

**Commerce &  
Management  
PO & CO (UG)**

**SHRI SHIVAJI EDUCATION SOCIETY, AMRAVATI'S**  
**SHRI SHIVAJI ARTS & COMMERCE COLLEGE**  
**MORSHI ROAD AMRAVATI**  
**AFFILIATED TO - SANT GADGE BABA AMRAVATI UNIVERSITY, AMRAVATI**

**PROGRAMME OUTCOME**  
**COURSE OUTCOME**

**SYLLABUS PRESCRIBED UNDER CHOICE BASED CREDIT SYSTEM**  
**(CBCS) - 2022-2023**

**FACULTY : COMMERCE & MANAGEMENT**  
**PROGRAMME- GRADUATION ( B.COM )**

**FACULTY : COMMERCE & MANAGEMENT**  
**PROGRAMME : BACHELOR OF COMMERCE**

**Programme Objectives: -**

- To impart the basic knowledge of Economics.
- To impart basic knowledge of Accountancy & Statistics.
- To impart knowledge of creating a cash book and ledger books.
- To impart the basic knowledge of management, planning, organizing, directing and controlling
- To impart the basic knowledge of application of computers and its development.
- To impart the knowledge of business sectors, firms, e-commerce, cashless transaction
- To impart the knowledge of local and global enterprises and trade.
- To develop presentation skills and ability of goal setting.
- To bring about the holistic development of the students.
- To develop ethics of life.
- To inculcate Environmental awareness.
- To impart the fundamental knowledge of Computer.

**Programme Outcomes :-**

The students would be able to –

- Attain requisite skills and knowledge after the completion of the programme.
- Achieve the basic knowledge of Economics.
- Assimilate basic knowledge of Accountancy & Statistics.
- Efficiency in reading and writing skill.
- Achieve requisite skills and knowledge of preparing cashbook, ledger books and balance sheet of company.

- **Become knowledgeable about marketing.**
- **Create a self employment.**
- **Assimilate ethics of life.**
- **Achieve Environmental awareness.**
- **Attain fundamental knowledge of Computer.**

### **Employability Potential of the Programme-**

**Commerce faculty is really very popular as it can earn up lucrative packages and opportunities are more than Arts or Science faculty. As commerce education includes computer, Talley, GST, income tax and English Language and communication Skill so chances of getting jobs in shops and malls are more than before. Chartered Accountant is a dream career for commerce graduates .With several students failing to clear all stages of the course, CA is one of the hardest courses in the world. Therefore, to do very well in this course, students require specific talents and skills. Even if they cannot become CA they can find suitable jobs in market. Company Secretary is second popular Course. After B Com, M Com and PhD, to become professor is also a good option. \*Jobs for Commerce graduate Students \* Chartered Accountant (CA), Marketing Manager, Investment Banker, Human Resource Manager, Chartered Financial Analyst (CFA), Certified Public Accountant (CPA), Cost Accountant, Business Accountant and Taxation, Retail Manager, Company Secretary, Personal Financial Advisor, Research Analyst, Entrepreneur, Chief Executive Officer (CEO), Cost Management Accountant (CMA), Product Manager, Hotel Manager, Event Manager, Teachers / Instructors /professors Auditors / Clerks Commerce graduates can prepare for competitive Examination like MPSC or UPSC to become government officers in state and central government. Commerce graduates can start business or Start-ups. They have the potential to create jobs by starting industry.**

**The present curriculum of B Com designed by the BOS of the Commerce and Management of Sant Gadge Baba University Amravati has all the potential to create an employable opportunities for the students. The curriculum will develop an innovative and global approach in the field of Commerce and Management. It will acquaint the students with the rapidly changing contemporary scenario in trade and commerce and in the corporate world. It will develop them into more creative and visionary entrepreneurs and boost them to undertake start-up enterprises in near future. The detailed knowledge in trade and commerce, statistical analysis of the global economy, the use of ultra modern technology in e-commerce, the applied nature of the course content and the need based skill oriented curriculum's rapport with the requirement in the region will develop the multi-dimensional view of the students and the feeling of affinity and sense of duty for the development of living standard of the people in the region of Western Vidarbha and thereby fulfil the community services. In this way, the potential and the research aptitude in the present program will encourage the progression of the students from UG to PG and PhD. The managerial skills in it will boost the commerce students to progress towards ambitious Management courses like MBA in various fields. Moreover, the course will open the vistas for the job**

**opportunities.**

The course content in Compulsory English and Supplementary English in particular will develop the all-round personality of the students and the sophisticated communication skills among them in this globalised era of international trade and commerce. The part of grammar and syntax will improve their sense of correct English in written and spoken form while the unit of Word- Formation will enrich their vocabulary. The inter-personal communication and situational communication in the unit of communication skills will boost confidence among students to hold impressive conversation in corporate world. The writing skills as resume, report and letter writing will develop a flair of writing in business correspondence while the content of soft skills like interview skills, body language and managerial skills will broaden the perception and make the students more sensible and mature in the practical world of Commerce and Management. Of course, the highly touching stories by the world famous writers and the biographical sketches of the successful Entrepreneurs and big business tycoons in India will develop the profound sense and fervour to be ambitious and successful. The few selected poems in the content will give an aesthetic and romantic relief and inculcate human and ethical values. In this way, the course like compulsory English and Supplementary English will bring about an all-round and holistic development of the students and ultimately make them sensible and mature global citizens.

The future prospects of a person depend upon the career path he/she chooses. B.Com graduates have many options open upon the completion of graduation. the various avenues open to the B. Com graduates are discussed below, which will be helpful to the candidate at the time of taking the toughest decision related to career.

**Acquire various skills-**

During the graduation the students have the opportunity to acquire communication skills, interpersonal skills, accounting skills and knowledge, management skills, interpersonal skills, computer skills, team work, coordination, leadership skills and many more. These skills will be beneficial for being self employed or getting employment. The knowledge acquired during the graduation related to law, income-tax, accounting, planing, organisation etc., give an additional weightage at the time of being employable and are definitely useful in self employment.

**Higher education-**

On the completion of the B.Com degree program, the candidates can pursue M. Com., MBA or other similar masters degree program. Candidates can also pursue LL.B.; D. Tax, PGDBM, post graduate diploma in marketing management, HR or finance or such other similar courses.

**Banking**

The candidates can go into the banking sector. These jobs will add on to their experience and skills. Both the public as well as the private sector banks offer many job opportunities to the B.Com graduates, such as –

- bank officers

- financial administrators
- financial advisors
- junior managers
- bank assistants

#### **Export import manager**

At the completion of graduation the candidates can opt for a job as an Export- Import Manager. Stock broker After acquiring the required skills a B.Com graduate can become a stock-broker. Tax Consultant This is a special privilege to a B.Com graduate that he/she can become a tax consultant. Financial Planning- The BBA graduates are expected to acquire the skill of financial planning. Those who choose to be financial planners help individual clients with their funds, and savings along with various investment issues for achieving their personal goals. students who are planning to make career in the financial planning sector, can try for the following programs like:

- CA- Chartered Accountant
- CFA - Chartered Financial Analyst
- CFP - Certified Financial Planner
- CS - Company Secretary

These are renowned certification courses in finance which help the BBA students to be helpful in the financial matters of their individual clients.

#### **Intern at a reputed company -**

Many companies offer a variety of internships to the B.Com students so that they can gain the required experience and skills at the beginning of their career. Students should be clear with which skills they want to acquire and enhance, what is the deadline and how they can update their resume.

#### **Entrepreneurship-**

Once the candidate has completed the graduation, he/she can utilize the learned skills and become his own boss. The curriculum gives knowledge related to finance, accounts, management and some legal aspects also.

## **BACHELOR OF COMMERCE SEMESTER I BC-11- COMPULSORY ENGLISH**

#### **COs:**

1. Able to communicate skillfully in Business correspondence.
2. Acquaint with the work culture in corporate world.
3. The life of great personalities will motivate them to toil to be successful.
4. Learn and gain fluency in the English language and conversation.
5. Become efficient in reading and writing skills.

6. The drafting skills of the learners will be honed through grammar and writing skills.
7. Become proficient in the language and to eventually inculcate professional skills

After completion of Skill module students will be able to:

1. Acquaint with National Stock Exchange (NSE), Share Market and Systematic Investment Plan (SIP)
2. Acquaint with the volatile nature of market and Corporate world
3. Broaden their vision about Trade and Commerce
  - i) Assignment: A Report on How to open a DMAT account
  - ii) Class Test: Seminar on How to open a DMAT account.

**BACHELOR OF COMMERCE SEMESTER II  
COMPULSORY ENGLISH  
BC-21 ENGLISH**

**COs:**

1. Able to communicate skillfully in Business correspondence
2. Acquaint with the work culture in corporate world
3. The life of great personalities will motivate them to toil to be successful
4. Learn and gain fluency in the English language and conversation.
5. Become efficient in reading and writing skills.
6. The drafting skills of the learners will be honed through grammar and writing skills
7. Become proficient in the language and to eventually inculcate professional skills.

**Course Outcomes of Skill Enhancement Module:**

**The students will be able to:**

1. Acquaint with work culture in Bank
2. Acquaint with the use of ICT in Finance sector
3. Acquaint with Management Skills in the industry
  - i) Assignment: A Report on Visit to Bank or Industry
  - ii) Class Test: Sharing experiences on visited Bank or Industry

**Bachelor of Commerce Semester I  
Compulsory Marathi  
Bc-12 Marathi**

**अभ्यास पत्रिकेची निष्पत्ती (Course Outcome)-**

१. नेमलेल्या साहित्यातून जीवनदर्शन, समकालीन व्यवहार जाणीव यांची माहिती होईल.
२. वैचारिक, ललित, कविता या विविध वाडःमय प्रकारचे ज्ञान होईल. या वाडःमय प्रकारचे वेगळेपण जाणून घेतील तथा यामधील साम्याभेदाचे आकलन होईल.
३. वैचारिक गाध्यातून भाषेच्या सर्जनशील रूपाचे विद्यार्थ्यांना आकलन होईल. तसेच चारित्र्याविषय असलेल्या थोर व्यक्तींच्या जीवन कार्यातून प्रेरणा मिळेल आणि संकटावर मत करून जीवनात यशस्वी होता येते हा विचार त्यांच्या मनी रुजेल.
४. ललित कला कृतींच्या वाचनातून आनंद, बोध, ज्ञान इत्यादींची प्राप्ती होऊन विद्यार्थ्यांच्या जीवनाविषयक जाणीव समृद्ध होईल.
५. वैचारिकता, तात्विकता, कलात्मकता, भावनात्मकता, सामान्य गोष्टीतील असामान्यत्वचे दर्शन यातून विद्यार्थ्यांचा दृष्टिकोन संपन्न होईल.
६. विविध प्रकारच्या साहित्याचे आकलन, वर्णन, आस्वादन, विश्लेषण आणि मूल्यमापन करण्याची क्षमता वाढून विद्यार्थ्यांची अभिरुची विकसित होईल.
७. या वाडःमय प्रकारातून विविध प्रकारचे नीतीमूल्य जीवनमूल्य यांची शिकवण विद्यार्थ्यांना मिळेल. त्याचा उपयोग उत्तमरीतिने जीवन जगण्या साठी होईल.
८. उपयोजित घटकांच्या माध्यमातून विविध प्रकारचे कौशल्य त्यांच्यात निर्माण होतील व ते रोजगारक्षम होतील.
९. विचारवंत, लेखक, कवी होण्यासाठी हे अध्ययन प्रेरक ठरेल. सहाय्यभूत ठरेल. यातून विद्यार्थ्यां भाषेचा सर्जनशील वापर कसा करावा हे समजून घेतील व विविध प्रकारातील साहित्य निर्मिती करतील. तसेच व्यवहारिक उपयोजन करून रोजगारक्षम होतील.

**BC-12 Marathi (Communication Skill in Marathi Language) AEC**

**मराठी भाषिक कौशल्य : लेखन कौशल्य**

**उद्दिष्ट्ये :-**

१. विद्यार्थ्यांच्या भाषिक क्षमतांचा विकास कारणे.
२. संभाषण कौशल्य विकसित कारणे.
३. मराठी भाषेचे उपयोजन लक्षात घेणे.
४. विविध व्यवसायातील संधी लक्षात घेणे.
५. मराठी भाषेच्या वैशिष्ट्याची ओळख करून घेणे.

**उपयोगीकता :-**

१. संभाषण कौशल्यविकासाला सहाय्य होईल.
२. मराठी भाषा क्षमतेच्या वाढीस मदत होईल.
३. संभाषण, लेखन क्षेत्राची दारे खुली होतील .
४. विविध व्यवसाय क्षेत्रात संधी उपलब्ध होईल.

**BC-12 Hindi**

**कोर्स आउटकम :-**

१. भाषा, साहित्य, कला, संस्कृति आदि के माध्यम से छात्रों में सकारात्मकता, सृजनात्मकता, मानवतावादी आदि गुणों का विकास होकर उनमें रचनात्मकता की भावना वृद्धिगत होगी। अनुवाद कौशल्य के कारण छात्रों के व्यवहार, व्यवसाय आदि क्षेत्रों में संपर्कता बढ़ेगी।

२. भाषण कौशल्य, सूत्र संचालन, वाद-विवाद आदि गुणों से भाषा अध्ययन में निखार आ सकेगा ।
३. छात्र प्रिंट और इलेक्ट्रॉनिक मीडिया में रोजगार के अवसर प्राप्त कर सकेगा ।
४. साक्षात्कार प्रणाली के द्वारा छात्रों में प्रश्न निर्माण करने की कला, आत्मविश्वास, जिज्ञासा बढ़ेगी ।

### BC-12 Hindi (Communication Skill in Hindi ) AEC

(हिंदी) भाषाई कौशल्य --संभाषण कौशल्य

उपयोगिता -

१. संभाषण कौशल्य विकास को सहायता होगी ।
२. हिंदी भाषा एवं साहित्य का प्रचार - प्रसार होगा ।
३. संभाषण कौशल्य द्वारा संपर्कता बढ़ेगी ।
४. व्यवसाय एवं रोजगार के अवसर प्राप्त होंगे ।

संभाषण कौशल्य

१. संभाषण कौशल्य
२. सूत्रसंचालन
३. साक्षात्कार
४. वक्तृत्व, वाद-विवाद आदि

### Programme : Bachelor of Commerce BC-15 Principle of Business Management

#### COURSE OUTCOME

The students will be able to :-

1. With this course, students will be able to have clear understanding of managerial functions.
2. Students will have the knowledge of planning process in the organization.
3. Students will be able to demonstrate the ability to directing, leadership and communicate effectively.
4. Students able to analyze isolate issues and formulate best control tools and techniques.

#### Outcomes of Skill Development Module :

1. Generate an idea for innovation using Attribute Listing Techniques.
2. Generate an idea for social awareness of cleanliness using Brain-Storming technique.
3. Generate an idea for Pollution Control by using story boarding technique.
4. The employees in your organization have lost their creativity, how will you develop creativity in him.
5. Guide your friend and encourage him for “Make in India” with his new business idea.
6. You plan to initiate a change in your organization, what measures will encourage change



in organization.

7. Prepare the proposal for incubation support. These modules will enhance creativity skills of the students. The students will learn various idea generation techniques and how to overcome the challenges.
8. Build your team for skill enhancement programme for students of your department
9. Establish grievance Redressal committee and resolve issues of students
10. Prepare write up for controlling measures adopted by your principles for administrative examination and student affair.

**Programme : Bachelor of Commerce  
BC-16 Computer Fundamental And Operating System-I**

**Course Outcomes:**

The students will be able to –

1. Get information about evolution and application of computer & its development.
2. Know about different elements of computer system.
3. Aware about different types of memory.
4. Get to know about different input devices and output devices.
5. Learn to prepare a text document with complete formatting and page setting.

**BC-16 Computer Fundamental And  
Operating System-I (Practical)**

**Course Outcomes:**

Students will be able to do at the end of practical's:

1. Prepare new document using Templates.
2. Change font size & font color
3. Change line spacing of Paragraph
4. Change case of Paragraph
5. Create Bullets, Numbering list
6. Create Subscript & Superscript
7. Decrease and Increase of Paragraph indent
8. Insert Header & Footer in document
9. Page Setup of Document
10. Insert Page break, Section break, Columns.
11. Students will learn to final Proofing and printing documents

**BC-23 Financial Accounting**

**Course outcome :**

- 1. Rectification of Journal entry**
- 2. Student acquire the knowledge of nonprofit organization**
- 3. Prepare the all types of cooperative society account**
- 4. Students should be acquired partnership firm accountancy**
- 5. The bill of exchange contest and unconditional order to pay a create amount on as agree day.**

**Bachelor of Commerce Semester II  
BC-24 Business Economics**

**Course Outcomes-**

- 1. Examine the difference between business and managerial economics.**
- 2. Application of Discriminative nature of monopolist.**
- 3. Application of monopolistic competition, oligopoly, and perfect competition**
- 4. Application of demand and supply pattern of rent and wage.**
- 5. Application of the theories of interest and profit.**

**Bachelor of Commerce Semester II  
BC-25 Principle of Business Organization**

**COURSE OUTCOMES**

**The students will be able to:**

- 1. To Familiar with business organization.**
- 2. Understand the concepts related to Business policies.**
- 3. Demonstrate the roles, skills and functions of management.**
- 4. To diagnose and solve organizational problems and develop optimal managerial decisions.**

**Bachelor of Commerce Semester II  
BC-26 Computer Fundamental & Operating System I**

**Course Outcome**

The students will be able to-

1. Get basic introduction of Computer and mobile operating systems
2. Know concept of windows versions.
3. Create and delete file in File Explorer.
4. Know concept of modern communication and network topologies.
5. Create e-mail account and compose e-mail message.
6. Create table, utilizing existing Template provided by Microsoft and add customization on Template according to user needs.
7. Identify steps in the process and complete an activity to create a mail merge.
8. Develop the skill of power point programs.
9. Insert various graphical object on slide.
10. Add different Transition, Animation, Sound and Timing effect to Slide.
11. Run a presentation on computer screen.

**Bachelor of Commerce Semester II  
BC-26 Computer Fundamental And Operating System-II (Practical)**

**Course Outcome:**

Students will be able to do at the end of practical's:

1. Know how to organize files/folder in File Explorer
2. Understand different customization setting in windows 10.
3. Create windows login Account which is necessary for Windows 10
4. Create table, utilizing existing Template provided by Microsoft and add customization Template according to user needs.
5. Add header and footer to long list of pages which is crucial.
6. Complete Mail Merge process.
7. Change layout of pages
8. Create Presentation, designing slides and add different Transition and Animation effect to objects and Slide.

**Programme : Bachelor of Commerce Semester I  
BC-13 Principle of Accountancy**

**Course Outcome :**

1. Student important basic accounting knowledge at applicable to business i.e. meaning of accountancy.
2. Able to handling account transaction
3. Maintaining sub subsidiary books and all types of cash books
4. Calculation of depreciation method of assets
5. Preparation of all types of final account.

**Bachelor of Commerce Semester-I**  
**BC-14 Principle of Business Economics**

**Course Outcomes :**

- 1. Application of Micro & Macroeconomic Concepts**
- 2. Application of Utility & Indifference Curve Analysis**
- 3. Application of Demand Pattern**
- 4. Application of Supply and Production Pattern**
- 5. Application of Cost & Revenue Pattern**

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**PROGRAME OUTCOME**  
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**(CBCS) - 2022-2023**

**FACULTY : COMMERCE & MANAGEMENT**  
**PROGRAMME- POST GRADUATION ( M.COM )**

**FACULTY : COMMERCE & MANAGEMENT**  
**PROGRAMME : MASTER OF COMMERCE**

**Programme Objectives :**

- 1. To enable the student to acquire the process of managerial economics, demand analysis, production theory, price determination and pricing practices, etc.**
- 2. To acquaint the student with basic issues in services marketing and customer relationship management.**
- 3. To enable the student to understand & master the accounting concepts as well as tools and techniques used for taking managerial decisions.**
- 4. To impart the knowledge of ratio analysis, cash flow and budgetary control.**
- 5. To enhance decision making abilities of students in situation of uncertainty in dynamic business environment.**
- 6. To help the student to understand and master the conceptual framework of Management and organizational behavior.**
- 7. To provide understanding of computer operating system and application of relevant software's in managerial decision making.**
- 8. To impart the knowledge of commercial banks and its transactions, nature and scope of insurance and its kinds.**

**Programme Outcomes :-**  
**The student would be able-**

1. To acquire a job as an Economist, Market Research Analyst, a banker, management consultant, stockbroker/trader, Actuary, Financial analyst, Financial advisors or Advisor to Tax Law Court etc.
2. To acquire the process of managerial economics, demand analysis, production theory, price determination and pricing practices, etc.
3. To acquire proficiency in the accounting concepts as well as tools and techniques used for taking managerial decisions.
4. To master the knowledge of ratio analysis, cash flow and budgetary control.
5. To achieve decision making abilities in the situation of uncertainty in dynamic business environment.
6. To master the conceptual framework of Management and organizational behavior.
7. To attain understanding of computer operating system and application of relevant software's in managerial decision making.
8. To gain the knowledge of commercial banks and its transactions, nature and scope of insurance and its kinds.

### **Employability Potential of the Programme**

Master of Commerce is a 2 Year PG Degree programme a student's who is done graduation in Commerce and Management i.e B.Com & BBA can take admission in M.Com it is one of the PG course which helps to get knowledge of subject such as accounting , International Business Management finance Banking Economics etc.

Some of the high paying jobs are as below

There are many jobs after completing after Masters of commerce degree

1. **Economics:** Jobs after holding an M.Com degree can get the jobs as an Economist, Market Research Analyst, Credit Analyst, Statistician, Financial Analyst, Lecturer, etc.
2. **Accounting:** Candidates having a M.Com degree and knowledge of Tally can get the job in accounting field.
3. **Banking and Insurance :** With an M.Com specialization of Banking and Insurance, one can get jobs in banking sector such as at cash counter, loan department as well as insurance sector
4. **Educational Institute:** A students after M.Com Degree can pursue Ph.D. In Commerce, Management and Economics. Even they can appear for NET/SET examination on the basis of which they can get the job of lectureship and eligible for Assistant Professor
5. **Finance:** With an M.Com degree, one can become a banker, management consultant, stockbroker/trader, Actuary, Financial analyst, among other job roles.
6. **Accounting and Auditing:** with M.Com degree one can get the job as a internal auditor or an accounting an accountant at various business and services sector.
7. **Taxation:** With M.Com degree one can get a Jobs of an tax advisor to file income tax return at GST return Taxation: Graduates with an M.Com degree specialising in Taxation can get jobs as Financial advisors or Advisor to Tax Law Court. In addition, one can

become a financial analyst, tax accountant, or tax consultant

**Employment Sector After M.Com**  
**Educational Institutes**  
**Economic Consulting Firms**  
**International Banking**  
**Accounting and auditing**  
**Financial services**

**Insurance Industry**  
**Customs Department**  
**Commercial Banking**  
**Investment Banking**  
**Tax advisory services**  
**Insurance services**

**Government service**

### **M.Com Specializations with Job Opportunities**

There are innumerable jobs after completing a commerce degree. Job opportunities after M Com majorly depend upon the specialization of the PG degree course. Some of the M. Com specializations that help in landing a high paying job are as follows.

8. **Finance:** With an M.Com degree majoring in finance, one can become a banker, management consultant, stockbroker/trader, Actuary, Financial analyst, among other job roles.
9. **Banking and Insurance:** With an M.Com specialisation of Banking and Insurance, one can get a decent paying job as Internal Auditor, Development Officer, Insurance Manager, Investment Analyst, Loan Counsellor, Loss Control Specialist, etc.
10. **International Accounting:** Candidates holding an M.Com degree with International Accounting as a major can get several job opportunities as an accountant in international firms.
11. **Economics:** Jobs after holding an M.Com degree majoring in Economics include becoming an Economist, Market Research Analyst, Credit Analyst, Statistician, Financial Analyst, Lecturer, etc.
12. **Taxation:** Graduates with an M.Com degree specialising in Taxation can get jobs as financial advisors or Advisor to Tax Law Court. In addition, one can become a financial analyst, tax accountant, or tax consultant.

### **Career Options After M.Com**

With an M.Com degree, candidates become well-equipped for the job position of an Auditor, Business Analyst, Company Secretary, Consultant, Tax Accountant, Finance Officer, Stock Broker, Sales Analyst, and Economist. In addition, an M.Com graduate can also appear for government exams to get public sector jobs. Some of the high paying job roles offered to M.Com graduates are as follows.

#### **Cost Accountant**

A Cost Accountant is a financial expert who is involved in evaluating the cost associated with a service or its manufacturing. Primary roles of a cost accountant include evaluating overall profit and loss statement, analysing a position and suggesting a budget to make the



same profitable. In addition, a Cost Accountant takes into account the costs incurred in manufacturing, shipping and administration. Even though the knowledge obtained during an M.Com degree course is apt to land a decent job as a cost accountant, one can pursue professional courses to delve deeper knowledge of Cost and Management Accounting.  
**Also Read: Career as Cost Accountant**

### **Tax Consultant**

A Tax Consultant or a career in taxation revolves around professionals guiding individuals with their tax-related queries and helps them in short term and long term tax optimisation. Taxation refers to imposing a tax by a taxing authority generally the Government. Taxes can include income, estate, capital gains, etc. Tax consultants generally hold a degree in law, accounting, finance or any related field. To establish a career as a tax consultant, one will need an understanding of accounting practice and theory, tax laws, and finance management. With an M.Com degree, one can get a job in a taxation consultancy firm; however, individuals with an LLB degree are preferred by taxation firms to manage legal tax matters.

**Also Read: Career as Consultant**

### **Certified Public Accountant**

Certified Public Accountant is a designation given to licensed accounting professionals. CPA is a financial advisor who helps businesses, and individuals plan and reach their financial goals. CPAs are generally confused with accountants; however, not all accountants are CPAs, but all CPAs are accountants. The primary difference between a CPA and an accountant is education and certification. One holding an M.Com degree can proceed for a CPA certification imparted by the American Institute of Certified Public Accountants (AICPA). The services of a CPA are required by the smallest start-up to the Fortune 500 companies. CPAs are hired by businesses and industries as corporate accountants, government, not-for-profit government organisations among other entities. Reviewing a company's financial information, preparing finance-related documentation, performing audits, and filing taxes are the primary roles of a CPA.

### **Sales Analyst**

A sales analyst is a professional hired by an organisation to evaluate and identify the past trends of sales. Sales analysis is required to boost business by analysing the industry data. Sales analysts prepare a defined plan in the form of weekly/monthly reports and present the same to the Senior Management and sales team. Besides preparing reports, a sales analyst is responsible to identify new sales trends in the industry and undertake relevant marketing campaigns. A sales analyst takes into consideration a company's manufacturing, supply chain, and marketing systems to analyse the shortcomings. The job position of a sales analyst is a perfect fit for candidates with a keen interest in sales and marketing with an M Com degree. The M.Com degree holder has adequate knowledge of finance to prepare a suitable plan of action.

### **Investment Banker**

**An investment banker is a professional who helps organisations, governments, or other entities to raise capital via different sources. Investment bankers are the professionals hired by financial institutions to examine the financial health of an organisation, its capital needs, and goals. In addition, an investment banker's role includes recommending strategies to manifest them. Besides laying out problems and suggesting strategies, the primary role of an investment banker is to act as a bridge between organisations that are in need to raise money and individuals/organisations looking to make financial investments. With an interest in the investment sector, an M.Com degree holder can land a high paying job after completing the degree. Candidates can also proceed for specialised investment banking courses to land a job as an investment banker.**

**Also Read: Career as Investment Banker**

### **Financial Analyst**

**A financial analyst studies the financial health of an organisation and prescribes measures to fulfill the interests of a company's stakeholders. Studying market trends along with microeconomic factors are the key responsibilities of the financial analyst. A study by the financial analyst in turn helps companies make smart investment and business decisions. The professional can also advise an organisation to issue bonds, release IPO/ split stocks and other finance consultancies. Besides helping organisations in their future investment plans, a financial analyst studies how and where a company has invested, along with its security and viability. Good knowledge in finance is a way to become a financial analyst. Although, an individual with a B.Com Hons. degree majoring in finance gets a job as a financial analyst, an M.Com majoring in Finance is preferred. Besides bachelors or a masters degree, an individual can complete levels 1, 2, and 3 of the CFA course by appearing for the CFA exam conducted by a US-based CFA institute.**

**Also Read: Career as Financial Analyst**

### **All about CFA Placement**

#### **Chartered Accountant**

**A Chartered Accountant in other words is a certified accountant who is responsible to handle all the financial reports to be produced by the business. Chartered Accountant, commonly known as CA, reviews financial reports/bills and organises the finances for easy knowledge of an organisation about its spending and investments. With the help of a CA, senior management finds it easy to make business decisions to reduce spending and upscale production to increase revenue. Aspirants need a certification of Chartered Accountancy to practice as a professional CA in India. One needs to qualify for three levels of the ICAI CA exam conducted by the Institute of Chartered Accountants of India (ICAI). Some prefer to pursue Chartered Accountancy with a bachelor's degree in Commerce, while some prefer the same with an M.Com degree.**

**Also Read: Career as Chartered Accountant**

#### **Internal Auditor**

**Internal Auditors, as the name suggests, are responsible to check the internal affairs of the**

companies. Internal audits by the professionals help find strengths and weaknesses within the organisational framework. Internal Auditors generally report to upper-level management such as the Board of Directors. The role of an auditor varies across businesses. Internal auditors evaluate certain business standards including sales, manufacturing, the performance of an employee, etc. Typically, accounting is an area where internal auditors are placed. With an M.Com degree becoming an internal auditor in the field of accounting is a piece of cake. Big 4 companies hire accounting professionals for the role of internal auditors. Being the expertise required, hiring a bachelor's degree holder is not preferable by several companies. Some companies tend to hire individuals with a bachelor's degree holder and are Certified Internal Auditors.

### **Corporate Secretary**

A Corporate Secretary, also known as Company Secretary (CS), is a position held by an individual who is certified to handle all key aspects of the firm as per the rules and regulations laid by the government. Filing company's tax returns, keeping financial records, advising Board of Directors on financial aspects of the company. Corporate Secretaries are expected to hold a bachelor's degree along with a Company Secretary certification regulated by the Institute of Company Secretaries of India (ICSI). With the knowledge obtained by an M.Com degree, qualifying the ICSI CS exam becomes easier. Also Read: Career as Company Secretary

### **Stock Broker**

Stock Brokers are shareholders registered representatives are individuals who provide financial advisory services. In addition, stockbrokers execute stock trades on behalf of the shareholders such as the sale or purchase of stocks, debentures, and other financial securities. In return, the stockbrokers charge a commission or fee for their services. Individuals or organisations providing such services are termed, stockbrokers. Stockbrokers help their clients manage their portfolios and provide investment advisory in the best interest of the clients. Stockbrokers need to have excellent interpersonal and communication skills to work in sync with the client's interests. A B.Com and M.Com degree is not a prerequisite of becoming a stockbroker; however, it can help individuals gain knowledge of the debt and security markets.

**Syllabus prescribed for 1st Year Post Graduate Programme  
Programme : Master of Commerce Semester I  
MCOM – 11 Managerial Economics 75**

### **Course Outcomes:-**

- 1. Application of concepts of Managerial Economics in the process of business decision making**

2. **Application of demand supply concepts towards consumer choices**
3. **Compare economies and dis-economies scale of production in real life situation**
4. **Assessment of Production process determination in various industries**
5. **Impact of business cycles in Agriculture, Industry, Services and Share Market.**
6. **Application of pricing practices in various markets and bargaining tendencies thereof.**

**Syllabus prescribed for 1st Year Post Graduate Programme  
Programme : Master of Commerce Semester I  
MCOM – 12 Service Marketing & Customer Relationship Management**

**Course Outcome**

- **Students will understand seven phases of marketing of service in depth.**
- **Student will understand strategic issues peculiar of service marketing.**
- **Students will understand an importance of new and innovative concepts of CRM, especially E-CRM.**
- **Demonstrate idea creation and implementation of CRM for different service sector.**

**Programme : Master of Commerce Semester I  
M.COM – 13 Advanced Financial & Cost Accounting**

**Course Outcomes :**

1. **Investments are assets held by an enterprise for earning income**
2. **Final Accounts gives an idea about the profitability and financial posting of business to its management, owners and other interested parties.**
3. **The cost sheet is prepared to ascertain cost of product/job/operation or to give autatier or to determine tender price for supply of goods or providing service.**
4. **Operating result the operating result is the surplus or deficit for the year under the Accounting standard framework and getting result recognises all revenues and operating expenditure.**
5. **Accounting for construction contracts is the allocator of contract revenue and contract.**

**Programme : Master of Commerce Semester I  
MCOM – 14 Banking & Insurance Services**

**Course Outcomes :-**

- 1. Application of CIBIL Score in qualifying the proposal of advances**
- 2. Impact of Monetary Policy on various industries**
- 3. Impact of PMJJBY & PMSBY**
- 4. Assessment of Claim Settlement Procedure of Life Insurance**
- 5. Assessment of Claim Settlement Procedure of General Insurance**

**Programme : Master of Commerce Semester II  
MCOM – 21 Accounting for Managerial Decision**

**Course Outcomes :-**

- 1. Ratio analysis compares line item data from the company's financial statements to reveal regarding profitability individually operated ... and solvency.**
- 2. A cash flow analysis determines a company's working capital the amount of money available to run business operation and complete transaction. That is Calculate as current assets and current liabilities.**
- 3. The outcome of Anovit in the statistics. This ratio shows the difference between the within group variance and which ultimately produces a figure which allows a conclusion that the hypothesis is supported or rejected.**
- 4. BEO tells you how many units of a product must be sold to cover the fix3d and variable cost of production The BEP is considered to measure of the margin of**
- 5. Budgetary control is the process of preparation of budgets for various activities and company the budget figures for arriving at deviation of any which to be elemental in future. Thus budget is a means and budgetary control is the end result.**

**Programme : Master of Commerce Semester II  
MCOM – 21 Accounting for Managerial Decision  
Ability Enhancement Course**

**Course Material for AEC:-**

**Visit to nearest Ginning Pressing, Dal Mill, Oil Mill, Unit. Prepare cost sheet and ascertain per unit cost of output and prepare visit report.**

**Programme : Master of Commerce Semester II**

## **MCOM – 22 Strategic Management**

### **Course outcome:-**

- 1. Demonstrate decision making ability and dynamism.**
- 2. Will understand major theories, background work, concept and research output in the field of strategies management.**
- 3. Demonstrate a proper meaning of the tools and technique used by executives in executing strategies and will appreciate its integrative and interdisciplinary nature.**
- 4. Demonstrate practical situation for diagnosing and solving organizational issues.**
- 5. Relate theories and device application of it.**

### **Programme : Master of Commerce Semester II MCOM – 23 Management Concept & Organisational Behavior**

### **Course Outcomes :-**

- 1. Student Understand decision making process both at individual level and in group.**
- 2. Student Understand Power, Politics, and Accomplishing organizational goals.**
- 3. Students demonstrate ability to manage conflicts.**
- 4. Students will determine Leadership style according to the situation.**

### **Programme : Master of Commerce Semester II MCOM – 24 Computer Application in Business (Skill Enhancement Course)**

### **Course outcomes:-**

- 1. Word processing allows students to interpret and process to understand higher standard of word processing. Students can perform the practical parts and remove mistakes on word documents.**
- 2. Students should be able to demonstrate and understanding of accounting theory. Apply accounting procedure by using computer accounting software. Perform accounting reports and records.**
- 3. Enable students to gain expert knowledge, principles and procedure of computerize accounting and taxation. Critical thinking and problem solving skills in analyzing financial information and taxation.**

4. Student should know basic data types in spreadsheets. Is able to determine database and convert them. Know basic functions to calculate mathematical, statistical and logical operations. Have skills of data visualizing depending on data and task types.
5. Understand how to start MS –Excel and SPSS. Enter basic data into SPSS and Carry out statistical analysis that can test hypothesis. Develop various required graphs.

**Programme : Master of Commerce Semester II**  
**M.COM – 24 Computer Application in Business (Practical)**  
**Skill Enhancement Course**

**Course outcomes:**

**Upon completion of the practical course student will be able to-**

1. Describe what micro soft word 2013 and how it is useful in both personal and professional life.
2. Create a new document, work with a document, format text insert and work with clip arts and pictures, use the mail merge, print a documents and create high quality document designs and layouts.
3. Enter the accounting transactions in computerized format and gate the financial results.
4. Acquire the skill of financial decision making and interpret the financial statements as well as evaluation of stock of the end.
5. Apply the micro soft office Excel program and modify a worksheet. Work with cell references.
6. Learn to use functions and formulas. Create and edit tables, charts and graphs. Import and export data.

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