

Lesson Plan
Even Semester (Feb.-May, 2023)

Name of Teacher :- Sh. Vinod Sharma

Class and Section :- M.Com-2ndSem

Subject Name and Code :-FINANCIAL MANAGEMENT & POLICY

1.	01 Feb to 15 Feb	Financial Management: Nature, significance, objectives and scope of financial management, functions of finance executive in an organization
2.	16 Feb to 28 Feb	Time value of money and recent developments in financial management
3.	01 March to 15 March	Financial Planning and forecasting: Need & importance of financial planning; financial planning process, drafting a financial plan; Financial forecasting; meaning, benefits and techniques of financial forecasting Assignment – 1
4.	16 March to 31 March	Sources of finance. Cost of Capital: Significance, computation of cost of capital including CAPM, problems in computation of cost of capital. Class Test
5.	01 April to 15 April	Working Capital Management and Control: Need, Types & determinants, assessment of working capital requirements; Assignment – 2
6.	16 April to 30 April	Management of cash, marketable securities & receivables, financing of working capital – banking norms.
7.	01 May to 15 May	Capital Budgeting Decisions: Nature & importance, factors influencing capital expenditure decisions, capital budgeting process, Evaluation criteria and risk analysis, capital expenditure control.
8.	16 May to 26 May	Revision & Problems Handling

Lesson Plan
Even Semester (Feb.-May, 2023)

Name of Teacher :- Sh. Vinod Sharma

Class and Section :- M.Com-4thSem

Subject Name and Code :- SALES MANAGEMENT

1.	01 Feb to 15 Feb	Sales Management: Concept, Objectives and functions; Integrated sales and marketing management;
2.	16 Feb to 28 Feb	Personal Selling: Concept and classification of sales jobs; Buyer seller dyads; Personal selling process; Theories of selling. Sales Planning: Importance, approaches and process of sales planning
3.	01 March to 15 March	Sales forecasting; Sales budgeting. Assignment – 1
4.	16 March to 31 March	Sales Organization: Purpose, principles and process of setting up a sales organization; Sales organizational structures; Field sales organization; Determining size of sales force. Territory and Quota Management: Need, procedure for setting up sales territories Class Test
5.	01 April to 15 April	Time management; Routing; Sales Quotas: Purpose, types of quotas, administration of sales quota. Managing the Sales-force: Recruitment; selection; Assignment – 2
6.	16 April to 30 April	Training; compensation; motivating and leading the sales-force; Sales meetings and contests.
7.	01 May to 15 May	Control Process: Analysis of sales, costs and profitability; Management of sales expenses; Evaluating sales-force performance, Ethical issues in sales management.
8.	16 May to 26 May	Revision & Problems Handling

Lesson Plan
Even Semester (Feb.-May, 2023)

Name of Teacher :- Sh. Vinod Sharma

Class and Section :- B.Com-4thSem

Subject Name and Code :- COMPANY LAW-II

1.	01 Feb to 15 Feb	Membership in companies
2.	16 Feb to 28 Feb	Company management and administration; Directors: legal position, qualification, appointment, removal; Powers, duties & liabilities of directors
3.	01 March to 15 March	Managerial remuneration; key management personnel: managing director, whole time director, manager Assignment – 1
4.	16 March to 31 March	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal. Class Test
5.	01 April to 15 April	Meetings: kinds of meetings, requisites of a valid meeting: authority, notice & agenda, quorum, chairperson & conduct of meeting, resolutions, minutes & proxy. Assignment – 2
6.	16 April to 30 April	Dividend; accounts of companies; audit & auditors; Prevention of oppression & mismanagement; compromise, arrangement
7.	01 May to 15 May	Reconstruction and Amalgamation; winding up: meaning, modes of winding up: procedure and consequences of winding up.
8.	16 May to 26 May	Revision & Problems Handling

Lesson Plan Even Semester (Feb.-May, 2023)

Name of Teacher :- Sh. Vinod Sharma

Class and Section :- B.Com-6thSem

Subject Name and Code :- BC-601 MANAGEMENT ACCOUNTING

1.	01 Feb to 15 Feb	Management accounting: concept, scope, techniques and significance, comparison between financial accounting, cost accounting and management accounting.
2.	16 Feb to 28 Feb	Management reporting: need and type of reports. Management information system.
3.	01 March to 15 March	Analysis of financial statements: comparative statements, common size statements Assignment – 1
4.	16 March to 31 March	Ratio analysis: liquidity, solvency, profitability and turnover; trend analysis. Class Test
5.	01 April to 15 April	Cash flow and funds flow statements: need and method of preparing statements. Assignment – 2
6.	16 April to 30 April	Absorption V/S variable costing: features and income determination, cost volume profit analysis, break- even analysis, contribution; P/V ratio, break-even point, Margin of safety, Angle of incidence, determination of cost indifference point.
7.	01 May to 15 May	Budgeting and budgetary control: need, methods and types of budgets, essentials of budgetary control system.
8.	16 May to 26 May	Revision & Problems Handling

Note:-

The teaching of topics to the students on the dates/days mentioned in the above lesson plan may not be exactly followed and may have little variations/fluctuations because of some unforeseen circumstances. For example: various Functions/Activities organized by the College (*Musical Meet, Blood Donation, Important Days Celebrations, Co-Curricular/Extra-curricular Activities etc.*), Response of Students in the Class, Request of Students for Repetition of some specific Topics, Unpredicted Leaves, Restricted Holidays etc.

Students can ask any query on my E-Mail ID also

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Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher :- Pratibha

Class and Section :- B.COM III YEAR

Subject Name and Code :- INCOME TAX BC 604

1.	01 Feb to 15 Feb	Deductions under section 80C to 80U in computing total income.
2.	16 Feb to 28 Feb	Computation of total income and tax liability of an individual and H.U.F.
3.	01 March to 15 March	Computation of total income and tax liability of a Firm.
4.	16 March to 31 March	Deduction of tax at source; advance payment of tax. Income tax authorities and their powers.
5.	01 April to 15 April	Procedure for assessment; different types of returns. Procedure of filing e-return and revised return.
6.	16 April to 30 April	Recovery and refund of tax. Penalties and prosecutions;
7.	01 May to 15 May	Appeals and revision
8.	16 May to 26 May	Revision and Test

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Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher :- Pratibha

Class and Section :- B.COM III YEAR

Subject Name and Code :- RETAIL MANAGEMENT BC 606 (I)

1.	01 Feb to 15 Feb	Retailing: concept, characteristics and importance; theories of retailing; strategic planning in retailing; organizations;
2.	16 Feb to 28 Feb	planning location of retail institution: trading area analysis, deciding the most desirable type of location, choice of a general location, choosing and evaluating a particular site;
3.	01 March to 15 March	Material handling. Organizational structure in retail institutions; classification of retail institutions; store based and non-store based retail
4.	16 March to 31 March	Process of setting up a retail organization. Store management: blueprinting operations,
5.	01 April to 15 April	Security issues; applications of information technology in retailing.
6.	16 April to 30 April	Deciding stores layout, energy management,
7.	01 May to 15 May	Trends in retailing in India; FDI in retail.
8.	16 May to 26 May	Revision and test

Lesson Plan
Even Semester (Feb.-May 2023)

Name of Teacher :- Pratibha

Class and Section :- M.COM I YEAR

Subject Name and Code :- HUMAN RESOURCE MANAGEMENT MC 201

1.	01 Feb to 15 Feb	Human Resource Management (HRM): Concept, evolution, scope, importance, objectives and functions,
2.	16 Feb to 28 Feb	HRM in dynamic environment; Building up skills for effective HR manager; Global HRM; Human resource planning; Human resource information system; Human Resource policy;
3.	01 March to 15 March	Job analysis; Recruitment; Selection; Induction and Placement. Work Force: Promotion, transfer and separation;
4.	16 March to 31 March	Employee training and executive development; Career planning and development; performance and potential appraisal;
5.	01 April to 15 April	Empowerment, quality of work life, Compensation – nature and significance; Incentives and employee benefits;
6.	16 April to 30 April	Job satisfaction;
7.	01 May to 15 May	Job stress management.
8.	16 May to 26 May	Revision and test

Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher:- Pratibha

Class and Section:- M.COM II YEAR

Subject Name and Code:- CORPORATE GOVERNANCE MC 414

1.	01 Feb to 15 Feb	Corporate governance: Concept, structure and process; Corporate governance: An Evolutionary Process; Improving the efficiency of corporate governance
2.	16 Feb to 28 Feb	Corporate governance in India: Issues for consideration. Corporate governance; Globalisation and its position in India
3.	01 March to 15 March	Financial disclosure, Business Ethics and corporate governance: Corporate disclosure Practises; Transparency and Business Ethics in Corporate Sector;
4.	16 March to 31 March	Role of Audit committee in corporate governance. Board of Directors: Composition of Board of directors & their role; Corporate boards and good governance;
5.	01 April to 15 April	Corporate governance in Indian Public enterprises; Corporatization of Agriculture. Banks, Financial Institutions and Corporate governance: Corporate governance in banks;
6.	16 April to 30 April	Corporate governance: Contemporary issues in the banking industry. Corporate governance in mutual funds;
7.	01 May to 15 May	Depository system: a step towards effective corporate governance
8.	16 May to 26 May	Revision

Note:-

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Lesson Plan

Even Semester (Feb-May 2023)

Name of Teacher :- Dr. RuchikaWadhwa

Class and Section :- M.Com 4th

Subject Name and Code :- Project Planning and Control, MC 403

1.	01 Feb to 15 Feb	<ul style="list-style-type: none"> • Identification of Investment Opportunities; • Project ideas generation and screening • project analysis
2.	16 Feb to 28 Feb	<ul style="list-style-type: none"> • Project feasibility study; • Project planning, Government Regulatory framework. • Market and Demand Analysis
3.	01 March to 15 March	<ul style="list-style-type: none"> • Sources of information- primary and secondary • Demand forecasting and market planning • Technical Analysis: Materials and inputs; Production technology; Product mix; Plant location and layout; Selection of plant and equipment
4.	16 March to 31 March	<ul style="list-style-type: none"> • Financial Analysis: Cost of project and means of financing; Major cost components; • Planning capital structure; Financing schemes of financial institutions.
5.	01 April to 15 April	<ul style="list-style-type: none"> • Profitability and Financial Projections: Cost of production; Break-even analysis; • Projected balance sheet, profit and loss account and cash flow statement. • Appraisal Criteria and Process: Methods of appraisal under certainty
6.	16 April to 30 April	<ul style="list-style-type: none"> • uncertainty and risk; Investment appraisal in practice; Appraisal process of financial institutions
7.	01 May to 15 May	<ul style="list-style-type: none"> • Project Review/control- Evaluation of project. PERT/CPM. Problem of time and cost overrun, Project implementation practices in India
8.	16 May to 26 May	<ul style="list-style-type: none"> • Social Cost Benefit Analysis: Meaning and methodology; L&M and UNIDO approach; SCBA in India.

Lesson Plan

Even Semester (Feb-May 2023)

Name of Teacher :- Dr. RuchikaWadhwa

Class and Section :- M.Com 4th

Subject Name and Code :- Service Marketing, MC 403

1.	01 Feb to 15 Feb	<ul style="list-style-type: none">• Services Marketing: Concept, characteristics, and classification;• Buying process for services• Customer expectations of services
2.	17 Feb to 28 Feb	<ul style="list-style-type: none">• Customer perception of services;• Marketing Mix in Services.• Service Quality: Concept, dimensions and models
3.	01 March to 15 March	<ul style="list-style-type: none">• Relationship Marketing: Meaning and goals• Service market segmentation and targeting• Customer retention strategies.
4.	16 March to 31 March	<ul style="list-style-type: none">• Service Development: Steps in service development;• Service blueprinting; Approaches to service delivery;• Customers feedback and service recovery; Physical environment of service
5.	01 April to 15 April	<ul style="list-style-type: none">• Communication and Promotion of Services: Main problems, objectives, Communication mix and strategies.
6.	16 April to 30 April	<ul style="list-style-type: none">• Pricing of Services: Characteristics, approaches and pricing strategies; Distribution of Services: Channels, key intermediaries, strategies for effective service delivery
7.	01 May to 15 May	<ul style="list-style-type: none">• Managing Service Employees: Importance and roles of contact personnel; Managing service delivery employees
8.	16 May to 26 May	<ul style="list-style-type: none">• Managing Customers and strategies for enhancing customer participation; Customer protection and ethics in services

Lesson Plan

Even Semester (Feb-May 2023)

Name of Teacher :- Dr. RuchikaWadhwa

Class and Section :- M.Com 2nd

Subject Name and Code :- Business Statistics, MC 206

1.	01 Feb to 15 Feb	<ul style="list-style-type: none">• Multiple regression and correlation:• Linear regression equation,• Regression equation in terms of simple correlation; coefficients; Reliability of the estimate;.
2.	18 Feb to 28 Feb	<ul style="list-style-type: none">• Multiple Correlation; Partial Correlation• Index Numbers: Meaning, types and uses
3.	01 March to 15 March	<ul style="list-style-type: none">• Methods of constructing price and quality indices(simple and aggregate);• Test of adequacy; Chain base index numbers; Base shifting, splicing and deflating; Problems in constructing index numbers; Consumer price index
4.	16 March to 31 March	<ul style="list-style-type: none">• Time Series Analysis: Components of a time series, Models of time series analysis- additive and multiplicative; Methods of constructing seasonal index; Adjusting time series data for seasonal variations, Estimation of seasonal variations
5.	01 April to 15 April	<ul style="list-style-type: none">• Theory of Probability: Probability as a concept; approaches to defining probability;
6.	16 April to 30 April	<ul style="list-style-type: none">• Addition and multiplication laws of probability; Conditional probability; Bayes Theorem
7.	01 May to 15 May	<ul style="list-style-type: none">• Probability distributions: Probability distribution as a concept; Binomial, Poisson, - their properties and parameters.
8.	16 May to 26 May	<ul style="list-style-type: none">• Normal distributions- their properties and parameters.

Lesson Plan

Even Semester (Feb-May 2023)

Name of Teacher :- Dr. RuchikaWadhwa

Class and Section :- M.Com 2nd

Subject Name and Code :- Strategic Marketing, MC 203

1.	01 Feb to 15 Feb	<ul style="list-style-type: none">• Concept and hierarchy of strategies;• Strategic role of marketing;• Strategic marketing planning process
2.	19 Feb to 28 Feb	<ul style="list-style-type: none">• The marketing plan;• Corporate strategy decisions – Corporate mission, vision, goals and objectives
3.	01 March to 15 March	<ul style="list-style-type: none">• Corporate growth strategies,• Resource allocation; Business strategies and their marketing implications.
4.	16 March to 31 March	<ul style="list-style-type: none">• Marketing strategies for new market entries; marketing strategies for growth markets;• Marketing strategies for mature markets and declining markets.
5.	01 April to 15 April	<ul style="list-style-type: none">• Portfolio analysis; Market segmentation, targeting and positioning.
6.	16 April to 30 April	<ul style="list-style-type: none">• Relationship between business strategies and marketing mix;
7.	01 May to 15 May	<ul style="list-style-type: none">• Marketing strategy implementation, controlling marketing strategies
8.	16 May to 26 May	<ul style="list-style-type: none">• REVISION AND CASE STUDIES

Lesson Plan

Even Semester (Feb-May 2023)

Name of Teacher :- Dr. RuchikaWadhwa

Class and Section :- B.Com 4th

Subject Name and Code :- Computerized Accounting System,BC 405

1.	01 Feb to 15 Feb	<ul style="list-style-type: none">• Introduction: installation of Tally,• ERP9 – Licensing configurations –• Tally Vault Password – Security Control in Tally,• ERP9 – Splitting Company Data – Backup and Restore
2.	20 Feb to 28 Feb	<ul style="list-style-type: none">• Accounting: voucher entry, budget, cost center
3.	01 March to 15 March	<ul style="list-style-type: none">• Accounting : balance sheet, profit and loss account,• Currency, debit note, credit note, interest calculation.
4.	16 March to 31 March	<ul style="list-style-type: none">• Inventory: stock item, sales order, purchase order, delivery note, rejection out.
5.	01 April to 15 April	<ul style="list-style-type: none">• Computerized Tax Liability Calculation.
6.	16 April to 30 April	<ul style="list-style-type: none">• Relationship between business strategies and marketing mix;
7.	01 May to 15 May	<ul style="list-style-type: none">• Marketing strategy implementation, controlling marketing strategies
8.	16 May to 26 May	<ul style="list-style-type: none">• REVISION AND CASE STUDIES

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Lesson Plan
Even Semester (Feb.-May 2023)

Name of Teacher :- Seema

Class and Section :- B.COM II YEAR

Subject Name and Code :- Corporate Accounting-II BC-401

1.	01 Feb to 15 Feb	Valuation of goodwill: introduction, need, importance, methods of calculations and problems.
2.	16 Feb to 28 Feb	valuation of shares: introduction, need, importance, methods of calculations and problems.
3.	01 March to 15 March	Accounts of holding companies: preparation of consolidated balance sheet
4.	16 March to 31 March	Consolidated balance sheet with one subsidiary company, relevant provisions of Accounting Standard 21, practice to prepare consolidated balance sheet.
5.	01 April to 15 April	Accounts of banking organizations.
6.	16 April to 30 April	Accounts of insurance companies.
7.	01 May to 15 May	Liquidation of companies.
8.	16 May to 26 May	Revision and Test

Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher :- Seema

Class and Section :- B.COM III YEAR

Subject Name and Code :- HUMAN RESOURCE MANAGEMENT BC-603

1.	01 Feb to 15 Feb	Human resource management: meaning, nature, history and scope, objectives, functions, importance; HRM vs. HRD and personal management.
2.	16 Feb to 28 Feb	Human resource planning: meaning, importance, objectives, process, factors affecting manpower planning, problems and suggestions for making HR planning effective.
3.	01 March to 15 March	Job Analysis: meaning, process of job analysis, methods of collecting job analysis data, potential problems with job analysis; job description and job specification.
4.	16 March to 31 March	Recruitment: meaning, purpose, recruitment policy, factors affecting recruitment; source of recruitment, internal and external methods of recruitment. Selection: meaning, purpose, difference between recruitment and selection; process of selection; barriers to effective selection.
5.	01 April to 15 April	Placement, induction and internal mobility: placement; induction/orientation: meaning, objectives, content and responsibility for induction; demotion: causes, demotion policy.
6.	16 April to 30 April	Internal mobility: meaning & need; transfer: purpose, types; benefits and problems, transfer policy; promotion: purpose, basis, promotion policy;
7.	01 May to 15 May	Training: meaning, training and education, training and development, objectives, importance, steps in designing training programme; training methods: on-the-job and off-the-job methods.
8.	16 May to 26 May	Performance appraisal: meaning, features, merits, limitations, process and methods of performance appraisal Revision and test

Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher:- SEEMA

Class and Section:- B.COM I YEAR

Subject Name and Code:- BC-203 FUNDAMENTALS OF MARKETING

1.	01 Feb to 15 Feb	Introduction: meaning, concepts & principles of marketing; marketing management; marketing mix. Product: meaning, classification, product mix and product line decisions; product life cycle; new product development process; branding; packaging; labelling. Pricing: pricing objectives; factors influencing pricing; pricing strategies. Promotion: element of promotion mix. Distribution channel: meaning, types, role and factors affecting choice of distribution channel.
2.	16 Feb to 28 Feb	Analysis of marketing environment: internal environment, external environment: demographic, sociocultural, political, economic, natural, technological, and legal.
3.	01 March to 15 March	Job analysis; Recruitment; Selection; Induction and Placement. Work Force: Promotion, transfer and separation;
4.	16 March to 31 March	Employee training and executive development; Career planning and development; performance and potential appraisal;
5.	01 April to 15 April	Empowerment, quality of work life, Compensation – nature and significance; Incentives and employee benefits;
6.	16 April to 30 April	Job satisfaction;
7.	01 May to 15 May	Job stress management.
8.	16 May to 26 May	Revision and test

Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher :- Seema

Class and Section :- M.COM II YEAR

Subject Name and Code :- MC 401 IT AND E-COMMERCE

1.	01 Feb to 15 Feb	Introduction to E-commerce: Meaning of electronic commerce, business applications of e-commerce, comparison with traditional commerce;
2.	16 Feb to 28 Feb	Business models in E-commerce – e-shops, e-procurement, e-auctions, value chain integrators, information brokerage, telecommunication, collaboration platforms, etc.; Electronic payment system
3.	01 March to 15 March	Online share market operations. Online marketing, Web-based advertising – concept, advantages; Types of online advertisements; Search engine – as an advertising media, search engine optimisation – concept and technique
4.	16 March to 31 March	Email marketing; Social Networking and marketing – promotion, opinion formulation, etc.; Viral Marketing, E-retailing-concept, advantages, limitations.
5.	01 April to 15 April	CRM and Information Technology, Tools to conducting online research – secondary research, online focus groups.
6.	16 April to 30 April	E-Banking – concept, operations. Online fund transfer – RTGC, ATM, web based surveys, data mining from social networking sites; Cloud computing – Concept, uses in business.
7.	01 May to 15 May	Enterprise Resource Planning; Security issues in e-commerce - Online frauds, Privacy issues; Cyber laws including Information Technology Act.
8.	16 May to 26 May	Revision

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Lesson Plan
Even Semester (Feb.-May 2023)

Name of Teacher :- MAMTA VERMA

Class and Section :- B.COM 1, A

Subject Name and Code :- BC-201 FINANCIAL ACCOUNTING-II

1.	01 Feb to 15 Feb	Branch Accounts: dependent branch, debtor's system, stock and debtor system; final accounts; wholesale branch.
2.	16 Feb to 28 Feb	stock and debtor system; final accounts; wholesale branch.
3.	01 March to 15 March	Partnership account: characteristics of partnership; partnership deed; final accounts; adjustment after closing the accounts; fixed and fluctuating capital; accounts; goodwill; joint life policy; change in profit sharing ratio. ASSIGNMENT 1
4.	16 March to 31 March	Reconstitution of partnership firm: admission;
5.	01 April to 15 April	retirement; death of a partner;
6.	16 April to 30 April	dissolution of partnership: modes & accounting treatment. ASSIGNMENT 2
7.	01 May to 15 May	Hire purchase and installment purchase system: concept and legal provisions regarding hire-purchase contract; accounting records for goods of substantial sale value.
8.	16 May to 26 May	Revision

Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher :- MAMTA VERMA

Class and Section :- B.COM 2, A

Subject Name and Code :- BC-402 BUSINESS STATISTICS-II

1.	01 Feb to 15 Feb	Simple Correlation: concept, types: multiple and partial; linear and non-linear; Scatter diagram, Methods: Karl Pearson's co-efficient of correlation,
2.	16 Feb to 28 Feb	Spearman's Rank Correlation, Concurrent deviation method; Probable and standard errors. Regression Analysis: meaning, difference between correlation and regression
3.	01 March to 15 March	regression coefficients, methods of calculation of simple regression, standard error of estimate. ASSIGNMENT 1
4.	16 March to 31 March	Probability; concept and approaches; addition and multiplication laws of probability; Conditional probability: Bayes' Theorem.
5.	01 April to 15 April	Probability distributions: concept, Binomial,
6.	16 April to 30 April	Poisson and Normal distributions: their properties and parameters. ASSIGNMENT 2
7.	01 May to 15 May	Poisson and Normal distributions: their properties and parameters.
8.	16 May to 26 May	Revision

Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher :- MAMTA VERMA

Class and Section :- B.COM 3, A

Subject Name and Code :- BC-602 FUNDAMENTALS OF INSURANCE

1.	01 Feb to 15 Feb	Introduction to insurance: life and general insurance; purpose, need and principles of insurance; insurance as a social security tool; insurance and economic development.
2.	16 Feb to 28 Feb	Contract of life insurance: principles and practice of life insurance; parties to the contract, their rights and duties; conditions and terms of policy, effects of non-compliance; nominations and assignment practices in connection with collection of premium, revivals, loans, surrenders, claims, bonuses and annuity payments; present structure & growth of life insurance in India; claims settlement procedure.
3.	01 March to 15 March	Fire insurance: principles of fire insurance contracts; fire insurance policy, conditions, assignment of policy, claims settlement procedure. ASSIGNMENT 1
4.	16 March to 31 March	Marine insurance: marine insurance policy and its conditions, premium, double insurance; assignment of policy warranties, voyage; loss and abandonment; partial losses and particular charges; salvage; total losses and measures of indemnity; claims settlement procedures.
5.	01 April to 15 April	Accident and motor insurance: policy and claims settlement procedures.
6.	16 April to 30 April	Insurance intermediaries – role of agents and procedure for becoming an agent; cancellation of license; ASSIGNMENT 2
7.	01 May to 15 May	revocation/suspension/termination of agent appointment; code of conduct; unfair practices.
8.	16 May to 26 May	TEST AND REVISION

Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher :- MAMTA VERMA

Class and Section :- M.COM 1, A

Subject Name and Code :- MC 202 INTERNATIONAL BUSINESS ENVIRONMENT

1.	01 Feb to 1 Feb	International business: nature, importance and scope; Framework for analyzing international business environment: geographical, economic, socio-cultural, political and legal environment;
2.	16 Feb to 28 Feb	Multinational corporations: nature and role; Technology transfers: importance and types; Foreign Investment: nature, types and barriers.
3.	01 March to 15 March	An overview of International economic institutions: WTO, UNCTAD, IMF, World Bank; ASSIGNMENT 1
4.	16 March to 31 March	Generalized system of preferences; International commodity agreements.
5.	01 April to 15 April	Regional economic co-operation: types and rationale, EU, NAFTA, ASEAN, SAFTA.
6.	16 April to 30 April	Foreign Exchange Markets: nature, participants, Foreign exchange rates determinants, ASSIGNMENT 2
7.	01 May to 15 May	Exchange rates arrangement in India, Foreign Exchange Risk: nature and management.
8.	16 May to 26 May	TEST AND REVISION

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Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher :- MS. DEEPIKA VAISH

Class and Section :- B.COM 6TH SEMESTER

Subject Name and Code :- BUSINESS ENVIRONMENT BC- 605

1.	01 Feb to 15 Feb	Business environment: concept, components, and importance; environmental and organizational scanning: concept importance & techniques.
2.	16 Feb to 28 Feb	Public, private and joint sectors in India. Economic systems: capitalist, socialist & mixed economy.
3.	01 March to 15 March	Economic planning in India: achievement & failures, planning machinery in India Role of Government: monetary policy, fiscal policy, make in India.
4.	16 March to 31 March	Foreign investment: concept, need, types & barrier; multinational corporations in India, globalization of Indian business.
5.	01 April to 15 April	Competition Act, Foreign Exchange Management Act
6.	16 April to 30 April	Foreign exchange market: an overview.
7.	01 May to 15 May	REVISION & TEST
8.	16 May to 26 May	REVISION & TEST

Lesson Plan Even Semester (Feb.-May 2023)

Name of Teacher :- MS. DEEPIKA VAISH

Class and Section :- B.COM 2ND SEMESTER

Subject Name and Code :- Business Environment of Haryana BC-206

1.	01 Feb to 15 Feb	Haryana economy: nature, characteristics and problems; concept of economic development; State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio.
2.	16 Feb to 28 Feb	Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy, Measures for development in agriculture, crop insurance.
3.	01 March to 15 March	Agriculture credit: agriculture finance, types of agriculture finance; credit needs of farmers; sources of credit: institutional and non-institutional sources; NABARD; rural indebtedness: causes, consequences and debt relief measures.
4.	16 March to 31 March	Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges; SEZ, Growth of MNCs in Haryana.
5.	01 April to 15 April	Role of HSIIDC, HFC, HAFED, HKVIB
6.	16 April to 30 April	Haryana budget: objectives and policies, sources of revenues and its utilization.
7.	01 May to 15 May	REVISION AND TEST OF FIRST 3 UNITS
8.	16 May to 26 May	REVISION AND TEST OF LAST 3 UNITS

Lesson Plan

Even Semester (Feb.-May 2023)

Name of Teacher :- MS. DEEPIKA VAISH

Class and Section :- B.COM 4TH SEMESTER

Subject Name and Code :- BUSINESS LAW-II BC- 403

1.	01 Feb to 15 Feb	Limited Liability Partnership Act, 2008: meaning, characteristics of Limited Liability Partnership (LLP); Incorporation of LLP; partners and the liability of LLP and partners;
2.	16 Feb to 28 Feb	LLP and partners; accounts, audit and taxation of LLPs, conversion to LLP from firm/private company/unlisted public company; winding up and dissolution of LLP.
3.	01 March to 15 March	Indian Partnership Act, 1932: nature of firm, duties and rights of partners, relations of partners to third parties, liabilities of firm and partner, minor, reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms, effect of non-registration.
4.	16 March to 31 March	Negotiable Act 1881: scope, features and types; Negotiation; Crossing; Dishonour and discharge of negotiable instruments.
5.	01 April to 15 April	Information Technology Act 2000: purpose, digital signature, electronic governance; attribution, acknowledgement and dispatch of electronic records, certifying digital signature, penalties and other provisions.
6.	16 April to 30 April	RTI Act, 2005: important provisions
7.	01 May to 15 May	REVISION & TEST OF LLP & PARTNERSHIP
8.	16 May to 26 May	REVISION & TEST OF IT ACT AND RTI ACT & NEGOTIABLE INSTRUMENT ACT.

Note:-

The teaching of topics to the students on the dates/days mentioned in the above lesson plan may not be exactly followed and may have little variations/fluctuations because of some unforeseen circumstances. For example: various Functions/Activities organized by the College (*Musical Meet, Blood Donation, Important Days Celebrations, Co-Curricular/Extra-curricular Activities etc.*), Response of Students in the Class, Request of Students for Repetition of some specific Topics, Unpredicted Leaves, Restricted Holidays etc.

Students can ask any query on my E-Mail ID also

➤ E-Mail: vaishdeepika16@gmail.com