

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher-Ms. Sanjana Raheja

Subject- Corporate Tax Planning

Paper- MC-402

Class- M.com 4<sup>th</sup> sem

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Corporate tax planning Avoidance, evasion and Management Requisites of successful tax Planning
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Form of business organization Locational Aspects and Nature of business
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Computation of total Income and Tax Liability of companies Tax planning and financial Management decision regarding Capital Structure
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Dividend policy Theories of dividend policy Meaning of bonus share
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Meaning and importance of special tax provisions Special economic zones Tax incentives for exporters
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Infrastructure sector and backward areas Tax planning and managerial decision
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Sale of Assets, make and buy decision Amalgamation of companies
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Merger and Acquisitions Types of Merger
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher Ms Sanjana Raheja

Subject- Income Tax II

Paper- BC 604

Class- BCom 6th Semester

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Computation of Total Income of Individuals
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Computation of Tax Liability of Individuals
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Deductions to be made from Gross total Income while Computing Total Income Rebate and Relief of Tax
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Assessment of Hindu Undivided Families ,Assessment Of Partnership Firms
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Assessment of Association of Persons and body of Individuals, Income Tax Authorities
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Preparation and Filing of Returns of Income, Assessment Procedure
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Deduction and Collection of Tax at Source,Advance Payment Of Tax,Recovery and Refund Of Tax
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Appeals and Revision, Penalties, Offences and Prosecution, Mode of Acceptance or Repayment of certain Deposits
<b>13 June, 2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Tax Planning For Individuals, Alternate Tax Regime
<b>20 June, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June, 2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Assessment of Companies



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher: Ms. Shilpa

Subject-Commerce

Paper- BC-404 Business Statistics -II

Class- B.com IV

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Meaning of Time Series
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Uses of Time Series. Analysis of Times Series
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Causes of variation in time series data
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Components of a time series; Decomposition-additive and multiplicative models
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Determination of trend- Moving averages method and method of Least Squares (including linear second degree, parabolic, and exponential trend); Computation of seasonal-indicates by sample averages
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Ratio-to-trend, ratio-to moving average and link relative methods. Binomial, Poisson and Normal distributions- their properties and parameters.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher: Ms. Shilpa

Subject-Commerce

Paper- BC-404 Business Statistics -II

Class- B.com IV

<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	Theory of Probability: Probability as a concept; approaches to defining probability;
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Addition and multiplication laws of probability; Conditional probability; Bayes' Theorem.
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Probability distributions: Probability distribution as a concept;
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Shilpa

Subject-Commerce

Paper- MC- 206 BUSINESS STATISTICS

Class- M.com II Sem

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Multiple regression
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Correlation
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Linear regression equation, Regression equation in terms of simple correlation; coefficients
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Reliability of the estimate; Multiple Correlation; Partial Correlation. Index Numbers: Meaning, types and uses; Methods of constructing price and quality indices( simple and aggregate)
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Test of adequacy; Chain base index numbers; Base shifting, splicing and deflating; Problems in constructing index numbers; Consumer price index. Time Series Analysis: Components of a time series, Models of time series analysis- additive and multiplicative



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Shilpa

Subject-Commerce

Paper- MC- 206 BUSINESS STATISTICS

Class- M.com II Sem

<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Methods of constructing seasonal index; Adjusting time series data for seasonal variations, Estimation of seasonal variations. Theory of Probability: Probability as a concept
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	approaches to defining probability; addition and multiplication laws of probability; Conditional probability; Bayes Theorem.
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Probability distributions: Probability distribution as a concept; Binomial, Poisson
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Normal distributions- their properties and parameters.
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Shilpa

Subject-commerce

Paper- MC 403 PROJECT PLANNING AND CONTROL

Class- M.com IV Sem

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Identification of Investment Opportunities; Project ideas generation and screening, project analysis; Project feasibility study
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Project planning, Government Regulatory framework. Market and Demand Analysis: Sources of information- primary and secondary
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Demand forecasting and market planning; Technical Analysis: Materials and inputs; Production technology
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Product mix; Plant location and layout; Selection of plant and equipment; Financial Analysis: Cost of project and means of financing
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Major cost components; Planning capital structure; Financing schemes of financial institutions. Profitability and Financial Projections: Cost of production.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Shilpa

Subject-commerce

Paper- MC 403 PROJECT PLANNING AND CONTROL

Class- M.com IV Sem

<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Break-even analysis; Projected balance sheet, profit and loss account and cash flow statement. Appraisal Criteria and Process: Methods of appraisal under certainty, uncertainty and risk; Investment appraisal in practice
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	Appraisal process of financial institutions; Social Cost Benefit Analysis: Meaning and methodology; L&M and UNIDO approach;
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	SCBA in India. Project Review/control- Evaluation of project. PERT/CPM.
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Problem of time and cost overrun, Project implementation practices in India
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

**Name of the Teacher-** Dr. Kamlesh

**Subject-** BBA-108, BBA-209, BBA-309, BBA-311

**Paper-** Principles of Management, Macro Business Environment, Business Laws-II, Principles of Insurance

**Class-** BBA II, BBA IV, BBA VI, BBA VI

Dates	BBA-108 Principles of Management	BBA-209 Macro Business Environment	BBA-309 Business Laws-II	BBA-311 Principles of Insurance
<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Management: concept, nature, process and significance of management	Economic Reforms- Liberalisation, privatization, and globalization	Indian Companies Act 2013:Introduction	Insurance- Concept, Nature, Classification- Life & Non-life
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami Sunday (MahavirJayanti)</b>			
4 <sup>th</sup> Week <b>26 -30 April</b>	Development of management thought- classical, Neo- classical	Industrial policy of India- Meaning, Current Industrial Policy.	Memorandum of Association	Functions, Importance and evolution of Insurance. Principles of Insurance.
<b>02 May, 2021</b>	<b>Sunday</b>			
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Behavioural, Systems and contingencies approaches, Contemporary issue and challenges of management.	Foreign investment policy	Article of Association	Life Insurance – Concept; Public & Pvt. Sector companies in India – their products, schemes & plans;
<b>09 May, 2021</b>	<b>Sunday</b>			
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Planning- concept, types process and techniques	multinational corporations	Prospectus	LIC Act 1956- An overview
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr Sunday</b>			

3 <sup>rd</sup> Week <b>17 May-22 May</b>	Decision making- concept, types process and techniques	foreign Investment in India. Regulation and promotion of foreign trade.	Shares and Share Capital; Allotment of Shares; Legal Rules regarding Membership	General Insurance – Concept, Types; Public & Pvt. Sector companies in India – their products, schemes & plans.
<b>23 May, 2021</b>	<b>Sunday</b>			
4 <sup>th</sup> Week <b>24 May-29 May</b>	Organizing: nature, importance, process, formal & informal organizations	multilateral economic institutions- World Bank	Debentures - their issue, floating and fixed charges	IRDA Act 1999 – Organization, guidelines for life & Non-life insurance
<b>30 May, 2021</b>	<b>Sunday</b>			
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	organization chart, organizing principles, span of management, Departmentation	World Trade Organisation, International Monetary Fund	Directors and Managing Directors: Powers, Functions and Duties	Distribution channel in Insurance: Individual Agents- Appointment, functions, code of conduct and remuneration; Eligibility, functions
<b>06 June, 2021</b>	<b>Sunday</b>			
2 <sup>nd</sup> Week <b>07 June-12 June</b>	Authority: Centralization and Decentralization	Monetary of India: Meaning and significance & latest policy	Winding Up of company.	Life Insurance, Documentation in Life insurance contract
<b>13 June, 2021</b>	<b>Sunday</b>			
3 <sup>rd</sup> week <b>14 June-19 June</b>	Staffing and performance appraisal: need and process	Exim policy of India	Company Meetings	Claims settlement in Life Insurance
<b>20 June, 2021</b>	<b>Sunday</b>			
4 <sup>th</sup> Week <b>21 June-26 June</b>	Controlling and social	Fiscal Policy of India:	Securities Exchange Board	Documentation in General

	Responsibility	Meaning and significance & latest policy	of India Act 1992: Important Legal Provisions and implications	insurance contract, Claims settlement in General Insurance
<b>27 June,2021</b>	<b>Sunday</b>			
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>	<b>Revision of important topics.</b>	<b>Revision of important topics.</b>	<b>Revision of important topics</b>



## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher- Dr. Archna

Subject- Strategic Management

Class- M.com 4<sup>th</sup> sem

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April 19 -24 April	Introduction of strategic Management Meaning , nature and scope of strategic management
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week 26 -30 April	Process of strategic Management
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week 03 May-08 May	Developing vision, mission, and objectives
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 10 May-15 May	Environmental Appraisal Concepts and components of environment
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week 17 May-22 May	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week 24 May-29 May	Analysis external and internal environment Organizational Appraisal methods and techniques
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week 31 May-05 June	Strategy implementation
<b>06 June, 2021</b>	<b>Sunday</b>



2 <sup>nd</sup> Week <b>07 June-12 June</b>	Strategic choice process
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Generic strategy alternatives Stability, Expansion strategy Retrenchment and combination strategy
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Strategy evaluation and control <b>-Sessional</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- Dr. Archna

Subject- Management Accounting

Class- B.com 6<sup>th</sup> (sem)

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April 19 -24 April	Management Accounting concept, Scope , Technique and significance , Comparison between financial Accounting, Cost Accounting, Management Accounting
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week 26 -30 April	Management reporting- needs, types of reports
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week 03 May-08 May	Meaning and Introduction of Management information system
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 10 May-15 May	Ananalysis of financial statement, comparative statement Common size statement
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week 17 May-22 May	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week 24 May-29 May	Ratio Analysis Types of ratio Liquidity, solvency, profitability and turnover
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week 31 May-05 June	Cash flow statement Need and method of preparing statement
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Fund flow statement Absorption v/s variable costing
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Cost volume profit Analysis, Break even point, P/V ratio, Margin of safety, budgegeting and types of budget
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- Dr. Archna

Subject- Corporate Accounting

Class- M.com 2<sup>nd</sup> sem

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April 19 -24 April	Introduction of company Types of company Types of shares
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week 26 -30 April	Issue, forfeiture and reissue of shares
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week 03 May-08 May	Meaning and Introduction of Valuation of shares
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 10 May-15 May	Format of final accounts of company Balance sheet format Profit and loss format
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week 17 May-22 May	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week 24 May-29 May	Amalgamation, absorption and reconstruction
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week 31 May-05 June	Human resource Accounting, Lease Accounting
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Preparation of consolidated financial statement of holding And Subsidiary's company
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Periodic reporting, segment reporting Social reporting
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Harmonization in corporate reporting -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher Dr Richa Sharma

Subject- Business Laws II

Paper- BC 403

Class- B.com 4<sup>th</sup> Semester

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Negotiable Act 1881 Scope ,features and types
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Negotiation, Crossing,
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Dishonor And Discharge of negotiable instruemnts
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Indian Partnership Act 1932 Nature of firm and duties of partner,relations and liabilities
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Minor ,reconstitution,dissolution of firm,Registration
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Limited liability partnership Act 2008
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Winding up and dissolution of LLP
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Information Technology Act 2000
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	RTI Act 2005
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision





## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher Dr Richa Sharma

Subject-Human Resource Management

Paper- BC 603

Class- B.com 6<sup>th</sup> Semester

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Nature ,meaning,History of HRM
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Human Resource Development
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Huma Resource Planning
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Job Analysis
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>Recruitment</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Human Resource Planning
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Selection,process and Barriers
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Placement and Induction
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Internal Mobility,Transfer ,Promotion
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Training and performance Appraisal



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher Dr Richa Sharma

Subject- Understanding Social Behaviour

Paper- BBA 111

Class- BBA 2<sup>nd</sup> Semester

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Nature and Scope of Sociology,Methods
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Fundamental Concepts of Sociology
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Relationship between Man and Society
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Social Structure
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Social Institution and their Functions ,Social Process
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Socialization
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Social Action
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Social Changes
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Social Institution
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	Sessionals
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Social Stratification in India



## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Jasmeen

Subject- Strategic Marketing

Paper- MC (203)

Class- M.Com II sem

<b>April, 2021</b> 3 <sup>rd</sup> Week <b>19 -24 April</b>	<b>Introduction:</b> concept and hierachy of strategies <ul style="list-style-type: none"> <li>- Strategic role of marketing</li> <li>- Strategic market planning :- the marketing plan, corporate strategy decisions</li> </ul>
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Corporate strategy decisions</b> <ul style="list-style-type: none"> <li>- Corportae mission</li> <li>- Vision, goals and objectives</li> <li>- Corporate growth strategies</li> </ul>
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	-Resource location - business strategy and their marketing and implications
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	- Environmental analysis:- internal environment, external environment - custom environment:- industry and competitor analysis
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	- Custom environment:- SWOT analysis, portfolio analysis, market segmentation, targeting and positioning
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	- marketing strategies for new market entries, marketing strategies for growth marketing, marketing strategies for mature markets and declinig marketa
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	- Test and analysis - marketing strategies for new market entries Market strategy for growth of market
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	- relationship between business strategies and marketing mix:- marketing strategy implementations, controlling marketing strategies.
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.



## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Jasmeen

Subject- Creativity in Advertising

Paper- B.C(VOC) 206

Class- B.Com 2<sup>nd</sup>sem ASPSM

<b>April, 2021</b>  3 <sup>rd</sup> Week <b>19 -24 April</b>	<b>Introduction:</b> Creativity in advertising - concept, its importance and nature - features , merits and limitations - advertising message - preparing an effective ad copy
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Advertising appeal</b> - meaning and its importance - different kinds of appeals used in advertising -merits and limitations
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	-Elements of print copy -Illustrations - Body copy, slogan- its meaning and importance.
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	- Elements of broad cast copy - slogan- its feature and importance -logo- meaning
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	- <b>Introduction to logo- its meaning and its importance</b> - about 5 different companies using different logo
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	- Direct mail- its meaning and its importance and features -copy for direct mail.

<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	- Test and analysis - direct mail- meaning and its nature, importance
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	- Introduction to E- advertising - importance and characteristics of E- advertising.
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Jasmeen

**Subject- Advertising Operations**  
**Paper- BC (VOC) 405**  
**Class- B.COM 4<sup>th</sup> sem (ASPSM)**

<b>April, 2021</b>  3 <sup>rd</sup> Week <b>19 -24 April</b>	- Advertising Department - Meaning, need, organisational and functional
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Evaluation of advertising effectiveness</b> - importance and diffivculties - methods of measuring advertising effectiveness - pre testing – meaning and importance
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 ay-08 May</b>	-Concurrent testing- meaning and its importance.
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	- overview of legal framework governing advertising in india - advertising standards council of india (ASCI) code.
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	-Post testing- meaning and importance and its features -Different kinds of methods of pre testing
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	-Test and analysis - overview of legal framework governing advertising in india - Advertising standard council of india (ASCI) code.
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week	Misleading advertising and false claims - Advertising agencies- functions, selections of ad agency

<b>07 June-12 June</b>	
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	<ul style="list-style-type: none"> <li>- Prominent advertising agencies in india</li> <li>- Agency commision and fees</li> <li>- Client agency and relationships.</li> </ul>
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>-Revision And doubt Clearing</b> <b>-Sessional</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision And doubt Clearing</b>

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Jasmeen

Subject- Personal selling and its salesmanship-II

Paper- BC (VOC) - 406

**Class- BCA IV Sem (ASPSM)**

<b>April, 2021</b> 3 <sup>rd</sup> Week <b>19 -24 April</b>	- Introduction: A good salesman and its requirements - qualities of successful sales person with particular reference to customer services.
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Selling as a career</b> - Meaning and its importance - Advantages and difficulties
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Measures of making selling and attractive carrer.
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	- Test and analysis - qualities of a successful sales person with particular reference
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	- Introduction to distribution network relationship - reports and documents- meaning and nature, importance
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Sales mannual and order desk :- meaning and importance and their uses in personal selling
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	- Test and analysis - Distribution network relationship - Reports and documents
<b>13 June,2021</b>	<b>Sunday</b>

3 <sup>rd</sup> week <b>14 June-19 June</b>	- cash memo, tour dairy :- meaning, importance and its uses - dairy and periodical reports - other problems in selling
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- Ms. Priyanka Madan

Subject- Fundamental of Insurance

Paper- BC-602

Class- B.com 6th semester

April, 2021	
3 <sup>rd</sup> Week	
16-17 April	Introduction of Insurance
19 -24 April	Principles and practices, parties,conditions and terms of life insurance.
21 April, 2021	Ram Navami
25 April,2021	Sunday (MahavirJayanti)
4 <sup>th</sup> Week	
26 -30 April	Effect of non compliance, nominations and assignments of practices, structure and growth in life insurance. Claim settlement procedure in life insurance.
02 May, 2021	Sunday
May, 2021	
1 <sup>st</sup> Week	
03 May-08 May	Principles, policy and conditions in fire insurance. Assignment of policy and claim settlement procedure in fire insurance.
09 May, 2021	Sunday
2 <sup>nd</sup> Week	
10 May-15 May	Marine insurance policy and its conditions, premium, double insurance.



<b>14 May, 2021</b>	<b>Id-UI-Fitr</b>
<b>16 May, 2021</b>	<b>Sunday</b>
<b>3<sup>rd</sup>Week</b> <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b> <b>Assignment of policy warranties, voyage, loss and abandonment, partial losses and particular charges in Marine insurance.</b>
<b>23 May, 2021</b>	<b>Sunday</b>
<b>4<sup>th</sup>Week</b> <b>24 May-29 May</b>	<b>Total losses and measures of indemnity, claim settlement procedure in marine insurance.</b>
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> <b>1<sup>st</sup> Week</b> <b>31 May-05 June</b>	<b>Policy and claim settlement procedure in accident and motor insurance.</b>
<b>06 June, 2021</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>07 June-12 June</b>	<b>Role of agent and procedure for becoming an agent, cancellation of license, revocation/suspension/termination of agent appointment in insurance.</b>
<b>13 June,2021</b>	<b>Sunday</b>
<b>3<sup>rd</sup> week</b> <b>14 June-19 June</b>	<b>Code of conduct and unfair practices in insurance.</b>





20 June, 2021	<b>Sunday</b>
4 <sup>th</sup> Week 21 June-26 June	-Revision And doubt Clearing -Sessional
27 June, 2021	<b>Sunday</b>
5 <sup>th</sup> Week 28 June-30 June	Revision of important topics.





## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Priyanka Madan

Subject- Corporate accounting II

Paper- BC-401

Class- B.Com 4th sem

April, 2021  3 <sup>rd</sup> Week  16-24 April	Valuation of goodwill: Concept and calculations
21 April, 2021  25 April,2021	Ram Navami  Sunday (MahavirJayanti)
4 <sup>th</sup> Week  26 -30 April	Valuation of shares: Concept and calculations
02 May, 2021	Sunday
May, 2021  1 <sup>st</sup> Week  03 May-08 May	Accounts of holding company: Concept and Preparation of consolidated balance sheet with subsidiary company
09 May, 2021	Sunday
2 <sup>nd</sup> Week  10 May-15 May	Relevant provisions of accounting standard 21 (ICAI),  Practical questions



14 May, 2021	Id-UI-Fitr
16 May, 2021	Sunday
3 <sup>rd</sup> Week 17 May-22 May	-Revision, Doubt Clearing And Test
23 May, 2021	Sunday
4 <sup>th</sup> Week 24 May-29 May	Accounts of banking organization
30 May, 2021	Sunday
June, 2021 1 <sup>st</sup> Week 31 May-05 June	Accounts of insurance companies
06 June, 2021	Sunday
2 <sup>nd</sup> Week 07 June-12 June	Liquidation of companies
13 June, 2021	Sunday
3 <sup>rd</sup> week 14 June-19 June	Practical questions
20 June, 2021	Sunday



4 <sup>th</sup> Week 21 June-26 June	-Revision And doubt Clearing -Sessional
27 June,2021	<b>Sunday</b>
5 <sup>th</sup> Week 28 June-30 June	Revision of important topics.



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- MS Bharti

Subject- sales promotion and public relations 2

Paper – BC 606

Class- B. Com 6<sup>th</sup> semester

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April 19 -24 April	Developing sales promotion programs pre – testing , implementing
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week 26 -30 April	Evaluating the results and making necessary modifications
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week 03 May-08 May	Public relations- concept features, growing importance
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 10 May-15 May	Public relations role in marketing , similarities of publicity and public relations
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week 17 May-22 May	Revisions of sales promotion programs and public relations
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week 24 May-29 May	Major tools of public relations- news speeches, special events
<b>30 May, 2021</b>	<b>Sunday</b>

<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Tools of public relations – handouts, leaflets, audio – visual , public service activities, miscellaneous tools
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week  <b>07 June-12 June</b>	Publicity – meaning , definitions, tools, importance
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Ethical and legal aspects of sales promotion and public relations
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher – MS Bharti

Subject- Business Laws II

Paper- BC 403

Class- B.com 4<sup>th</sup> Semester

<b>April, 2021</b> 3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Negotiable Act 1881 Scope ,features and types
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Negotiation, Crossing
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Dishonor And Discharge of negotiable instruemnts
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Indian Partnership Act 1932 Nature of firm and duties of partner,relations and liabilities
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Minor ,reconstitution,dissolution of firm,Registration
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Limited liability partnership Act 2008
<b>30 May, 2021</b>	<b>Sunday</b>



<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Winding up and dissolution of LLP
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	Information Technology Act 2000
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	RTI Act 2005
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- Ms Bharti

Subject- Financial management and policy

Paper – Mc 204

Class- M. Com 2<sup>nd</sup> semester

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	<b>Financial management: nature, significance, objectives and scope of financial management.</b>
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Functions of finance executive in an organization, time value of money , recent developments in financial management
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Financial planning and forecasting- need and importance and process of financial planning, drafting a financial plan, financial forecasting
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Benefits and techniques of financial forecasting, sources of finance
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Cost of capital – significance, computation of cost of capital, CAPM
<b>23 May, 2021</b>	<b>Sunday</b>

4 <sup>th</sup> Week <b>24 May-29 May</b>	Working capital management and control – need , types and determinants, assessment of working capital requirements, management of cash
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Marketable securities and receivable, financing of working capital – banking norms
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	Capital budgeting decisions – nature and importance, factors influencing capital expenditure decisions
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Capital budgeting process, evaluation criteria and risk analysis, capital expenditure control
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- MS Bharti

Subject- Business environment

Paper –BC - 605

Class- B. Com 6<sup>nd</sup> semester

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	<b>Business environment, environmental and organizational scanning: concept, importance and techniques</b>
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Public private and joint sectors in india
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Economic systems: capitalist, socialist and mixed economy
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Economic planning in India: achievement and failures, planning machinery in india
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Role of government : monetary policy, fiscal policy , make in india
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Foreign investment: concept, need types and barrier
<b>30 May, 2021</b>	<b>Sunday</b>

<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Multinational corporations in India, globalization of Indian business
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week  <b>07 June-12 June</b>	Competition act, foreign exchange management act
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Foreign exchange market : an overview
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>Sessionals</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher: Havinder kaur

Subject-Financial accounting 2

Paper- BC-201

Class- Bcom 2<sup>nd</sup> semester (general and vocational)

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Branch accounts ,dependent branch Debtors system stock and debtors system
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Final accounts, wholesale branch Hire-purchase system
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Purchase system ,concept and legal provisions Hire purchase contracts
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Partnership accounts, features of partnership, partnership deed Final accounts, adjustments after closing accounts
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Fixed and fluctuating capital, accounts, goodwill joint life policy, adjustments
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Change in profit sharing ratios Adjustments, reconstitution of partnership firms :admissions
<b>06 June, 2021</b>	<b>Sunday</b>



2 <sup>nd</sup> Week <b>07 June-12 June</b>	Retirement and death of partners :accounting treatments
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Dissolution: modes and accounting treatments
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher: Harvinder kaur

Subject-marketing management

Paper- BBA-211

Class- BBA 4<sup>th</sup> semester

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Marketing Management- Meaning, Nature and Scope Concepts of Marketing
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Marketing Environment, Marketing Mix, STP (segmenting, targeting and positioning) approach to marketing.
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Marketing Information System- Meaning and Components Marketing Research
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Consumer Behaviour-Meaning and Importance of study for Marketers. Product –Meaning, levels and product Mix. New Product development,
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Product Life Cycle, Branding and Packaging decision. Pricing-Meaning, procedure for setting a price. Price variation.
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Distribution Channels- Levels and Roles. Management of Physical Distribution. Promotion
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	promotion Mix- A study of advertising, sales promotion, personal selling, direct marketing and public relations.
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Marketing organization and control.
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher :Harvinder kaur

Subject- marketing communication 2

Paper- BC(VOC) -205

Class- bcom 2<sup>nd</sup> sem(voc. Sales)

<b>April, 2021</b>  3 <sup>rd</sup> Week 16-17 April <b>19 -24 April</b>	Marketing communication : meaning , features Different methods of markrtng communication
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Advertising: features ,functions, effective advertising principles
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Sales promotion: features, objectives Importance of sales promotion
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Sales promotion programme Methods of sales promotion
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Limitation of sales promotion Difference between advertising & publicity& sales promotion & personal selling
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Personal selling:features and process Importance , limitations
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Setting up of targets, policies, strategies and methods of achievements
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Integrated communication in marketing, importance , process, tools
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Purnima

Subject- Fundamentals in marketing

Paper- B.C 203

Class- B.Com-II Semester

<b>April, 2021</b>  3 <sup>rd</sup> Week <b>19 -24 April</b>	<b>Introduction:</b> Marketing, concepts <ul style="list-style-type: none"> <li>- Principals of marketing: marketing management and marketing mix</li> <li>- Concepts of marketing</li> <li>- Marketing management</li> <li>- Marketing mix</li> </ul>
<b>21 April, 2021</b> <b>25 April, 2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Analysis of marketing environment</b> <ul style="list-style-type: none"> <li>- Internal environment, external environment:</li> <li>- Demographic, socio-cultural, political, economic, natural, technological and legal.</li> </ul>
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	<b>Market segmentation</b> <ul style="list-style-type: none"> <li>- Concept and basis of market segmentation</li> <li>- Understanding consumer behaviour</li> </ul>
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	<b>Product:</b> <ul style="list-style-type: none"> <li>- Meaning, classification of product</li> <li>- Product mix and product line decisions</li> <li>- Product life cycle</li> <li>- New product development process</li> <li>- Branding, packaging, labelling</li> </ul>
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-Ui-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	<b>- Pricing:</b> <ul style="list-style-type: none"> <li>- meaning of pricing</li> <li>- pricing objectives</li> <li>- factors influencing pricing and pricing strategies</li> </ul>
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	<b>Promotion:</b> <ul style="list-style-type: none"> <li>- Meaning of promotion, features and characteristics and objectives</li> <li>- Elements of promotion mix</li> </ul>

<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>07 June-12 June</b>	<ul style="list-style-type: none"> <li>- Test and analysis</li> <li>- Promotion mix</li> <li>- Market segmentation</li> </ul>
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	<b>Distribution channel:</b> <ul style="list-style-type: none"> <li>- Meaning, types of distribution channel</li> <li>- Role and factors affecting choice of distribution channel.</li> </ul>
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<ul style="list-style-type: none"> <li>-Revision And doubt Clearing</li> <li>-Sessional</li> </ul>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision of important topics.</b>

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Purnima



**Subject- Advertising****Paper- BC 406****Class- B.COM-IV Semester**

<b>April, 2021</b>  3 <sup>rd</sup> Week <b>19 -24 April</b>	<b>Advertising:</b> <ul style="list-style-type: none"><li>- Meaning, importance and scope of advertising</li><li>- Advertising vs. publicity</li><li>- Promotion mix</li><li>- Advertising process</li></ul>
<b>21 April, 2021</b> <b>25 April, 2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	<b>Communication and advertising mix:</b> <ul style="list-style-type: none"><li>- Meaning, features and characteristics of communication mix</li><li>- Communication process, functions</li><li>- Types of advertising, E- advertising</li><li>- Economical, legal, ethical and social aspects of advertising</li></ul>
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 ay-08 May</b>	<ul style="list-style-type: none"><li>- Setting advertising objectives</li><li>- DAGMAR Approach</li><li>- Advertising budget: meaning, importance and process.</li></ul>
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	<b>Creative aspects of advertising:</b> <ul style="list-style-type: none"><li>- Advertising appeals: meaning, features.</li><li>- Copy writing, headlines, illustrations and message</li></ul>
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-Ui-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	<b>-Revision, Doubt Clearing And Test</b>
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	<b>Advertising media:</b> <ul style="list-style-type: none"><li>- Meaning of advertising media and types of advertising media</li><li>- Merits and demerits</li><li>- Media planning: meaning, importance and process</li><li>- Media scheduling</li></ul>
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	<b>Test and analysis:</b> <ul style="list-style-type: none"><li>- Advertising media, types of media</li><li>- Media scheduling</li><li>- Media planning: meaning, importance and process</li></ul>
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week	<b>Advertising agency:</b> <ul style="list-style-type: none"><li>- Concept, role and relationships with clients</li><li>- Advertising departments</li><li>- Advertising and consumer behaviour</li></ul>

<b>07 June-12 June</b>	
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	<b>Advertising effectiveness:</b> - Meaning, concepts and benefits - Measuring advertising effectiveness - Pre post and concurrent tests
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	<b>-Revision And doubt Clearing</b> <b>-Sessional</b>
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	<b>Revision And doubt Clearing</b>

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Ms. Purnima

Subject- Fundamentals of insurance

Paper- Class-

BBA-III

April, 2021 3 <sup>rd</sup> Week 19 -24 April	Life and general insurance
21 April, 2021 25 April,2021	Ram Navami Sunday (MahavirJayanti)
4 <sup>th</sup> Week 26 -28 April	Purpose ,need and principles of insurance
02 May, 2021	Sunday
May, 2021 1 <sup>st</sup> Week 03 May-08 May	Insurance as a social security tool, insurance and economic development
09 May, 2021	Sunday
2 <sup>nd</sup> Week 10 May-13 May	Contract of life insurance, parties to the contract,their rights and duties
14 May, 2021 16 May, 2021	Id-UI-Fitr Sunday
3 <sup>rd</sup> Week 17 May-22 May	Conditions and terms of policy, effects of non-compliance, nomination and assignment
23 May, 2021	Sunday
4 <sup>th</sup> Week 24 May-29 May	Revivals,loans, surrender, claims,bonuses and annuity payments
30 May, 2021	Sunday
June, 2021 1 <sup>st</sup> Week 31 May-05 June	Present structure and growth of life insurance in india
06 June, 2021	Sunday

2 <sup>nd</sup> Week  07 June-12 June	Claims settlement procedure
13 June,2021	<b>Sunday</b>
3 <sup>rd</sup> week 14 June-19 June	Principles of fire insurance contract,fire insurance policy, condition and assignment of policy
20 June,2021	<b>Sunday</b>
4 <sup>th</sup> Week 21 June-26 June	-Revision And doubt Clearing -Sessional
27 June,2021	<b>Sunday</b>
5 <sup>th</sup> Week 28 June-30 June	Revision of important topics.

## Lesson plan for the Even semester (April, 2021 to June, 2021)

Name of the Teacher – Purnima

Subject- Principles of Insurance

Paper-III

Class- BBA-III

<b>April, 2021</b>  3 <sup>rd</sup> Week <b>19 -24 April</b>	Marine insurance policy and it's conditions
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -28 April</b>	Premium, double insurance, assignment of policy warranty, claims settlement procedure
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Accident and motor insurance
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-13 May</b>	Policy and claim settlement procedure in motor insurance
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	-Revision, Doubt Clearing And Test
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Insurance intermediary-role of agents and procedure of becoming agent
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Cancellation of license, revocation/suspension/termination Of agent appointment
<b>06 June, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week  <b>07 June-12 June</b>	Code of conduct and unfair practices
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Revision and class tests

<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision And doubt Clearing

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher- Ms. Renu

Subject- Computerized accounting system

Paper- BC-

Class- B.com 4<sup>th</sup> sem (gen)

<b>April, 2021</b> 3 <sup>rd</sup> Week1 <b>16-24 April</b>	Introduction: Installation of tally, ERP9- licensing, configurations
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	ERP9- tally vault password- Security control in tally
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	ERP9- splitting company data, Back up and restore data
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Accounting: Voucher entry, budget , cost center, balance sheet
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	Accounting: Profit and loss account, currency, debit note, credit note, interest calculations
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Inventory: Stock item, sales order, purchase order
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Inventory: Rejection in, computerized tax liability calculation
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Payroll: Salary accounting- introduction to payroll- payroll masters
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Payroll: Payroll vouchers- overtime payment-gratuity-advanced payroll transactions
<b>20June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Payroll: Basic salary, overtime, gratuity, loan, ESI, Provident fund, Pension, Commission



## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Renu

Subject- Business statistics II

Paper- BBA-

Class- BBA 4<sup>th</sup> sem

<b>April, 2021</b> 3 <sup>rd</sup> Week <b>16-24 April</b>	Correlation: Concept, Importance, uses, methods and types
<b>21 April, 2021</b> <b>25 April,2021</b>	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week <b>26 -30 April</b>	Practical questions of correlation
<b>02 May, 2021</b>	<b>Sunday</b>
<b>May, 2021</b> 1 <sup>st</sup> Week <b>03 May-08 May</b>	Linear regression: Introduction, importance, comparison of correlation and regression analysis, methods of studying regression, properties of regression lines
<b>09 May, 2021</b>	<b>Sunday</b>
2 <sup>nd</sup> Week <b>10 May-15 May</b>	Linear regression: Errors of estimate, total variance, explained variance, unexplained variance, coefficient of determination
<b>14 May, 2021</b> <b>16 May, 2021</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week <b>17 May-22 May</b>	-Revision, Doubt Clearing And Test
<b>23 May, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>24 May-29 May</b>	Probability: Introduction, definition, importance, joint, marginal and complementary events, theories of probability, Bayes theorem
<b>30 May, 2021</b>	<b>Sunday</b>
<b>June, 2021</b> 1 <sup>st</sup> Week <b>31 May-05 June</b>	Time series: Definition, component, analysis, measurement of trends- seasonal, cyclical and random varriation
<b>06 June, 2021</b>	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Hypothesis testing: Procedure for testing hypothesis tests in attributes, tests in variable (small and large samples)
<b>13 June, 2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Computation of statistical techniques with Microsoft excel
<b>20 June, 2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June, 2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Renu

Subject-Management of sales force II

Paper- BC(voc)-605

Class- B.com 6<sup>th</sup> sem (voc)

April, 2021 3 <sup>rd</sup> Week 16-24 April	Sales planning Market analysis
21 April, 2021 25 April,2021	<b>Ram Navami</b> <b>Sunday (MahavirJayanti)</b>
4 <sup>th</sup> Week 26 -30 April	Sales forecasting: Concept, importance and methods of forecasting of sales
02 May, 2021	<b>Sunday</b>
May, 2021 1 <sup>st</sup> Week 03 May-08 May	Sales budget: Concept, importance, process and uses of sales budget
09 May, 2021	<b>Sunday</b>
2 <sup>nd</sup> Week 10 May-15 May	Sales territory: Meaning, importance and process
14 May, 2021 16 May, 2021	<b>Id-UI-Fitr</b> <b>Sunday</b>
3 <sup>rd</sup> Week 17 May-22 May	<b>-Revision, Doubt Clearing And Test</b>
23 May, 2021	<b>Sunday</b>
4 <sup>th</sup> Week 24 May-29 May	Consideration in allocation of sales territory
30 May, 2021	<b>Sunday</b>
June, 2021 1 <sup>st</sup> Week 31 May-05 June	Sales quota: Objectives, principles, types, uses and administration of sales quota
06 June, 2021	<b>Sunday</b>

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Sales and cost analysis: Uses and methods
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Ethical considerations in sales force management
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.

## Lesson plan for the Even semester (April,2021 to June, 2021)

Name of the Teacher-Ms. Renu

Subject- Corporate accounting II

Paper- BC-40

Class-

April, 2021 3 <sup>rd</sup> Week 16-24 April	Valuation of goodwill: Concept and calculations
21 April, 2021 25 April,2021	Ram Navami Sunday (MahavirJayanti)
4 <sup>th</sup> Week 26 -30 April	Valuation of shares: Concept and calculations
02 May, 2021	Sunday
May, 2021 1 <sup>st</sup> Week 03 May-08 May	Accounts of holding company: Concept and Preparation of consolidated balance sheet with subsidiary company
09 May, 2021	Sunday
2 <sup>nd</sup> Week 10 May-15 May	Relevant provisions of accounting standard 21 (ICAI), Practical questions
14 May, 2021 16 May, 2021	Id-UI-Fitr Sunday
3 <sup>rd</sup> Week 17 May-22 May	-Revision, Doubt Clearing And Test
23 May, 2021	Sunday
4 <sup>th</sup> Week 24 May-29 May	Accounts of banking organization
30 May, 2021	Sunday
June, 2021 1 <sup>st</sup> Week 31 May-05 June	Accounts of insurance companies
06 June, 2021	Sunday

2 <sup>nd</sup> Week <b>07 June-12 June</b>	Liquidation of companies
<b>13 June,2021</b>	<b>Sunday</b>
3 <sup>rd</sup> week <b>14 June-19 June</b>	Practical questions
<b>20 June,2021</b>	<b>Sunday</b>
4 <sup>th</sup> Week <b>21 June-26 June</b>	-Revision And doubt Clearing -Sessional
<b>27 June,2021</b>	<b>Sunday</b>
5 <sup>th</sup> Week <b>28 June-30 June</b>	Revision of important topics.