

**DU Government Degree College Narenra Nagar (T.G.)**

**Department of Commerce (Ms Natasha)**

**B.Com I<sup>st</sup> Sem. 2022-25**

**Business Regulatory Frame Work**

**Credit: 06**

**Total No Lecture: 90**

**Course Objective:-**

- To equip students with the provisions of Law of Contract, 1872 and enable them to discuss and restate the same.
- To equip students with the provisions of Sale of Goods Act, 1930 and enable them to discuss and outline the same.
- To equip students with the provisions of Negotiable Instruments Act, 1881 and enable them to describe and recall the same.
- To equip students with the provisions of Consumer Protection Act, 1986 and enable them to discuss and restate the same.

**Course Outcomes:-**

- Students would recall various definitions and would be able to evaluate the provisions of Law of Contract, 1872.
- Students would be able to examine various provisions of Sale of Goods Act, which includes formation, conditions and warranties in sale.
- Students would be able to compare and contrast different types of negotiable instruments and its applicability in the money market.
- Students would be able to relate and apply various provisions related to Consumer Protection Act. They would be aware of the rights of consumer and various consumer forums.

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**B.Com III<sup>rd</sup> Year 2020-23**

**Business Communication**

**Course Objective:-**

- To perceive and demonstrate writing and speaking processes through invention, organization, drafting, revision, editing, and presentation.
- To apprehend the importance of specifying audience and purpose and to select appropriate communication choices.
- To penetrate and appropriately apply modes of expression in written, visual, and oral communication.
- To improve students Interpretation, Reading, Writing and Speaking skills for official communication.

**Course Outcomes:-**

- The students will penetrate the communication skills used in business world.
- It will enable them to enhance their verbal communication using modern technology.
- Learners will be benefitted to write business letters effectively.
- Learner will be conversant with business or official communication terms and writing skills.

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**B.Com III<sup>rd</sup> Year 2020-23**

**Marketing Management**

**Course Objective:-**

- To introduce the concept of Marketing Mix as a framework for Marketing Decision making.
- To emphasize the need, importance and process of Marketing Planning and Control.
- To sensitize the students to the dynamic nature of Marketing Function.

**Course Outcomes:-**

- Relate Marketing Mix as a framework for Marketing Decision making.
- Understand the need, importance and process of Marketing Planning and Control.
- Learn and examine the students to the dynamic nature of Marketing Function.
- Acquire an understanding of fundamental concepts of Marketing.

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**M.Com I<sup>st</sup> Sem. 2022-24**

**Management Principal & Practices**

**Course Objective:-**

- To help the students gain understanding of the functions and responsibilities of managers.
- To provide them tools and techniques to be used in the performance of the managerial job.
- To enable them to analyze and understand the environment of the organization.
- To help the students to develop cognizance of the importance of management principles.

**Course Outcomes:-**

- Understand the concepts related to Business.
- Demonstrate the roles, skills and functions of management.
- Analyze effective application of PPM knowledge to diagnose and solve organizational problems and develop optimal managerial decisions.
- Understand the complexities associated with management of human resources in the organizations and integrate the learning in handling these complexities.

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**M.Com III<sup>rd</sup> Sem. 2021-23**

**Research Methods & Statistics**

**Course Objective:-**

- To understand the concept and process of business research in business environment.
- To know the use of tools and techniques for exploratory, conclusive and causal research.
- To understand the concept of measurement in empirical systems.
- To use statistical techniques for analysis of research data.

**Course Outcomes:-**

- Relate the concept and process of business research in business environment.
- Familiar to the use of tools and techniques for exploratory, conclusive and causal research.
- Apply concept of measurement in empirical systems.
- Interpret the result of statistical techniques for analysis of research data

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**Department of Commerce (Ms Jyoti Sali)**

**B.Com I<sup>st</sup> Sem. 2022-25**

**Communication Skills**

**Credit: NIL**

**Total No Lecture: 40**

**Course Objective:-**

- To make the students confident of speaking in English impeccably and with utmost enthusiasm.
- To familiarize the students with different styles of communication.
- To enlighten the students with the seven concepts of communication.
- To make the students understand the nuances of communication.
- To train the students and make them comprehend various aspects of Interview skills

**Course Outcomes:-**

- Develop knowledge, skills, and judgment around human communication that facilitate their ability to work collaboratively with others.
- Understand and practice different techniques of communication.
- Practice and adhere to the 7Cs of Communication.
- Enhanced confidence in English writing skills.
- Grooming for Corporate etiquettes, Group discussions, Interviews. Etc.

**DU Government Degree College Narenra Nagar (T.G.)**

**Department of Commerce (Ms Jyoti Sali)**

**Department of Commerce**

**B.Com II<sup>rd</sup> Year 2021-24**

**Personnel Management**

**Course Objective:-**

- The functions, systems, policies and applications of Human Resource Management in organizations.
- An overview of theoretical foundations of key areas associated with HR development in the organizations.
- HR skills and their ability to assess the constraints and opportunities associated with managing employees in different socio-economic and political context.

**Course Outcomes:-**

- Students will be able to get an integrated perspective on role of HRM in modern business. Ability to plan human resources and implement techniques of job design.
- To distinguish between Recruitment and Selection.
- To relate the various stages in Training cycle.
- To develop an understanding about basics of compensation management and Performance appraisal.
- Ability to handle employee issues and evaluate the new trends in HRM.

**DU Government Degree College Narenra Nagar (T.G.)**

**Department of Commerce (Ms Jyoti Sali)**

**Department of Commerce**

**B.Com II<sup>rd</sup> Year 2021-24**

**Environmental Studies**

**Course Objective:-**

- Creating the awareness about environmental problems among people.
- Imparting basic knowledge about the environment and its allied problems.
- Developing an attitude of concern for the environment.

**Course Outcomes:-**

- Master core concepts and methods from ecological and physical sciences and their application in environmental problem solving.
- Master core concepts and methods from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions.
- Appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural systems.
- Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.
- Apply systems concepts and methodologies to analyze and understand interactions between social and environmental processes.
- Reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world.
- Demonstrate proficiency in quantitative methods, qualitative analysis, critical thinking, and written and oral communication needed to conduct high-level work as interdisciplinary scholars and/or practitioners.