

**List of Courses having focus on Local, National, Regional and Global Developmental Needs
offered by the B.Com – Banking and Insurance**

B.COM – BANKING AND INSURANCE						
Programme: B.Com – Banking and Insurance				Year: 2020 – 2023		
				Batch –		
				2018-2021(V&VI Sem)		
				2019-2022 (III &VI Sem)		
				2020-2023 (I &II Sem)		
Course Code	Course Title	Need				Rationale
		Local	National	Regional	Global	
18 UBI 513	COREXIII: Income Tax	✓	✓	✓	✓	To apply the knowledge of income tax as the learner working in income tax consultant.
18 UBI 514	CORE XIV: International Banking	✓	✓	✓	✓	International Banking will be helpful to the students to launch new businesses and particularly to know the Export and Import procedures and method of payment for overseas trade.
18 UBI 515	CORE XV: Principles and Practices of Auditing	✓	✓	✓	✓	Auditing is the most Required one for the leaner as they working in companies for the maintenance of various accounts book.
18 UBI 516	CORE XVI: Investment Management	✓	✓	✓	✓	This course give the importance in the field persons working in Bullion Trading, Advisors to various investment alternatives,

						Speculators, Security brokers, Portfolio advisors, Risk management Analyst, Fundamental and Technical Analyst.
18 UBI 517	CORE XVII: Institutional Training	✓	✓	✓	✓	To get the practical knowledge on commercial, banking and insurance industries.
18 UBI 518	Major Elective - I: Customer Relationship Management	✓	✓	✓	✓	Enhancing the Knowledge of Customer relations as they work in organizations like Customer Service Representative, Customer Service Supervisor and Customer Service Manager.
18 UBI 551	Skill Based Elective(Major): Principles of Management	✓	✓	✓	✓	Understand the various management principles and it will be helpful while they working in organizations.
18 UBI 552	Skill Based Elective(Major): Relational Database Management System	✓	✓	✓	✓	Enhancing the knowledge of the database creation and database management.
18 UBI 619	CORE XVIII: Management Accounting	✓	✓	✓	✓	Useful for the persons appointed as management accountant.
18 UBI 620	CORE XIX: Financial Innovations in Banking and Insurance	✓	✓	✓	✓	Enhancing knowledge in application of latest developments in banking and insurance fields by the learner in future.

18 UBI 621	CORE XX: Programming Laboratory- II Tally	✓	✓	✓	✓	Applying the knowledge of banking in organisations, banking and insurance sectors.
18 UBI 622	CORE XXI: Commerce, Banking and Insurance Practicals	✓	✓	✓	✓	Enabling the students in filling various banking and Insurance forms.
18 UBI 623	Elective - II: Financial Management	✓	✓	✓	✓	Enlightening the knowledge of financial management of the learner working in various capacities such as, Financial advisors, Corporate financier, Financial Controller
18 UBI 624	Elective - III: Financial Markets and Institutions	✓	✓	✓	✓	Helpful while the Learner is working in stock market operations and companies.
18 UBI6S3	Skill Based Elective (Major): E- Commerce and Its Applications	✓	✓	✓	✓	Applying the concept of e-commerce in working places.
18 UBI 6S4	Skill Based Elective (Major): Human Resource Management	✓	✓	✓	✓	Application of knowledge of human resource management in organizations.
19 UBI 305	CORE V:Corporate Accounting	✓	✓	✓	✓	Enhancing the knowledge of learner while working in Joint Stock Company, Banking and Insurance Company.
19 UBI 306	CORE VI: Principles of Marketing	✓	✓	✓	✓	Application of Marketing key concept and elements of

						marketing mix as the learner working in companies as marketing officers.
19 UBI 307	CORE VII: Principles of Life Insurance	✓	✓	✓	✓	Enhancing the Knowledge of learner while working in Life Insurance Corporation as Administrative Officer, Development Officer, Insurance Composite Agents, Insurance Supervisors, Actuaries, Insurance Underwriter.
19 UBI 308	CORE VIII: Commercial Law	✓	✓	✓	✓	Enhancing the learner while doing business contracts in self or in work places.
19 UBI 3A3	ALLIED III: Business Application Software & Information Security	✓	✓	✓	✓	Applying knowledge of his/her and Network system while working in organizations such as Corporate Corporations, Banks and Insurance sectors.
19 UBI 3A4	Programming Laboratory - I: MS Office	✓	✓	✓	✓	Helps to complete the work in organizations rapidly such as typing documents, performing mathematical and statistical calculations and PowerPoint presentations in offices this programming paper will be useful.
19 UBI 3N1	Non-Major Elective: Fundamentals of Insurance	✓	✓	✓	✓	Enhancing the Knowledge of learner while working in Life Insurance Corporation as Administrative Officer, Development

						Officer, Insurance/Composite Agents, Insurance Surveyors, Actuaries, Insurance Underwriter.
19 UBI 3N2	Non-Major Elective: Fundamentals of Banking	✓	✓	✓	✓	Enhancing the knowledge for role of Investment Banker, Loans Executive, Merchant Banker, Credit Appraiser and Retail Banker in banks this subject will be helpful.
19 UBI 409	CORE IX: Higher Corporate Accounting	✓	✓	✓	✓	Applying knowledge of Maintenance of Business Records, Preparation of Financial Statements, Comparison of Results, Decision Making, Evidence in Legal Matters, Helps in Taxation Matters.
19 UBI 410	CORE X: Income Tax	✓	✓	✓	✓	To apply the knowledge of income tax as the learner working in income tax consultant.
19 UBI 411	CORE XI: Principles of General Insurance	✓	✓	✓	✓	Enhancing the Knowledge of learner while working in General Insurance Corporations as Administrative Officer, Development Officer, Insurance/Composite Agents, Insurance Surveyors, Actuaries, Insurance Underwriter.
19 UBI 412	CORE XII: Company Law and Secretarial Practice	✓	✓	✓	✓	Application of rules relating to formation of Company to winding up while the

						learner is appointed as various posts in company.
19 UBI 4A5	ALLIED IV: Executive Business Communication	✓	✓	✓	✓	Known to write Letter Correspondence in Company, Bank and Insurance sectors.
19 UBI 4N3	Non-Major Elective: Commerce and Banking Practicals	✓	✓	✓	✓	Providing practical applications of knowledge in roles such as auditing, tax consulting, corporate finance, investment banking.
19 UBI 4N4	Recent Trends in Banking	✓	✓	✓	✓	To enhancing the knowledge in asset Manager, financial Risk Manager, Business Analyst, Internal Auditor, Credit Analyst, Loan Officer, Bank Teller, Foreign Exchange Trader.
20 UBI101	CORE I:Financial Accounting-I	✓	✓	✓	✓	Applying knowledge of Maintenance of Business Records, Preparation of Financial Statements, Comparison of Results, Decision Making, Evidence in Legal Matters, Helps in Taxation Matters.
20 UBI102	CORE II: Indian Banking System	✓	✓	✓	✓	Enhancing the knowledge for role of Investment Banker, Loans Executive, Merchant Banker, Credit Appraiser and Retail Banker in banks this subject will be helpful.

20 UBI1A1	ALLIED I: Business Economics	✓	✓	✓	✓	Application of Business Economics while the learner placed in organizations.
20 UBI203	CORE III: Financial Accounting-II	✓	✓	✓	✓	Applying the knowledge of Partnership Accounting and Fire Claims.
20 UBI204	CORE IV: Banking Law and Practice	✓	✓	✓	✓	Enhancing the knowledge of the learner working as Bank Manager.
20 UBI2A2	ALLIED II: Business Mathematics and Statistics	✓	✓	✓	✓	Applying mathematical and statistical knowledge while working in companies such as Data Interpreter, Market Researcher.

M. Jeeva
BoS Chairman

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[Signature]
Principal

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