

**Government College, Chhachhrauli**

**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Vinod Sharma      Academic Session : 2025-26**

**Class : M.Com                      Semester : 4<sup>th</sup> Sem Subject :SALES MANAGEMENT**

<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
Sales Management: Concept, Objectives and functions; Integrated sales and marketing management;	<b>12-01-26</b> <b>20-01-26</b>	
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	<b>21-01-26</b> <b>31-01-26</b>	
Sales forecasting; Sales budgeting.	<b>01-02-26</b> <b>08-02-26</b>	Assignment 1 &test
Sales Organization: Purpose, principles and process of setting up a sales organization;	<b>09-02-26</b> <b>15-02-26</b>	<b>Class Test</b>
Sales organizational structures; Field sales organization; Determining size of sales force.	<b>16-02-26</b> <b>22-02-26</b>	
Territory and Quota Management: Need, procedure for setting up sales territories	<b>23-02-26</b> <b>28-02-26</b>	Assignment 2 & Test
HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	

Time management; Routing; Sales Quotas: Purpose, types of quotas, administration of sales quota.	<b>09-03-26</b> <b>15-03-26</b>	
Managing the Sales-force: Recruitment; selection;	<b>16-03-26</b> <b>22-03-26</b>	
Training; compensation; motivating and leading the sales-force; Sales meetings and contests.	<b>23-02-26</b> <b>05-04-26</b>	Test
Control Process: Analysis of sales, costs and profitability;	<b>06-04-26</b> <b>12-04-26</b>	
Management of sales expenses; Evaluating sales-force performance,	<b>13-04-26</b> <b>19-04-26</b>	
Ethical issues in sales management.	<b>20-04-26</b> <b>26-04-26</b>	Test
Revision and Doubts..	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**  
**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Vinod Sharma Academic Session : 2025-26**

**Class :M.Com Semester : IInd Sem Subject :Human Resource Management**

<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
Human Resource Management: concept, evolution, scope and importance, objectives and functions	<b>12-01-26 20-01-26</b>	
Qualities, role and functions of human resource manager, HRM in dynamic environment,	<b>21-01-26 31-01-26</b>	
Flexi working hours; work from home policy; human resource policies, Human resource planning;	<b>01-02-26 08-02-26</b>	Assignment 1 &test
Job analysis, Recruitment	<b>09-02-26 15-02-26</b>	
Selection, induction and placement.	<b>16-02-26 22-02-26</b>	
Work force mobility: promotion, demotion, transfer and separations	<b>23-02-26 28-02-26</b>	
<b>Holi Break</b>	<b>01-03-26 08-03-26</b>	
Training, executive development, career planning and development, Job evaluation,	<b>09-03-26 22-03-26</b>	

Quality of work life Performance and potential appraisal;	<b>23-02-26</b> <b>29-03-26</b>	
Compensation management; incentives and employee benefits;	<b>30-03-26</b> <b>05-04-26</b>	Assignment 2 & test
Personnel records & HR audit	<b>06-04-26</b> <b>12-04-26</b>	
International human resource management;	<b>13-04-26</b> <b>19-04-26</b>	
Job satisfaction	<b>20-04-26</b> <b>26-04-26</b>	
Revision and Test	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**  
**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Vinod Sharma**

**Academic Session : 2025-26**

**Class :B.Com Semester : 4thSem Subject : MARKETING COMMUNICATION**

Topic/Chapters to be covered	Duration	Assignment and Tests
Marketing Communication: Concept, nature, importance and types of communication	<b>12-01-26 20-01-26</b>	
Barriers in communication, communication process and models, Applications of the communication process in marketing	<b>21-01-26 31-01-26</b>	
Planning for Marketing Communication: Concepts of Marketing promotion, Determinants and strategies for effective marketing communication.	<b>01-02-26 08-02-26</b>	Assignment 1 &test
Establishing marketing communication objectives, DAGMAR approach, <b>Class Test</b>	<b>09-02-26 15-02-26</b>	
Budgeting for marketing communication, Factors affecting determination of marketing communication budget	<b>16-02-26 22-02-26</b>	
Marketing communication tools: Concept of personal selling-methods and process	<b>23-02-26 28-02-26</b>	
<b>Holi Break</b>	<b>01-03-26 08-03-26</b>	
Advertising: types, media and media selection, Role of advertising agencies,	<b>09-03-26 22-03-26</b>	

Sales promotion and its elements, publicity and public relations	<b>23-02-26</b> <b>29-03-26</b>	
Recent trends in marketing communications: Event sponsorships, The emergence of digital communication,	<b>30-03-26</b> <b>05-04-26</b>	Assignment 2 & test
Use of digital media technologies, Online and Social Media Platforms.	<b>06-04-26</b> <b>12-04-26</b>	
Influencer marketing, Mobile marketing program,	<b>13-04-26</b> <b>19-04-26</b>	
Creating and handling digital word of mouth and buzz monitoring	<b>20-04-26</b> <b>26-04-26</b>	
Revision and Test	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Vinod Sharma      Academic Session : 2025-26      Class :B.Com**  
**Semester : 4thSem      Subject : Constitutional Human and Moral Values, and IPR**

Understanding Morality and Moral Values: Moral Education and Character Building; Ethics of Relations: Personal, Social and Professional	<b>09-03-26</b> <b>22-03-26</b>	
Introduction to Gender Sensitization: Affirmative approach towards Weaker Sections (SCs, STs, OBCs, EWS & Das);	<b>23-02-26</b> <b>29-03-26</b>	
Ethical Conduct in Higher Education Institutions; Professional Ethics	<b>30-03-26</b> <b>05-04-26</b>	Assignment 2 & test
Meaning, Origins and Nature of Intellectual Property Rights (IPRs); Different Kinds of IPR-Copyright, Patent, Trademark	<b>06-04-26</b> <b>12-04-26</b>	
Trade Secret/Dress, Design, Traditional Knowledge,	<b>13-04-26</b> <b>19-04-26</b>	
Infringement and Offences of IPRs-Remedies and Penalties, Basic of Plagiarism policy of UGC	<b>20-04-26</b> <b>26-04-26</b>	
Revision and Test	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

**Name of Teacher: Mamta verma**

**Academic Session : 2025-26**

**Class : B.com**

**Semester : 6th**

**Subject : Business Statistics**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Business environment; concept and types: Haryana economy; nature,	<b>12-01-26</b> <b>20-01-26</b>	
	characteristics and problems; concept of economic development;	<b>21-01-26</b> <b>31-01-26</b>	
2	Haryana economy since its inception; income, population,	<b>01-02-26</b> <b>08-02-26</b>	
	health and nutrition and sex ratio	<b>09-02-26</b> <b>15-02-26</b>	
	Haryana agriculture; nature, cropping pattern, role of agriculture in Haryana economy,	<b>16-02-26</b> <b>22-02-26</b>	
	measures for development in agriculture; crop insurance; concept and process of MSP determination , FPOs	<b>23-02-26</b> <b>28-02-26</b>	
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
3	Agriculture credit; agriculture finance- concept and types;	<b>09-03-26</b> <b>15-03-26</b>	Assignment1

	credit needs of farmers; sources of credit; institutional and non institutional sources	<b>16-03-26</b> <b>22-03-26</b>	
	NABARD; rural indebtedness; causes, consequences and debt relief measures.	<b>23-03-26</b> <b>29-03-26</b>	
4	Industrial growth in Haryana; role of HSIDC, development of industrial parks, SEZ s and industrial corridors in Haryana,	<b>30-03-26</b> <b>05-04-26</b>	Assignment2
	sector wise growth ( automobiles, pharmaceuticals, textiles, IT and agriculture based industries); industrial problems and challenges;	<b>06-04-26</b> <b>12-04-26</b>	
	industrial financial institutions in haryana	<b>13-04-26</b> <b>19-04-26</b>	
	Revision , test , presentations	<b>20-04-26</b> <b>26-04-26</b>	
	Revision , test , presentations	<b>27-04-26</b> <b>05-05-26</b>	

Name of Teacher: Mamta verma

Academic Session : 2025-26

Class : B.com

Semester : 6th

Subject : Business Statistics

Unit	Topic/Chapters to be covered	Duration	Assignment and Tests
1	Introduction to statistics; concept, scope, functions, utility and limitations of statistics;	12-01-26 20-01-26	
	measurement of central tendency;	21-01-26 31-01-26	
	measures of dispersion; range and inter- quartile range, quartile deviation, mean deviation,	01-02-26 08-02-26	
	standard deviation and coefficient of variation	09-02-26 15-02-26	
2	Correlation analysis; concept, simple , multiple and partial correlation, linear and non linear , scatter diagram,	16-02-26 22-02-26	
	karl pearson's coefficient of correlation, spearman's rank correlation , concurrent deviation, probable and standard errors	23-02-26 28-02-26	
	HOLI Break	01-03-26 08-03-26	
	; linear regression analysis; meaning, difference between correlation and regression, methods of calculation of regression	09-03-26 15-03-26	Assignment1

	, properties of regression coefficients; standard error of estimate.	<b>16-03-26</b> <b>22-03-26</b>	
3	Index numbers; methods of constructing index numbers, problems in construction of index numbers; test of consistency of index numbers;	<b>23-03-26</b> <b>29-03-26</b>	
	chain indices; base shifting, splicing and deflating of index numbers; uses and construction of cost of living using index numbers.	<b>30-03-26</b> <b>05-04-26</b>	Assignment2
4	Analysis of time series; components; decomposition of time series; additive and multiplicative models; determination of trend ;	<b>06-04-26</b> <b>12-04-26</b>	
	; graphic method, moving and semi average average method and method of least squares( including linear second degree, parabolic, and exponential trend)	<b>13-04-26</b> <b>19-04-26</b>	
	problems	<b>20-04-26</b> <b>26-04-26</b>	
	problems	<b>27-04-26</b> <b>05-05-26</b>	

Name of Teacher: Mamta verma

Academic Session : 2025-26

Class : M.com

Semester : 2

Subject : Stock market operations

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Fundamentals of Investment: Concept, investment process, types of investors, investment alternatives; Securities market in India:	<b>12-01-26</b> <b>20-01-26</b>	
	Concept, functions, types, intermediaries;	<b>21-01-26</b> <b>31-01-26</b>	
	Primary Market: Concept, role, methods of flotation of capital, investor protection, recent trends in primary market, SEBI guidelines for primary market;	<b>01-02-26</b> <b>08-02-26</b>	
	Secondary Market: Concept, organization regulatory framework for stock exchanges in India, defects in working of Indian stock exchanges,  SEBI measures for secondary market.	<b>09-02-26</b> <b>15-02-26</b>	
2	Listing of securities: Merit and demerits, listing requirements, procedure, fee, listing of right issue, bonus shares, further issue,	<b>16-02-26</b> <b>22-02-26</b>	
	delisting procedure Concept. Opening requirements, type of brokers ; stock market terminologies; stock split, market trends, crash types of trading, types of order, correction, dividend, circuit, bad delivery,	<b>23-02-26</b> <b>28-02-26</b>	
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
	short delivery, intraday trading, margin trading, rolling statement, clearance statement	<b>09-03-26</b> <b>15-03-26</b>	Assignment1

	<p>Indian Stock BSE-different trading Systems share groups</p> <p>BoLT system, types of settlements. Pay in and pay out. auction NSE market Segments NEAT System. market types DEMAT settlement.</p>	<p><b>16-03-26</b> <b>22-03-26</b></p>	
3	<p>institutional segment. funds settlement, auction , OTSEI-need,features, participants, listing procedure, trading and settlement, factors; overview of foreign stock exchange: NYSE and NASDAQ- trading players, role of specialist, trading and technology procedure.</p>	<p><b>23-03-26</b> <b>29-03-26</b></p>	
	<p>Stock market indices ;Concept. purpose consideration in developing index methods (weighted aggregate value method weighted average price relative method), stock market indices-S&amp;P CNX Nifty scrip selection criteria.</p>	<p><b>30-03-26</b> <b>05-04-26</b></p>	Assignment2
4	<p>Mutual fund – history, organization, types of mutual fund schemes, net assets value , role of AMC s in mutaula funds, mutual fund companies in india, prospects, recent developments.</p>	<p><b>06-04-26</b> <b>12-04-26</b></p>	
	<p>DEMAT - opening and trading. . How to apply for IPO. . Intraday trading strategy. . Delivery and settlement procedure Virtual Trading.</p>	<p><b>13-04-26</b> <b>19-04-26</b></p>	
	<p>Visit to NSE/BSE. . Compute NAV of a mutual fund. Analyse various schemes of mutual funds and compute exit load</p>	<p><b>20-04-26</b> <b>26-04-26</b></p>	
	<p>Revision, test, presentation</p>	<p><b>27-04-26</b> <b>05-05-26</b></p>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

**Name of Teacher: Seema**

**Academic Session : 2025-26**

**Class : M.Com I**

**Semester : II Subject : Supply chain managemenet**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
I	Supply Chain Management: Concept, scope and importance operations; SCM vs Physical distribution approach - Differences and similarities;	<b>12-01-26 20-01-26</b>	
I	Evolution of SCM; Integrating inbound and outbound logistics: Strategies, techniques and benefits; Customer focus in Supply Chain:	<b>21-01-26 31-01-26</b>	
I	Understanding customer needs, enhancing customer satisfaction through SCM; SCM and profitability.	<b>01-02-26 08-02-26</b>	
II	<b>Coordination function of SCM: Inter-functional &amp; Inter-corporate Cooperation;</b>	<b>09-02-26 15-02-26</b>	
II	SCM and total cost concept: Cost components, costminimization strategies	<b>16-02-26 22-02-26</b>	
II	SCM and marketing mix: Product, price, place,promotion integration	<b>23-02-26 28-02-26</b>	
	HOLI Break.	<b>01-03-26 08-03-26</b>	
II	<b>SCM's Influence on marketing strategies;Systems approach to SCM: Holistic view, benefits and challenges</b>	<b>09-03-26 15-03-26</b>	
III	<b>Marketing Channeii Functions. types. and role of channel members in scm</b>	<b>16-03-26 22-03-26</b>	
III	Integrating marketing channels with marketing mix;Marketing	<b>23-02-26 29-03-26</b>	

	channels and retailing strategy		
III	Supply chain as value delivery system: Creating and delivering value. enhancing customer experience; Vendor relationships and distribution channel design.	<b>30-03-26</b> <b>05-04-26</b>	
IV	Customer service: Strategy and practices developing effective customer service;	<b>06-04-26</b> <b>12-04-26</b>	
IV	Integration for Efficiency: Transportation and logistics, selecting the right mode. multimodal transportation and documentation; Warehousing and material handling	<b>13-04-26</b> <b>19-04-26</b>	
IV	Types and site selection; Order processing and management; SCM and information technology: IT-enabled SCM; ERP. .IIT, and	<b>20-04-26</b> <b>26-04-26</b>	
IV	quality management; Third party logistics (3PL): Overview and benefits; Supply chain management in the Indian environment.	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

Name of Teacher: Ms. Seema

Academic Session : 2025-26

Class : B.com

Semester : iv

Subject : Corporate accounting

Unit	Topic/Chapters to be covered	Duration	Assignment and Tests
I	Valuation of share	12-01-26 20-01-26	
I	Valuation of share	21-01-26 31-01-26	
I	<b>Revision Valution of share</b>	01-02-26 08-02-26	test
I	<b>Valuation of goodwill</b>	09-02-26 15-02-26	
I	<b>Valuation of goodwill</b>	16-02-26 22-02-26	
I	<b>Revision of Valuation of goodwill</b>	23-02-26 28-02-26	Test/assignment
	HOLI Break	01-03-26 08-03-26	
II	<b>Valuation of debenture</b>	09-03-26 15-03-26	
II	Purchase of own debenture	16-03-26 22-03-26	Test
III	Accounts of banking company	23-02-26 29-03-26	
III	Accounts of insurance company	30-03-26 05-04-26	
iv	Liquidation of company	06-04-26 12-04-26	

iv	Liquidation of company	<b>13-04-26</b> <b>19-04-26</b>	Test
iv	Accounts of holding company	<b>20-04-26</b> <b>26-04-26</b>	
iv	Accounts of Holding company	<b>27-04-26</b> <b>05-05-26</b>	Test

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

Name of Teacher: Seema

Academic Session : 2025-26

Class : Semester : Subject :

Unit	Topic/Chapters to be covered	Duration	Assignment and Tests
I	Generally accepted accounting principles: overview of accounting standards	12-01-26 20-01-26	
I	International financial reporting standards; An overview of Indian accounting standards.	21-01-26 31-01-26	test
II	<b>Accounting of business combinations &amp; restructuring (as per Relevant terms, types of mergers, methods of accounting</b>	01-02-26 08-02-26	
II	<b>treatment of goodwill arising on merger; Purchase consideration and settlement:transferor and transferee; Accounting Ind AS)</b>	09-02-26 15-02-26	test
II	for investment in subsidiary; (including chain holdings, cross holdings. multiple holdings); Corporate financial restructuring, reconstruction schemes, de-merger, reverse merger;	16-02-26 22-02-26	
II	Notes to accounts & related disclosures under amalgamation. Accounting for mergers/acquisitions	23-02-26 28-02-26	test
	HOLI Break	01-03-26 08-03-26	
III	<b>Consolidated financial statements (as per Ind AS): Concept of businessgroup, purposes of consolidated financial statements, consolidation procedures, non-controlling interest, investment in associates and joint ventures in consolidated financial statements.</b>	09-03-26 15-03-26	
III	<b>valuation of goodwill, treatment pre-acquisition profit and post-acquisition profit and concept; Fair value at the time of acquisition; Consolidation with two or more subsidiaries,</b>	16-03-26 22-03-26	

III	<b>Consolidated income statement. balance sheet and cash flow statements for group ; Impact on group financial statements at the point of acquisitional Treatment</b>	<b>23-02-26 29-03-26</b>	
III	Treatment of investment in associates and joint ventures in consolidated financial statements.	<b>30-03-26 05-04-26</b>	test
Iv	Recent trends in financial reporting Revision	<b>06-04-26 12-04-26</b>	
Iv	Corporate social responsibility reporting; Fair value measurement; Revision	<b>13-04-26 19-04-26</b>	
Iv	Integrated reporting; Business responsibility reporting; Recognition & valuation financial instruments (Ind AS);	<b>20-04-26 26-04-26</b>	
Iv	GST accounting. ng: Sustainability reporting; revision	<b>27-04-26 05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

Name of Teacher: Seema

Academic Session : 2025-26

Class : Semester : Subject :

Unit	Topic/Chapters to be covered	Duration	Assignment and Tests
I	Productivity Applications: Word Processor	12-01-26 20-01-26	
I	MS Word google docs Libre Office; Practical	21-01-26 31-01-26	test
I	Spreadsheet - MS Excel, Practical	01-02-26 08-02-26	test
I	Google Sheets; Presentation Software Power Point, Google Slides. Google Docs Practical	09-02-26 15-02-26	test
II	Communication and Collaboration Tools: Email and Call Applications; Online Meetings -Google Meet, Zoom, Microsoft Teams, Slack, etc. practical	16-02-26 22-02-26	
II	Cloud Storage and collaboration - Use of Google Drive, One Drive, etc. for storage and resource sharing Practical	23-02-26 28-02-26	test
	HOLI Break	01-03-26 08-03-26	
III	<b>Marketing Tools: Youtube, Facebook, Instagram, Snapchat, etc.</b>	09-03-26 15-03-26	
III	<b>resources, making a channel/page, promoting channel/page.</b>	16-03-26 22-03-26	
III	<b>Blogging Wordpress, Blogger etc., tools for blogging</b>		

III	<b>tools for blogging</b> :Practical	<b>23-02-26</b> <b>29-03-26</b>	test
iv	AI Tools	<b>30-03-26</b> <b>05-04-26</b>	
iv	Chat GPT, Gemini, Practicals	<b>06-04-26</b> <b>12-04-26</b>	
iv	Microsoft Copilot; Rephras Grammarly;	<b>13-04-26</b> <b>19-04-26</b>	test
iv	Tools for making websites and apps;	<b>20-04-26</b> <b>26-04-26</b>	
IV	Making CV using AI	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Ms. Deepika Vaish      Academic Session : 2025-26**

**Class :B.COM**

**Semester :II**

**Subject :Principles of Marketing**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Introduction to Marketing Meaning, definition, and scope of marketing Core concepts: needs, wants, demand Evolution of marketing (production → selling → marketing concept) Importance of marketing in modern business Week 2: Marketing Environment Micro and Macro environment Internal vs external factors	<b>12-01-26</b> <b>20-01-26</b>	
1	Consumer Behaviour  Meaning and importance  Factors influencing consumer behavior  Cultural, social, personal, psychological  Buying decision process	<b>21-01-26</b> <b>31-01-26</b>	
2	Market Segmentation Meaning and need Bases of segmentation Geographic, demographic, psychographic, behavioral Benefits and limitations Week 5: Targeting and Positioning Market targeting strategies Positioning concept Positioning techniques and strategies Perceptual mapping (basic idea)	<b>01-02-26</b> <b>08-02-26</b>	Assignment 1 &test

2	Product Concept Meaning and classification of products Product levels (core, actual, augmented) Product mix and product line	<b>09-02-26</b> <b>15-02-26</b>	
2	Product Life Cycle (PLC) Stages: Introduction, Growth, Maturity, Decline Strategies at each stage New product development process	<b>16-02-26</b> <b>22-02-26</b>	
2	Branding and Packaging  Branding: meaning and importance  Types of brands  Brand equity  Packaging and labeling functions	<b>23-02-26</b> <b>28-02-26</b>	Assignment 2 & Test
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
3	Pricing Decisions Meaning and importance of pricing Factors affecting pricing Pricing methods Cost-based, demand-based, competition-based	<b>09-03-26</b> <b>15-03-26</b>	
3	Distribution Channels Meaning and importance Types of channels (direct, indirect) Channel functions Channel selection facto	<b>16-03-26</b> <b>22-03-26</b>	
3	Retailing and Wholesaling  Meaning and types of retailing  Functions of wholesalers  Modern retail formats	<b>23-02-26</b> <b>05-04-26</b>	Assignment 3 & Test

4	<p>Promotion Mix</p> <p>Meaning and elements</p> <p>Advertising, Sales Promotion, Personal Selling, Public Relations</p> <p>Promotion strategies</p>	<p><b>06-04-26</b></p> <p><b>12-04-26</b></p>	
4	<p>Advertising and Personal Selling</p> <p>Advertising: objectives, types, media</p> <p>Personal selling: process and skills</p> <p>Salesmanship qualities</p>	<p><b>13-04-26</b></p> <p><b>19-04-26</b></p>	
4	<p>Digital Marketing Basics</p> <p>Introduction to digital marketing</p> <p>Social media marketing</p> <p>E-commerce basics</p> <p>Online consumer behavior</p> <p>Week 15: Emerging Trends in Marketing</p> <p>Relationship marketing</p>	<p><b>20-04-26</b></p> <p><b>26-04-26</b></p>	Assignment 4 & Test
4	<p>Green marketing</p> <p>Rural marketing</p> <p>Ethical issues in marketing</p> <p>Revision &amp; Assessment</p> <p>Case study discussions</p> <p>Class presentations</p> <p>Revision of key concepts</p> <p>Internal assessment / test</p>	<p><b>27-04-26</b></p> <p><b>05-05-26</b></p>	Test

**Government College, Chhachhrauli**  
**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Ms. Deepika Vaish**

**Academic Session : 2025-26**

**Class :B.COM**

**Semester :2<sup>nd</sup>**

**Subject :Company Law**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Introduction to Company Law Meaning and definition of company Characteristics of a company Types of companies (Private, Public, One Person Company) Distinction between company and partnership	<b>12-01-26</b> <b>20-01-26</b>	
1	Formation of Company  Promotion of company  Role and duties of promoters  Incorporation process  Certificate of Incorporation	<b>21-01-26</b> <b>31-01-26</b>	
1	<b>Memorandum of Association (MOA)</b> <b>Meaning and importance</b> <b>Clauses of MOA</b> <b>Alteration of MOA</b>	<b>01-02-26</b> <b>08-02-26</b>	Assignment 1 &test
2	<b>Articles of Association (AOA)</b> <b>Meaning and contents</b> <b>Difference between MOA and AOA</b> <b>Alteration of AOA</b>	<b>09-02-26</b> <b>15-02-26</b>	
2	Prospectus  Meaning and definition  Contents of prospectus  Misstatement in prospectus and its consequences	<b>16-02-26</b> <b>22-02-26</b>	

2	Share Capital Types of shares (Equity, Preference) Issue of shares Allotment of shares	<b>23-02-26</b> <b>28-02-26</b>	Assignment 1 & test
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
3	<b>Share Capital (Continued)</b> <b>Forfeiture and reissue of shares</b> <b>Transfer and transmission of shares</b>	<b>09-03-26</b> <b>22-03-26</b>	
3	Membership in a Company  Who can become a member  Modes of acquiring membership  Rights and liabilities of members	<b>23-02-26</b> <b>29-03-26</b>	
3	Directors Definition and types of directors Appointment and qualifications Duties and liabilities	<b>30-03-26</b> <b>05-04-26</b>	Assignment 1 & test
4	Meetings  Types of meetings (AGM, EGM)  Notice, quorum, and agenda  Resolutions (Ordinary & Special)	<b>06-04-26</b> <b>12-04-26</b>	
4	Company Management & Administration	<b>13-04-26</b> <b>19-04-26</b>	

	<p>Managerial personnel</p> <p>Company secretary</p> <p>Audit and auditors</p> <p>Week 12: Dividends and Accounts</p> <p>Declaration and payment of dividend</p> <p>Company accounts</p> <p>Financial statements</p> <p>Week 13: Winding Up of Company</p> <p>Meaning and modes of winding up</p> <p>Compulsory winding up</p> <p>Voluntary winding up</p>		
4	<p>Overview of amendments in company law</p> <p>Case studies and practical examples</p> <p>Week 16: Revision &amp; Internal Assessment</p> <p>Revision of all units</p> <p>Class test / presentation / viva</p>	<p><b>20-04-26</b></p> <p><b>26-04-26</b></p>	Assignment 1 & test
4	Revision and Test	<p><b>27-04-26</b></p> <p><b>05-05-26</b></p>	

**Government College, Chhachhrauli**  
**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: Ms. Deepika Vaish**

**Academic Session : 2025-26**

**Class :B.COM**

**Semester :6<sup>th</sup>**

**Subject :Management Accounting**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Introduction to Management Accounting Meaning, Nature & Scope Objectives & Importance Difference: Financial vs Cost vs Management Accounting Activity: Class discussion on business decision-making	<b>12-01-26</b> <b>20-01-26</b>	
1	Tools & Techniques of Management Accounting  Financial Statement Analysis  Meaning & Types  Comparative Statements  Common Size Statements   Ratio Analysis	<b>21-01-26</b> <b>31-01-26</b>	
1	<b>Ratio Analysis – I</b> <b>Meaning &amp; Importance</b> <b>Liquidity Ratios</b> <b>Profitability Ratios</b> <b>Activity: Solve practical questions</b>	<b>01-02-26</b> <b>08-02-26</b>	Assignment 1 & test
2	<b>Ratio Analysis – II</b> <b>Solvency Ratios</b> <b>Activity/Efficiency Ratios</b> <b>Interpretation of Ratios</b> <b>Test: Class test on ratios</b>	<b>09-02-26</b> <b>15-02-26</b>	

2	<p>Fund Flow Statement</p> <p>Concept of Fund</p> <p>Preparation of Fund Flow Statement</p> <p>Changes in Working Capital</p> <p>Practice: Full numerical problems</p>	<p><b>16-02-26</b></p> <p><b>22-02-26</b></p>	
2	<p>Cash Flow Statement – I</p> <p>Meaning &amp; Importance</p> <p>Classification (Operating, Investing, Financing)</p>	<p><b>23-02-26</b></p> <p><b>28-02-26</b></p>	Assignment 1 & test
	<p>HOLI Break</p>	<p><b>01-03-26</b></p> <p><b>08-03-26</b></p>	
3	<p><b>Cash Flow Statement – II</b></p> <p><b>Preparation of Cash Flow Statement (as per standard format)</b></p> <p><b>Activity: Problem solving session</b></p>	<p><b>09-03-26</b></p> <p><b>22-03-26</b></p>	
3	<p>Budgeting – I</p> <p>Meaning &amp; Objectives</p> <p>Types of Budgets</p> <p>Budgetary Control</p>	<p><b>23-02-26</b></p> <p><b>29-03-26</b></p>	
3	<p>Budgeting – II</p> <p>Preparation of:</p> <p>Cash Budget</p> <p>Flexible Budget</p> <p>Assignment: Numerical questions</p>	<p><b>30-03-26</b></p> <p><b>05-04-26</b></p>	Assignment 1 & test
4	<p>Marginal Costing – I</p> <p>Meaning &amp; Concepts</p> <p>Contribution</p> <p>Profit-Volume (P/V) Ratio</p>	<p><b>06-04-26</b></p> <p><b>12-04-26</b></p>	

4	<p>Marginal Costing – II</p> <p>Break-Even Analysis</p> <p>Decision-making (Make or Buy, Shut Down)</p> <p>Activity: Case-based problems</p>	<p><b>13-04-26</b></p> <p><b>19-04-26</b></p>	
4	<p>Standard Costing &amp; Variance Analysis</p> <p>Meaning &amp; Objectives</p> <p>Types of Variances</p> <p>Basic calculations</p>	<p><b>20-04-26</b></p> <p><b>26-04-26</b></p>	Assignment 1 & test
4	<p>Revision &amp; Internal Assessment</p> <p>Revision of all units</p> <p>Doubt clearing</p> <p>Final internal test / viva</p>	<p><b>27-04-26</b></p> <p><b>05-05-26</b></p>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

**Name of Teacher: MS Paramjeet Kaur**

**Academic Session : 2025-26**

**Class : M.com**

**Semester : 2nd**

**Subject : international business**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	International business- introduction , nature importance and scope	<b>12-01-26</b> <b>20-01-26</b>	
	International business environment, international stages and orientations	<b>21-01-26</b> <b>31-01-26</b>	Assignment
	<b>International product life cycle , technology transfers :importance, types and issues</b>	<b>01-02-26</b> <b>08-02-26</b>	Test
	<b>Modes of entry into international business</b>	<b>09-02-26</b> <b>15-02-26</b>	Presentation
2	Multinational corporations: nature types and role	<b>16-02-26</b> <b>22-02-26</b>	
	Foreign investment: nature ,types and barriers	<b>23-02-26</b> <b>28-02-26</b>	Presentation
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
	<b>Tariff and non barriers</b>	<b>09-03-26</b> <b>15-03-26</b>	Assignment

	<b>Theories of international business</b>	<b>16-03-26</b> <b>22-03-26</b>	Test
	Modern theories of international trade, balance of payment	<b>23-02-26</b> <b>29-03-26</b>	Test
3	Regional economic co -operation: concept types and rationale, structure and functioning of EU ,USMCA, ASEAN,SAFTA	<b>30-03-26</b> <b>05-04-26</b>	
	World Trade organisation, United Nations conference on Trade and development	<b>06-04-26</b> <b>12-04-26</b>	Presentation
	International commodity and trade agreement	<b>13-04-26</b> <b>19-04-26</b>	
4	Foreign exchange market and risk management	<b>20-04-26</b> <b>26-04-26</b>	
	Revision	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

**Name of Teacher: MS Paramjeet Kaur**

**Academic Session : 2025-26**

**Class : B.Com**

**Semester : 4th**

**Subject : income tax II**

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Deduction from gross total income: deductions applicable to individual , HUFs and firms u/s80c to 80u	<b>12-01-26 20-01-26</b>	
	Deductions. Including rebates	<b>21-01-26 31-01-26</b>	Assignment
2	<b>Computation of total income and tax liability of individual ,HUFs</b>	<b>01-02-26 08-02-26</b>	
	<b>Total income and tax liability of firms</b>	<b>09-02-26 15-02-26</b>	Test
	Authorities in income tax administration	<b>16-02-26 22-02-26</b>	
3	Filling of returns : types of returns, including online filling of return	<b>23-02-26 28-02-26</b>	
	HOLI Break	<b>01-03-26 08-03-26</b>	
	<b>Deduction of tax at source</b>	<b>09-03-26 15-03-26</b>	Assignment

	<b>Advance payment of tax; recovery and refund of tax</b>	<b>16-03-26</b> <b>22-03-26</b>	Test
4	Assessments, the force and consequences: types of assessments	<b>23-02-26</b> <b>29-03-26</b>	Test
	E-Assessment ; penalties:	<b>30-03-26</b> <b>05-04-26</b>	
	Opens and prosecutions;	<b>06-04-26</b> <b>12-04-26</b>	
	Appeals and revisions ( including faceless)	<b>13-04-26</b> <b>19-04-26</b>	
	Tax planning and saving techniques	<b>20-04-26</b> <b>26-04-26</b>	
	Revision	<b>27-04-26</b> <b>05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan**

**Name of Teacher:** MS Paramjeet Kaur

**Academic Session :** 2025-26

**Class :** B.Com

**Semester :** 2nd

**Subject :** Computerised accounting system

<b>Unit</b>	<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
1	Computer is accounting system : concept , tally prime, installation of tally prime, licence configuration,	<b>12-01-26</b> <b>20-01-26</b>	
	Tally vault password: security control in tally prime, data backup and restore, export and import data, edit log features in tally,	<b>21-01-26</b> <b>31-01-26</b>	Assignment
2	<b>Gateway of tally, company creation: set up features accounting features, configuration setting and deleting a company</b>	<b>01-02-26</b> <b>08-02-26</b>	Test
	<b>Ledger creation : creating single and multiple ledgers alter, deleting and display ledger</b>	<b>09-02-26</b> <b>15-02-26</b>	
	Invoicing,; budgeting; co-centers; interest calculation;	<b>16-02-26</b> <b>22-02-26</b>	
	Inventory: stock items, purchase and sale order processing, godown	<b>23-02-26</b> <b>28-02-26</b>	
	HOLI Break	<b>01-03-26</b> <b>08-03-26</b>	
3	<b>Financial statements: profit and loss account, balance sheet, bank reconciliation, debit and credit note;</b>	<b>09-03-26</b> <b>15-03-26</b>	Assignment

	<b>Tally audit features; printing features;</b>	<b>16-03-26 22-03-26</b>	
	Management information system and differentin reports in tally	<b>23-02-26 29-03-26</b>	Test
	Practical work	<b>30-03-26 05-04-26</b>	
4	Income tax and GST in tallyi prime: TDS, TCS	<b>06-04-26 12-04-26</b>	Test
	Payroll in tally: introduction, salary accounting, payroll masters payroll vouchers, gratuity, provident fund, ESI, payroll reports.	<b>13-04-26 19-04-26</b>	
	Practical work	<b>20-04-26 26-04-26</b>	
	Revision	<b>27-04-26 05-05-26</b>	

**Government College, Chhachhrauli**

**Summary of Lesson Plan( Even Sem)**

**Name of Teacher: MS Paramjeet Kaur      Academic Session : 2025-26      Class**  
**:B.Com Semester : 4thSem      Subject : Constitutional Human and Moral Values,**  
**and IPR**

<b>Topic/Chapters to be covered</b>	<b>Duration</b>	<b>Assignment and Tests</b>
Historical Perspective of Indian Constitution: Basic Values enshrined in the Preamble of the Indian Constitution	<b>12-01-26</b> <b>20-01-26</b>	
Concept of Constitutional Morality; Patriotic Values and Ingredients	<b>21-01-26</b> <b>31-01-26</b>	
National Building, Fundamentals Rights and Duties: Directive Principles of the State Policy	<b>01-02-26</b> <b>08-02-26</b>	
Humanism, Human Virtues and Civic Sense:	<b>09-02-26</b> <b>15-02-26</b>	
Social Responsibilities of Human Beings: Ethical ways to deal with human aspirations	<b>16-02-26</b> <b>22-02-26</b>	Assignment 1 &test
Peace and Brotherhood (Vasudhaiv Kutumbkam) Harmony with society and nature; Idea of International	<b>23-02-26</b> <b>28-02-26</b>	
<b>Holi Break</b>	<b>01-03-26</b> <b>08-03-26</b>	

Understanding Morality and Moral Values: Moral Education and Character Building; Ethics of Relations: Personal, Social and Professional	<b>09-03-26</b> <b>22-03-26</b>	
Introduction to Gender Sensitization: Affirmative approach towards Weaker Sections (SCs, STs, OBCs, EWS & Das);	<b>23-02-26</b> <b>29-03-26</b>	
Ethical Conduct in Higher Education Institutions; Professional Ethics	<b>30-03-26</b> <b>05-04-26</b>	Assignment 2 & test
Meaning, Origins and Nature of Intellectual Property Rights (IPRs); Different Kinds of IPR-Copyright, Patent, Trademark	<b>06-04-26</b> <b>12-04-26</b>	
Trade Secret/Dress, Design, Traditional Knowledge,	<b>13-04-26</b> <b>19-04-26</b>	
Infringement and Offences of IPRs-Remedies and Penalties, Basic of Plagiarism policy of UGC	<b>20-04-26</b> <b>26-04-26</b>	
Revision and Test	<b>27-04-26</b> <b>05-05-26</b>	

**Government College Chhachhrauli, Yamuna Nagar**

**Lesson Plan**

**Subject: Auditing**

**Class: B.Com VI Semester**

**Course Code: B23-COM-602**

**Session: 2025–26**

**Teacher: Ms. Pratibha**

**January**

Week	Topics
<b>Week 1</b>	Introduction to auditing, meaning, nature, objectives
<b>Week 2</b>	Scope, advantages and disadvantages of auditing; Types of audit (Internal & External)
<b>Week 3</b>	Propriety audit, Efficiency audit, Audit process
<b>Week 4</b>	Audit programme, Audit notebook, Audit evidence, Working papers

**February**

Week	Topics
<b>Week 1</b>	Pre-audit preparation, Audit of e-commerce transactions, Difference between audit and investigation
<b>Week 2</b>	Methods of audit work, Internal checking system, Test checking, [Professional ethics of auditor

Week 3	Routine checking, Internal control, Audit procedures, Audit Report : Clean and qualified report, Concept importance and types
Week 4	Vouching: concept, objectives and importance, Vouching of Cash Book and Purchases

### March

Week	Topics
Week 1	Holidays
Week 2	Vouching of Sales Book, Bills Receivable Book and Bills Payable Book, Journal proper, Debtors ledger, Creditors ledger
Week 3	Verification of assets and liabilities, CAAT
Week 4	Audit of limited companies and company audit, Appointment, powers, duties and liabilities of auditors

### April

Week	Topics
Week 1	Divisible profits, dividend, auditor's report
Week 2	Directions of CAG
Week 3	REVISION
Week 4	REVISION

### May

Week	Topics
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Week 1	Revision
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## **Lesson Plan**

**Subject: Business Communication**

**Class: BBA II Semester**

**Course Code: B23-SEC-214**

**Session: 2025–26**

**Teacher: Ms. Pratibha**

### **January**

<b>Week</b>	<b>Topics</b>
<b>Week 1</b>	Meaning, definition, nature, scope, process and importance of communication
<b>Week 2</b>	objectives of business communication, Media and Channels of Communication
<b>Week 3</b>	Barriers to Business Communication
<b>Week 4</b>	Revision

### **February**

<b>Week</b>	<b>Topics</b>
<b>Week 1</b>	Introduction to written communication and its importance, Business letter writing: meaning, importance and types
<b>Week 2</b>	Structure and layout of business letters, Business report writing: meaning and types
<b>Week 3</b>	Techniques of report writing: planning, language and structure
<b>Week 4</b>	Drafting official communication: circular, notification, amendment, Press

	communiqué, DO letter and telegram
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### **March**

Week	Topics
Week 1	Holidays
Week 2	Oral communication and art of effective interviewing
Week 3	Types and techniques of interviewing
Week 4	Qualities of interviewer and interviewee, planning interviews, group communication

### **April**

Week	Topics
Week 1	Audio-visual communication and channels
Week 2	Body language and Importance of Business Communication
Week 3	Channels of audio-Visual Communication
Week 4	role of public relations in business communication

### **May**

Week	Topics
Week 1	Revision

**Lesson Plan**  
**Fraud Investigation and Forensic Accounting**  
**(M24-COM-202)**  
**M.Com II Sem**  
**Teacher: Ms. Pratibha**

**January**

Week	Topics
Week 1	Introduction to Financial Crimes – Meaning, prevalence, Fraud triangle  Types of Financial Crimes – Fraud, bribery, corruption, money laundering, terrorism
Week 2	Types of Fraud – Accounting fraud, asset misappropriation, consumer fraud  Corporate frauds, cyber/data theft frauds, securities frauds, tax frauds
Week 3	Channels of financial crime – phone, digital channels, banking system, Similarities between fraud, theft & embezzlement; White collar crime

February

Week	Topics
Week 1	Fraud detection & prevention – mechanisms and red flags  Techniques – Horizontal & vertical analysis, ratio analysis, surprise audits
Week 2	Perception of detection & approaches to fraud prevention
Week 3	Fraud investigation – definitions, axioms, methodology, Difference between fraud investigation & financial statement audit
Week 4	Revision

March

Week	Topics
Week 1	Holidays
Week 2	Forensic accounting – meaning, evolution, scope, roles and responsibilities of Fraud examiners
Week 3	Difference between fraud examination & forensic accounting
Week 4	Forensic accounting process – planning, evidence collection  Interviewing, interrogation, analysis &

	reporting
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April

Week	Topics
Week 1	Data Mining ,Forensic accounting techniques & legislations (IT Act 2000, PMLA 2002)  Case studies & revision
Week 2	Forensic accounting techniques & legislations (IT Act 2000, PMLA 2002)  Case studies & revision
Week 3	REVISION
Week 4	REVISION

May

Week	Topics
Week 1	Revision

**Lesson Plan**  
**Corporate Governance and Social Responsibility**  
**(M.Com II Sem)**  
**Teacher: Ms. Pratibha**

January

Week	Topics:
Week 1	Frame work of CG: Concept, need, evolution and theories of corporate governance
Week 2	Corporate governance in Arthashastra and developments in India, Committees on corporate governance
Week 3	Listing agreement, voluntary guidelines, elements of good governance  Legislative framework – board structure, composition and powers

February

Week	Topics
Week 1	SEBI disclosure requirements  Cg and stakeholders: Stakeholders and shareholder rights and protection of minority shareholders  Shareholder activism and stakeholder engagement

Week 2	Board committees – audit, nomination & remuneration, CSR, risk management
Week 3	Institutional investors, whistle blower policy, insider trading
Week 4	Revision

March

Week	Topics
Week 1	Holidays
Week 2	Corporate governance forums – OECD and global governance networks, International CG Network and ,Asian Governance Association
Week 3	CSR – concept, need and approaches, CSR and Philanthropy, National Voluntary guidelines
Week 4	CSR policy rules (2014 & 2021) and corporate citizenship  CSR assessment and sustainability

April

Week	Topics
Week 1	Sustainable development and role of women, GRI guidelines, Sustainability

	indices,
Week 2	Sustainability reporting and role of government
Week 3	Case Studies
Week 4	CSR reporting frameworks, ESG index Kyoto Protocol, Bali Roadmap, Integrated Reporting and Environmental Reporting

May

Week	Topics
Week 1	Revision

## Lesson Plan

### IHRM

(M.Com IV Sem)

Teacher: Ms. Pratibha

January

Week	Topics:
Week 1	IHRM: Nature, concept and trends in IHRM Difference between international mgt and IHRM
Week 2	Models of IHRM
Week 3	Schools of thought in international management

February

Week	Topics
Week 1	Comparative management – Concept, importance and scope
Week 2	Models and approaches of comparative management Hofstede's Model
Week 3	Issues in comparative management – legal and political, ethical, cultural national and regional differences in human resource

	mgt practices
Week 4	Case Studies

March

Week	Topics
Week 1	Holidays
Week 2	Management styles and practices in – USA, Japan, China, Korea, Europe and India with Case studies
Week 3	Managing International Assignments: Expatriate Mgt , Selection, training and repatriation
Week 4	Managing Diversity in global workforce. Critical analysis of internationalization of HRM practices

April

Week	Topics
Week 1	Organizational design in different countries
Week 2	HRM'S IN MNC'S Transnational organizational behaviour Motivation, perception and leadership Communication and job satisfaction
Week 3	Performance appraisal

	Finance and marketing perspectives
Week 4	Negotiating across cultures

May

Week	Topics
Week 1	Revision

# Government College Chhachhrauli

## Summary of Lesson Plan

Name: Dr Ruchika Wadhwa

Academic Session: 2025-26.

Class: BBA

Semester: 02<sup>nd</sup>

Subject & Code: Business Statistics B23-BBA-201

Sr. No.	Unit	Topics/Chapters to be covered	Duration	Assignments and Tests
1.	I	Business Statistics: Introduction, Scope, Functions, Importance, Limitations, Distrust of Statistics	08.01.2026-16.01.2026	Assignment-I
2.	I	Collection of Primary and Secondary Information, Types of Statistical Methods, Data Analysis and Interpretation, Graph: Characteristics, Types, Merits and Demerits	19.01.2026-24.01.2026 27.01.2026-31.01.2026	
3.	II	Measures of Central Tendency: Meaning Types, Arithmetic, Geometric and Harmonic Mean,	02.02.2026-07.02.2026 09.02.202 -14.02.2026	Test -I
4.	II	Quadratic Mean, Moving Average, Progressive Average, Relation between Mean, Median and Mode	16.02.2026-21.02.2026 23.02.2026-28.02.2026	
5.	III	Measures of Dispersion and Skewness: Absolute and Relative Measures, Range, Quartile Deviation,	09.03.2026-14.03.2026 16.03.2026-21.03.2026	Assignment -II

6.	III	Mean and Standard Deviation, Difference between Dispersion and Skewness, Empirical relation among various measures of Dispersion , Moments and Kurtosis	23.03.2026-28.03.2026 30.03.2026-04.04.2026	
7.	IV	Sampling: Introduction, Census versus Sample, Errors in Sampling, Types of Sampling, Juding Reliability of Sample	06.04.2026-11.04.2026 13.04.2026-18.04.2026	Test –II
8.	IV	Index Numbers: Introduction , types, methods of constructing index numbers, uses of index numbers, Time Series Analysis: Components and Seasonality Analysis	20.04.2026-25.04.2026 27.04.2026-02.05.2026	

**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:** w.ruchikaa@gmail.com

# Government College Chhachhrauli

## Summary of Lesson Plan

Name: Dr Ruchika Wadhwa

Academic Session: 2025-26.

Class: B.Com

Semester: 06<sup>th</sup>

Subject & Code: Event Management, B23-VOC-319

<b>Sr. No.</b>	<b>Unit</b>	<b>Topics/Chapters to be covered</b>	<b>Duration</b>	<b>Assignments and Tests</b>
1.	I	Event Planning and Control : Introduction to event planning and management, Event Production, Role of event planner and qualities of good planner,	08.01.2026-16.01.2026	Assignment-I
2.	I	Importance of organising events and its components, Techniques, Selection, Coordination, Creativity, Designing, Marketing, sponsorship, Production of special corporate and sports events	19.01.2026-24.01.2026 27.01.2026-31.01.2026	
3.	II	Legal Aspects of Business: Introduction to legal components of event management, Relevant Legislation	02.02.2026-07.02.2026 09.02.202 -14.02.2026	Test -I
4.	II	Contract Agreement Act, Company and Business Law, Sales Act, Indian Partnership Act, Negotiable Instrument Act.	16.02.2026-21.02.2026 23.02.2026-28.02.2026	
5.	III	IT in Event Management: Hardware and Software, Data Processing System, Input-Output devices, Storage devices, Word processing software such as Microsoft Word processing- Level -1 Micro Computer operation and operating environment,	09.03.2026-14.03.2026 16.03.2026-21.03.2026	Assignment -II

6.	III	Creating and Editing Documents, Formatting, Saving, Retrieving and Printing Text, Profiling Documents and Spreadsheet programs such as Excel.	23.03.2026-28.03.2026 30.03.2026-04.04.2026	
7.	IV	Event Marketing: Marketing Concept, Marketing Mix, Marketing Planning, Marketing Budget,	06.04.2026-11.04.2026 13.04.2026-18.04.2026	Test –II
8.	IV	Merchandising, Marketing Control, Brand Promotion and Catchment Area	20.04.2026-25.04.2026 27.04.2026-02.05.2026	

**Note:-**

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

➤ **E-Mail:** w.ruchikaa@gmail.com

# Government College Chhachhrauli

## Summary of Lesson Plan

Name: Dr Ruchika Wadhwa

Academic Session: 2025-26.

Class: B.Com

Semester: 04<sup>th</sup>

Subject & Code: **Entrepreneurship Development, B23-COM-403**

Sr. No.	Unit	Topics/Chapters to be covered	Duration	Assignments and Tests
1.	I	Entrepreneurship: Concept, importance, factors influencing entrepreneurship; Entrepreneur: Concept, characteristics, qualities, functions, classification of Entrepreneurs; Relationship between entrepreneurship and management;	08.01.2026-16.01.2026	Assignment-I
2.	I	Process of entrepreneurship development; Role of Entrepreneurship in economic development; Motivations to become entrepreneur.	19.01.2026-24.01.2026 27.01.2026-31.01.2026	
3.	II	Entrepreneurship Development and MSMEs: Concept, registration, process, benefits of registration	02.02.2026-07.02.2026 09.02.202 -14.02.2026	Test -I
4.	II	MSMEs-As a nascence of Entrepreneurship; Start up and Skill India: Concept, steps and need; Role of modern technology in developing MSME; Role of MSMEs in the economic development.	16.02.2026-21.02.2026 23.02.2026-28.02.2026	
5.	III	Identifying business opportunity: Concept and steps; Sources of ideas and information; Developing creativity and innovation; Contents of business project report; Project Appraisal: Feasibility studypreparation of feasibility reports, economic, technical, financial and managerial feasibility of	09.03.2026-14.03.2026 16.03.2026-21.03.2026	Assignment -II

		project;		
6.	III	Selection of factory location; Demand analysis and market potential measurement; Capital and project costing; Working capital requirements; Source of finance; Profit and tax planning.	23.03.2026-28.03.2026 30.03.2026-04.04.2026	
7.	IV	Institutions supporting entrepreneurs: Government support and incentives to new enterprises; Promotional agencies and institutions in entrepreneurship development;	06.04.2026-11.04.2026 13.04.2026-18.04.2026	Test –II
8.	IV	Central Govt. supporting institutions: SSIB, NABARD, SIDO, NSIC, SIDBI, NBMSME, KVIC, NISIET; State Govt. supporting institutions: SFCS, SSIDC, TCO; Non-Govt. supporting institutions and their role.	20.04.2026-25.04.2026 27.04.2026-02.05.2026	

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# Government College Chhachhrauli

## Summary of Lesson Plan

Name: Dr Ruchika Wadhwa

Academic Session: 2025-26.

Class: M.Com

Semester: 03<sup>rd</sup>

Subject & Code: **Event Management, M24-COM-409**

<b>Sr. No.</b>	<b>Unit</b>	<b>Topics/Chapters to be covered</b>	<b>Duration</b>	<b>Assignments and Tests</b>
1.	I	Event Management: Concept, significance, components of EM; Five C's of event designing; Types of events' Events Committee;	08.01.2026-16.01.2026	Assignment-I
2.	I	Event as marketing tool; Designing brand strategy; Event co-ordination, visual and electronic communication' event presentation.	19.01.2026-24.01.2026 27.01.2026-31.01.2026	
3.	II	Event Infrastructure; Target audience and clients, leadership and team management in events; Activities in event management: pre_event, during-event and post-event activities;	02.02.2026-07.02.2026 09.02.202 -14.02.2026	Test -I
4.	II	Budgeting in event management; Role of sponsors; Negotiating contracts with event organizers; Event risk management; promotion in events: Media sources. direct marketing, sales promotions, audience interaction, public relations, Merchandising, in-venue publicity.	16.02.2026-21.02.2026 23.02.2026-28.02.2026	
5.	III	concept of market in events: Revenue generating and non-revenue , generating customers: Segmentation and targeting of market events: Segmentation, targeting, positioning	09.03.2026-14.03.2026 16.03.2026-21.03.2026	Assignment -II

6.	III	Product in events: Benefit levels, event hierarchy, variations of events. categories of events and their characteristics; Branding in events  Reach: Interaction matrix_	23.03.2026-28.03.2026 30.03.2026-04.04.2026	
7.	IV	Event property, retaining event property, Repositioning of events	06.04.2026-11.04.2026 13.04.2026-18.04.2026	Test –II
8.	IV	evaluation of event performance: Concept, types-formative evaluation, objective evaluation, summative evaluation; Evaluation process, critical evaluation points from event organizers and clients' point of view.	20.04.2026-25.04.2026 27.04.2026-02.05.2026	

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