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Program Outcome & Course Outcome

B.COM(H)

PROGRAMME OUTCOME

PO1: Acquire basic knowledge of accounting aspects of business along with other related aspects of commerce and management in the business environment.

PO2: Have a thorough understanding of fundamental concepts, theories, tools and techniques in all the subjects related to Commerce, which will help in evaluating financial documents and making better decisions as a manager.

PO3: Develop ethical responsibilities and consciousness in financial reporting as financial executives.

PO4: Develop behavioral as well as managerial acumen for their holistic development.

PO5: Identify opportunities, design and implement innovative strategies for achieving financial efficiency of the business organization.

PO6: Contribute to the talent pool of qualified financial practioners by acquiring quality education in the field of trade and Commerce and thus facilitating economic development and nation building.

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Course Outcome

Paper Code	Paper Name	COs
B.COM(H) 101	MANAGEMENT PROCESS & ORGANISATIONAL BEHAVIOUR	CO1 • Provides basic knowledge & clarity of the business/ Management concepts. CO2• Gives the exposure to the students about the applicability of different management concepts in real business situations prevailing in any company. CO3 • Different case studies, examples & theories which are discussed in class provide the knowledge, understanding & learning about how it can be applied practically. CO4• After studying the organizational behavior concepts

Dr. J. K. Singh
DIRECTOR
Trinity Institute Of Professional Studies
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		in detail, students personality, perception, attitude, learning abilities improve by applying them practically in their life C05 • Overall development of students is enhanced by studying the concepts & practically applying them.
B.COM(H) 103	FINANCIAL ACCOUNTING	CO1 • Familiarize students with basic theory, concepts and practice of financial accounting. CO2 • Enable students to explain and apply accounting principles, concepts, conventions and standards. CO3 • Record basic accounting transactions in journal, post them to ledger and prepare and analyze annual

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		financial statements. CO4• Understand the concept and application of various depreciation methods. CO5• Understand the basic concept of company accounts such as share capital and debentures.
B.COM(H) 105	MICRO ECONOMICS	CO1 • Provides basic knowledge & clarity of the Business Economics concepts and the principles. CO2• Gives the exposure to the students about the applicability of Economics concepts in real life. CO3• Different case studies, examples & theories which are discussed in class provide the knowledge, understanding & learning about how it can be

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Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1150, Institutional Area
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		<p>applied practically.</p> <p>CO4 • After studying the Economics they will come to know the core principles that are applied in market analysis like demand forecasting, cost and profits relationships and the various markets prevailing in the economy.</p> <p>CO5 • Overall development of students is enhanced by studying the concepts & practically applying them.</p>
B.COM(H) 107	BUSINESS COMMUNICATION	<p>CO1 • Provides basic knowledge & clarity about communication in the business world.</p> <p>CO2 • Stimulating student's creative thinking by developing clean and lucid writing skills.</p> <p>CO3 • Enhance overall Oral and</p>

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		Presentation skills of students. CO-4• Overall development of personality of the students.
B.COM(H) 109	COMPUTER APPLICATIONS	CO1• Those who are thinking to setup their own business and other types of work related to it are also appropriate for this course. CO2• Create and invent things, a good knowledge of technology and interest in applications of computer. CO3• Helps to polish the analytical skills. CO4• To have sustained attention and the ability to solve problems. CO5• They will be proficient in analyzing and evaluating data and have the skill to make decisions. CO6• Seek employment in public and private sectors, banking, insurance,

Prof.
DIRECTOR
Trinity Institute Of Professional Studies
(Acad. & Admin. Block No. 1150), In
Sector 9 Dwarka, New Delhi-110075



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B.COM(H) 111	COMPUTER APPLICATION LAB	accounting and marketing areas. CO1 • Provides clarity over the computer application terminology. CO2 • To create and invent things, a good knowledge of technology and interest in applications of computer. CO3 • To develop analytical skills, sustained attention and the ability to solve problems. CO4 • To make them proficient in analyzing and evaluating data and have the skill to make decisions. CO5 • Seek employment in public and private sectors, banking, insurance, accounting and marketing areas.
B.COM(H) 104	BUSINESS LAWS	CO1 • Identify and analyze fundamental legal principles behind Contractual Agreements. students

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		understand and apply CO2 • Demonstrate recognition of transactions involving Sales of Good Act. CO3 • To acquaint students with various instruments dealt in Negotiable Instrument Act. CO4 • Deduce an overview on laws related to formation and Governance of a company.
B.COM(H) 102	BUSINESS MATHEMATICS	CO1 • To thoroughly understand the mathematical aspects related with business. CO2 • Applications of Fundamental principle of Mathematics in Business CO3 • Applications of Matrix Algebra for solving day to day business problems

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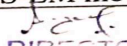
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		CO4 • Applications of Differentiation and Integration for solving Business Problems
B.COM(H) 106	MACRO ECONOMICS	CO1 • Enumerate and list macroeconomic variables and explain as well as describe the relationship between them. CO2 • Calculate National Income using various methods of composition CO3 • Compare and contrast various macroeconomic models for National Income determination. CO4 • Define money, Identify its role in modern day society and contrast the role of money in society through Friedman Vs. Keynesian approaches. CO5 • Explain the IS-LM model of


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Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1153)
Sector-9, Dwarka, New Delhi-110075

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		national income determination. While contrasting it with the Keynesian model. CO6 • Reflect and review on the role of Monetary and Fiscal policies in the economy.
B.COM(H) 108	COST ACCOUNTING	CO1 • Understand the basic concepts and processes used to determine product costs. CO2 • Able to interpret cost accounting statements. CO3 • Analyze and evaluate information for cost ascertainment, planning, control and decision making. CO4 • Demonstrate about materials, labor and overhead costs and the addition of costs to a product at each stage of the production cycle. CO5 • Enumerate and summarize

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		concepts of Contract Cost accounting and prepare a contract report.
B.COM(H) 110	BUSINESS STUDIES	CO1 • To be able to know about the concept of business, its nature and objectives. CO2 • To make them understand role of the government in relation to business activities CO3 • Able to distinguish the ethical and responsible aspects of business from the unethical aspects. CO4 • To make aware about the forms of business organizations CO5 • To intimate about the sources of finance available.
B.COM(H) 112	MINOR PROJECT REPORT	CO1 • To Develop non-verbal skill CO2 • To enrich comprehension capability CO3 • To analyse and attribute the

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Trinity Institute Of Professional Studies
(Gd) Metro Pillar No. 11631
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		domain specific problems CO4• To make interpretation of analysis and preparation of project report.
B.COM(H) 201	MARKETING MANAGEMENT	CO1 • Understand the conceptual framework of marketing and its applications in decision making under various environmental constraints. CO2• Impart the knowledge regarding the various aspects of marketing management. CO3• Demonstrate the techniques to conduct market analysis practices including market segmentation and targeting. CO4• Mind Mapping regarding the indicators of management thoughts and practices. CO5• Articulate about the

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		fundamental premise that underlies market driven strategies.
B.COM(H) 203	MANAGEMENT ACCOUNTING	CO1 • Linking the similarities and difference between business finance and management decision. CO2 • Illustrating the meaning of capital budgeting and different techniques used to make capital budgeting decisions. CO3 • Demonstrate the global environment in which accounting management CO4 • Analyze effectively about financial planning and effective communication skills to promote respect and relationship for financial deals.
B.COM(H) 205	HUMAN RESOURCE MANAGEMENT	CO1 • Introduce various functions of HR manager to students like recruiting.

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Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1160, Institutional Area
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		selection, training of employees, etc. CO2• To teach students about various monetary and non-monetary motivators, conflict resolution, grievance handling. CO3• To make students understand about compensatory management. CO4• Enhance the thinking skills of students through case studies and examples. CO5 • Demonstrate the importance of Human Resource in the success of business.
B.COM(H) 207	BUSINESS ETHICS & CORPORATE SOCIAL RESPONSIBILITY	CO1 • To inculcate a sense of ethical sensitivity and moral obligation in young and existing entrepreneurs. CO2• To develop a detailed understanding

Director
DIRECTOR
Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1160, Institutional Area
Sector-9, Dwarka, New Delhi-110075

Dwarka Sector 9, Institutional Area, Near Dwarka Sec. 10 Metro Station. New Delhi-110075

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		about Indian ethos among the students so that they adopt them in their personal, academic, and eventually professional lives. CO3• Taking ethical decisions would make them better managers and calmer individuals. CO4 • To create stream of consciousness about their duties towards the society, consumers, and coworkers, from a business viewpoint.
B.COM(H) 209	BUSINESS STATISTICS	CO1• Provide a basic knowledge of the application of statistics to business disciplines. CO2• Develop ability to analyze and interpret data to provide meaningful information to assist in making management decisions.

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		<p>CO3• Develop an ability to apply modern quantitative tools (MS Excel) to data analysis.</p> <p>CO4• Produce appropriate graphical and numerical descriptive statistics for different types of data.</p> <p>CO5 • Interpret and deduce various statistical data and advanced techniques of statistical analysis as the solution of a variety of economic problems.</p>
B.COM(H) 211	COMPUTERIZED ACCOUNTING SOFTWARE	<p>CO1• Develop deep insight into the computerized accounting software and the basics of Tally and its importance in today's digitalized business environment.</p> <p>CO2• Managing Company accounts using Tally and about</p>

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		<p>various function and shortcut keys, ledgers, groups, inventory groups, etc.</p> <p>CO3• Learn and make various voucher entries, GST entries, generation of bills, GST bills, etc.</p> <p>CO4• Prepare final accounts in Tally along with the cash flow statements, ratio analysis, inventory analysis reports, tax reports, etc.</p> <p>CO5• Enhancing the possibility of job opportunities for the fresh graduates in Finance Profiles as it will give the real practical knowledge of finance departments of the company.</p>
B.COM(H) 202	FUNDAMENTALS OF FINANCIAL MANAGEMENT	<p>CO1 • Introduce the students to the overall framework of financial decision making in a business unit.</p>

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		<p>CO2• Introduce the students to the importance of a finance manager's role in the efficient utilization of finance.</p> <p>CO3• Understand and apply the concept and process of capital budgeting decisions.</p> <p>CO4• Acquaint students to the relevance of optimal capital structure and enable them to make capital financing decisions.</p> <p>CO5• Facilitate students to make dividend policy decisions by understanding the risk-return trade off.</p>
B.COM(H) 204	AUDITING	<p>CO1 • Familiarize students with basic auditing principles & procedures.</p> <p>CO2 • Articulate about the process of auditing and the steps performed in</p>

[Signature] DIRECTOR
Trinity Institute Of Professional Studies
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		<p>every business unit(especially company's)</p> <p>CO3 • Elaborating the concepts with Real world examples and case studies relating to audit process and concepts.</p> <p>CO4 • Associating and demonstrating the accounting knowledge and skills in Auditing.</p> <p>CO5 • To have the learning & knowledge about the general procedure of auditor's report at the end of auditing process is framed out.</p> <p>CO6 • To be able to solve real life practical problems relating to auditing</p>
B.COM(H) 206	CORPORATE ACCOUNTING	CO1 • Develop an understanding of accounting for share capital (including the issue, forfeiture and reissue of shares),

Prof.
DIRECTOR
Trinity Institute of Professional Studies
(Adj) Metro Pillar No. 1100, Institutional Area
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		accounting of preference shares and debentures and be able to perform journal entries of various accounts. CO2 • Integrating the Companies Account as per Schedule VI of the Companies Act, 2013. CO3 • Phasing out the accounts of Holding and Subsidiary Companies. CO4 • Preparation of accounts of Banking, Insurance and Electrical Companies. CO5 • Elaborating about the accounting involved in amalgamation, Internal Reconstruction and Liquidation of Companies and the preparation of their accounts.
B.COM(H) 208	INDIN ECONOMY	CO1 • Familiarizing about the basic structure and

[Signature]
DIRECTOR
Trinity Institute Of Professional Studies
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characteristics of Indian Economy and national income.
CO2• Deduct about the various economic problems of economy and their solutions as well as their role in the economic development of the nation.
CO3 • It will help in understanding the role of various industries in the progress of the nation and the role they played in the economic growth and development.
CO4• It will help in creating awareness about the financial and planning reforms in the Indian economy.
CO5• Overall to understand the role of Indian economy in the global context and enhancing job opportunities in the government sector

[Signature]
DIRECTOR
Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 1160, Institutional Area
Sector-9, Dwarka, New Delhi-110075

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B.COM(H) 210	FINANCIAL MODELING	<p>CO1 • Enhancement of basic and advance knowledge of MS- Excel.</p> <p>CO2 • Phasing out useful and robust Financial Models like three statement model etc.</p> <p>CO3 • Learning various aspects of financial analysis of company in MS- Excel.</p> <p>CO4 • Examining about the financial forecasting.</p> <p>CO5 • Independently build models that will help the students analyze a company from multiple standpoints like operations, investment, financing and valuation.</p> <p>CO6 • It will enhance the job opportunities for the fresh graduates in Finance Profiles.</p> <p>CO7 • Familiarize with historical</p>
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		information on company's relevant financial parameters to be able to project the future financial performance of the companies and thereby give an estimate of the valuation of the companies.
B.COM(H) 212	FINANCIAL MODELING LAB	CO1 • It will help in enhancement of basic and advance knowledge of MS- Excel. CO2• It will help in learning of useful and robust Financial Models like three statement model etc. CO3• It will help in learning of various aspects of financial analysis of company in MSExcel. CO4• It will help in learning of financial forecasting. CO5• It will enhance the job opportunities for the fresh

J. Singh
DIRECTOR
Trinity Institute of Professional Studies
(Adj) Dwarka, New Delhi-110075



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		graduates in Finance Profiles.
B.COM(H) 214	RESEARCH METHODOLOGY	CO1 • To familiarize the students with Research and inculcate the analytical abilities and research skill among the students. CO2 • To acquaint students with the research process and scientific methodology used in business research domain. CO3 • To gain insight into statistical measurement and also become analytical skillful. CO4 • To get insight into Research Report Preparation and also have hands on experience on different software used for data analysis.
B.COM(H) 216	RESEARCH METHODOLOGY LAB	CO1 • To inculcate the analytical abilities and research skill among the students.

Prof.

DIRECTOR
Trinity Institute of Professional Studies
(A01) Sector 9, Dwarka, New Delhi-110075

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		<p>CO2 • To acquaint the students with the use of software for data handling.</p> <p>CO3 • To enrich the students knowledge base for data analysis.</p> <p>CO4 • To familiarize the students with analysis of outputs generated through software in research</p>
B.COM(H) 317	ADVERTISING AND BRAND MANAGEMENT	<p>CO1 • This subject will help the students to get to know the foundation of advertisement and various aspects related to it.</p> <p>CO2 • Students will get to know the major media types and various factors affecting the media.</p> <p>CO3 • Subject will also give an insight to look and understand the ethical and legal aspects of advertising. • Students will also get to know the</p>

J. Singh
Director
Trinity Institute Of Professional Studies
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		concepts behind building of brand and its image and how it developed overtime.
B.COM(H) 301	INCOME TAX LAWS AND PRACTICES	CO1 • Judging about provisions of direct tax with regard to IT Act, 1961 and IT Rules, 1962. CO2 • Deducting the provisions and procedure to compute total income under five heads of income i.e. salaries, house property, profits & gains from business & profession, capital gains and other sources, the provision and procedure for clubbing & aggregation of incomes and set-off & carry forward of losses and various deductions to be made from gross total income U/s 80-C to 80-U in computing total income.

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		<p>CO3 • Computation of total income under the five heads and define tax complications and structure.</p> <p>CO4 • Able to file Income Tax return on individual basis.</p>
B.COM(H) 303	ENTREPRENEURSHIP DEVELOPMENT	<p>CO1 • This subject will give exposure to students to the entrepreneurial culture.</p> <p>CO2 • Students can understand the various concepts like foundation, launching, formulation of entrepreneurship in a simpler manner.</p> <p>CO3 • Judging about the invest time and effort if they will about to start a new venture.</p> <p>CO4 • Interpretation about design business plan that guide them in initials years of</p>



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		their entrepreneurship development.
B.COM(H)305	INFORMATION SYSTEMS MANAGEMENT	CO1 • Understand the concepts of MIS and its applications in business activities. CO2• Elaborate and summarize regarding the concepts of Database and apply them in solving business problems. CO3• Deducing about the concepts of Cost Benefit Analysis and phasing about their application in business. CO4 • Understand the concepts of Information systems and Information technology and apply them in business applications.
B.COM(H) 307	INFORMATION SYSTEMS MANAGEMENT LAB	CO1 • Understand the concepts of MIS and its applications in business activities.



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		<p>CO2• Elaborate and summarize regarding the concepts of Database and apply them in solving business problems.</p> <p>CO3• Deducing about the concepts of Cost Benefit Analysis and phasing about their application in business.</p> <p>CO4• Understand the concepts of Information systems and Information technology and apply them in business applications.</p>
B.COM(H) 309	SUMMER TRAINING REPORT	<p>CO1• Students will be able to understand the concepts of MIS and its applications in business activities.</p> <p>CO2• Students will be able to understand the concepts of Database and apply them in</p>

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		<p>solving business problems.</p> <p>CO3 • Students will be able to understand the concepts of Cost Benefit Analysis and apply them in business.</p> <p>CO4 • Students will be able to understand the concepts of Information systems and Information technology and apply them in business applications.</p>
B.COM(H) 313	FINANCIAL MARKETS AND INSTITUTIONS	<p>CO1 • Help to deduce about the financial innovation.</p> <p>CO2 • Focusing on the improvements in technology and its impact on how financial products are delivered.</p> <p>CO3 • Articulate about the role of insurance companies, mutual funds, pension funds etc.</p> <p>CO4 • Managing and diversifying</p>

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		risk in financial institutions. CO5 • Executing on risk management in financial institutions
B.COM(H) 315	SALES AND DISTRIBUTION MANAGEMENT (ELECTIVE 1)	CO1 • To introduce various facets of the job of sales manager to students like recruiting, motivating, managing and leading sales team. CO2 • To focus on decision making aspects and implementation of decisions in supply and distribution management. CO3 • To illustrate the fundamentals of distribution channels, logistics and supply chain management. CO4 • It will help students in formulating strategies to effectively manage company's sales operations.

Prof. J. K. Singh
DIRECTOR
Trinity Institute of Professional Studies
(A30) Metro Pillar No. 11001 Institutional Area
Sector-9, Dwarka, New Delhi-110075



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		CO5• Students will be able to link distribution with other marketing variables.
B.COM(H) 302	PROJECT MANAGEMENT	<p>CO1 • Articulate about the concepts of project management for planning to execution of projects along with the roles & responsibilities of the project team.</p> <p>CO2• Able to understand and implement technical & market analysis along with network analysis tools for cost and time estimation.</p> <p>CO3• Annotate and define the feasibility analysis and components of cost in project management.</p> <p>CO4• Categorize, apply appreciate and contemporary</p>

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		<p>project management tools and methodologies along with its evaluation and social cost benefit analysis along with risk analysis of project.</p> <p>CO5 • Appraising about the Feasibility study and the steps involved in conducting a feasibility study.</p> <p>CO6• Associate with the emerging issues in Project Management.</p>
B.COM(H) 304	GST	<p>CO1 • Outlining the concepts of Indirect tax and GST from the pre-GST period to postGST period.</p> <p>CO2• Understanding the importance of Indirect Taxes (GST) in the Indian and global economy and its contribution to the economic development.</p>

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		<p>CO3• To comprehend the principles of taxation, objectives of taxes and its impact, shifting and incidence process of indirect taxes in the market oriented economy.</p> <p>CO4• Contrasting the implications of GST on the taxable capacity consumers, dealers and of the society at large and its changes.</p> <p>CO5• To provide the understanding of the latest provisions of Indirect Taxes.</p>
B.COM(H) 306	E-COMMERCE	<p>CO1• Application of various issues of E-Commerce like Internet Infrastructure, Security over internet, payment systems.</p> <p>CO2• Interpreting about the various</p>

Dr. J. K. Singh
DIRECTOR
Trinity Institute of Professional Studies
(Ad) Metro Park No. 1100, Dwarka Sector 9
Sector 9, Dwarka, New Delhi-110075



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		<p>online strategies for e-commerce.</p> <p>CO3 • Relating the use of E-Commerce in Old and Current Trend along with their applications and create a simple website in HTML.</p> <p>CO4 • Contrasting the concepts of HTML and HTML Tags. • Predicting the concepts of Electronic Payment System and knowledge about the Electronic funds Transfer.</p> <p>CO5 • Exemplifying the use of E-commerce in India.</p> <p>CO6 • Paraphrasing about the application and social and Ethical Consideration.</p>
B.COM(H) 308	E-COMMERCE LAB	CO1 • Able to prepare simple

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Dwarka Sector 9, Institutional Area, Near Dwarka Sec. 10 Metro Station. New Delhi-110075

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		<p>website using HTML tags.</p> <p>CO2• Application of various issues of E-Commerce like Internet Infrastructure, Security over internet, payment systems.</p> <p>CO3 • Interpretating about the various online strategies for e-commerce.</p> <p>CO4• Relating the use of E-Commerce in Old and Current Trend along with their applications and create a simple website in HTML.</p> <p>CO5• Contrasting the concepts of HTML and HTML Tags.</p> <p>CO6 • Predicting the concepts of Electronic Payment System and knowledge about the Electronic funds Transfer.</p>
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		<p>CO7 Exemplifying the use of E-commerce in India.</p> <p>CO8• Paraphrasing about the application and social and Ethical Consideration.</p>
B.COM(H) 310	ENVIRONMENTAL SCIENCE (NEUS)	<p>CO1• Relating and understand the importance of sustainable development.</p> <p>CO2• Studying the subject will make students aware of the environmental issues in the present scenario.</p> <p>CO3• It will enable students to come up with solutions to tackle the environmental problems from a business perspective.</p> <p>CO4• Categorizing the different types of</p>

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		<p>pollution and how these can be managed.</p> <p>CO5• Inferring the meaning of biodiversity and how to preserve them.</p>
B.COM(H) 312	RESEARCH PROJECT	<p>CO1 • Student will be enable to Know the research process and use the research knowledge they have gained in research methodology subject studied.</p> <p>CO2• Able to build the Literature Review.</p> <p>CO3• Will be able to prepare the questionnaire.</p> <p>CO4• Use of research tools for data handling and analysis</p> <p>CO5• Insight into Preparation Project Report</p> <p>CO6• Presentation and</p>

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Trinity Institute Of Professional Studies
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		Project Viva-voce handling
B.COM(H) 316	PRINCIPLES OF INSURANCE	<p>CO1 • Providing insight about the concept of Risk, its types, Transfer and pooling of risks and insurable risks</p> <p>CO2• Annotating and making them aware about the Insurance as a concept, relevance, as a business and types of insurance organizations</p> <p>CO3• Awareness about the Insurance contracts and various kinds, principles of an insurance contract followed by indemnity and insurable interest</p> <p>CO4• Associating about kinds of insurance: Life and non-Life, health, pension and retirement benefits</p>

[Signature]
DIRECTOR
Trinity Institute Of Professional Studies
(Adj) Metro Pillar No. 11609, Institutional Area
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B.COM(H) 318	SERVICES MARKETING	<p>CO1• To familiarize the students with understanding of Service Marketing Concepts, Characteristics and its importance</p> <p>CO2• To gain insight into Consumer Behaviour in services and also to have understanding of the measurement of service quality.</p> <p>CO3• To gain Knowledge of Service Marketing Mix; the 7 'P' framework and pricing strategies in service and also about managing people in service</p> <p>CO4• To understand the service Distribution, Communication and the Physical Evidence in service marketing.</p>
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DIRECTOR
Trinity Institute of Professional Studies
(Ac) Metro Pillar No. 1160, Institutional Area
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