



# SASMIRA's Institute of Commerce & Science

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## **Bachelors of Commerce (Banking & Insurance)**

BBI is a full-time degree course spread over 3 years, with each year being divided into 2 semesters. The pedagogy differs greatly from a conventional B. Com degree.

### **EDUCATIONAL OBJECTIVES:**

In BBI, each paper is worth 100 marks which are further divided into 75 marks theoretical exam conducted at the end of the semester and 25 marks internal assessment, which includes class presentations, projects, tests, class participation and attendance. The teaching methodology includes classroom discussions, debates, roles play, case studies and paper presentation, in addition to the conventional chalk and talk method.

### **THE BROAD OBJECTIVES OF THE PROGRAMME ARE:**

1. Creating for students of University of Mumbai an additional avenue of self-employment and also to benefit the industry by providing them with suitable trained person in the field of Banking and Insurance (BBI).
2. Preparing students to exploit opportunities, being newly created in Banking & Insurance as the profession due to Globalization, Privatization & Liberalization.
3. To provide adequate basic understanding about Banking, Insurance & other financial services to the students and to give an adequate exposure to operational environment in the field of Banking, Insurance & other related financial services.
4. To include training, and practical approach, by organizing industrial visits, summer placements and using modern technology in teaching the students in the field of Banking & Insurance.

### **PROGRAMME OUTCOMES:**

Programme outcomes are a set of competencies which students acquire at the end of graduation. On successful completion, they shall:

1. Acquire knowledge about the banking and insurance sector and become effective professionals.
2. Be capable to pursue higher studies in diverse fields of banking and insurance business administration, and financial management.
3. Be adequately trained to be a successful banking and insurance professional.
4. To be able to work in an operational environment in the field of Banking and Insurance.
5. Develop a positive attitude towards lifelong learning and research.
6. Acquire the required skills to develop business models and be responsible global citizens with cross-cultural competent behavior and ethical values.

### **CAREER PROSPECTS:**

- Banking & Insurance (BBI) helps you to fulfil your dream of working with well renowned financial institutions.
- Banking is the fastest growing service sector and the course enhance of the student to work in the banking sector.
- Insurance and other allied field also become available for the students with the help of this course.



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### COURSE OUTCOME OF BBI (FY SEM I)

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSI.1</b>	<b>Environment &amp; management of financial services</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of different kind of financial setups, structure and instruments. 2. Learn phases of development of Banking & Insurance. 3. Know the management, regulation and development of Banking & Insurance. 4. Learn regulatory and developmental framework of banking and insurance		1. To get the basic knowledge of financial services. 2. The students understand marketing structure of Banking & Insurance. 3. To understand functions and working of banking & insurance companies 4. To get the knowledge of framework and mechanism of banking and insurance	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group Presentation on the different banking and insurance management policies. 2. Assignment on diversification in banking and insurance sector		1. Presentation helps building soft skills of the students. 2. Case discussion gives clear understanding of banking and insurance sector. 3. Learning on any one company will help the student to know the functional and operational activities of it.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSI.2</b>	<b>Principles of management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To create basic knowledge about the management and get the knowledge of about leadership, entrepreneurship, and strategy. 2. To get the knowledge of the planning-organizing-leading-controlling (P-O-L-C) framework and how their economic performance helps social and environmental performances. 3. Understand the performance (individual and group levels) and creates learning and developing principles of management		1. Helps students to understand the present management principles, processes and procedures in consideration of their effort on individual actions. 2. Students get knowledge of P-O-L-C case problems and situations from recent trends or factors effecting performances. 3. Knowledge and understanding of the Principles of Management will enable the student manager and/ or employee and gain valuable insight into the workings of business and other organizations.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group presentations 2. Case studies		1. Group Participation, management, team work 2. Analytical Abilities	



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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFS1.3</b>	<b>Financial accounting-I</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge about the accounting principles and procedures 2. The objective of this paper is to make the student to understand classification of income & expenses & Accounting Standards 3. To provide adequate knowledge about Issue of Shares Stock Valuation & Hire Purchase 4. To provide detail knowledge of Final Accounts & Accounts of not for Profit Organization		1. Accounting Principles and Procedures 2. Knowledge of classification of income & expenses & Accounting Standards 3. Knowledge of Issue of Shares Stock Valuation & Hire Purchase 4. Detail knowledge of Final Accounts 5. Knowledge of Accounts of not for Profit Organization	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFS1.4</b>	<b>Business Communication - I</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. In all social behaviour, communication is essential in building and maintaining human relationships. 2. In business, communication is essential for the smooth and efficient conduct of day-to-day transactions/activities. 3. In recent years the importance of communication has greatly increased as a result of the growing complexity of businesses, as also the impact of rapid industrialization, globalization and the advent of modern technologies. 4. English being globally the language of Management, those with good communication skills in English enjoy a distinct advantage in their work and careers.		1. Creates proficiency in Communication skill 2. Giving's knowledge of Channels Methods & Modes of Communication in currents corporate world 3. Helps to understands the role of Communication in Corporate World 4. Understands the importance of listening skill and globally language of management	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Elocution competition 2.Debate competition		1. Defined sentence structure, thought process and enunciation 2.Nurture rational thinking, organization of thought, persuasion and public speaking	



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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSL5</b>	<b>Business Economics I (micro)</b>	<b>03</b>	<b>60</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>To create the knowledge of scope and importance of business economics</li> <li>To understand the demand and ability of analysing it for managerial decision making.</li> <li>To create understanding of supply – production decision and cost for production by implying marginal analysis for decision making.</li> <li>Understanding of market structure and pricing practices in business world</li> </ol>		<ol style="list-style-type: none"> <li>The students understand in concept of opportunity cost – incremental – marginal concepts and its importance in day to day life.</li> <li>The student understands how the business organizations work by applying economic principles in their business management.</li> <li>Helps students to understand the operations of markets under various production functions and cost concept in market.</li> <li>Create knowledge of market conditions and their mechanism for formulation of pricing</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>Group Presentation on different market types</li> <li>Assignment and case studies on pricing practices</li> </ol>		<ol style="list-style-type: none"> <li>Presentation gives knowledge and understanding of different market structure and help students to improve the analytical ideas</li> <li>Case discussion gives a clear image of current economy change in market.</li> </ol>	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSL6</b>	<b>Quantitative methods I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>To provide basic knowledge of Data Frequency Distribution Data Representation</li> <li>To apply different concepts relating to Measures of Central Tendencies &amp; Measures of Dispersion</li> <li>To provide basic knowledge of Probability Distribution &amp; Index Nos.</li> </ol>		<ol style="list-style-type: none"> <li>Knowledge of Data Frequency Distribution</li> <li>Knowledge of Measures of Central Tendencies &amp; Measures of Dispersion</li> <li>Knowledge of Probability Distribution &amp; Index Nos.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>Training on Excel</li> <li>Assignment on different policies of any one of the Insurance Company.</li> <li>Case discussion on Measure of central tendency</li> </ol>		<ol style="list-style-type: none"> <li>Knowledge of Excel helps the students in analysis of various statistical tools.</li> <li>Case discussion give clear understanding to differentiate between Mean, Median &amp; Mode</li> <li>Learning on any one Insurance company will help the student to know the</li> </ol>	



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	functional and operational activities of an Insurance company.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFS1.7</b>	<b>Foundation course-I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. 2. To Gain an overview of significant skills required to address competition in career choices 3. To Appreciate the importance of developing a scientific temper towards technology and its use in everyday life		1. Understanding about issues related to Human Rights of weaker sections, ecology, and science and technology. 2. Overview of significant skills required to address competition in career choices\ 3. Appreciation of the importance of developing a scientific temper towards	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group Presentation on different market types 2. Assignment and case studies on pricing practices		1. Presentation gives knowledge and understanding of Human Rights 2. Case discussion gives a clear image of current economy change in market.	



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## COURSE OUTCOME OF BBI (FY SEM II)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIL.1	Principles & practices of banking & insurance	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge about Banking Scenario in India. 2. To create basic knowledge of Banking & Insurance sector. 3. To create knowledge of Insurance business environment in India.		1. The students understand the Insurance business environment in India. 2. The students understand the various types of account. 3. Students understand the introduction of banking & insurance.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case studies on banking operation 2. Assignments on finding the comparative banking products and insurances policies between public and private sectors		1. Give analysis on banking and insurance operations 2. Deep knowledge of banking and insurance product	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIL.2	Business law	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To create basic knowledge about the laws relating to companies act 2. To develop conceptual understanding of Security Market 3. To introduced functioning of Securities Exchange Board of India.		1. Student learn the laws relating to companies act 2. To develop an understanding of a Company as a one of the important form of business enterprise.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case Studies on different act on companies.		1. Case discussion gives a proper idea of different case and condition of the acts	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSIL.3	Financial accounting-II	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The objective of this paper is to make the student to understand about valuation of Goodwill & Shares 2. To create basic knowledge about Company Law & legal provision of Buyback of Equity shares 3. To provide adequate knowledge about Redemption of Preference Shares & Debentures		1. Knowledge of Valuation of Goodwill & Shares 2. Knowledge about Company Law & legal provision of Buyback of Equity shares 3. Knowledge about Redemption of Preference Shares & Debentures	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz		1. To gauge the subject mastery of learners	



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2. Power point presentation	2. To assess the presentation & communication skill of students.
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIL.4</b>	<b>Business communication-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To conduct effective business research and communicating the process & findings in a range of business documents and oral presentations. 2. To provide planning and managing a business project & communication strategy. 3. To demonstrating advance interpersonal communication, business etiquette & relationship building skills.		1. Proficiency in business documents and oral presentations. 2. Knowledge of planning and managing a business project & communication strategy. 3. Knowledge of interpersonal communication, business etiquette & relationship building skills.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1.Essay writing		1. Encourages & enhances critical and creative thinking, organizing thoughts.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIL.5.1</b>	<b>Foundation course-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To study Globalisation and Indian Society 2. To study Human Rights 3. To study Ecology 4. To study Understanding Stress and Conflict 5. To study Managing Stress and Conflict in Contemporary Society		1. Understanding Globalisation and Indian Society 2. Understanding Human Rights 3. Understanding Ecology 4. Understanding Stress and Conflict 5. Managing Stress and Conflict in Contemporary Society	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Group discussion on current issues 2. Assignment on globalization		1. Deep understanding of Indian society 2. Knowledge of current globalization issues	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIL.6</b>	<b>Organizational behavior</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of key approaches and Models relating to Organizational Behavior.		1. Students understand the approaches and Models relating to Organizational Behavior.	



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<ol style="list-style-type: none"> <li>2. To identify specific steps managers can take to motivate the employees.</li> <li>3. To understand ways of acting effectively and finding ways for controlling human behavior.</li> <li>4. To apply different concepts relating to managing of conflicts, change, time and stress</li> </ol>	<ol style="list-style-type: none"> <li>2. Student learns how to control the conflicts, change, time &amp; stress management.</li> <li>3. Student learns how to control effectively the human behavior.</li> </ol>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<ol style="list-style-type: none"> <li>1. Group Assignments &amp; Presentations</li> <li>2. Case Studies</li> </ol>	<ol style="list-style-type: none"> <li>1. understands the importance of group cohesiveness in organisational setup</li> </ol>

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIL.7</b>	<b>Quantitative methods II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To provide basic knowledge of Testing of Hypothesis</li> <li>2. To provide basic knowledge about Linear Programming Techniques</li> <li>3. To provide basic knowledge of Application of Matrices &amp; Determinant in business Or Economics</li> <li>4. To apply different concepts relating to ratio Percentage Statistical Application in Investment</li> </ol>		<ol style="list-style-type: none"> <li>1. Knowledge of Testing of Hypothesis</li> <li>2. Knowledge about Linear Programming Techniques</li> <li>3. Application &amp; Knowledge of Matrices, Determinant Statistical &amp; Application in Investment</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Project on a topic of any particular Industry with hypothesis</li> <li>2. Training on SPSS software</li> </ol>		<ol style="list-style-type: none"> <li>1. Student learns about the techniques for collection of data through various methods.</li> <li>2. Hypothesis testing help to analyze a student for decision making process.</li> <li>3. SPSS help a student to learn various tools used for analysis of hypothesis.</li> </ol>	



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### COURSE OUTCOME OF BBI (SY SEM III)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIII.1</b>	<b>Financial management-I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The students examine the general nature of financial management. 2. Specific attention is given to present value and capital budgeting; financial analysis and forecasting; financial decisions and market efficiency; and capital structure. 3. Problem-solving methodology is used to illustrate the theories and tools in financial decision making.		1. Understand TVM (Time Value of Money) concepts and calculations; including future value of a present sum, present value, and present and future values of annuities. 2. Calculate Weighted Average Cost of Capital. 3. Understand the various techniques used in capital budgeting decisions.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIII.8</b>	<b>Financial market</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the Indian banking system & describe the role of regulatory bodies in financial markets. 2. To gain an understanding of the characteristics of commodity markets and derivatives. 3. To provide the knowledge of different motivations for their use & how they are traded.		1. Understanding different kinds of financial services available in Indian financial institutions. 2. Comprehension and products available for retail and corporate by banks in India. 3. Understand the role of RBI in the Indian financial system.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIII.6</b>	<b>Information technology in banking &amp; insurance- I</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The objective of this paper is to expose the students to the managerial issues		1. Students understand about the concept 'Digital' and how to use digital services.	



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relating to information systems and help them identify and evaluate various options in this regard. 2. To provide basic knowledge about Microsoft word, excel and power point.	2. Students understand about letter writing through Microsoft word, creating Microsoft power point slide and data manipulation through Microsoft excel
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Presentation on digitalization in banking and insurance sector 2. Assignments on MS office	1. To make students well familiar with computer concepts and Office automation tools 2. Create awareness of E- banking

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.7.1</b>	<b>Foundation course III</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand human rights, violations and redressal. 2. To understand co-relation between science and technology. 3. To make aware a dealing with environmental concerns related with disaster management.		1. Develop understanding on human rights, violations and redressal. 2. Develop understanding on co-relation between science and technology. 3. Develop understanding on environmental issues and their disaster management	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on current affairs. 2. Videos and documentary on environmental hazards. 3. Assignment on development issues		1. Develop soft skills of students 2. Make them aware of current issues. 3. Aware students about the contemporary issues	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.9</b>	<b>Direct taxation</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To impart knowledge of the basic principles underlying provisions of income tax. 2. To understand the current income tax provisions & exempted income.		1. Students gain knowledge and understanding of the provisions of the direct tax. 2. Develop the skill of independent thinking and creativity in the field of direct tax law.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Classroom subject quiz 2. Power point presentation		1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.2</b>	<b>Management accounting</b>	<b>03</b>	<b>50</b>



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<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>
<ol style="list-style-type: none"> <li>To develop the understanding of accounting tools and information and their uses in Decision making</li> <li>To impart basic management accounting knowledge as applicable to business with suitable illustrations.</li> </ol>	<ol style="list-style-type: none"> <li>Understand financial statement concepts and calculations of ratio analysis &amp; balance sheet ratio.</li> <li>Understand the various techniques used in working capital management.</li> <li>Understand determinants of dividend policy.</li> </ol>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<ol style="list-style-type: none"> <li>Classroom subject quiz</li> <li>Power point presentation</li> </ol>	<ol style="list-style-type: none"> <li>To gauge the subject mastery of learners</li> <li>To assess the presentation &amp; communication skill of students.</li> </ol>

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIII.3</b>	<b>Organizational behavior</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>		
<ol style="list-style-type: none"> <li>To help the students to develop cognizance of the importance of human behaviour.</li> <li>To enable students to describe how people behave under different conditions and understand why people behave as they do.</li> <li>To provide the students to analyse specific strategic human resources demands for future action.</li> <li>To enable students to synthesize related information and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behaviour and improve results.</li> </ol>	<ol style="list-style-type: none"> <li>Demonstrate the applicability of the concept of organizational behavior to understand the behavior of people in the organization.</li> <li>Demonstrate the applicability of analysing the complexities associated with management of individual behavior in the organization.</li> <li>Analyse the complexities associated with management of the group behavior in the organization.</li> <li>Demonstrate how the organizational behavior can integrate in understanding the motivation (why) behind behavior of people in the organization.</li> </ol>		
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>		
<ol style="list-style-type: none"> <li>Group Assignments &amp; Presentations</li> <li>Case Studies</li> </ol>	<ol style="list-style-type: none"> <li>Understands the importance of group cohesiveness in organisational setup</li> </ol>		

### **COURSE OUTCOME OF BBI (SY SEM IV)**

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIV.1</b>	<b>Financial management-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>		
<ol style="list-style-type: none"> <li>To impart basic working capital knowledge as applicable to banking and insurance with suitable illustration.</li> </ol>	<ol style="list-style-type: none"> <li>Students understand management of inventory in working capital.</li> <li>Understand the student's advantages of</li> </ol>		



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<ol style="list-style-type: none"> <li>2. To identify specific types of budget and suitable illustration.</li> <li>3. To provide adequate knowledge on financial policy and corporate strategy.</li> <li>4. To provide knowledge of types of leverages &amp; suitable illustration.</li> </ol>	<ol style="list-style-type: none"> <li>budgeting and zero based budgeting.</li> <li>3. Students understand the debt and equity financing.</li> <li>4. The students understand types of leverages and practical illustrations.</li> </ol>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<ol style="list-style-type: none"> <li>1. Classroom subject quiz</li> <li>2. Power point presentation</li> </ol>	<ol style="list-style-type: none"> <li>1. To gauge the subject mastery of learners\</li> <li>2. To assess the presentation &amp; communication skill of students.</li> </ol>

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.6</b>	<b>Information technology in banking &amp; insurance- II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To provide basic knowledge about e-commerce, Microsoft office suite, internet technology and revolutionary banking technology.</li> <li>2. To provide the knowledge of MS-Office for institutional use</li> <li>3. To provide knowledge of cyber law and cyber security.</li> </ol>		<ol style="list-style-type: none"> <li>1. Students understand how to use Microsoft office for daily work, surfing on internet to adopt educational knowledge, various E-banking technologies.</li> <li>2. Core knowledge of MS-word and MS-Excel.</li> <li>3. Understanding of cyber crime and cyber law in India.</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Assignments on basic concepts of Total Income, Tax Calculations</li> </ol>		<ol style="list-style-type: none"> <li>1. To study how to calculate the tax by using Tax base software</li> </ol>	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.7.1</b>	<b>Foundation course IV</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. To understand the Significant, Contemporary Rights of Citizens</li> <li>2. To study the Approaches to understanding Ecology, Science and Technology</li> <li>3. To make aware of Competitive Exams</li> </ol>		<ol style="list-style-type: none"> <li>1. Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender</li> <li>2. To make aware significance of values, ethics and prejudices in developing the individual.</li> <li>3. To study Managing Stress and Conflict in Contemporary Society</li> </ol>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<ol style="list-style-type: none"> <li>1. Presentation on contemporary issues on conflicts in society</li> <li>2. MCQ test series</li> </ol>		<ol style="list-style-type: none"> <li>1. Increases the analytical thinking of students towards the society</li> <li>2. Create knowledge of current scenario</li> </ol>	



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3. Role play and group discussions	
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COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.8</b>	<b>Corporate law &amp; security laws</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To make the students aware of the laws relating to the business. 2. To provide conceptual knowledge about the business law 3. To know the provision regarding strikes and lock outs under industrial dispute act. 4. Be acquainted with development of patents and environment protection act.		1. Students understand basic knowledge of laws relating to the business. 2. Learn The Law & Legal Principals OF Contract Act 1872. 3. Draft legal documents including partnership deed & service tax returns. 4. Understand the basic structure, rules & powers of consumer protection act.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Role play on case studies 2. Case studies and case lets discussion 3. Analysis of current trends in corporates		1. Students to gain a better underrating of the negotiable instrument act. 2. Learn how to analysis the legal constraints on business. 3. Be able to analysis the Problems on Various Sides of Business and Tax Law.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.9</b>	<b>Business economics-II</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Introduction to Macro Economics data& Theory 2. To provide basic knowledge about Money Inflation Monitory Policy 3. To make the students aware of constituents of Fiscal Policy 4. To explain the scope of Open Economy& Issue of International Trade		1. Knowledge of Macro Economics 2. Awareness of Fiscal Policy 3. Awareness of Money Inflation Monitory Policy & Open Economy	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Case studies on monitory policies		1. Students will apply the basic theories of Economics in critical thinking and problem solving.	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSIV.4</b>	<b>Wealth Management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. How to create your wealth		1. To be able to create your own wealth	



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2. How you can do your wealth management 3. To make your own retirement planning 4. To make your own investment plan	2. To be able to do own wealth management 3. To be able to make own retirement planning 4. To be able to make own investment plan
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Classroom subject quiz 2. Power point presentation	1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSIV.3</b>	<b>Entrepreneurship Management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. Entrepreneurship is one of the major Focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers. 2. To develop entrepreneurs & to prepare students to take the responsibility of full line of management function of a company with special reference to 3. SME sector.		1. This course introduces Entrepreneurship to budding managers. 2. Development of entrepreneurs & to prepare students to take the responsibility of full line of management functions of a company with special reference to SME sector.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Business Bazaar		1. Practical experience on business planning, marketing, sales and generating revenue and profit	



# SASMIRA's Institute of Commerce & Science

## COURSE OUTCOME OF BBI (TY SEM V)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSV.6</b>	<b>Financial service management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic concepts related to Financial Services Management 2. To understand the basic concepts related to Merchant Banking, Hire Purchase Leasing, Venture Capital Mutual Fund, Derivatives Credit Rating, etc.		1. Knowledge of Financial Services Management 2. Knowledge of Merchant Banking, Hire Purchase Leasing 3. Knowledge of Venture Capital Mutual Fund, Derivatives Credit Rating, etc.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Project on capital mutual funds		1. Practical knowledge of mutual fund markets	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSV.1</b>	<b>International banking &amp; finance</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand the basic concepts related to International Finance. 2. To understand International Economics 3. To understand International Monetary system. 4. To understand Euro Currency Market.		1. Knowledge of International Finance 2. Knowledge of International Economics 3. Knowledge of International Monetary system. 4. Knowledge of Euro Currency Market.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Role play of current scenario. 2. Case studies on financial services		1. Create understanding of the concept of International Finance 2. To aware the students of necessary skills to deal in International Finance	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
<b>UBIFSV.4</b>	<b>Auditing</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To provide basic knowledge of auditing concept, principles & techniques, vouching & verification, audit ceiling, qualification, system audit, liability of auditor, etc. 2. To develop an understand of audit of bank & insurances companies, role of regulatory authorities.		1. Student learns how to create vouchers & verify that. 2. How to write audit report role& know the rules regulation of auditing.	



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<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Classroom subject quiz 2. Power point presentation	1. To gauge the subject mastery of learners 2. To assess the presentation & communication skill of students.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSV.5</b>	<b>Strategic management</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop an understanding of the general and competitive business environments. 2. To enable to understand and resolve cases through strategic decision making. 3. To develop an understanding of strategic management concepts and techniques.		1. Student understanding of the general and competitive business environments. 2. Students understand how to resolve cases through strategic decision making. 3. Students understand how to use strategic management concepts and techniques.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Chart making on banks SWOT analysis 2. Presentation on banking and insurance sectors		1. Create deep understanding of banking and insurance strategies. 2. Presentations gives knowledge of strategic technique in trend.	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSV.7</b>	<b>Business ethics &amp; corporate governance</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To understand ethical issues in business. 2. To highlight the role of Corporate Governance practices in maintaining Transparency in business transactions. 3. To highlight the importance of commitment to values and ethical conduct of Business. 4. To increase awareness about the statutory and legal compliances involved in corporate governance.		1. Students understand about the corruption, frauds and scams in financial institution. 2. Students understand about business ethics and values, morals. 3. Students understand about knowledge of corporate governance practices.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Assignments on corporate governance issues. 2. Group discussions on business ethics		1. Study Social and Cultural Environment, Technological environment and Competitive Environment 2. Understanding Sustainability and role of business	



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<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSV.2</b>	<b>Research Methodology</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. The course is designed to inculcate the analytical abilities and research skills among the students. 2. The course intends to give hands on experience and learning in Business Research.		1. Inculcating the analytical abilities and research skills among the students. 2. Giving hands on experience and learning in Business Research.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation and analysis of making hypothesis for research 2. Research paper presentation		1. To prepare students to use applications of the theory and practical learned during the course.	



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## COURSE OUTCOME OF BBI (TY SEM VI)

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSVI.4	Human resource management	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To highlight the role of human resources in success of an enterprise. 2. To understand various processes involved in increasing the value of human assets. 3. To understand ways for maintaining high employees morale and sound human relations by sustaining and improving the various conditions and facilities. 4. To examine current issues, trends, practices & processes in HRM.		1. Students understand how they effectively manage & plan key human resource functions within organization. 2. Students understand how to solve problems strategically.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Presentation on HRM practices 2. Role play and group discussion		1. To know about recent trends and processes of HRM	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSVI.6	International business	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop a deep understanding of international management. 2. To develop analytical ability of the student to attain an insight into international management contact.		1. Understanding the scope of international business. 2. International finance decisions and impact on operations. 3. Basics of the perspective of a business manager.	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
1. Assignment and group discussion international management		1. Understand the concept of International business 2. To enable the students to acquire necessary skills to deal in International business	

COURSE NUMBER	COURSE NAME	CREDIT POINTS	NUMBER OF HOURS
UBIFSVI.7	Marketing in banking & insurances	03	50
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
1. To develop concepts in marketing. 2. To explain the scope of marketing management-analyzing opportunities, selecting target segments, developing		1. Student learn marketing concept, how to selecting target segments, developing the market mix, managing the marketing effort. 2. Student understanding of the	



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<p>the market mix, managing the marketing effort.</p> <p>3. To provide understanding of the communication mix, advertising campaigns, media planning, budgeting, marketing mix decisions, scope and limitations of market research.</p> <p>4. To develop strong concepts in marketing strategies for emerging technology and mature markets.</p> <p>5. To provide understanding about the internet as a strategic medium for marketing and sales efforts for a company.</p>	<p>communication mix, advertising campaigns, media planning, budgeting, marketing mix decisions, scope and limitations of market research.</p> <p>3. Student understanding about the internet as a strategic medium for marketing and sales efforts for a company.</p>
<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
<p>1. Project on trends in banking and insurance sector</p> <p>2. Assignment on emerging technologies in sector</p>	<p>1. Develop a basic understanding about the Marketing Management Concepts in banking and insurance sector</p>

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFSVL2</b>	<b>Central banking</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<p>1. To provide knowledge of central banking and instruments of central bank.</p> <p>2. To provide knowledge of RBI and non banking financial companies.</p> <p>3. To provide basic knowledge of role of RBI.</p> <p>4. To provide basic knowledge of financial sector reforms.</p>		<p>1. Students understand about knowledge of central banks in India and other.</p> <p>2. Students understand about money supply determination and credit creation.</p> <p>3. Students understand about issue of financial stability.</p>	
<b>COURSE ACTIVITIES</b>		<b>ACTIVITIES' OUTCOME</b>	
<p>1. Assignments on recent policies for central banking</p>		<p>1. Create awareness of current issues of financial services</p>	

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFVL8</b>	<b>Project work In Banking and Insurance</b>	<b>03</b>	<b>50</b>
<b>COURSE OBJECTIVES</b>		<b>COURSE OUTCOME</b>	
<p>1. To create awareness about banking &amp; insurance research &amp; provide knowledge of overall banking industries &amp; insurance company.</p>		<p>1. Students understand the research report writing &amp; learn of detail knowledge of banking and insurance sector.</p>	



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<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Research work and data collection on selected topic	1. To prepare students to use applications of the theory and practical learned during the course.

<b>COURSE NUMBER</b>	<b>COURSE NAME</b>	<b>CREDIT POINTS</b>	<b>NUMBER OF HOURS</b>
<b>UBIFVL3</b>	<b>Auditing - II</b>	<b>03</b>	<b>50</b>

<b>COURSE OBJECTIVES</b>	<b>COURSE OUTCOME</b>
1. To have a basic importance of verified/audited financial statements of limited companies 2. To have a basic understanding of bookkeeping, accounting, auditing, investigation. 3. To have a basic understanding of vouching & verification as far as insurance companies are concern 4. To have a basic understanding of difference between internal check & internal control.	1. Analyse the difference users of verified financial statements of limited companies 2. Able to analyse the difference between 3. book-keeping , accounting, auditing & Investigation 4. Able to differentiate between vouching and verification as far as insurance companies are concern 5. Able to analyse the difference between internal control & internal check.

<b>COURSE ACTIVITIES</b>	<b>ACTIVITIES' OUTCOME</b>
1. Have a glancing of different vouchers. 2. Have a glancing of audit report of different companies.	1. By seeing different vouchers will get idea about how to prepare vouchers. 2. By seeing audit reports of different companies will provide idea about exactly by which method independent auditor used to prepare his/her report.

