

Lesson Plan Session 2022-23 (Odd Semester)

Department *Commerce*

Month	Class <i>B.Com II B</i>	Class <i>M.Com (F)</i>	Class <i>B.Com III B</i>	Class <i>B.Com II B / B.Com III B</i>
	Paper <i>Income Tax</i>	Paper <i>Corporate Governance & Business Ethics</i>	Paper <i>Financial Management</i>	Paper <i>Income Tax / Financial Mgmt</i>
August 2022				
Week 3	<i>Income Tax - basic Concepts, Income, Person Assessee, A.Y, P.Y, G.T.I., Total Income</i>	<i>Evolution of Corporate Governance Development & Trends</i>	<i>Nature, Significance, Scope, Objectives of F.M.</i>	<i>IT Agricultural Income, Maximum Marginal rate of Tax, Permanent A/c Number, F.M. → Functions in F.M.</i>
Week 4	<i>Tax Evasion, Tax Avoidance, Tax Planning, Tax Management, Income Tax Rates</i>	<i>Corporate Governance vs Corporate Management</i>	<i>Functional Areas of F.M., Changing Role in India</i>	<i>I.T. → Basis of Charges, Scope of Total Income F.M. → Need & Imp, Drafting a Financial Plan</i>
September 2022				
Week 1	<i>Residence and Tax Liability, Scope of Total Income</i>	<i>Int. Constituents of the Corporate Governance</i>	<i>Financial forecasting, meaning Benefits, Techniques</i>	<i>I.T. → Practical Ques of R. Status of Individual & HUF, Sources of Finance Exempt & Tax</i>
Week 2	<i>Tax Liability of Individual & Sums of Tax Liability</i>	<i>Key Managerial Personnel (KMP) Chairman - Qualities</i>	<i>Sources of Finance Medium & Long Term</i>	<i>Scope of F.I. on the basis of Residential Status. Sources of Finance Reserves, Shares.</i>
Week 3	<i>Exempted Income u/s 10 and 12s Rules</i>	<i>Power, Responsibility, Duties of a Chairman</i>	<i>Sources of Finance Short Term & Financial Inst.</i>	<i>Exempted Incomes of Salary, Need Capital structure</i>

Week 4	Income under Salary Head (Basic)	CEO - Role, Responsibilities of CEO	Factors affecting Capital Structure	Income under Salary Perquisites and Allowances FM. N.I Approach
October 2022				
Week 1	Rent-free Accommodation and Taxable Allowances.	Intro to Business Ethics - Concept, Nature, Growth Significance	Assumptions of Theories of Capital Structure	HRA and Entertainment Allowance FM. - NIPNDI App.
Week 2	Facility of Motor Car & LTC, Taxable Requisites.	Ethics in Business, End in Management	NOT Approach & its Sum Rules	Numericals of Salary Head FM. $\rightarrow$ NM Approach
Week 3	Unit-Test Provident Fund v/s Salary Head	Ethical Principles in Business	Unit-Test NM App of Capital Structure	Salary Head (Retirement) FM. $\rightarrow$ Traditional App.
Week 4	Salary under Retirement; Pension Scheme House Property.	Theories of Business Ethics Ethical Issues in Business	Cost of Capital - Cost of Equity, Pref.	Numericals of Retirement (Salary) FM. $\rightarrow$ Weighted Avg cost of Capital
November 2022				
Week 1	Income from House Prop.	Unit Test Business Ethics in 21st Century & in Finance	Cost of Debt Cost of Retained Equity	Income from H.P. FM. $\rightarrow$ Operating & Fin. Leverage
Week 2	Income from H.P. (Sums)	Ethics in HRM, Mktg, Production Mgmt	Capital Budgeting NPV, IRR, PI,	Profits and gains of Business/Profession Capital budgeting Risk

Week 3	Profits & Gains of Business/Professions	Ethics in operation Management and Reforming	Theories of Relevance and Irrelevance of Dividend Dividend Policies	Sum of Business/ Profession based FM- Dividend Policy
Week 4	Income from other Sources	Regulatory Framework of Corp. Gov. in India	Concept of W.Cap. Risk-Return Trade-off	Income from other Sources (Sum) W.Cap. Estimation
December 2022				
Week 1	Income from other Sources	SEBI guidelines on Corporate Governance	Cash Management & Corporate Valuation	Capital Gain Cash Management
Week 2	Capital Gain	Reforms in the Companies Act	Receivable & Payable Management	Capital Gain Sum Inventory mgmt.
Preparatory Days	Revision of all Doubts	Revision of Overall Syllabus	Revision and Doubts of all Topics	Revision/ Doubts overall

27/9/2022

Dated

Signature

Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department

Commerce

Month	Class - B.Com IIIA	Class - B.Com IIIB	Class - B.Com IIB	Class - M.Com F
	Paper - Advertising	Paper - Advertising	Paper - Indian Economy	Paper - Financial Statement Analysis
August 2022				
Week 3	Communication Process; Communication Mix and Advertising as a tool of Comm.	Communication Process Communication Mix and Advertising as a tool of Communication.	Meaning of Economy and economic systems. Types of economic systems - I.	Overview of financial statement analysis
Week 4	Meaning, Scope and functions of Advertising.	Meaning, Scope and functions of Advertising.	Types of economic systems - II, Merits and Demerits.	Types and components of business analysis, Basis of analysis.
September 2022				
Week 1	Economic and Social Aspects of Advertising; Types of Advertising - I	Economic and Social Aspects of Advertising. Types of Advertising - I	Concept of developing and developed economies	Financial statement analysis process + financial reporting and analysis.
Week 2	Types of Advertising - II Advertising Objectives.	Types of Advertising - II Advertising Objectives.	Major Issues of Development in Indian Economy	Reporting environment, IFRS framework for preparation + presentation of financial statement
Week 3	Audience Analysis Setting of Advertising Budget - I.	Audience Analysis Setting of Advertising Budget - I.	Basic Characteristics of Indian Economy as a Developing Economy	Analysis of financing activities.

Week 4	Advertising Budget-II and Revision.	Advertising Budget -II. and Revision.	Comparison of Indian Economy with Developed Economies.	Analysis of Investing activities
October 2022				
Week 1	Advertising Media and its types. Merits & Demerits	Advertising Media and its types. Merits & Demerits	Structural shifts with economic development in India.	Analysing investing activities and inter-corporate investment.
Week 2	Factors influencing media choice Unit Test	Factors influencing media choice Unit Test	Major issues of development in India. Unit Test.	Analysing of operating activities & income. Unit Test.
Week 3	Media Planning & Media Scheduling Adv. through the internet media devices	Media Planning & Media Scheduling Adv. through the internet media devices.	Relative Importance of Agriculture, Industry and Services	Analysis of Cash flow statements
Week 4	Creative Aspects of Advertising: Copy writing, Message, Adv. Appeals, Headlines, Illustrations.	Creative Aspects of Advertising: Copy writing, Message, Adv. Appeals, Headlines, Illustrations.	Role of Infrastructure in Economic development Physical & Social Infrastructure	Return on invested Capital and Profitability analysis
November 2022				
Week 1	Measuring Advertising Effectiveness: Evaluating Comm ⁿ and sales effects	Measuring Advertising Effectiveness: Evaluating Communication & sales Effects	Trade and Development - Classical and structuralist.	Prospective analysis Projection Process, financial statement & its application.
Week 2	Pre and Post testing techniques of Measuring Adv. Effectiveness	Pre and Post testing techniques of Measuring Adv. Effectiveness.	Eclectic views on Trade and Development.	Short term liquidity analysis: working Capital & operating activity analysis

Week 3	Advertising Agency: Role, types + selection.	Advertising Agency: Role, types + selection.	Export Promotion and Import Substitution	Credit analysis Liquidity & working Capital, capital structure, solvency
Week 4	Advertising and Consumer Behaviour.	Advertising and Consumer Behaviour.	Foreign Trade and Economic Growth	Equity analysis and valuation
December 2022				
Week 1	Social and ethical aspects of Advertising	Social and ethical aspects of Advertising	Terms of trade	Earning persistence, earning based equity valuation
Week 2	Approaches and legal aspects of Advertising	Approaches and legal aspects of Advertising	Gains from trade	Earning power forecasting for valuation
Preparatory Days	Revision of all units.	Revision of all units.	Trade as an engine of growth	Building blocks of financial statement analysis

Dated

Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department : Commerce

Month	Class B.Com I (B)	Class B.Com II (B)	Class B.Com I (A)	Class B.Com II (B)
	Paper : Micro Economics	Paper Cost Accounting	Paper Micro Economics	Paper PPT (1 to 3), Cost Acc (4-6)
August 2022	(1 to 6)	(1 to 6, 4 to 6)	(1 to 6)	
Week 3	Nature, Scope of Economics, Introduction of Economics, Paper format, Discussion Unit Introduction	Introduction, method types, significance	Nature, Scope of Economics, Introduction of Economics, Paper format, write of Paper	Introduction, PPT's Advantage, Role and Group proposed 8 C 116 - 8 groups
Week 4	Micro and macro Economics / differences / Importance / Limitations	Cost Elements, Concept and Classification, Material Cost Accounting Introduction	Micro and macro Economics differences / Importance / Limitations	Allocated topic and discuss the material for PPT
September 2022				
Week 1	Elasticity of Demand (measuring method of Price Elasticity)	Material Cost Accounting Introduction	Elasticity of Demand (measuring method of Price, Income, Cross Elasticity)	Division for How to prepare PPT
Week 2	Theory of Demand Determinants, Exceptions, Extension, Contraction, Increase / Decrease in Demand	Bin card, LIFO, FIFO, Inflation Price, VAPM Points for consideration in material use price	Theory of Demand Determinants, Exceptions Extension / Contraction Increase / Decrease in Demand	Prepare PPT and checked Group I and correct 18 sheets
Week 3	Cardinal Utility Introduction, Law of Diminishing Marginal Utility, Equi-Marginal	Double taking last Chapter, Inventory Control techniques, EOQ treatment of Vastage	Cardinal Utility Introduction, Law of DMU, Equi-Marginal Utility, Consumer's Equilibrium	Group - 2 PPT Checked / Corrected

Week 4	Production function Returns to scale Returns to factors Law of variable Proportion, Test class	Overhead introduction Allocation, Approximate double takes (Inventory Cost Control)	Production function Returns to scale Returns to factors Law of variable Proportion, Test class	Group-3, PPT Checked and corrected
October 2022				
Week 1	Indifference Curve Income Effect Substitution Effect Consumer's Equilibrium	Overheads numericals and practical problems Notebook checked	Indifference Curve Income Effect Substitution Effect Consumer's Equilibrium	Group-4 PPT Checked and corrected
Week 2	Iso-quant Curve and Producer's Equilibrium Unit - test	Unit of output Costing, Unit-test	Iso quant Curve and Producer's Equilibrium Unit - test	Group-5 checked the draft of PPT
Week 3	Theory of Cost TC, AVC, SVC, AC ATC (Assignment)	Unit of output Costing, Unit-test, (Assignment) doubts	Theory of Cost TC, AVC, SVC, SAC ATC (Assignment)	Group-6, PPT drafts checked
Week 4	Revenue monopolistic competition, AR, MR Relationship, monopoly Perfect competition	Contract Costing introduction	Revenue in monopolistic competition, AR, MR Relationship b/w AR, MR monopoly Perfect competition	Group-7 PPT drafts, checked
November 2022				
Week 1	Perfect competition Price Determination (Assignment-2)	Contract Costing practices problems	Perfect competition Price Determination (Assignment-2)	Group - 8 PPT drafts checked
Week 2	Equilibrium of firm and industry under Perfect competition	Job or batch Costing introduction	Equilibrium of firm and industry under Perfect competition	Presentation style of Group C1, 2)

Week 3	Price Determination in monopoly Equilibrium	Process Costing Introduction Joint production	Price Determination in monopoly and Equilibrium point	Presentation, and oral discussion with (Group 2, 3)
Week 4	Supply Curve, Determinants Price, Elasticity of supply, Law, Degree	Process Costing, practicals, doubts Notebook Checked	Supply Curve Determinants Price, Elasticity of supply, Law, Degree	Presentation and oral discussion with (Group 4, 5)
December 2022				
Week 1	Price Determination under monopolistic competition, Equilibrium	Reconciliation of Cost and Financial Accounts Labour Cost Accounting	Price Determination under monopolistic competition, Equilibrium	Presentation and oral discussion with Group (6, 7)
Week 2	Revision and doubts, preparing Important questions	Methodology work Payment, doubts taken	Revision and doubts preparing Important questions	Presentation and oral discussion with Group (Group, 8)
Preparatory Days	Revision and doubts, preparing Important questions (Telephonically)	—	Revision, doubts Important questions prepared	—

Dated: 22/08/22

Kiran Bala
Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department *Commerce*

Month	Class <i>B.Com II 'A'</i>	Class <i>B.Com III 'A'</i>	Class <i>M.Com (Final)</i>	Class <i>B.Com II 'A'</i>
	Paper <i>Income Tax</i>	Paper <i>International Business</i>	Paper <i>Management of Industrial Relations</i>	Paper <i>Income Tax</i>
August 2022	Lecture (4 to 6)			
Week 3	Introduction of Income Tax (Ch-1)	Ch-1 (Introduction) of International Business	Ch-1 Basic Concepts of Industrial Relations	Revision of Basic Concepts
Week 4	Tax Planning Tax Evasion (Ch-1)	Ch-2 (Globalisation)	Ch-2 Trade Unions	Oral Test of Ch-1
September 2022				
Week 1	Ch-1 (A.Y / P.Y) Gross Total Income PAN	Ch-3 Modes of Entry In IB (Revision- Ch-1 Topic)	Ch- National Commission of Labour	Practical questions of Ch-1 (Surcharge)
Week 2	Residential Status of Individual / HUF Ch-2	Ch-4 (International business Environment)	Presentation of Ch- Collective Bargaining	Revise Ch-2 Residential Status
Week 3	Residential Status of HUF / Company Ch-2 Income from Ch-4 (Salary)	Ch- 5 & 6 (Trends In Foreign Trade)	Ch- Worker Participation	Practice of Practical questions

Week 4	Ch-4 (Income from Salary) Allowances) Perquisites.	Ch-7 Classical Theory of IB)	Ch-Tripastite body & biapastite bodies.	Ch-4 (Income from salary) doubts
October 2022				
Week 1	Ch-4 (Income from Salary Revision) Ch-6 (Income from H.P.)	Oral Test Ch-8 Modern theories	Ch-standing order & grievance Procedure.	Ch-6 Income from House Property
Week 2	Ch-6 (Income from House Property)	Ch-9 (Commercial Policy Instruments	Ch-Code of Discipline	Practice questions.
Week 3	Unit test	Unit test	Presentation on Ch-Industrial Disputes	Unit test
Week 4	Ch-Income from House Property (Practical questions)	Ch-10 Balance of Payments	Ch-Model Principles of dispute to adjudication.	Income from H.P.
November 2022				
Week 1	Income from Profit & Gain from Business & profession	Ch-11 (World Trade Organisation) & Ch-12	Ch-Arbitration & types.	Practice questions
Week 2	Income from other sources.	Ch-13 (IMF) & Regional Economic Integration	Ch-Three tier machinery & Oral Test	Income from other sources.

Week 3	Capital Gain	Ch-15 (Foreign Exchange Market)	Ch-Industrial Recreation & Technical Change	Test Ch- Income from Salary)
Week 4	Ch- Capital Gain & Agriculture Income	Ch-16 (Foreign Investment) Presentation	Presentation Ch- Industrial Recreation System In India	Test Ch- Income from P&BP
December 2022				
Week 1	Agriculture Income	Ch-17 (Export Promotion Measures & SEZ (Ch-18)	Ch- Arbitration & Types	Practice questions
Week 2	Revision & doubts	Revision	Unit Test	Revision
Preparatory Days	Revision	Revision	Revision	Revision

Dated 22/08/2022

Aditi
Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department *Commerce*

Month	Class <i>B.Com I (A)</i>	Class <i>B.Com-I (B)</i>	Class <i>B.Com-III (B)</i>	Class <i>M.Com (Final)</i>
	Paper <i>Financial Accounting</i>	Paper <i>Business Law</i>	Paper <i>Principles of Marketing</i>	Paper <i>Brand Management</i>
August 2022				
Week 3	meaning & scope of Accounting, Basics of Accounting	Business Law overview, Indian Contract Act 1872	Marketing - An Overview	Branding terminology Basic branding concepts
Week 4	Accounting Principles Capital & Revenue	Valid Contract & its element, Proposal Acceptance & Revocation	Marketing Environment Consumer Behavior	Branding concepts brand awareness, brand personality
September 2022				
Week 1	Final Accounts	Contractual capacity of Parties, Free consent of Parties	Market Segmentation Product: Concept Importance & Classification	Brand Image, Brand identity, brand loyalty, brand equity major branding decisions
Week 2	Financial Accounts with adjustment	Lawful Consideration & Object, Agreements expressly declared as void	Product mix strategies Branding, Packaging Labelling	Selecting a brand name brand extension decision family vs. individual brand names
Week 3	Final Accounts with Adjustments	Legal formalities written & Registered Contingent Contracts	Product Life cycle New Product Development Process	multiple branding, private vs. national branding, importance of Branding

Week 4	Depreciation Accounting	Performance of Contract, free Consent of Parties	class test, Assignment	class test, Assignment
October 2022				
Week 1	Depreciation Accounting	Performance of Contract Discharge of Contract	Product Pricing, Distribution channels	Branding challenges & opportunities, concept of brand equity, sources & benefits of brand equity
Week 2	Depreciation Accounting & Unit test	Implied & Constructive Contracts & Unit test	wholesaling & Retailing, Promotion mix	Customer based Brand Equity, designing marketing Programme to build Brand Equity, measurement of Brand Equity
Week 3	Errors & Rectification	Consequences & Breach of Contract, contracts of Indemnity & guarantee	Advertising, Personal selling	Strategic Brand management Process, concept of Brand positioning & repositioning
Week 4	Consignment Accounts	Bailment & Pledge Contract of Agency	Publicity & Public relation	Identifying & establishing brand positioning & Values.
November 2022				
Week 1	Consignment Accounts	Negotiable Instrument Act 1881, Sale of goods Act.	Sales Promotion	Planning & implementing brand marketing Programmes, Handling Brand name changes
Week 2	Branch Accounts	Contract of Sale, Conditions & warranties	Recent trends in marketing	Legal aspects of Branding. Copyright, Trademarks, & IPR, Brand Building & Communication

Week 3	Dissolution of Partnership Firm	Transfer of Property or Ownership, Performance of the Contract	Case study x PPT of Product Pricing	new products x Brand extension, global managing Brand over geographic boundaries x market segments
Week 4	Dissolution of Partnership firm	Unpaid Seller, Suits of Breach of Contract	Case study x PPT of New Product Development Process	global marketing programs global brand strategy
December 2022				
Week 1	Sale of Partnership firm to a company	Right to Information Act 2005	Case study on marketing environment	Branding in rural market Branding in Specific sector.
Week 2	Sale of Partnership firm to a company	Revision	Revision	Revision
Preparatory Days				

Dated 22 August, 2022


Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department Commerce

Month	Class <u>B.Com III (USF)</u>	Class <u>M.Com (F)</u>	Class <u>B.Com II 'A'</u>	Class <u>B.Com II (USF)</u>
	Paper <u>International Business</u>	Paper <u>Security Analysis</u>	Paper <u>Mgt. Prin + App.</u>	Paper <u>Mgt. Prin + App.</u>
August 2022				
Week 3	⇒ <u>International Business</u> - An Introduction ⇒ <u>International Trade</u>	⇒ <u>Investment Env.</u> :- Meaning, objectives, Gambling, Speculation.	⇒ <u>Management</u> : An Introduction ⇒ <u>Management as science, Art + Prof.</u>	⇒ <u>Management</u> : An Introduction ⇒ <u>Mgt. as science, Art + Profession.</u>
Week 4	⇒ <u>Globalisation</u> :- Meaning, Strategies, causes, Measures.	⇒ <u>Investment Alternatives</u> ⇒ <u>Investment Process</u> . ⇒ <u>oral Test</u>	⇒ <u>Planning</u> :- Meaning, Process, Limitation + Importance	⇒ <u>Planning</u> :- Meaning, Process, Limitation + Importance.
September 2022				
Week 1	⇒ <u>Globalisation</u> :- Effects → +ve, -ve, obstacles, Need ⇒ <u>Globalisation</u>	⇒ <u>Concept of Return + Risk</u> ⇒ <u>Measurement of Return + Risk</u>	⇒ <u>Types of Plan</u> ⇒ <u>oral Test</u>	⇒ <u>Types of Plan</u> ⇒ <u>oral Test</u> .
Week 2	⇒ <u>Modes of entry into IB</u> :- Intro-duction, Methods, Factor Affecting	⇒ <u>oral Test</u> ⇒ <u>Market Indices</u> .	⇒ <u>organizing</u> : concept, features, Process, Principles ⇒ <u>oral Test</u>	⇒ <u>Organizing</u> :- concept, features, Process, Principles.
Week 3	⇒ <u>Comparison of Trade Mode + Invest-ment Mode</u> . ⇒ <u>Foreign Mkt Entry strategies</u> .	⇒ <u>Primary Market</u> :- Introduction, Meaning, Features, Functions, Terminologies.	⇒ <u>Formal org.</u> ⇒ <u>Informal org.</u> ⇒ <u>Virtual org.</u>	⇒ <u>Formal org.</u> ⇒ <u>Informal org.</u> ⇒ <u>Virtual org.</u>

Week 4	⇒ <u>Oral Test</u> ⇒ Tariff + Non-Tariff Measures. ⇒ Assignment on Modes of Entry	⇒ <u>Types of Issues</u> :- Public Issues, Right Issue, Private Placement, Bonus Issue, Preferential Issue.	⇒ <u>Staffing</u> : Concept + Process ⇒ <u>Controlling</u> : Concept + Process	⇒ <u>Staffing</u> :- Concept + Process ⇒ <u>Controlling</u> Concept + Process
October 2022				
Week 1	⇒ <u>Unit Test</u> ⇒ Arguments for Protection + Rational of Protection Policy.	⇒ Assignment on Investment objectives + Process ⇒ Book Building Approach.	⇒ <u>Controlling</u> :- Principles, Limitation. ⇒ Assignment ⇒ <u>Unit Test</u> .	⇒ <u>Controlling</u> :- Principles, Limitation. ⇒ Assignment ⇒ <u>Unit Test</u> .
Week 2	⇒ BOP ⇒ WTO	⇒ Intermediaries of Primary Market, Advantages + Disadvantages	⇒ History + Approaches of Management	⇒ History + Approaches of Management
Week 3	⇒ UNCTAD ⇒ IMF ⇒ <u>Oral Test</u>	⇒ Secondary Market BSE, NSE	⇒ Span of Mgt. ⇒ Types of Authority	⇒ Span of Mgt. ⇒ Types of Authority.
Week 4	⇒ Regional Economic Integration. ⇒ Foreign exchange Mkt.	⇒ SEBI ⇒ Fundamental Analysis - Economic Analysis	⇒ Delegation of Authority ⇒ Decentralisation	⇒ Delegation of Authority ⇒ Decentralisation.
November 2022				
Week 1	⇒ <u>Foreign Investment</u> Types + Flow ⇒ Foreign Inv. in India	⇒ Industry Analysis ⇒ Company Analysis	⇒ <u>Motivation</u> : Concept + Theories.	⇒ <u>Motivation</u> :- Concept + Theories.
Week 2	⇒ SEZs ⇒ Export Promotion Measures + Export oriented units	⇒ Technical Analysis ⇒ Efficient Market Theory.	⇒ <u>Leadership</u> :- Importance + Theories.	⇒ <u>Leadership</u> :- Importance + Theories.

Week 3	⇒ Classical Theory + ⇒ Modern Theory of International Trade	⇒ Efficient Mkt. Theory. ⇒ Fixed Income Securities.	⇒ Controlling Techniques + Emerging Issues.	⇒ Controlling Techniques + Emerging Issues.
Week 4	⇒ Assignment II ⇒ Trends in world Trade	⇒ Yield Valuation. ⇒ Bond Valuation.	⇒ Env. Analysis ⇒ Decision-Making ⇒ Oral Test.	⇒ Env. Analysis ⇒ Decision-Making.
December 2022				
Week 1	⇒ Trends in India's Foreign Trade ⇒ Revision	⇒ Recent Trends. in India + Int. Stock Mkt. ⇒ Revisions.	⇒ Decision-Making Techniques ⇒ Revision	⇒ Decision-Making Techniques
Week 2	⇒ Revision + doubts, + Import- -ant questions	⇒ Revisions Taken ⇒ Prepare Imp. questions	⇒ Revision ⇒ Prepare Imp. questions	⇒ Revision ⇒ Prepare Imp. questions.
Preparatory Days	⇒ Revision, doubt taken, Important questions prepare.	⇒ unit Test.	⇒ Revision.	⇒ Revision

Dated 22/08/2022


Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department Commerce

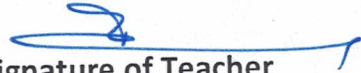
Month	Class <u>B.Com Ind (A)</u>	Class <u>B.Com Ist (A)</u>	Class <u>B.Com III (A)</u>	Class <u>B.Com III (A)</u>	<u>B.Com III</u>
	Paper <u>Business Statistics</u>	Paper <u>Business Law</u>	Paper <u>Principle of Marketing</u>	Paper <u>PPT (1-3)</u>	<u>Business Statistics (4-6)</u>
August 2022					
Week 3	Statistics Introduction Measure of Central Tendency	Introduction of Business Law Basic Concepts of B. Law	Introduction about Marketing Marketing Mix	Introduction of Paper. and topic Discussion	Practical Problem of MOC
Week 4	Practical Problems Introduction about Dispersion	Contract & its Essentials Types of Agreements & Contracts	Marketing Segmentation	Presentation Skills.	Practical Problem of Dispersion
September 2022					
Week 1	Practical Problems of Dispersion	Contractual Capacity of Parties Free Consent of Parties	Consumer & Behaviour Problems	Topic allocations to Students & Presentation 1-20	Practical Problem of MOC
Week 2	Revision of Dispersion & MOC Problems	Free Consent of Parties	Marketing Environment P.L.C.	Presentation 21-40 Rel no.	Extra typical dump
Week 3	Correlation	Problems regarding 1st to 4th Chapter.	New Product Development Pricing	Presentation 41 to 60 Rel no.	Practical Problem of Correlation

Week 4	Practical Problems of Correlation and Chapter Regression Introduction	Lawful Consideration & object. Discharge of Contract	Distribution Channels Wholesaling	Presentation 61-80.	Practical Problem Correlation
October 2022					
Week 1	Regression	Discharge of Contract	Retailing, Promotion Mix	Preparation & Checking of PPT (1-20)	Practical Problem Regression
Week 2	Practical Problems of Regression Index No.	Discussion about Various Sections & Court Cases.	Advertising Personal Selling	Preparation & Checking of PPT (21-40)	Typical Problems Index
Week 3	Index No's Practical Problems	Legal Formalities Written & Registered Performance of Contract	Publicity & Public relations	Preparation & Checking of PPT (41-60)	Practical Problem Regression Index
Week 4	Skewness and Practical Problems.	Indemnity & Guarantee Bailment & Pledge	Sales Promotion.	Preparation & Checking of PPT (61-80)	Practical Problem Skewness and Che
November 2022					
Week 1	Probability	Agency,	Recent Trends in Marketing Packaging	Presentation of PPT's	Practical Problem Probability
Week 2	Practical Problems of Probability	Sale of Goods Act 1930 Condition & Warranties	Branding Labelling	- do -	Practical Problem Probability

Chapter a
defined.
Students

Week 3	Mathematical Expectations Bayes theorem etc.	Transfer of Property. Unpaid Seller	Product Mix Strategies	Presentation of PPT's	Practical Problems
Week 4	Problems of Probability	Remedies for Breach of Contract	Revisions of Unit 1	- do -	Extra Problems from S.C. Stat
December 2022					
Week 1	Time Series Practical Problems	Limited Liability Partnership Act 2008	Revision of Unit 2	Presentation of PPT's	Practical Problems of Time Series
Week 2	Practical Problems of Time Series	- do -	Revision of Unit 3	- do -	Any topics as decided by Student
Preparatory Days					

Dated 29/8/2022


Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department

Commerce

Month	Class B.Com. ITI A	Class B.Com. ITI A	Class B.Com. ITI A	Class B.Com. ITI A
	Paper Cost Accounting	Paper Financial Mgt	Paper Indian Economy	Paper Cost Accounting & Financial Mgt (3)
August 2022				
Week 3	Cost Acc - Introduction Cost Elements	Nature & Scope of F. Mgt F. Planning	Economic Systems Capitalist System Socialist	Cost Acc. Introduction Nature & Scope of F. Mgt
Week 4	Cost Elements Material Cost Accounting	F. Planning & Capitalisation	Mixed Economy Developing & Developed Economies	Cost Elements Capitalisation
September 2022				
Week 1	Material Cost Concept & Tech. Labour Cost Acc.	Financial Forecasts Source of Finance I	Major Issues of Dev. In India Feature of Indian Eco	Material Cost concept Source of Finance I
Week 2	Labour, Turnover Idle time Methods of wage payment	Source of Finance - II Cost of Capital	Features of Indian Eco. Comparison of Indian Eco. with Dev. Eco.	Methods of Wage Payment Cost of Capital
Week 3	Labour Incentive Sch. Accounting for overhead	Cost of Capital Capital Structure	Comparison. Structural shifts with Eco. Dev.	Labour Incentive Sch Capital Str

Week 4	Overhead Allocation & Allocation Apportion Machine Hour Rate	Theory of Capital Structure	Structure Shift with Eco Development Relative Importance of Agri. Ind. and Svc	Overhead Allocation & App. Theory of Cap. Struc
October 2022				
Week 1	Unit or Output Costing Cost Sheet	Op & Financial Leverage Capital Budgeting	Relative Imp of Agr Ind & Services Infrastructure	Unit or Output Costing Capital Budgeting
Week 2	Contract Costing	Capital Budgeting Risk & Uncertainty Mgt of W. Cap	Infrastructure Classical, Structure and Eclectic View	Contract Costing Problems Capital Budgeting Problems
Week 3	Job Unit Contract Costing Job & Batch Cost	Mgt of W. Cap Unit Test	Unit Test Classical, Structure and Eclectic View	Job & Batch Cost Mgt of W. Cap
Week 4	Job & Batch	Mgt of W. Cap Cash Mgt	Export Promotion and Import Substitution	Job & Batch Costs Problems Problems of Mgt of W. Cap
November 2022				
Week 1	Process Costing	Cash Mgt. & Receivables Mgt	Export Promotion Foreign Trade & Economic Growth	Process Costing Problems Problems
Week 2	Process Costing	Inventory Mgt	Foreign Trade	Process Costing Inventory Mgt Problems

Week 3	Recognition of Cost & Fin Acc	Dividend Policy	Terms of Trade	Recognition of Cost Problem Dividend Policy
Week 4	Operative Costing	Dividend Method	Gains from Trade	Operative Costing Practical Problem
December 2022				
Week 1	Cost Analysis	Pro Problem	Revision	Cost Analysis Pro Problem
Week 2	Problem of Different Types	Pro of Diff Topics	Revision	Problem of Diff Types
Preparatory Days				

Dated

Signature of Teacher

Lesson Plan Session 2022-23 (Odd Semester)

Department

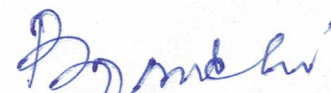
Commerce

Month	Class - M.com(F)	Class - B.com-II(B)	Class - B.com-I(B)	Class: B.com II(B) (1-3) B.com I (A) (4-6)
	Paper Import/Export	Paper - Bus. Statistics	Paper - Financial Accounting	Paper: Bus. Statistics Financial Accounting
August 2022				
Week 3	Discussion on Balance of Payment (BOP) and its impact on F. trade	Meaning of Statistics, Data, types of Data, Sources of Data, Classification of Data, importance of Data, Limitations. Introduction to Averages and different types	Introduction to basic Accounting terminologies, Accounting Concepts	Explaining and taking doubts of weak students on Statistics on (4-3) days
Week 4	Discussion on Exim policy and its Role.	Further Detail of Accounting Conventions, Final Accounts	Further Detail of Accounting Conventions, Final Accounts	Explaining & helping weak students with doubts on (4-6 days)
September 2022				
Week 1	FEMA → provisions and objectives	$\bar{x}$, Median, Mode. Problems related to $\bar{x}$, Median & Mode (2)	Final accounts with Adjustments	Explaining $\bar{x}$, M, Z (1-3) Final Accounts (4-6 days)
Week 2	Import-Export Trade → Introduction to Regulatory framework.	Introduction to measures of Dispersion and Problems related to various measures.	Introduction to Concepts of Consignment Accounting in the Books of Consignor & Consignee.	Measures of Dispersion (1-3) Concepts of Consignment (4-6)
Week 3	Documentation framework - ADS i.e. Aligned documentation system	Introduction to measures of Skewness	Type of Commercial Valuation of unsold Stock, treatment of security/Advance.	Measures of Skewness (1-3). Sums on Consignment (4-6 days)

Week 4	International Business Contracts Incoterms Containerisation	Introduction to Correlation Analysis (Unit II)	Normal & Abnormal loss meaning & valuation. Sums covering the above topics	Doubt sessions and detailed explanation of (1-3) Analysis (1-3) Consignment (4-6)
October 2022				
Week 1	Role of ICC, Export order processing, Shipping & Customs clearance of export & import	Sums of Correlation Introduction of Regression	Advance practice session on Consignment & problems	Sums on correlation analysis (1-3) Problems on Consignment (4-6)
Week 2	Central excise clearance Role of clearing & forwarding agents	Sums of Regression Analysis	Introduction to Accounting for Discontinuation of the Partnership firms	Problems relating to regression analysis (1-3) Detailed explanation on Discontinuation (4-6)
Week 3	Type of Risks in International trade	Introduction to Index-number	Sums covering various concepts	Introduction to Index-numbers (1-3) Problem session (4-6)
Week 4	Cargo Insurance and claim procedure.	Sums of Index numbers	Sale of a Partnership firm to a company.	Problem sessions on Index-numbers (1-3) Problem session on Sale of partnership firm (4-6)
November 2022				
Week 1	Terms of payment inside of payment in international trade	Introduction to the concept of Probability	Introduction and sums on Depreciation	Detailed discussion on probability and its theories (1-3) Problem session on Depreciation (4-6)
Week 2	Documentary Collection of Export Bill	Sums on simple Probability	Accounting related to Straight line written down value & retrospective effect	Detailed session on Addition & Multiplication theorem (1-3) Retrospective effect of change in Depreciation policy (4-6)

Week 3	UCPDC Guide- line. Main provisions of FEMA	Bayes's Theorem Conditional Probability.	ERRORS and their Rectification	Problems relating Bayes's theorem (1-3) Problems on various mode on rectification
Week 4	Instrumented Payments, Pre-ship a Post Shipment firm	Advance Sum on Addition a Multiplication Theore.	Practice on Rectification of errors.	Problem session on a doubt session (1-3) Problem a Doubt session (4-6)
December 2022				
Week 1	Negotiation of documents with Bank.	Introduction to the Concept of Time-Series for importance	Introduction to Hire-Purchase Concept a Simple Sum.	Problem session on Time-Series (1-3) Problem session on Hire purchase (4-6)
Week 2	Procedure and documentation for availing export-incentive	Sum on various methods of Time-series.	Detailed cover of Hire Purchase	Problem session on Time-Series Problem session on Hire-Purchase
Preparatory Days	Tests and Revision	Test and Revision	Tests and Revision	Tests a Revision

Dated


Signature of Teacher