

SPACES DEGREE COLLEGE, PAYAKARAOPETA
DEPARTMENT OF COMMERCE & MANAGEMENT
SEMESTER-I (BBA)
COURSE 1: FUNDAMENTALS OF COMMERCE

Learning Objectives:

The objective of this paper is to help students to acquire conceptual knowledge of the Commerce, Economy and Role of Commerce in Economic Development.

To acquire Knowledge on Accounting and Taxation.

Learning Outcomes:

At the end of the course, the student will able to

- Identify the role commerce in Economic Development and Societal Development.
- Equip with the knowledge of imports and exports and Balance of Payments.
- Develop the skill of accounting and accounting principles.
- They acquire knowledge on micro and micro economics and factors determine demand and supply.
- An idea of Indian Tax system and various taxes levied on in India.
- They will acquire skills on web design and digital marketing.

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COURSE 2: BUSINESS ORGANIZATION

Learning Objectives:

The course aims to acquire conceptual knowledge of business, formation various business organizations.

To provide the knowledge on deciding plant location, plan layout and business combinations.

Learning outcomes:

After completing this course, a student will have:

- Ability to understand the concept of Business Organization along with the basic laws and norms of Business Organization.
- The ability to understand the terminologies associated with the field of Business Organization along with their relevance and to identify the appropriate types and functioning of Business Organization for solving different problems.
- The application of Business Organization principles to solve business and industry related problems
- To understand the concept of Sole Proprietorship, Partnership and Joint Stock Company etc.

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SEMESTER-II (BBA)
COURSE 3: PRINCIPLES OF MANAGEMENT

Course Objectives:

- To outline the fundamental activities of managers
- To explain the basic concepts, principles and theories of management
- To examine the broad functions of management
- To comprehend the contemporary issues and challenges in the field of management
- To understand various control techniques practised at organisations.

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COURSE 4: BUSINESS ECONOMICS

Course Objectives:

- Understand the concept of economics and its relevance to business.
 - Comprehend the concept of Demand analysis for making important business decisions
 - Learn to apply the concepts of cost and Break-even analysis and learn various theories on production. •
- Understand concepts of perfect competition and monopoly for fixation of prices.
- Understand the international business scenario and concepts of BOP.

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SEMESTER-III (BBA)
COURSE 5: BUSINESS LAW

Course Objectives:

- To equip the student with fundamental concepts, principles relating to Contract Act that applies to business situations.
- To provide an overview on Negotiable Instruments Act and Partnership Act in India.
- To understand the regulatory framework of companies with reference to various provisions of Companies Act.
- To understand the essentials and execution of Sale contracts.
- To acquire knowledge on Right to Information Act and Consumer Protection Act.

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COURSE 6: ORGANIZATIONAL BEHAVIOUR

Course Objectives:

- To understand individual and group behavior at work place to improve the effectiveness of an organization.
- To understand different types of personality and learning styles.
- Comprehend concepts relating to group dynamics and conflict management.
- To understand leadership and its impact on group dynamics.
- To understand the process of Change management and issues involved in it.
- To understand organizational culture and organizational effectiveness.

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COURSE 7: BUSINESS ENVIRONMENT**

Course objectives:

- To enable the students to develop an understanding on Indian Business Environment and various factors impacting the business.
- To help them make effective decisions based on analysis of business environment.
- To develop an understanding of the MSME sector and challenges therein.
- To familiarize the students with international trade and issues related to Balance of Payments.
- To comprehend the role of international institutions in the growth of international business.

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COURSE 8: BUSINESS STATISTICS AND MATHEMATICS**

Course Objectives:

- Understand the importance of Statistics in real world business applications.
- Formulate complete, concise and correct mathematical proofs.
- Frame problems using multiple mathematical and statistical tools, measuring relationships by using standard techniques.
- Build and assess data-based models, learn and apply the statistical tools to business.
- Create quantitative models to solve real world problems in appropriate contexts.

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SEMESTER-IV (BBA)
COURSE 9: MARKETING MANAGEMENT**

Course Objectives:

- To give an overview of marketing environment.
- To interpret the link between strategic planning and marketing.
- To develop a detailed marketing plan.
- To understand role of intermediaries in marketing activities.
- To acquire knowledge on various promotional tools in marketing.

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SEMESTER-IV (BBA)
COURSE 10: HUMAN RESOURCE MANAGEMENT**


Course Objectives:

- To understand the significance of human resource management and role of HR Executives.
- To acquire knowledge on procurement and development functions.
- To understand the sources of recruitment and the stages in selection process.
- To gain knowledge on training and development methods.
- To understand the concept of Industrial relations and its impact on HRM.

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COURSE 11: FINANCIAL MANAGEMENT

Course objectives:

- To gain basic knowledge of objectives of Financial Management and its functions.
- To understand the capital budgeting process and risk analysis in capital budgeting.
- To gain familiarization with different financial decisions that impact any organization.
- Understand decisions relating to dividend policies and their valuation.
- Knowledge regarding significance of working capital management to organization.


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