code 20UCOE51		Internal 25	External 75		

COURSE OUTCOMES

- CO1: describe the basic concepts related to business environment. [K1]
- CO2: explain the types of factors influencing various aspects of business environment, role of government in business and the causes about industrial sickness. [K2]
- CO3: apply the guidelines and procedures related to social responsibility, New Industrial policy, MNC, FDI and MSME. [K3]
- CO4: argue for and against social responsibility, MNC, FDI and LPG. [K4]
- CO5: arrive at the ethical principle related to business and chart out various types of IPR. [K5]

Course	PO	D1	PO2	PO2 PO3		PO4	PO5		PO6	PO7
Code 20UCOE51	PS O 1.a	PS 0 1.b.	PSO 2	PS 0 3.a	PS 0 3.b	PSO 4	PS O 5.a	PS O 5.b	PSO 6	PSO 7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	-	-	L	Μ
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	-	-	Μ	L	L	-	Н



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Semester VHours/Week: 5Discipline SpecificBUSINESS
ENVIRONMENTCredits: 3Elective courseInternalExternal20UCOE51N2575

COURSE OUTCOMES

- CO1: describe the basic concepts related to business environment. [K1]
- CO2: explain the types of factors influencing various aspects of business environment, role of government in business and the causes about industrial sickness. [K2]
- CO3: apply the guidelines and procedures related to social responsibility, business Ethics, Industrial policy, MNC, FDI and MSME. [K3]
- CO4: argue for and against social responsibility, MNC, FDI and LPG. [K4]
- CO5: summarise industrial policy, 2021 and chart out various types of IPR. [K5]

Course Code	PC		PO2	PO3		PO4	PO4 PO5			PO7
20UCOS51N	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO 5.b	PSO	PSO
200005511	1. a	1.b.	2	3. a	3.b	4	5.a		6	7
CO 1	Н	Н	Н	-	-	-	-	-	-	-
CO 2	Н	Н	Н	-	-	-	-	-	-	-
CO 3	Н	Н	Н	-	-	-	-	-	L	Μ
CO 4	Η	Η	Н	Μ	Μ	Μ	-	-	-	-
CO 5	Н	Н	Н	-	-	М	L	L	-	Н



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Semester V	INTERNATIONAL MARKETING	Hours/	Hours/Week: 5			
Discipline Specific Elective Course		Credits: 3				
Course Code		Internal	External			
20UCOE52		25	75			

COURSE OUTCOMES

- CO1: define the basic concepts and identify the objectives and procedures to be followed in international marketing. [K1]
- CO2: explain the pricing methods, functions and regulations of various organizations involved in international marketing. [K2]
- CO3: apply the procedures and point out the documents necessary for import and export. [K3]
- CO4: analyse the factors affecting pricing, barriers, strategies and recent trends; distinguish between various terminologies related to international business. [K4]
- CO5: evaluate the international marketing function of specified company with special reference to import documents. [K5]

Course	PO)1	PO2	PO)3	PO4	PO	05	PO6	PO7
Code 20UCOE52	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200COE52	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Η	Μ	Н	-	L	-	Μ	-	-	Μ
CO2	Н	Μ	Μ	Μ	Μ	-	-	Μ	-	Μ
CO3	Μ	-	Μ	L	L	Μ	Μ	Н	-	Μ
CO4	Н	L	Μ	L	L	Μ	Μ	Μ		Μ
CO5	Η	Μ	Μ	Μ	Μ	L	Μ	Μ	_	Μ



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Semester V	METHODOLOGY OF	Hours/Week: 5			
Discipline Specific Elective Course	RESEARCH IN SOCIAL SCIENCES	Credits: 3			
Course Code 20UCOE53		Internal 25	External 75		

COURSE OUTCOMES

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

- CO1: describe the concepts related to methodology of research in social sciences. [K1]
- CO2: explain types of research, sampling, data collection tools, hypothesis and types of report. [K2]
- CO3: review literature, apply the principles in sampling, data collection, construction of scales and tools, data preparation, hypothesis testing and report writing. [K3]
- CO4: compare and analyse the factors determining the methods of sampling, sources of data, data collection tools, and interpret the results of hypothesis. [K4]

CO5: evaluate each type of research and distinguish pretest from pilot study. [K5]

Course	P	01	PO2	PO)3	PO4	P	05	PO6	PO7
Code 20UCOE53	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20000155	1. a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Η	Н	Η	-	-	-	-	-	Η
CO2	Н	Н	Н	Н	-	-	Μ	-	-	Н
CO3	Н	Н	Н	Н	Μ	Μ	Н	Н	Μ	Н
CO4	Н	Η	Н	Н	Μ	Μ	Μ	-	-	Н
CO5	Н	Н	Н	Н	-	-	Μ	-	Н	Н



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Semester V		Hours/Week: 5		
Discipline Specific Elective Course	FINANCIAL MARKETS & SERVICES	Credits: 3		
Course Code 20UCOE54		Internal 25	External 75	

COURSE OUTCOMES

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

CO1: state the meaning of basic concepts related to Financial Markets and services. [K1]

CO2: describe the structure and components of Financial Markets and services. [K2]

CO3: use the Financial Services available in the financial Markets with ethical principles. [K3]

CO4: analyse the new products and services in the Financial Markets. [K4]

CO5: Evaluate the transactions in National Stock Exchange and Bombay Stock

Exchange. [K5]

Course	PO)1	PO2	P	03	PO4	PO	05	PO6	PO7
Code 20UCOE54	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200COE34	1. a	1.b.	2	3. a	3.b	4	5. a	5.b	6	7
CO1	Н	Μ	Μ	-	-	-	-	L	-	_
CO2	Н	Μ	Μ	-	-	-	_	L	-	_
CO3	Н	Μ	Μ	L	L	-	_	L	-	-
CO4	Н	Μ	Н	L	L	L	_	L	-	_
CO5	Н	Μ	Н	L	Μ	L	L	L	-	_



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Semester V	PORTFOLIO MANAGEMENT	Hours/Week: 5		
Discipline Specific Elective Course		Credits: 3		
Course Code 20UCOE55		Internal 25	External 75	

COURSE OUTCOMES

- CO1: define the basic concepts and principles related to portfolio management. [K1]
- CO2: explain the theories and plans related to portfolio management, portfolio evaluation, portfolio revision, risk and return analysis. [K2]
- CO3: apply the principles and techniques of portfolio management. [K3]
- CO4: analyse the risk and return of portfolio by considering the theories and techniques of portfolio management. [K4]
- CO5: evaluate the arbitrage pricing theory in measuring risk and return of a security and select an efficient portfolio. [K5]

Course	PO)1	PO2	PO)3	PO4	PO	05	PO6	PO7
Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20UCOE55	1 . a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
C01	Н	Н	Μ	-	L	-	L	-	L	-
CO2	Н	Μ	Μ	Μ	Μ	-	-	L	L	L
CO3	Μ	-	Μ	L	L	Μ	L	-	L	L
CO4	Н	L	Μ	L	L	Μ	L	L	L	-
CO5	Н	Μ	Μ	Μ	Μ	L	L	Μ	Μ	-



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Semester V		Hours/We	ek: 5
Discipline Specific Elective Course	PORTFOLIO MANAGEMENT	Credits: 3	
Course Code 20UCOE55N		Internal 25	External 75

COURSE OUTCOMES

- CO1: define the basic concepts and principles related to portfolio management [K1]
- CO2: explain the theories and plans related to portfolio management, portfolio evaluation, portfolio revision, risk and return analysis [K2]
- CO3: apply the principles and techniques of portfolio management [K3]
- CO4: analyse the risk and return of portfolio by considering the theories and techniques of portfolio management [K4]
- CO5: evaluate the arbitrage pricing theory in measuring risk and return of a security and select an efficient portfolio. [K5]

Course Code	PO	01	PO2	P	03	PO4]	PO5	PO6	PO7
20UCOE55N	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO 5.b	PSO	PSO
	1. a	1.b.	2	3. a	3.b	4	5. a		6	7
C01	Н	Н	М	-	L	-	L	-	L	-
CO2	Н	Μ	Μ	Μ	Μ	-	-	L	L	L
CO3	Μ	-	Μ	L	L	Μ	L	-	L	L
CO4	Н	L	Μ	L	L	Μ	L	L	L	-
CO5	Н	Μ	Μ	Μ	Μ	L	L	Μ	Μ	-



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Semester V		Hours/	Week: 5
Discipline Specific Elective Course	WEB DESIGNING	Credits: 3	
Course Code 20UCOE56		Internal 25	External 75

COURSE OUTCOMES

- CO1: describe the basic concepts of web technology in general and HTML & CSS in particular. [K1]
- CO2: explain various HTML tags used in web design. [K2]
- CO3: use various HTML tags in web designing. [K3]
- CO4: analyse the features and select appropriate tags for web designing. [K4]
- CO5: compare and contrast the HTML & DHTML and evaluate the properties of Padding in CSS. [K5]

Course	PO	01	PO2	PO	03	PO4	P	05	PO6	PO7
Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20UCOE56	1. a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
C01	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	L	L	-	L
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	Μ	Μ	Μ	Μ	Μ	-	-



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Semester V		Hours/Week: 0
Extra Credit Course		Credits: 2
Course Code 20UCOO5PR	PROJECT	Internal 100

COURSE OUTCOMES

- CO1: apply the general basic concepts related to research in their project
- CO2: apply the specific methodologies, principles and ethics of social values in their project
- CO3: collect, edit and classify the data in accordance with their objectives
- CO4: analyse the data and present the findings related to their project
- CO5: justify the answer for viva voce questions



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Semester V	ENVIRONMENTAL STUDIES	Hours/Week: 2			
PART IV		Credits: 1			
Course Code 20UGES51		Internal 100	External -		

COURSE OUTCOMES

- CO1 : State the social aspects of the environment, the present condition of the earth and the impact of human activities locally and globally. [K1]
- CO2 : Explain the biodiversity conservation, environmental hazards and current possible disasters. [K2]
- CO3 : Describe the need for sustainable development. [K2]
- CO4 : Solve the environmental associated problems. [K3]
- CO5 : Identify environmental legislations and management strategies. [K3]

Course Code	PO						
20UGES51	1	2	3	4	5	6	7
CO 1	Н	Н	L	L	L	-	L
CO 2	Н	Н	L	L	L	-	-
CO 3	Н	Н	L	L	L	-	-
CO 4	Н	Н	Н	Н	L	-	-
CO 5	Н	Н	Н	Η	L	-	Н



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Semester VI		Hours/	Week: 6		
Core Course	MANAGEMENT	Credits: 5			
Course Code	ACCOUNTING	Internal	External		
20UCOC61		25	75		

COURSE OUTCOMES

- CO1: state the concepts related to management accounting; describe the differences between management accounting and financial accounting. [K1]
- CO2: explain the procedure relating to the analysis and interpretation of financial statements, marginal cost and budget. [K2]
- CO3: calculate various ratios and funds/cash from operations, estimate working capital and prepare budgets. [K3]
- CO4: analyse the available information for the purpose of managerial decision making. [K4]
- CO5: evaluate the ethics in management accounting and the situations for financial statement analysis. [K5]

Course Code	PO1		PO2	PO3		PO4	PO4 PO5			PO7
20UCOC61	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20000001	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Μ	Н	Н	Н	-	-	-	-
CO4	Н	Н	Η	Η	Н	Н	-	-	-	-
CO5	Μ	Μ	L	-	-	-	L	L	L	Н



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Semester VI	INCOME TAX LAW & PRACTICE - II	Hours/Week: 6 Credits: 5			
Core Course					
Course Code		Internal	External		
20UCOC62		25	75		

COURSE OUTCOMES

- CO1: describe the basic concepts and procedures related to income tax assessment and income tax authorities. [K1]
- CO2: explain the provisions related to income tax assessment, powers and duties of income tax authorities and e-filing under Income Tax Act. [K2]
- CO3: calculate the taxable incomes of Individual, HUF, Firms and AOP. [K3]
- CO4: analyse the provisions and procedures for tax assessment under the various circumstances. [K4]
- CO5: distinguish the deductions under Section 80 IA to 80 U with special reference to Minimum Alternate Tax for companies. [K5]

Course	PO1		PO2	PO3		PO4	PO4 PO5		PO6	PO7
Code 20UCOC62	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
2000002	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	L	L	-	Μ
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	Μ	Μ	Μ	Μ	Μ	L	-



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Semester VI	BUSINESS LEGISLATIONS – II	Hours/Week: 6			
Core Course		Credits: 4			
Course Code		Internal	External		
20UCOC63		25	75		

COURSE OUTCOMES

- CO1: state the basic provisions of Limited Liability Partnership, Consumer Protection Act, Information Technology Act, Right to Information Act, Essential Commodities Act and The Competition Act. [K1]
- CO2: explain the provisions of Limited Liability Partnership, Consumer Protection Act, Information Technology Act, Right to Information Act, Essential Commodities Act and The Competition Act in case of specific procedures. [K2]
- CO3: apply the provisions of prescribed business legislations for a given situation. [K3]
- CO4: analyse various cases where the provisions of prescribed business legislations are applicable. [K4]
- CO5: summarise the case proceedings under Essential Commodities Act and The Competition Act. [K5]

Course	PO1		PO2	PO3		PO4	PO4 PO5			P07
Code 20UCOC63	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20000003	1.a	1.b.	2	3. a	3. b	4	5.a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	L	L	-	L
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	I	-
CO5	Н	Н	Η	Μ	Μ	Μ	Μ	Μ	L	-



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Semester V		Hours/Week: 5			
Discipline Specific Elective Course	HUMAN RESOURCE MANAGEMENT	Credits: 3			
Course Code 20UCOE61		Internal 25	External 75		

COURSE OUTCOMES

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

- CO1: describe the meaning of basic concepts in Human Resource Management. [K1]
- CO2: explain about job analysis, objectives, process, methods and techniques for Human Resource Management. [K2]
- CO3: apply the various methods and techniques in Human Resource Management. [K3]
- CO4: analyse the factors influencing HRM practices and distinguish between methods of training, performance appraisal. [K4]

CO5: evaluate the methods of wage payment and types of wage incentive plans. [K5]

Course	PO	01	PO2	PC)3	PO4	Р	05	PO6	PO7
Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20UCOE61	1. a	1.b.	2	3. a	3.b	4	5. a	5.b	6	7
C01	Н	Н	Н	-	-	-	-	L	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	-	-	-	-
CO4	Н	Н	Н	L	L	Μ	-	-	-	-
CO5	Н	Н	Н	Μ	Μ	Μ	L	L	-	-



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Semester V		Hours/Week: 5			
Discipline Specific Elective Course	INDUSTRIAL RELATIONS	Credits: 3			
Course Code		Internal	External		
20UCOE62		25	75		

COURSE OUTCOMES

- CO1: state the meaning of basic concepts related to industrial relations. [K1]
- CO2: describe the features, functions and importance of various forms and measures to ensure industrial relations. [K2]
- CO3: apply the principles, functions, process, forms and measures for maintaining good industrial relations with ethical principles. [K3]
- CO4: analyse the factors, causes, problems and issues in industrial relations. [K4]
- CO5: evaluate the rules and approaches to improve relations with the workers. [K5]

Course	PO1		PO2	PO3		PO4	PO4 PO5		PO6	PO7
Code 20UCOE62	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200COE02	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Μ	Μ	-	-	-	-	-	-	_
CO2	Н	Μ	Μ	-	-	-	-	-	-	_
CO3	Н	Μ	Μ	L	L	-	-	-	-	Μ
CO4	Н	Μ	Н	L	L	L	-	-	L	_
CO5	Н	Μ	Н	L	L	L	L	L	-	_



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Semester V		Hours/Week: 5			
Discipline Specific	BUSINESS ORGANISATION	Credits: 3			
Elective Course	AND MANAGEMENT				
Course Code		Internal	External		
20UCOE63		25	75		

COURSE OUTCOMES

- CO1: describe the basic concepts and terminologies used in business organisation and management. [K1]
- CO2: explain the forms, size, location, production and material management of business organization. [K2]
- CO3: apply the procedures for business organisation and management in real situations. [K3]
- CO4: analyse the factors that influence the forms, size, location, production and material management of business organization. [K4]
- CO5: distinguish Limited Liability Partnership (LLP) with traditional partnership and private limited company and compare the procedures to be followed for establishing a business organization. [K5]

Course	PO1		PO2	PO3		PO4 PO5			PO6	PO7
Code 20UCOE63	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200COE03	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	-	-	-	L
CO4	Н	Н	Н	L	L	Μ	L	L	-	-
CO5	Н	Н	Η	Μ	Μ	Μ	L	L	-	-



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Semester VIHours/Week: 5Discipline Specific
Elective CourseCredits: 3Course Code
20UCOE64Internal
25External
25

COURSE OUTCOMES

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

CO1: describe the basic concepts of retail marketing. [K1]

CO2: explain the various elements of retail marketing. [K2]

CO3: apply the functions and strategies of retail marketing. [K3]

CO4: analyse the various stages in the product development and the factors influencing retail pricing, retail location, retail promotion and the supply chain management. [K4]

CO5: distinguish various types of brand and evaluate the trends in e-retailing. [K5]

Course	PO1		PO2	PO3		PO4 PO5		PO6	PO7	
Code 20UCOE64	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200COE04	1.a	1.b.	2	3. a	3. b	4	5.a	5.b	6	7
CO1	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	-	-	-	-	-	L	-
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	L
CO5	Н	Н	Н	Μ	Μ	Μ	L	L	-	-



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Semester VI	MARKETING RESEARCH	Hours/	Week: 5
Discipline Specific Elective Course		EARCH Credits: 3	
Course Code 20UCOE65		Internal 25	External 75

COURSE OUTCOMES

- CO1: describe the basic concepts and ethics associated with marketing research. [K1]
- CO2: explain the process of marketing research in decision making with specific applications in consumer behaviour and market segmentation. [K2]
- CO3: apply the various aspects of consumer behaviour and market segmentation in the real-world situations in marketing research. [K3]
- CO4: analyse the basic factors that influence the consumer behaviour and market segmentation. [K4]
- CO5: evaluate social media marketing and construct questionnaire to conduct survey among consumers. [K5]

Course	PO1		PO2	PO3		PO4	PO4 PO5			PO7
Code 20UCOE65	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
200C0E05	1.a	1.b.	2	3. a	3.b	4	5.a	5.b	6	7
CO1	Н	Μ	Н	-	-	-	-	-	-	L
CO2	Н	Μ	Н	-	-	-	-	-	-	-
CO3	Н	Μ	Н	Μ	-	-	-	-	L	-
CO4	Н	Μ	Μ	Μ	L	L	L	L	L	-
CO5	Н	Μ	Μ	Μ	-	L	L	-	-	-



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Semester VIHours/Week: 5Discipline Specific
Elective CourseELECTRONIC PRACTICESCredits: 3Course Code
20UCOE66IN COMMERCEInternal
25External
25

COURSE OUTCOMES

- CO1: describe the basic concepts related to electronic practices in commerce. [K1]
- CO2: explain the procedures to access the electronic practices and to create to Webpage. [K2]
- CO3: apply the electronic practices with ethics in real life situations. [K3]
- CO4: analyse the interdisciplinary nature of electronic commerce practices and business models of electronic marketing. [K4]
- CO5: evaluate the functioning of intranet and firewall. [K5]

Course Code	PO1		PO2	PO3		PO4 PO5		PO6	PO7	
20UCOE66	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20000100	1.a	1.b.	2	3. a	3.b	4	5. a	5.b	6	7
CO1	Н	Η	Н	Μ	-	-	-	L	-	L
CO2	Н	Н	Н	Μ	-	-	-	L	L	-
CO3	Н	Н	Н	Μ	-	I	-	-	-	-
CO4	Н	Η	Н	Μ	L	L	L	-	-	-
CO5	Н	Η	Η	Μ	-	L	L	-	-	-



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Semester VI	PRACTICAL Hours/Weel ADVERTISING Credits: 2	Hours/Week: 2		
Skill Enhancement Course		its: 2		
Course Code 20UCOS61P		Internal 40	External 60	

COURSE OUTCOMES

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

CO1: write the basic components in practical advertising. [K3]

CO2: present the specific features related to required practical advertising exercise. [K3]

CO3: apply the skills and procedure to design advertisement copy with ethical

principles. [K3]

CO4: display and explain the creation with special reference to sustainable environment. [K3]

CO5: justify the answer for viva voce questions. [K5]

Course	P	01	PO2	PO)3	PO4	PC)5	PO6	PO7
Code	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO	PSO
20UCOS61P	1. a	1.b.	2	3. a	3.b	4	5. a	5.b	6	7
C01	Н	Н	Н	-	-	-	-	-	-	-
CO2	Н	Н	Н	-	-	-	-	-	-	-
CO3	Н	Н	Н	Н	Н	-	L	L	L	Μ
CO4	Н	Н	Н	Μ	Μ	Μ	-	-	-	-
CO5	Н	Н	Н	-	-	Μ	-	-	-	-