

SEM	Sr. No	Subject	Skills - Competencies	Applies to
I	1	Business Communication -I	Human Skills <ul style="list-style-type: none"> <li>· Effective Communication</li> <li>· Persuasive Power</li> <li>· Negotiation</li> <li>· Consulting</li> </ul>	<ul style="list-style-type: none"> <li>· Consultancy</li> <li>· Public Relations</li> <li>· Training &amp; Development</li> <li>· Functional Manager</li> <li>· Team Leader</li> </ul>
	2	Foundation Course - I	Human Skills <ul style="list-style-type: none"> <li>· Understanding of society</li> <li>· Understanding culture</li> <li>· Understanding value education</li> </ul>	<ul style="list-style-type: none"> <li>· Improvement of human being.</li> <li>· Value education</li> </ul>
	3	Introduction to Financial Accounting	Technical skills <ul style="list-style-type: none"> <li>· Application</li> <li>· Accounting system</li> <li>· Financial analysis</li> <li>· Financial reporting</li> <li>· Decision making</li> <li>· Business administration</li> </ul>	<ul style="list-style-type: none"> <li>· Financial administration</li> <li>· Accountant</li> <li>· Finance manager</li> </ul>
	4	Business Law	Human Skills & Technical skills <ul style="list-style-type: none"> <li>· Rises to Application</li> <li>· Equips students with knowledge of legal laws and spot potential legal issues and make better decisions and know when to seek legal help.</li> </ul>	<ul style="list-style-type: none"> <li>· Legal aspect of trade and commerce</li> </ul>
	5	Business	Technical skills	<ul style="list-style-type: none"> <li>· Trade</li> </ul>

	Economics - I	<ul style="list-style-type: none"> <li>· Understanding working of economy</li> <li>· Analytical skill</li> </ul>	<ul style="list-style-type: none"> <li>· Business industry</li> <li>· Economic affairs</li> <li>· Commerce and industry</li> </ul>
6	Foundation of Human Skills	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· Understanding individual &amp; group behaviour</li> <li>· Understanding various motivational theory at workplace</li> </ul>	<ul style="list-style-type: none"> <li>· Counsellor</li> <li>· Value education</li> </ul>
7	Business Statistics	<p>Technical skills</p> <ul style="list-style-type: none"> <li>· Analytical skill</li> <li>· Decision making</li> <li>· Financial reporting</li> </ul>	<ul style="list-style-type: none"> <li>· Research &amp; Development</li> <li>· Project Report</li> </ul>
<b>II</b>			
1	Business Communication -II	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· Effective Communication</li> <li>· Persuasive Power</li> <li>· Negotiation</li> <li>· Consulting</li> </ul>	<ul style="list-style-type: none"> <li>· Consultancy</li> <li>· Public Relations</li> <li>· Training &amp; Development</li> <li>· Functional Manager</li> <li>· Team Leader</li> </ul>
2	Foundation Course - II	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· Understanding of society</li> <li>· Understanding culture</li> <li>· Understanding value education</li> </ul>	<ul style="list-style-type: none"> <li>· Improvement of human being.</li> <li>· Value education</li> </ul>
3	Business Environment	<p>Human skills</p> <ul style="list-style-type: none"> <li>· Trading in various markets</li> <li>· Understanding the Industrial changes</li> <li>· Business</li> </ul>	<ul style="list-style-type: none"> <li>· Business and industry</li> <li>· Trade</li> </ul>

		acumen	
4	Industrial Law	Human Skills & Technical skills <ul style="list-style-type: none"> <li>· Rises to Application</li> <li>· Equips students with knowledge of legal laws and spot potential legal issues and make better decisions and know when to seek legal help.</li> </ul>	· Legal aspect of Trade & Industries
5	Principles of Management	Human skills <ul style="list-style-type: none"> <li>· Understanding working pattern of company</li> <li>· Managerial skill</li> </ul>	· Trade · Business · Commerce and industry
6	Principles of Marketing	Human Skills <ul style="list-style-type: none"> <li>· Understanding individual &amp; group behaviour of Customers</li> <li>· Understanding demand of market</li> </ul>	· Trade · Business · Commerce and industry
7	Business Mathematics	Technical skills <ul style="list-style-type: none"> <li>· Analytical skill</li> <li>· Decision making</li> <li>· Financial reporting</li> </ul>	· Research & Development · Project Report
<b>III</b>			
1	Information Technology in Business Management – I	Technical skills <ul style="list-style-type: none"> <li>· Application</li> <li>· MS-office</li> </ul> Word Excel PPT <ul style="list-style-type: none"> <li>· Internet and email</li> <li>· E-commerce</li> <li>· Use of Outlook</li> <li>· E-Security</li> <li>· Software</li> </ul> understanding	· Internet security · Administrator · IT coordinator · E-business · Online marketing and business
2	Foundation Course – III ( Environmental	Human skills <ul style="list-style-type: none"> <li>· Trade</li> <li>· Industry</li> </ul>	· Business and industry · Trade

	Management)	Business acumen	
3	Business Planning & Entrepreneurial Management	Human Skills & Technical skills Rises to Application Equips students with entrepreneurial knowledge and spot potential issues and make better decisions.	Trade Business Commerce and industry
4	Accounting for Managerial Decisions	Technical skills Application Accounting system Financial analysis Financial reporting Decision making Business administration	Financial administration Accountant Finance manager
5	Strategic Management	Human skills Understanding working pattern of company Managerial skill Framing Strategy & evaluating it	Trade Business Project Management Commerce and industry
6	Introduction to Cost Accounting	Technical skills Planning, Maintaining inventory collecting data to determine costs of business activity	Cost and works manager Cost accountant Factory supervisors Advisor to Management Production manager
7	Corporate Finance	Technical skills Planning, & Budgeting Making a Capital structure	Financial administration Accountant Finance Manager

		<ul style="list-style-type: none"> <li>· understand time value of Money</li> </ul>		
8	Consumer Behaviour	<ul style="list-style-type: none"> <li>Human Skills</li> <li>· Understanding Consumer behaviour</li> <li>· Understanding demand of market</li> <li>· Understanding new trends of Market</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Commerce and industry</li> <li>· Advertisement Industry</li> </ul>	
9	Advertising	<ul style="list-style-type: none"> <li>Human Skills</li> <li>· Understanding Advertising Ethics</li> <li>· Learn Creativity in Advertising</li> <li>· Prepare Advertising Budget</li> </ul>	<ul style="list-style-type: none"> <li>· Media and supporting firms</li> <li>· Freelancing</li> </ul>	
10	Recruitment & Selection	<ul style="list-style-type: none"> <li>Human Skills &amp; Technical skills</li> <li>· Rises to Application</li> <li>· To make students understand the need of hiring right candidate</li> <li>· To make Students understand Selection Criteria</li> </ul>	<ul style="list-style-type: none"> <li>· Research &amp; Development</li> <li>· HR Industry</li> </ul>	
11	Organisation Behaviour & HRM	<ul style="list-style-type: none"> <li>Human Skills &amp; Technical skills</li> <li>· To make student understand Human Relations and Organizational Behaviour</li> <li>· To equip Students with Time management strategies</li> <li>· Understanding HRM and HRP</li> <li>· To make student understand Human Relations and Organizational Behaviour</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Counsellor</li> <li>· Public Relations</li> <li>· Commerce and industry</li> </ul>	
<b>IV</b>	1	Information Technology in Business	<ul style="list-style-type: none"> <li>Technical skills</li> <li>· Application</li> <li>· MS-office</li> </ul>	<ul style="list-style-type: none"> <li>· Internet security</li> <li>· Administrator</li> <li>· IT coordinator</li> </ul>

	Management – II	Word Excel PPT <ul style="list-style-type: none"> <li>· Internet and email</li> <li>· E-commerce</li> <li>· Use of Outlook</li> <li>· E-Security</li> <li>· Software</li> </ul> understanding	business <ul style="list-style-type: none"> <li>· E-business</li> <li>· Online marketing and</li> </ul>
2	Foundation Course – IV ( Ethics and Governance)	Human skills <ul style="list-style-type: none"> <li>· To make students understand regulatory framework</li> <li>· To make students understand ethics in business</li> </ul>	<ul style="list-style-type: none"> <li>· Business and industry</li> <li>· Trade</li> <li>· Commerce and industry</li> <li>· Financial administration</li> </ul>
3	Business Economics - II	Technical skills <ul style="list-style-type: none"> <li>· Understanding working of economy</li> <li>· Analytical skill</li> </ul>	industry <ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Economic affairs</li> <li>· Commerce and</li> </ul>
4	Production & Total Quality Management	Technical skills <ul style="list-style-type: none"> <li>· Application</li> <li>· Accounting</li> <li>· Decision</li> <li>· To assure Quality of Product</li> <li>· To assure on time delivery</li> </ul> system making	industry business <ul style="list-style-type: none"> <li>· Trade</li> <li>· Commerce and</li> <li>· Online marketing and</li> <li>· Project Management</li> </ul>
5	Business Research Methods	Human Skills & Technical skills <ul style="list-style-type: none"> <li>· Understanding working pattern of company</li> <li>· To do Research &amp; find out appropriate solution for a problem</li> <li>· Framing Strategy &amp; evaluating it</li> </ul>	industry <ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Project Management</li> <li>· Commerce and</li> </ul>
6	Auditing	Technical skills	<ul style="list-style-type: none"> <li>· Financial</li> </ul>

		<ul style="list-style-type: none"> <li>· Planning,</li> <li>· Maintaining inventory</li> <li>· collecting data to determine</li> </ul>	<p>administration</p> <ul style="list-style-type: none"> <li>· Accountant</li> <li>· Finance Manager</li> <li>· Advisor to Management</li> <li>· Production manager</li> </ul>
7	Financial Institutions & Market	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· Understanding of various financial market concepts</li> <li>· Understanding of various financial institutions in India</li> </ul>	<ul style="list-style-type: none"> <li>· Share market</li> <li>· Money market</li> <li>· Fund manager</li> </ul>
8	Integrated Marketing Communication	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· Understanding Consumer behaviour</li> <li>· Understanding demand of market</li> <li>· Understanding new trends of Market</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Commerce and industry</li> <li>· Advertisement Industry</li> </ul>
9	Event Marketing	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· Understanding event planning</li> <li>· Learn Creativity in Event Management</li> <li>· Prepare Advertising Budget</li> </ul>	<p>firms</p> <ul style="list-style-type: none"> <li>· Media and supporting</li> <li>· Freelancing</li> <li>· Commerce and industry</li> <li>· Advertisement Industry</li> </ul>
10	Training And Development	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· Rises to Application</li> <li>· To make students understand training methods as per the need of company</li> <li>· To make Students understand the different developmental aspects at executive level</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Trade</li> <li>· Business</li> <li>· Commerce and industry</li> </ul>
11	Conflict and Negotiation	<p>Human Skills</p> <ul style="list-style-type: none"> <li>· To make student understand Conflict Management strategies</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Counsellor</li> </ul>

		<ul style="list-style-type: none"> <li>· Understanding the importance of negotiation</li> <li>· To make student understand Human Relations</li> </ul>	<ul style="list-style-type: none"> <li>· Public Relations</li> <li>· Commerce and industry</li> </ul>
V	1	<p>Logistics &amp; Supply Chain Management</p> <p>Technical skills</p> <ul style="list-style-type: none"> <li>· Warehousing</li> <li>· Transportation</li> <li>· Materials Handling</li> <li>· Packaging</li> <li>· To make student understand Channel Management and Channel Integration</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Commerce and industry</li> <li>· Logistics</li> </ul>
	2	<p>Corporate Communication &amp; Public Relations</p> <p>Human Skills</p> <ul style="list-style-type: none"> <li>· Give insights of establishing Media Relation</li> <li>· Develops professional communication</li> <li>· Helps in developing Public Relation</li> </ul>	<ul style="list-style-type: none"> <li>· Media and supporting firms</li> <li>· Freelancing</li> <li>· Public Relationship</li> </ul>
	3	<p>Commodity &amp; Derivatives Market</p> <p>Technical skills</p> <ul style="list-style-type: none"> <li>· To make student understand the concept of Derivative Market</li> <li>· To clear the concept of Hedgering, Future, etc</li> <li>· To make student understand the trading system in India</li> </ul>	<ul style="list-style-type: none"> <li>· Logistics</li> <li>· Freelancing</li> <li>· Trade</li> <li>· Trading in Capital Market</li> </ul>
	4	<p>Direct Taxes</p> <p>Technical skills</p> <ul style="list-style-type: none"> <li>· Application</li> <li>· Accounting system</li> <li>· Tax planning and practical case study</li> <li>· Financial decisions</li> <li>· Strong emphasis on Income and wealth planning</li> </ul>	<ul style="list-style-type: none"> <li>· Tax consultant</li> <li>· Tax auditor</li> <li>· Tax planner</li> <li>· Financial advisor</li> <li>· Legal advisor</li> </ul>



		<ul style="list-style-type: none"> <li>· Nation building</li> </ul>	
5	Financial Accounting	<ul style="list-style-type: none"> <li>Technical skills</li> <li>· Application</li> <li>· Accounting system</li> <li>· Financial analysis</li> <li>· Financial reporting</li> <li>· Decision making</li> <li>· Business administration</li> </ul>	<ul style="list-style-type: none"> <li>· Financial administration</li> <li>· Accountant</li> <li>· Finance manager</li> </ul>
6	Risk Management	<ul style="list-style-type: none"> <li>Technical skills</li> <li>· Application</li> <li>· Financial analysis</li> <li>· Financial reporting</li> <li>· Decision making</li> <li>· Risk Management</li> </ul>	<ul style="list-style-type: none"> <li>· Finance manager</li> <li>· Research &amp; Development</li> <li>· Capital Market</li> <li>· Financial advisor</li> </ul>
7	Service Marketing	<ul style="list-style-type: none"> <li>Technical skills</li> <li>· To make student understand the future of Service marketing in India</li> <li>· To enhance the knowledge of students regarding global service sector</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business industry</li> <li>· Commerce and industry</li> </ul>
8	E-Commerce & Digital Marketing	<ul style="list-style-type: none"> <li>Technical skills</li> <li>· To understand the concept of Cash less Transaction</li> <li>· To enhance the knowledge of students regarding global service sector</li> <li>· To understand the concept of various digital &amp; virtual marketing concept</li> </ul>	<ul style="list-style-type: none"> <li>· Advertising Firms</li> <li>· Media and supporting firms</li> <li>· Commerce and industry</li> <li>· Trade</li> <li>· Business</li> </ul>
9	Sales &	<ul style="list-style-type: none"> <li>Technical skills</li> </ul>	<ul style="list-style-type: none"> <li>· Advertising Firms</li> </ul>

	Distribution Management	<ul style="list-style-type: none"> <li>· To understand the distribution channel</li> <li>· To enhance the communication skills</li> <li>· To analyse, evaluate &amp; correct the loopholes</li> </ul>	firms <ul style="list-style-type: none"> <li>· Media and supporting</li> <li>· Commerce and industry</li> <li>· Trade</li> <li>· Business</li> </ul>
10	Customer Relationship Management	Human Skills <ul style="list-style-type: none"> <li>· Understanding Consumer behaviour</li> <li>· Maintaining Consumer relation</li> <li>· Understanding new trends of mainatainig relationship with consumer</li> </ul>	<ul style="list-style-type: none"> <li>· Commerce and industry</li> <li>· Trade</li> <li>· Business</li> <li>· CRM Manager</li> </ul>
11	Finance for HR Professionals and Compensation Management	Human Skills <ul style="list-style-type: none"> <li>· Understanding Employee interest</li> <li>· Understanding Compensatory Methods</li> <li>· Understanding new trends of HR professionals</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Trade</li> <li>· Business</li> </ul>
12	Strategic Human Resource Management and HR Policies	Human Skills <ul style="list-style-type: none"> <li>· Understanding of Organisatinal Strategies</li> <li>· To prepare &amp; review HR policies</li> <li>· Approaches to Strategic International HRM.</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Trade</li> <li>· Business</li> <li>· Research &amp; Development</li> </ul>
13	Stress Management	Human Skills <ul style="list-style-type: none"> <li>· To understand Reasons behind Stress (Physiological, Psychological and Behavioral)</li> <li>· Various approach es to Manage Stress</li> <li>· To understand Stress prevention mechanism</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Counsellor</li> <li>· Advisor to Management</li> </ul>
14	Performance Management & career planning	Human Skills <ul style="list-style-type: none"> <li>· Understanding the concept of Appraisal methods for Employees</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Business</li> </ul>

		<ul style="list-style-type: none"> <li>To understand the strategies that can be implemented on employees</li> <li>A proper Career planning Programme</li> </ul>	<ul style="list-style-type: none"> <li>Management</li> <li>Advisor to</li> <li>Public Relationship</li> </ul>
VI	1	<p>Operation Research</p> <ul style="list-style-type: none"> <li>Technical skills</li> <li>Analytical skill</li> <li>Decision making</li> <li>Financial reporting</li> </ul>	<ul style="list-style-type: none"> <li>Development</li> <li>Research &amp; Project Report</li> </ul>
	2	<p>Project</p> <ul style="list-style-type: none"> <li>Technical skills</li> <li>Application</li> <li>Analysis &amp; Suggestive</li> <li>Planning and practical case study</li> <li>Final decision making</li> <li>Strong emphasis on Income and wealth planning</li> </ul>	<ul style="list-style-type: none"> <li>Development</li> <li>Project Manager</li> <li>Research &amp; Wealth management</li> <li>Fund management</li> <li>Advisor to Management</li> </ul>
	3	<p>Strategic Financial Management</p> <ul style="list-style-type: none"> <li>Technical skills</li> <li>Study of capital structure</li> <li>Dividend policy</li> <li>Financial restructuring</li> </ul>	<ul style="list-style-type: none"> <li>operation</li> <li>Share market</li> <li>Fund management</li> <li>Wealth management</li> </ul>
	4	<p>Indirect Tax</p> <ul style="list-style-type: none"> <li>Technical skills</li> <li>Application</li> <li>Accounting system</li> <li>Tax planning and practical case study</li> <li>Financial decisions</li> <li>Strong emphasis on Income and wealth planning</li> <li>Nation building</li> </ul>	<ul style="list-style-type: none"> <li>Tax consultant</li> <li>Tax auditor</li> <li>Tax planner</li> <li>Financial advisor</li> <li>Legal advisor</li> </ul>
	5	<p>International</p> <ul style="list-style-type: none"> <li>Technical skills</li> </ul>	<ul style="list-style-type: none"> <li>Financial operation</li> </ul>

	Finance	<ul style="list-style-type: none"> <li>· Exchange rates of currencies, monetary systems of the world,</li> <li>· foreign direct investment (FDI),</li> <li>· International financial management.</li> </ul>	manager	<ul style="list-style-type: none"> <li>· Foreign trade</li> <li>· Commerce</li> <li>· Industry</li> <li>· Trade</li> </ul>
6	Innovative Financial Services	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· Understanding of various financial market concepts</li> <li>· Understanding of various financial institutions in India</li> </ul>		<ul style="list-style-type: none"> <li>· Share market</li> <li>· Money market</li> <li>· Fund manager</li> </ul>
7	International Marketing	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· Trading in various markets</li> <li>· Understanding the Industrial changes</li> <li>· Business acumen</li> </ul>	manager	<ul style="list-style-type: none"> <li>· Financial operation</li> <li>· Foreign trade</li> <li>· Commerce</li> <li>· Industry</li> <li>· Trade</li> </ul>
8	Retail Management	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· To make students understand Retail Formats</li> <li>· Various Retail Strategies to be adopted</li> <li>· To make students understand Merchandise Management</li> <li>· Legal &amp; Ethical aspects of Retailing</li> </ul>	Industry	<ul style="list-style-type: none"> <li>· Commerce and Trade</li> <li>· Trade</li> <li>· Business</li> </ul>
9	Brand Management	<p>Human Skills &amp; Technical skills</p> <ul style="list-style-type: none"> <li>· Importance of Branding</li> <li>· Channels Strategies to be adopted</li> </ul>	Industry	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Commerce and</li> </ul>

		<ul style="list-style-type: none"> <li>· Sources of Brand Equity</li> </ul>	<ul style="list-style-type: none"> <li>· Advertisement Industry</li> </ul>
10	Media Planning & Management	<ul style="list-style-type: none"> <li>Human Skills</li> <li>· Understanding Media Ethics</li> <li>· Understanding Media-Mix &amp; Media-Choices</li> <li>· Preparing Media Budget</li> </ul>	<ul style="list-style-type: none"> <li>· Media and supporting firms</li> <li>· Freelancing</li> <li>· Advertisement Industry</li> </ul>
11	Indian Ethos	<ul style="list-style-type: none"> <li>Human skills</li> <li>· To make students understand regulatory framework</li> <li>· To make students understand ethics in business</li> <li>· To make Student aware about the Indian Ethics in Business</li> </ul>	<ul style="list-style-type: none"> <li>· Business and Industry</li> <li>· Trade</li> <li>· Commerce and Industry</li> <li>· Financial administration</li> </ul>
12	Organisational Development	<ul style="list-style-type: none"> <li>Human skills</li> <li>· To make students understand Importance of Organisational Development</li> <li>· To make students understand the concept Organisational Diagnosis</li> <li>· To make students understand the concept Organisational Intervention</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> </ul>
			<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Advisor</li> </ul>
13	HRM in Service Sector	<ul style="list-style-type: none"> <li>Human Skills &amp; Technical skills</li> <li>· To make student understand the future of Service sector in India</li> <li>· To enhance the knowledge of students regarding global service sector</li> </ul>	<ul style="list-style-type: none"> <li>· Trade</li> <li>· Business</li> <li>· Commerce and industry</li> </ul>
14	HRM in Global perspective	<ul style="list-style-type: none"> <li>Human Skills</li> <li>· To make student understand International Human Resource Management</li> <li>· To equip Students with Global Time</li> </ul>	<ul style="list-style-type: none"> <li>· HR Industry</li> <li>· Advisor</li> <li>· Public Relations</li> </ul>

			management strategies · Understanding IHRM and IHRP	· Commerce and industry
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