

**List of Courses having focus on Local, National, Regional and Global Developmental needs
offered by the B.Com – Banking and Insurance – 2018-19**

B.COM – BANKING AND INSURANCE						
Programme: B.Com – Banking and Insurance					Year: 2019-19	
Course Code	Course Title	Need				Rationale
		Local	National	Regional	Global	
18 UBI 101	CORE I: Financial 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.
18 UBI 102	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.
18 UBI 1A1	ALLIED I: Business Economics	✓		✓		Application of Business Economics while the learner placed in organizations.
18 UBI 203	CORE III: Higher Financial Accounting	✓		✓	✓	Applying the knowledge of Partnership Accounting and Fire Claims

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18 UBI 204	CORE IV: Banking Law and Practice		✓	✓		Enhancing the knowledge of the learner working as Bank Manager.
18 UBI 2A2	ALLIED II: Business Mathematics and Statistics	✓	✓			Applying mathematical and statistical knowledge while working in companies such as Data Interpreter, Market Researcher.
17 UBI 305	CORE V: Corporate Accounting	✓	✓	✓		Enhancing the knowledge of learner while working in Joint Stock Company, Banking and Insurance Company.
17 UBI 306	CORE VI: Executive Business Communication	✓	✓	✓	✓	Provide the communication for business
17 UBI 307	CORE VII: Principles of Life Insurance		✓	✓		Enhancing the Knowledge of learner while working in Life Insurance Corporations as Administrative Officer, Development Officer, Insurance/Composite Agents, Insurance Surveyors, Actuaries, Insurance Underwriter.
17 UBI 308	CORE VIII: Business Law		✓	✓		Enhancing the learner while doing business contracts in self or in work places. Also to gain the companies rules and regulations for incorporations

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17 UBI 3A3	ALLIED III: Business Application Software & Information Security		✓		✓	Applying knowledge of Ms-Office and Network system while working in organizations such as Corporate Companies, Banks and Insurance sectors.
17 UBI 3A4	Programming Laboratory - I: MS Office	✓	✓	✓		Helps to complete the work in organization rapidly such as typing document, performing mathematical and statistical calculations and PowerPoint presentations in offices this programming paper will be useful.
17 UBI 409	CORE IX: Cost Accounting	✓	✓	✓		Applying the knowledge of cost accounting in working places particularly in manufacturing companies and make decision to make or buy situations. This paper will helpful to the students those who are appointed as cost accountant and cost manager.
17 UBI 410	CORE X: Principles of General Insurance	✓	✓	✓		Enhancing the Knowledge of learner while working in General

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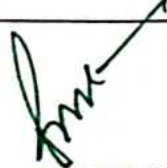


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						Insurance Corporations as Administrative Officer, Development Officer, Insurance/Composite Agents, Insurance Surveyors, Actuaries, Insurance Underwriter.
17 UBI 411	CORE XI: Marketing Management	✓	✓			Enhance the various marketing techniques and product mix and product line in various aspects
17 UBI 412	CORE XII: Company Law	✓	✓	✓		Acquiring the company related knowledge such as incorporation to winding up
17 UBI 4A5	ALLIED IV: Operations Research	✓				To enhance mathematical knowledge and mental ability.
16 UBI 513	COREXIII: Income Tax	✓	✓	✓		To apply the knowledge of income tax as the learner working in income tax consultant.
16 UBI 514	CORE XIV: International Banking	✓	✓	✓	✓	Enhancing knowledge in application of latest developments in banking and insurance fields by the learner in future worldwide

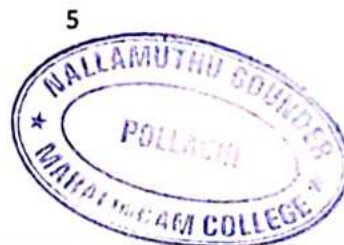

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16 UBI 515	CORE XV: Principles and Practices of Auditing	✓	✓	✓		Auditing is the most Required one for the leaner as they working in companies for the maintenance of various accounts book.
16 UBI 516	CORE XVI: Investment Management	✓	✓	✓		This course 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.
16 UBI 517	CORE XVII: Institutional Training	✓	✓	✓		To get the practical knowledge on commercial, banking and insurance industries.
16 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.
16 UBI 619	CORE XVIII: Management Accounting	✓	✓	✓		Useful for the persons appointed as management accountant.
16 UBI 620	CORE XIX: Financial Innovations		✓			Enhancing knowledge in application of latest

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	in Banking and Insurance					developments in banking and insurance fields by the learner in future
16 UBI 621	CORE XX: Programming Laboratory - II Tally	✓	✓	✓		Applying the knowledge of banking in organisations, banking and insurance sectors.
16 UBI 622	CORE XXI: Commerce, Banking and Insurance Practicals		✓	✓		Enabling the students in filling various banking and Insurance forms.
16 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
16 UBI 624	Elective - III: Financial Markets and Institutions	✓	✓	✓		Helpful while the Learner is working in stock market operations and companies.

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