

Academic Session 2019-20**Semester: Odd****Department: Commerce****Lesson Plan form 16th July to 15th August 2019**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com 1 Business Communication Skills	Introduction: Basics of communication, Seven C's of effective communication, barriers to communication, ethical context of communication.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Share Capital: Meaning, types, Accounting Treatment of issue, forfeiture and reissue of Share; Buy- back of equity shares & Sweat shares; Redemption of preference share; Issue of Bonus Share.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Accounting for Management	Management Accounting: Nature and Scope of Management Accounting:	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Entrepreneurship and Small Scale Business	Entrepreneur-Entrepreneurship-Enterprise: Conceptual issues. (Unit-1)	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Odd****Department: Commerce****Lesson Plan from 16th August to 15th September 2019**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com I Business Communication Skills	Business Communication at workplace: Letter writing- component, layout and process, E- mail communication, bad news messages, persuasive written communication, memos, notice, agenda and minutes of meeting.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Debenture: Meaning, Types. Issue and Redemption of Debentures.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Accounting for Management	Analysis and Interpretation of Financial Statements	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Entrepreneurship and Small Scale Business	Opportunity scouting and idea generation (Unit-2)	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Odd****Department: Commerce****Lesson Plan form 16th September to 15th October 2019**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com 1 Business Communication Skills	Report Writing: Types of business reports, structure of reports, short reports, long reports, abstracts and summaries, proposals.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Valuation of Goodwill: Meaning, objectives, determinates and main methods. Valuation of Shares: Meaning, objectives, determinates and main methods.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Accounting for Management	Cash Flow Statement : Meaning, objectives, limitations and accounting procedure; Financial planning	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Entrepreneurship and Small Scale Business	Managerial roles and functions in a small business (Unit-3)	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20

Semester: Odd

Department: Commerce

Lesson Plan form 16th October to 15th November 2019

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com I Business Communication Skills	Communication Skills: Reading skills, listening skills, note making, persuasive speaking. Body language, Gestures	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Profit or loss before and after incorporation. Final accounts of companies.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Accounting for Management	Capital Budgeting : Meaning, nature, need, importance, appraisal methods, capital rationing.	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Entrepreneurship and Small Scale Business	Issues in small business marketing (Unit-4)	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Even****Department: Commerce****Lesson Plan for the Month of January 2020**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com I Business Environment	Business Environment: concept; components and importance; SWOT Analysis	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Internal Reconstruction; External Reconstruction in the nature of merger and purchase.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Financial Management	Nature of Financial Management	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Goods and Services Tax (GST) & Customs Law	Introduction:- Salient feature of GST, Benefit of GST, Constitutional Framework of Goods and Services tax, concept of GST; Important definitions; Supply under GST:- Meaning and scope of supply including composite and mixed supply ; levy and collection including reverse charge mechanism, Tax on electronic commerce operator (ECO); Exemption from GST	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Even****Department: Commerce****Lesson Plan for the Month of February 2020**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com 1 Business Environment	Economic Trends (overview): income; savings and investment; industry; Trade and balance of payments.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Liquidation of a company ; Financial reporting for financial institutions.	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Financial Management	Working Capital Management	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Goods and Services Tax (GST) & Customs Law	Place of Supply:- Time of Supply of goods and services; Value of supply Apportionment of credit and blocked credit, Reversal of ITC on switching to composition levy or exit from tax-paying status, Transfer of ITC on account of change in constitution of registered person, Input service distributors;	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Even****Department: Commerce****Lesson Plan for the Month of March 2020**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com 1 Business Environment	Problems of Growth: Unemployment, regional imbalances, inflation, parallel economy and industrial sickness	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Final Accounts of Banking Companies	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Financial Management	Cost of capital	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Goods and Services Tax (GST) & Customs Law	Registration; Issue of invoices:- tax invoice, revised tax invoice, credit note, debit note, bill of supply, receipt voucher, refund voucher, payment voucher, invoices in special cases. ; E-way bill; Payment of Taxes; Returns; Job work; Provision of TDS and TCS; Record keeping, Assessment	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Even****Department: Commerce****Lesson Plan for the Month of April 2020**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Namita	B. Com 1 Business Environment	Role of Govt. in Indian Economy: Monetary and Fiscal Policy; Industrial Policy; Privatization.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Corporate Accounting-I	Accounts of Holding Companies	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Financial Management	Capital structure theory and policy Dividend Theory and Policy	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Goods and Services Tax (GST) & Customs Law	Customs duty: Important definitions, types, importance, documents required for import and export procedure: Export Promotion Scheme.	Group Discussion Presentation through Ppts	Test

Academic Session 2019-20**Semester: Even****Department: Commerce****Lesson Plan for the Month of January 2020**

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Parmila	B. Com I Business Management	Staffing	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Business Statistics	Index Numbers	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Cost Accounting	Process Costing	Quiz Contest Question Answer Session	Test of theory & numerical questions
4		B.Com III Taxation Law	Computation of Total Income and Tax Liability of Individuals Rebate & Relief of Tax Filling & Filing of Return (ITR-I & II)	Group Discussion Presentation through Ppts Practice of Online Filling & Filing of Return (ITR-1 & II)	Test of theory & numerical questions

Lesson Plan for the Month of February 2020

S.No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/Tests to be given to the students
1	Dr. Parmila	B. Com 1 Business Management	Motivation & Leadership	Group Discussion	Test of theoretical questions
2		B.Com II Business Statistics	Time Series Analysis	Power Point Presentation Quiz Contest	Test of theory & numerical questions
3		B.Com III Taxation Law	Assessment of HUF Assessment of Firms & Association of Persons	Discussion on Current Affairs Group Discussion	Test of theory & numerical questions
4		B.Com III Cost Accounting	Contract Costing	Presentation through Ppts	Test of theory & numerical questions

Lesson Plan for the Month of March 2020

S.No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/Tests to be given to the students
1	Dr. Parmila	B. Com 1 Business Management	➤ Communication & Control	Group Discussion	Test of theoretical questions
2		B.Com II Business Statistics	➤ Probability	Quiz Contest	Test of theory & numerical questions
3		B.Com III Taxation Law	<ul style="list-style-type: none"> ➤ Advance Payment of Tax ➤ Income Tax Authorities & their Powers ➤ Assessment Procedure 	Seminars Group Discussion	Test of theory & numerical questions
4		B.Com III Cost Accounting	<ul style="list-style-type: none"> ➤ Budgetary Control ➤ Standard Costing 	Presentation through Ppts	Test of theory & numerical questions

Lesson Plan for the Month of April 2020

S.No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/Tests to be given to the students
1	Dr. Parmila	B. Com I Business Management	Management of Change	Group Discussion Revision	Test of theoretical questions Assignments
2		B.Com II Business Statistics	Probability Distributions- Binomial, Poisson, Normal	Power Point Presentation Revision	Test of theory & numerical questions Assignments
3		B.Com III Taxation Law	Recovery & Refund of Tax Appeals & Revision Penalties Offences & Prosecutions	Seminars Group Discussion Revision	Test of theory & numerical questions Assignments
4		B.Com III Cost Accounting	Marginal Costing & Profit Planning	Revision	Test of theory & numerical questions Assignments

Academic Session 2019-20
Semester: Odd
Department: Commerce
Lesson Plan for the Month of 16th July to 15th August 2020

S. No	Name of the Assistant Professor	Class & Subject	Topics to be covered	Academic activity to be organised	Topic of Assignments/ Tests to be given to the students
1	Dr. Parmila	B. Com I Business Management	Business: concept, nature and spectrum of business activities, business system, business objectives.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Business Statistics	Introduction of Statistics Statistical Data Presentation of data	Power Point Presentation Question Answer Session	Test of theory & numerical questions
3		B.Com III Cost Accounting	Cost Accounting & Material Control	Quiz Contest Revision of Exercises	Test of theory & numerical questions
4		B.Com III Taxation Law	Income Tax: An introduction and Important Definitions, Agriculture Income, Residential status and incidence of Tax Liability, Exempted incomes.	Group Discussion Presentation through Ppts	Test of theory & numerical questions

Academic Session 2019-20
Semester: Odd
Department: Commerce
Lesson Plan for the Month of 16th August to 15th September 2020

1	Dr. Parmila	B. Com I Business Management	Management: Introduction, concept, nature, process and significance; Development of Management Thought; Classical and Neo-Classical systems, Contingency approaches.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Business Statistics	Central Tendency and Partition values Dispersion	Power Point Presentation Revision of Exercises	Test of theory & numerical questions
3		B.Com III Cost Accounting	Labour Cost Control	Quiz Contest Question Answer Session Revision of Exercises	Test of theory & numerical questions
4		B.Com III Taxation Law	Income from Salaries (including retirement benefits); Income from House property	Group Discussion Presentation through Ppts	Test of theory & numerical questions

Academic Session 2019-20
Semester: Odd
Department: Commerce
Lesson Plan for the Month of 16th September to 15th October 2020

1	Dr. Parmila	B. Com I Business Management	Planning: concept, types and process, Decision Making: concept and process, Management by Objectives, Corporate Planning and Strategic Formulation.	Group Discussion Interactive Session	Test of theoretical questions
2		B.Com II Business Statistics	Moments, Skewness and Kurtosis Sheppard's Corrections for Moments. Concept of symmetrical distribution and skewness, measures and Co- efficient of skewness, Concept of Kurtosis and its measures.	Revision of Exercises Power Point Presentation	Test of theory & numerical questions
3		B.Com III Cost Accounting	Overheads : Meaning and Types. Collection, Classification; Allocation, Apportionment and Absorption of Overheads – Main methods.	Revision of Exercises	Test of theory & numerical questions
4		B.Com III Taxation Law	Profits and Gains from Business or Profession; Depreciation; Capital Gains.	Group Discussion	Test of theory & numerical questions

Academic Session 2019-20
Semester: Odd
Department: Commerce
Lesson Plan for the Month of 16th October to 15th November 2020

1	Dr. Parmila	B. Com I Business Management	Organizing: concept, nature, process and significance; Authority and Responsibility relationship; Centralization and Decentralization; Departmentation; Firms of Organizing structure.	Group Discussion Quiz Contest	Test of theoretical questions Assignments
2		B.Com II Business Statistics	Analysis of Bivariate data:	Power Point Presentation Question Answer Session	Test of theory & numerical questions Assignments
3		B.Com III Cost Accounting	Unit and output costing Reconciliation of cost and financial accounts	Revision of Exercises	Test of theory & numerical questions Assignments
4		B.Com III Taxation Law	Income from other sources, clubbing of incomes & aggregation of incomes, set off and carry forward of losses, Deductions to be made in computing total income.	Group Discussion Presentation through Ppts	Test of theory & numerical questions Assignments

KANYA MAHA VIDYALAYA, KHARKHODA

Lesson Plan **(ODD SEMESTER)** **(16th July 2019 to 18th Nov. 2019)**

Class:- B.Com- 2nd Year (3rd Sem.)

Subject:- Human Resource Management

Name of Teacher:- Aakansha Dahiya

Sr. NO	Date	Topics Covered
1.	16/07/2019	Introduction to HRM
2.	17/07/2019	Definition, Objectives & Scope of HRM
3.	18/07/2019	Functions of HRM
4.	19/07/2019	Test
5.	20/07/2019	Qualification and Qualities of HR Manager
6.	21/07/2019	SUNDAY
7.	22/07/2019	Evolution of HRM
8.	23/07/2019	Growth of HRM
9.	24/07/2019	Test
10	25/07/2019	Recruitment- Meaning and Steps in Recruitment Policy
11	26/07/2019	Sources and Modes of Recruitment
12	27/07/2019	Factors affecting Recruitment
13	28/07/2019	SUNDAY
14	29/07/2019	Test
15.	30/07/2019	Selection- Meaning and Essentials of Selection Procedure
16.	31/07/2019	Stages in Selection Procedure
17.	01/08/2019	Test
18.	02/08/2019	Training- Concept and Need
19.	03/08/2019	Importance of Training
20.	04/08/2019	SUNDAY
21.	05/08/2019	Methods of Training

22	06/08/2019	Test
23	07/08/2019	Principles of Training
24	08/08/2019	Evaluation of Training Programme in India
25	09/08/2019	Revision
26	10/08/2019	Test
27	11/08/2019	Sunday
28	12/08/2019	Eid-ul-zuha
29	13/08/2019	Wages- Meaning and objectives
30	14/08/2019	Theories of wages
31	15/08/2019	Methods of Wage Programme
32	16/08/2019	Revision
33	17/08/2019	Test
34	18/08/2019	Sunday
35	19/08/2019	Concept of Wages
36	20/08/2019	Factors determining wage structure of an organisation
37	21/08/2019	Essentials of satisfactory wage policy
38	22/08/2019	Revision
39	23/08/2019	Revision
40	24/08/2019	Janamashtmi
41	25/08/2019	Sunday
42	26/08/2019	Test
43	27/08/2019	Wage Incentives- Concept and Need
44	28/08/2019	Importance of Incentives
45	29/08/2019	Special Incentives
46	30/08/2019	Essentials of Ideal Incentives System
47	31/08/2019	Revision
48	01/09/2019	Sunday
49	02/09/2019	Test
50	03/09/2019	Presentations

51	04/09/2019	Industrial Relations- Concept and Importance
52	05/09/2019	Objectives of industrial relations
53	06/09/2019	Contents of industrial relations
55	07/09/2019	Presentations
56	08/09/2019	Sunday
57	09/09/2019	Participants of Industrial relation
58	10/09/2019	Recruitment of good Industrial relation Programme.
59	11/09/2019	Revision
60	12/09/2019	Test
61	13/09/2019	Presentations
62	14/09/2019	Presentations
63	15/09/2019	Sunday
64	16/09/2019	Industrial Unrest: - Meaning, Forms
65	17/09/2019	Causes of industrial disputes
66	18/09/2019	Presentations
67	19/09/2019	Presentations
68	20/09/2019	Impact of Industrial unrest on the Economy
69	21/09/2019	Revision
70	22/09/2019	Sunday
71	23/09/2019	Shahidi diwas
72	24/09/2019	Test
73	25/09/2019	Assignment
74	26/09/2019	Presentations
75	27/09/2019	Assignment
76	28/09/2019	Presentations
77	29/09/2019	SUNDAY
78	30/09/2019	Assignment
79	01/10/2019	preventive and curative methods
80	02/10/2019	Presentations

81	03/10/2019	Revision
82	04/10/2019	Revision
83	05/10/2019	Test
84	06/10/2019	Sunday
85	07/10/2019	Agencies for Reconciliation of Industrial unres
86	08/10/2019	DUSHERA
87	09/10/2019	Presentations
88	10/10/2019	Revision
89	11/10/2019	Assignment
90	12/10/2019	Revision
91	13/10/2019	SUNDAY
92	14/10/2019	Assignment
93	15/10/2019	Revision
94	16/10/2019	Test
95	17/10/2019	Revision
96	18/10/2019	Assignment
97	19/10/2019	Revision and Problems
98	20/10/2019	SUNDAY
99	21/10/2019	Test
100	22/10/2019	Revision
101	23/10/2019	Revision
102	24/10/2019	Diwali Break
103	25/10/2019	Diwali break
104	26/10/2019	Diwali break
105	27/10/2019	Sunday
106	28/10/2019	Diwali break
107	29/10/2019	Diwali break
108	30/10/2019	Diwali break
109	31/10/2019	Revision

110	01/11/2019	Haryana day
111	02/11/2019	Test
112	03/11/2019	Sunday
113	04/11/2019	Assignment
114	05/11/2019	Presentations
115	06/11/2019	Presentations
116	07/11/2019	Revision
117	08/11/2019	Test
118	09/11/2019	Unit Test
119	10/11/2019	Sunday
120	11/11/2019	Presentations
121	12/11/2019	Guru nanak jyanti
122	13/11/2019	Unit Test
123	14/11/2019	Unit Text
124	15/11/2019	Test
125	16/11/2019	Unit Test
126	17/11/2019	Sunday
127	18/11/2019	Problems

Lesson Plan

(16th July 2019 to 18th Nov. 2019)

Class: - M.Com- Final Year (3rd Sem.)
Accounting

Subject:- Advanced Cost
Name of Teacher:- Aakansha Dahiya

Sr. NO	Date	Topics Covered
1.	16/07/2019	Introduction to Inventory system
2.	17/07/2019	ABC analysis
3.	18/07/2019	VED analysis

4.	19/07/2019	Test
5.	20/07/2019	JIT, aims and objectives of JIT
6.	21/07/2019	SUNDAY
7.	22/07/2019	Methodology in implementation of JIT
8.	23/07/2019	Impact of JIT on Production Price. JIT's effect on costing system
9.	24/07/2019	Test
10	25/07/2019	Material Requirement Planning (MRP-I), aims, methodology
11	26/07/2019	methods of Operations
12	27/07/2019	Requirement for Implementation of MRPI
13	28/07/2019	SUNDAY
14	29/07/2019	MRPI and Inventory Management
15.	30/07/2019	Zero Inventory system
16.	31/07/2019	Doubts and Problems Session
17.	01/08/2019	Test
18.	02/08/2019	Manufacturing resource planning (MRP II), Evolution
19.	03/08/2019	essential elements
20.	04/08/2019	SUNDAY
21.	05/08/2019	Enterprise resource planning (ERP)
22	06/08/2019	Test
23	07/08/2019	Lean Accounting
24	08/08/2019	Back flush Costing
25	09/08/2019	Conditions for adopting Back flush Costing
26	10/08/2019	different types of back flush Costing
27	11/08/2019	Sunday
28	12/08/2019	Eid-ul-zuha
29	13/08/2019	Revision
30	14/08/2019	Test
31	15/08/2019	Accounting for Variances
32	16/08/2019	disposition of variances

33	17/08/2019	difficulties in backflus costing
34	18/08/2019	Sunday
35	19/08/2019	backflus costing in JIT system.
36	20/08/2019	Revision
37	21/08/2019	Test
38	22/08/2019	Introduction to Process Costing
39	23/08/2019	Work in Progress
40	24/08/2019	Janamashtmi
41	25/08/2019	Sunday
42	26/08/2019	Inter process Profits
43	27/08/2019	Revision and Problems
44	28/08/2019	by Products and Joint Products
45	29/08/2019	Practical Problems
46	30/08/2019	Practical Problems
47	31/08/2019	Revision
48	01/09/2019	Sunday
49	02/09/2019	Doubts Clearing Session
50	03/09/2019	Test
51	04/09/2019	Uniform costing, Concept, Scope
52	05/09/2019	Need for Uniform Costing
53	06/09/2019	Presentations
55	07/09/2019	Revision
56	08/09/2019	Sunday
57	09/09/2019	Test
58	10/09/2019	Inter firm comparison
59	11/09/2019	Need for Inter Firm Comparison
60	12/09/2019	Requirements of an Inter firm Comparison scheme
61	13/09/2019	Presentations
62	14/09/2019	Presentations

63	15/09/2019	Sunday
64	16/09/2019	Types of Comparison
65	17/09/2019	Revision
66	18/09/2019	Presentations
67	19/09/2019	Test
68	20/09/2019	Cost records
69	21/09/2019	Presentations
70	22/09/2019	Sunday
71	23/09/2019	Shahidi diwas
72	24/09/2019	Integral system
73	25/09/2019	preparation of accounts under integral system
74	26/09/2019	Practical Problems
75	27/09/2019	Assignment
76	28/09/2019	Presentations
77	29/09/2019	SUNDAY
78	30/09/2019	Doubts Clearing Session
79	01/10/2019	Test
80	02/10/2019	Non-integral system
81	03/10/2019	preparation of accounts under non-integral system.
82	04/10/2019	Practical Problems
83	05/10/2019	Practical Problems
84	06/10/2019	Sunday
85	07/10/2019	Revision
86	08/10/2019	DUSHERA
87	09/10/2019	Test
88	10/10/2019	Presentations
89	11/10/2019	Assignment
90	12/10/2019	Revision
91	13/10/2019	SUNDAY

92	14/10/2019	Test
93	15/10/2019	Benefits and limitations of integral System
94	16/10/2019	Presentations
95	17/10/2019	Revision
96	18/10/2019	Assignment
97	19/10/2019	Revision and Problems
98	20/10/2019	SUNDAY
99	21/10/2019	Test
100	22/10/2019	Benefits and limitations of non-integral systems
101	23/10/2019	Presentations
102	24/10/2019	Diwali Break
103	25/10/2019	Diwali break
104	26/10/2019	Diwali break
105	27/10/2019	Sunday
106	28/10/2019	Diwali break
107	29/10/2019	Diwali break
108	30/10/2019	Diwali break
109	31/10/2019	Revision
110	01/11/2019	Haryana day
111	02/11/2019	Test
112	03/11/2019	Sunday
113	04/11/2019	Assignment
114	05/11/2019	Presentations
115	06/11/2019	Presentations
116	07/11/2019	Revision
117	08/11/2019	Test
118	09/11/2019	Unit Test
119	10/11/2019	Sunday
120	11/11/2019	Presentations

121	12/11/2019	Guru nanak jyanti
122	13/11/2019	Unit Test
123	14/11/2019	Unit Text
124	15/11/2019	Test
125	16/11/2019	Unit Test
126	17/11/2019	Sunday
127	18/11/2019	Problems

Lesson Plan

(16th July 2019 to 18th Nov. 2019)

Class: - M.Com- Final Year (3rd Sem.)

Subject:- Fundamentals of

Marketing **Name of Teacher:-** Aakansha Dahiya

Sr. NO	Date	Topics Covered
1.	16/07/2019	Introduction to Marketing
2.	17/07/2019	Nature and scope of marketing
3.	18/07/2019	corporate orientation towards marketplace
4.	19/07/2019	Test
5.	20/07/2019	building customer value and satisfaction;
6.	21/07/2019	SUNDAY
7.	22/07/2019	delivering customer value and satisfaction;
8.	23/07/2019	retaining customers
9.	24/07/2019	marketing environment
10	25/07/2019	marketing environment
11	26/07/2019	Revision
12	27/07/2019	Test
13	28/07/2019	SUNDAY
14	29/07/2019	Analyzing consumer markets
15.	30/07/2019	Analyzing buyer behaviou
16.	31/07/2019	market segmentation

17.	01/08/2019	Revision
18.	02/08/2019	Test
19.	03/08/2019	positioning
20.	04/08/2019	SUNDAY
21.	05/08/2019	targeting
22	06/08/2019	tools of product differentiation
23	07/08/2019	marketing strategies
24	08/08/2019	marketing strategies in the differentstage of the product life cycle
25	09/08/2019	Revision
26	10/08/2019	Test
27	11/08/2019	Sunday
28	12/08/2019	Eid-ul-zuha
29	13/08/2019	Revision
30	14/08/2019	Presentations
31	15/08/2019	New product development process
32	16/08/2019	product mix decisions
33	17/08/2019	product line decisions
34	18/08/2019	Sunday
35	19/08/2019	Presentations
36	20/08/2019	Revision
37	21/08/2019	Test
38	22/08/2019	branding decisions;
39	23/08/2019	pricing strategies
40	24/08/2019	Janamashtmi
41	25/08/2019	Sunday
42	26/08/2019	pricing methods
43	27/08/2019	Revision
44	28/08/2019	Test
45	29/08/2019	Presentations

46	30/08/2019	managing marketing channels
47	31/08/2019	Types of marketing channels
48	01/09/2019	Sunday
49	02/09/2019	Wholesaling
50	03/09/2019	retailing
51	04/09/2019	Presentations
52	05/09/2019	Revision
53	06/09/2019	Presentations
55	07/09/2019	Test
56	08/09/2019	Sunday
57	09/09/2019	Introduction to Promotion Mix
58	10/09/2019	Advertising
59	11/09/2019	Types of Advertising Media
60	12/09/2019	sales promotion
61	13/09/2019	Types of sales promotion
62	14/09/2019	Presentations
63	15/09/2019	Sunday
64	16/09/2019	Presentations
65	17/09/2019	Revision
66	18/09/2019	Test
67	19/09/2019	public relations
68	20/09/2019	personal selling
69	21/09/2019	Presentations
70	22/09/2019	Sunday
71	23/09/2019	Shahidi diwas
72	24/09/2019	Revision
73	25/09/2019	Test
74	26/09/2019	Presentations
75	27/09/2019	Assignment

76	28/09/2019	Presentations
77	29/09/2019	SUNDAY
78	30/09/2019	evaluation of marketing effort
79	01/10/2019	control of marketing effort
80	02/10/2019	Presentations
81	03/10/2019	Presentations.
82	04/10/2019	Revision
83	05/10/2019	Test
84	06/10/2019	Sunday
85	07/10/2019	Revision
86	08/10/2019	DUSHERA
87	09/10/2019	web marketing
88	10/10/2019	Presentations
89	11/10/2019	Assignment
90	12/10/2019	Revision
91	13/10/2019	SUNDAY
92	14/10/2019	Test
93	15/10/2019	green marketing
94	16/10/2019	Presentations
95	17/10/2019	Revision
96	18/10/2019	Assignment
97	19/10/2019	Revision and Problems
98	20/10/2019	SUNDAY
99	21/10/2019	Test
100	22/10/2019	Revision and Problems
101	23/10/2019	Presentations
102	24/10/2019	Diwali Break
103	25/10/2019	Diwali break
104	26/10/2019	Diwali break

105	27/10/2019	Sunday
106	28/10/2019	Diwali break
107	29/10/2019	Diwali break
108	30/10/2019	Diwali break
109	31/10/2019	Revision
110	01/11/2019	Haryana day
111	02/11/2019	Test
112	03/11/2019	Sunday
113	04/11/2019	Assignment
114	05/11/2019	Presentations
115	06/11/2019	Presentations
116	07/11/2019	Revision
117	08/11/2019	Test
118	09/11/2019	Unit Test
119	10/11/2019	Sunday
120	11/11/2019	Presentations
121	12/11/2019	Guru nanak jyanti
122	13/11/2019	Unit Test
123	14/11/2019	Unit Text
124	15/11/2019	Test
125	16/11/2019	Unit Test
126	17/11/2019	Sunday
127	18/11/2019	Problems

KANYA MAHA VIDYALAYA, KHARKHODA

Lesson Plan

(EVEN SEMESTERS)

(16th July 2019 to 15th August 2019)

Name of Teacher:- Aakansha Dahiya

S. NO.	CLASS & SUBJECT	TOPICS TO BE COVERED	ACADEMIC ACTIVITY TO BE ORGANISED	ASSIGNMENT S/TESTS TO BE GIVEN TO THE STUDENTS
1	M.Com (Previous Year) Management Accounting Paper	Management Accounting- An Introduction: Nature & Scope, Financial Accounting vs. Cost Accounting vs. Management Accounting; Functions, Techniques, Principles; Scope; Utility; Limitations; Essentials for Success. Management Accountant: Position, Role and Responsibility	Quiz contest, Question-Answer session	Test of Theoretical Questions
2	M.Com (Final Year) International Marketing	Introduction to International Marketing: Nature and significance; Complexities in international marketing ; Transition from domestic to transnational marketing; International market orientation – EPRG framework; International market entry strategies. International Marketing Environment	Group Discussion	Test
3	M.Com (Final Year) International Business Environment	International Business and Environment: Meaning, Nature, significance, dimensions, types Level of International Business and its Environment; Business Environment and strategic decisions	Interactive Session	Presentations

Lesson Plan

(EVEN SEMESTERS)

(16th August 2019 to 15th September 2019)

Name of Teacher:- Aakansha Dahiya

S. No.	Class & Subject	Topics to be covered	Academic activity to be organised	Assignments/Tests to be given to the students
1	M.Com (Previous Year) Management Accounting	Budgetary Control: Classification of the Budgets; Preparation of different types of Budgets, Performance Budget and Zero-Base Budgeting. Lease Financing – Lease or buy decision; Evaluation of Lease methods	Group Discussion	Test of Theoretical & Practical Questions
2	M.Com (Final Year) International Marketing	Foreign Market Selection: Global market segmentation; Selection of foreign markets; international positioning. International Marketing Planning, Organising and Control: Issues in international marketing planning; International marketing information system; Organising and controlling International marketing operations. Emerging Issues and developments in international marketing	Presentation	Test of Theoretical Questions
3	M.Com (Final Year) International Business Environment	International Economic Cooperation and Agreements; Regional Economic Integration (Trade Blocks); Integration, Customs-Union, European Union, Indo-Eu Trade, Euro, south – south cooperation (SAARC, SAPTA, Indo-Lanka Free Trade Agreements, NAFTA. International commodity Agreements; Generalised and Global systems of Trade Preferences (GSP & GSTP); International Trade and Investment Theories.	Group Discussions	Assignment

Lesson Plan

(EVEN SEMESTERS)

(16th September 2019 to 15th October 2019)

Name of Teacher:- Aakansha Dahiya

S. No.	Class & Subject	Topics to be covered	Academic activity to be organised	Assignments/Tests to be given to the students
1	M.Com (Previous Year) Management Accounting	Contemporary issues in Management-Accounting: Value Chain analysis; Activity Based Accounting; Quality Costing; Target and LifeCycle Costing	Presentation s	Test
2	M.Com (Final Year) International Marketing	Product Decisions: Product planning for global markets; Standardization vs. product adaptation; New product development; Management of international brands; Packaging and labeling; Provision of sales related services. Pricing Decisions: Environmental influences on pricing decisions; International pricing policies and strategies	Presentation s	Assignment
3	M.Com (Final Year) International Business Environment	International Economic Institutions: IMF, WB, ADB, UNCTAD, IMODO and WTO Multi-Fibre Arrangement (MFA); International Trade and Payments (Protectionism, Barriers: Tariff & Non-Tariff); State-Trading, Foreign-Trade Policy; Global Sourcing, BOPs, BOT and Indian scene.	Question-Answer Session	Test

Lesson Plan

(EVEN SEMESTERS)

(16th October 2019 to 18th November 2019)

Name of Teacher:- Aakansha Dahiya

S. No.	Class & Subject	Topics to be covered	Academic activity to be organised	Assignments/Tests to be given to the students
1	M.Com (Previous Year) Management Accounting	Decisions Involving Alternate Choices: Cost Concepts Associated with Decision-making; Evaluation Process; Specific Management Decisions – Make or buy; Expand or buy; Expand or Contract; Change vs. Status Quo; Retain or Replace; Exploring New Markets; Optimum Product Mix; Adding and Dropping a Product.	Doubt clearing session	Test of Theoretical & Practical Questions
2	M.Com (Final Year) International Marketing	Promotion Decisions: Complexities and issues; International advertising, personal selling, sales promotion and public relations	Group Discussion	Test
3	M.Com (Final Year) International Business Environment	Foreign Exchange Market: Types of Exchange Rates, Participation in Foreign Exchange Market, types of foreign Exchange Market, ER Quotas. Determination of Foreign Exchange Rates; Futures, Options and Swap-Operations, Arbitrage, convertibility of Rupee. ER-Arrangements in India.	Interactive Session	Assignment

Academic Session 2019-20

Semester: Even

Department: Commerce

Lesson Plan for the Month of January to April 2020

Assistant professor- Anita rani

Class-B.com 4th semester

MONTH	PAPER – MARKETING MANAGEMENT	ACTIVITY
JANUARY	Introduction: - Nature, Scope, Importance of marketing; Marketing concepts- Traditional and Modern. Market Segmentation: - Concept, Importance and basis of market segmentation.	RIVISION AND TEST
FEBRUARY	Consumer Behavior: - Nature, Scope, Importance, Factors affecting buyer behavior. Product Planning and Development: - Importance and scope of product Planning in marketing; Stages of New product development. Product Lifecycle: - Stages of Product life cycle; factors affecting product life cycle.	PRESENTATION BY STUDENT
MARCH	Branding and Trademark: - Difference between brand and trademark; advantages and criticism of branding; types of branding; Brand Polices and Strategies. Pricing: - Meaning; Importance, Factors affecting pricing, pricing objectives, Types of price policy and pricing strategies.	PPT and test
APRIL	Advertising: - Concept; Importance and criticism of advertising; Media of advertising; Evaluating advertising effectiveness. Sales Promotion: - Importance, Methods, Functions and Publicity.	Assignment and tes

Academic Session 2019-20
Semester: Even
Department: Commerce
Lesson Plan for the Month of January to April 2020
Name of Assistant professor –Anita Rani
Class –M.com 4th semester
Paper –Business Research

JANUARY	Introduction to Business Research: Defining Research; Types of Research-Basic and Applied Research; Process of Research; Features of a Good Research Study; Research Applications in Business Decisions. Formulation of the Research Problem and Development of the Research Hypotheses: Problem Identification and definition; Process of Problem Identification; Developing a research proposal; Formulation of the Research Hypotheses	Revision and test
February	Research Design: The Nature of Research Designs; Process of Formulation of Research Design; Classification of Research Designs: Exploratory, Two-tiered, Experimental and Descriptive Research Design for Hypothesis Testing or Experimental Research Studies: Concept and Classification of Experimental Designs; Validity in Experimentation; Factors affecting Internal Validity of Experiment; Factors affecting External Validity of Experiment; Methods to Control Extraneous Variables and Environments of Conducting Experiments.	PPT and test
March	Data Collection Methods: Classification of Data; Research Applications of Secondary and Primary Data; Secondary data sources and usage; Online data sources; Qualitative Method of Data Collection: observation method, Content Analysis, Focus Group Method, Personal Interview Method and Projective Techniques; Primary data collection methods- questioning techniques, online surveys; Questionnaire Design Procedure. Sampling Plan: Universe, Sample vs Census; Sample Frame and Sampling Unit; Sampling Design; Sampling Techniques; Sample size Determination; Sampling and Non- Sampling Errors.	Revision and test
April	Report Writing : Meaning, Functions and Types of Research Report, Steps of Planning Report Writing, Research Report Structure, Principles of Writing, Guidelines for Effective Documentation, Writing and Typing the Report, Research Briefings: Oral Presentation. Presentation of Results: Descriptive Presentation, Graphic Presentation, Diagrams, Pictures and Maps, Tabular Presentation, Difficulties in Presentation.	Assignment and test

Academic Session 2019-20

Semester: Even

Department: Commerce

Lesson Plan for the Month of January to April 2020

Assistant professor- Anita rani

Class-M.Com 2nd semester

Month	Paper-Organizational Behavior	ACTIVITY
JANUARY	Organizational Behavior: concept and significance; Relationship to other fields ;OB Model, ethics and ethical Organizational Behavior: concept and significance; Relationship to organizations. Learning: meaning and definition, process, theories of learning, OB in learning	RIVISION AND TEST
FEBRUARY	Attitude: meaning and definition, components, functions, formation, changing of attitude, prejudice and attitude. Personality: meaning and definition, the big five personality model, the Myers-Briggs Type Indicator, additional work related aspects of personality.	RIVISION AND INTERACTION
MARCH	Perception: meaning and definition, process, factors influencing perception, perceptual errors or distortions. Group Dynamics and Team Development: Group dynamics- definition and importance, types of groups, group formation, group development, group performance factors, group norms, group status, group size, cohesiveness, social loafing. Team: types, team composition factors, team development.	TEST and presentation
APRIL	Organizational Conflict: Dynamics and management; sources, patterns, levels, and types of conflict; Traditional and modern approaches to conflict; Functional and dysfunctional organizational conflicts; Resolution of conflict. Organizational development: Concept; Need for change, resistance to change; Theories of planned change; organizational diagnosis; OD intervention.	Assignment and test

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Business Regulatory Framework

Session: 2018-19

Class : B.com 3rd & 4th semester

Sr. No.	Month	Topics
1	July	Indian Contract Act: Valid Contract and its elements; Void and Voidable agreements; Void and illegal agreements; Offer and acceptance
2	August	Contractual Capacity of parties; Free consent of parties; Lawful consideration and object; Agreements expressly declared as void . Contingent Contracts: Quasi contracts; Discharge of Contract: Methods of discharge of contracts
3	September	Consequences of breach of contracts. Contract of Indemnity and Guarantee: Elements of contract of indemnity; Rights of Indemnity holder and Indemnifier. Guarantee: Features of Contract of guarantee; Rights and Liabilities of surety; Discharge of surety; Difference between contract of indemnity and guarantee.
4	October	Contract of Bailment and Pledge: Meaning; Types of Bailment, Termination of Bailment, Duties and rights of bailor and bailee. Essentials of Pledge, Who May pledge, Rights and Duties of pawnor and pawnee. Consumer Protection Act 1986 : Salient features of consumer protection Act; Rights of consumers; Consumer protection councils; consumer disputes redressal machinery
5	November	Revision : oral and written tests Assignment House Examination
6	December	Semester examination and winter break
7	January	Indian Partnership Act : Nature of partnership firm; test of partnership ; duties and rights of partners ; Relations of partners to third parties; position of minor in partnership; Reconstitution of a partnership firm; Registration of firm
8	February	Dissolution of firm: Modes of dissolution; Consequences of dissolution of firm, settlement of accounts after dissolution. RTI- Salient features, rights and Importance.
9	March	Negotiable Instrument Act: Negotiable Instrument –an Introduction Promissory notes; bills of Exchange; Cheques, Parties to Negotiable Instruments; Discharge of parties from liability; Dishonour of negotiable Instruments. Instruments; Presentment of negotiable Instrument; Negotiation.
10	April	Sales of Goods Act: Introduction ; Formation of contract of Sale of Goods; Conditions and warranties; Transfer of property or ownership; Performance of Contract –Delivery and Payment; Rights of unpaid Seller ; Suits of Breach of Contract Assignment Tests & House Examination
11	May	Semester Examination
12	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Business Regulatory Framework

Session: 2019-20

Class : B.com 3rd & 4th semester

Sr. No.	Month	Topics
1	July	Indian Contract Act: Valid Contract and its elements; Void and Voidable agreements; Void and illegal agreements; Offer and acceptance
2	August	Contractual Capacity of parties; Free consent of parties; Lawful consideration and object; Agreements expressly declared as void . Contingent Contracts: Quasi contracts; Discharge of Contract: Methods of discharge of contracts
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4	October	Contract of Bailment and Pledge: Meaning; Types of Bailment, Termination of Bailment, Duties and rights of bailor and bailee. Essentials of Pledge, Who May pledge, Rights and Duties of pawnor and pawnee. Consumer Protection Act 1986 : Salient features of consumer protection Act; Rights of consumers; Consumer protection councils; consumer disputes redressal machinery
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9	March	Negotiable Instrument Act: Negotiable Instrument –an Introduction Promissory notes; bills of Exchange; Cheques, Parties to Negotiable Instruments; Discharge of parties from liability; Dishonour of negotiable Instruments. Instruments; Presentment of negotiable Instrument; Negotiation.
10	April	Sales of Goods Act: Introduction ; Formation of contract of Sale of Goods; Conditions and warranties; Transfer of property or ownership; Performance of Contract –Delivery and Payment; Rights of unpaid Seller ; Suits of Breach of Contract Assignment Tests & House Examination
11	May	Semester Examination
12	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Corporate Law

Session: 2018-19

Class : B.com 3rd & 4th semester

Sr. No.	Month	Topics
1	July	Company: Meaning and characteristics; Features of Company ;Types of companies Advantages and disadvantages of Incorporation; lifting of Corporate veil.
2	August	Formation of Company: promotion of company ; functions of promoter; Importance of promoter; Promoter's remuneration; Legal status of promoter; Rights of promoters; Duties of promoters; Liabilities of promoters; Pre- incorporation contracts, Incorporation and commencement of Business.
3	September	Memorandum of Association: Meaning; Importance; Clauses of Memorandum of association and their alteration; Doctrine of ultra- vires. Articles of Association: Meaning; Contents; Alteration of articles of association; Constructive notice and doctrine of indoor management
4	October	Prospectus: Definition; Public offer, Contents; Misleading prospectus and its consequences Borrowing Powers; Debentures and charges
5	November	Revision : oral and written tests Assignment House Examination
6	December	Semester examination and winter break
7	January	Depository System: Meaning and Importance; Shares: Types of shares; allotment of shares; Transfer and Transmission of shares; Paperless Trading- Benefits and Procedure; need for educating investors
8	February	Share Capital: Meaning and forms of capital; reduction of share capital; further issue of share capital; Rights of pre-emption of shares. Shareholders and Members: Difference between shareholders and members; Modes of acquiring membership; Termination of membership; who may be members? Rights and Liabilities of Members
9	March	Meeting of Company: Essentials of valid meeting; Meetings of Shareholders: Statutory meeting; Annual general meeting; Extra-ordinary general meeting; Meeting of Board of directors; Proxy; Voting; Notice, Agenda and Minutes of meetings. Directors: Duties, Powers, Liabilities, appointment and removal of directors.
10	April	Winding up: Meaning; winding up by the Tribunal-petition for winding up; voluntary winding up; powers and duties of company Liquidator, consequences of winding up Assignment Tests & House Examination
11	May	Semester Examination
12	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Corporate Law

Session: 2019-20

Class : B.com 3rd & 4th semester

Sr. No.	Month	Topics
1	July	Company: Meaning and characteristics; Features of Company ;Types of companies Advantages and disadvantages of Incorporation; lifting of Corporate veil.
2	August	Formation of Company: promotion of company ; functions of promoter; Importance of promoter; Promoter's remuneration; Legal status of promoter; Rights of promoters; Duties of promoters; Liabilities of promoters; Pre- incorporation contracts, Incorporation and commencement of Business.
3	September	Memorandum of Association: Meaning; Importance; Clauses of Memorandum of association and their alteration; Doctrine of ultra- vires. Articles of Association: Meaning; Contents; Alteration of articles of association; Constructive notice and doctrine of indoor management
4	October	Prospectus: Definition; Public offer, Contents; Misleading prospectus and its consequences Borrowing Powers; Debentures and charges
5	November	Revision : oral and written tests Assignment House Examination
6	December	Semester examination and winter break
7	January	Depository System: Meaning and Importance; Shares: Types of shares; allotment of shares; Transfer and Transmission of shares; Paperless Trading- Benefits and Procedure; need for educating investors
8	February	Share Capital: Meaning and forms of capital; reduction of share capital; further issue of share capital; Rights of pre-emption of shares. Shareholders and Members: Difference between shareholders and members; Modes of acquiring membership; Termination of membership; who may be members? Rights and Liabilities of Members
9	March	Meeting of Company: Essentials of valid meeting; Meetings of Shareholders: Statutory meeting; Annual general meeting; Extra-ordinary general meeting; Meeting of Board of directors; Proxy; Voting; Notice, Agenda and Minutes of meetings. Directors: Duties, Powers, Liabilities, appointment and removal of directors.
10	April	Winding up: Meaning; winding up by the Tribunal-petition for winding up; voluntary winding up; powers and duties of company Liquidator, consequences of winding up Assignment Tests & House Examination
11	May	Semester Examination
12	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Financial Accounting

Session: 2018-19

Class: B.com 1st & 2nd Semester

Sr. No.	Month	Topics
1	July	Introduction: Meaning, objectives, process, limitations and basic terms of accounting; Generally accepted accounting principles; Journalizing, posting and preparation of trial Balance
2	August	Capital and Revenue items; Reserves and Provisions; Depreciation: meaning, causes, accounting Procedure, methods of computing depreciation-straight line method and diminishing balance method, change of method
3	September	Final Accounts with adjustments; Rectification of errors.
4	October	Accounting for Non-profit organizations; Consignment Accounts
5	November	Tutorials Assignment Written Tests House Examinations
6	December	Semester Examinations and winter break
7	January	Hire purchase System and Installment Payment System
8	February	Branch Accounts (Including foreign Branch) and departmental Accounts
9	March	Amalgamation and sale of partnership firms, Dissolution of partnership firm- Insolvency of partners (including Garner vs. Murray rule), gradual Realization and Piecemeal distribution. Joint Venture Account
10	April	Royalty Accounts Tutorials Assignment Tests House Examinations
11	May	Semester Examinations
12	June	Summer vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: Financial Accounting

Session: 2019-20

Class: B.com 1st & 2nd Semester

Sr. No.	Month	Topics
1	July	Introduction: Meaning, objectives, process, limitations and basic terms of accounting; Generally accepted accounting principles; Journalizing, posting and preparation of trial Balance
2	August	Capital and Revenue items; Reserves and Provisions; Depreciation: meaning, causes, accounting Procedure, methods of computing depreciation-straight line method and diminishing balance method, change of method
3	September	Final Accounts with adjustments; Rectification of errors.
4	October	Accounting for Non-profit organizations; Consignment Accounts
5	November	Tutorials Assignment Written Tests House Examinations
6	December	Semester Examinations and winter break
7	January	Hire purchase System and Installment Payment System
8	February	Branch Accounts (Including foreign Branch) and departmental Accounts
9	March	Amalgamation and sale of partnership firms, Dissolution of partnership firm- Insolvency of partners (including Garner vs. Murray rule), gradual Realization and Piecemeal distribution. Joint Venture Account
10	April	Royalty Accounts Tutorials Assignment Tests House Examinations
11	May	Semester Examinations
12	June	Summer vacations

Lesson Plan

Teacher: Ms. Meenakshi (Commerce Department)

Subject: International Marketing

Session: 2018-19

Class: B.com 6th Semester

Sr. No.	Month	Topics
1	January	International Marketing: Nature and concepts; domestic vs. international marketing; opportunities and challenges for marketing in international environment; Foreign market selection and entry modes.
2	February	Product Planning and pricing: International product life cycle research and innovations; Product designing and packaging; pricing process and methods; International price quotations and payment terms.
3	March	International Distribution: channel structure and selection decisions; managing channel conflicts; selection and appointment of foreign sales agents; Basic export procedure and documentation.
4	April	Product promotion: methods of international product promotion; challenges in international advertising and media strategy, web marketing; organizing trade fairs and exhibitions. Assignments Presentations Tests House Examinations
5	May	Semester Examinations
6	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: International Marketing

Session: 2019-20

Class: B.com 6th Semester

Sr. No.	Month	Topics
1	January	International Marketing: Nature and concepts; domestic vs. international marketing; opportunities and challenges for marketing in international environment; Foreign market selection and entry modes.
2	February	Product Planning and pricing: International product life cycle research and innovations; Product designing and packaging; pricing process and methods; International price quotations and payment terms.
3	March	International Distribution: channel structure and selection decisions; managing channel conflicts; selection and appointment of foreign sales agents; Basic export procedure and documentation.

4	April	Product promotion: methods of international product promotion; challenges in international advertising and media strategy, web marketing; organizing trade fairs and exhibitions. Assignments Presentations Tests House Examinations
5	May	Semester Examinations
6	June	Summer Vacations

Lesson Plan

Teacher: Ms. Meenakshi (Commerce Department)

Subject: International Trade

Session: 2018-19

Class: B.com 5th Semester

Sr. No.	Month	Topics
1	July	International Business: An overview; Domestic Business; International Business; Major risks and challenges of International Business; International Business Environment-components and determinants; Stages of Internationalization of business; international business approaches, concept of globalization
2	August	Modes of entering into international business; nature of multinational enterprise and international direct investment; foreign exchange; determination of exchange rate; Balance of payments
3	September	Theories of International Trade : Absolute advantage theory; comparative advantage theory; Factor proportion theory; product life cycle theory of trade; government influence on trade; rationale for government intervention, instruments of trade control; role of WTO,IMF and world bank in international Trade.
4	October	Assessing International markets; designing products for foreign markets, Branding decisions; international Promotion policy; international Pricing; international logistics and distribution.
5	November	Assignments Presentations Tests (Oral and written) House Examination
6	December	Semester Examination and winter Break

Lesson Plan

Teacher: Ms. Meenakshi (commerce Department)

Subject: International Trade

Session: 2019-20

Class: B.com 5th Semester

Sr. No.	Month	Topics
1	July	International Business: An overview; Domestic Business; International Business; Major risks and challenges of International Business; International Business Environment-components and determinants; Stages of Internationalization of business; international business approaches, concept of globalization
2	August	Modes of entering into international business; nature of multinational enterprise and international direct investment; foreign exchange; determination of exchange rate; Balance of payments
3	September	Theories of International Trade : Absolute advantage theory; comparative advantage theory; Factor proportion theory; product life cycle theory of trade; government influence on trade; rationale for government intervention, instruments of trade control; role of WTO,IMF and world bank in international Trade.
4	October	Assessing International markets; designing products for foreign markets, Branding decisions; international Promotion policy; international Pricing; international logistics and distribution.
5	November	Assignments Presentations Tests (Oral and written) House Examination
6	December	Semester Examination and winter Break

