

Lesson Plan

Name of the Assistant/ Associate Professor : Monika mahlawat

Class and Section : B.Com 1st semester

Subject: Business management

Week	Date	Topics
1	1-Jan-18	Introduction to semester
	2-Jan-18	Chapter 1 -Staffing
	3-Jan-18	Concepts , Meaning, Definition
	4-Jan-18	Nature , Importance
	5-Jan-18	Scope
	6-Jan-18	Matching job and people
	7-Jan-18	Sunday
2	8-Jan-18	How to determine manpower requirement
	9-Jan-18	Job analysis
	10-Jan-18	Problem taken
	11-Jan-18	Chapter 2- Recruitment
	12-Jan-18	Meaning, definition
	13-Jan-18	Process of recruitment
	14-Jan-18	Sunday
3	15-Jan-18	Source of recruitment
	16-Jan-18	Internal source
	17-Jan-18	External source
	18-Jan-18	Merits and Demerits
	19-Jan-18	Problem taken
	20-Jan-18	Class presentation
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Class presentation
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Class presentation
	26-Jan-18	Republic Day
	27-Jan-18	Class presentation
	28-Jan-18	Sunday
5	29-Jan-18	Chapter 3 – selection
	30-Jan-18	Meaning, Definition
	31-Jan-18	Steps involved in selection process

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Week	Date	Topics
1	1-Feb-18	Problem taken
	2-Feb-18	Class test
	3-Feb-18	Chapter 4 – training
	4-Feb-18	Sunday
2	5-Feb-18	Meaning , Defination
	6-Feb-18	Characteristics
	7-Feb-18	Differences between training and development
	8-Feb-18	Importance of training
	9-Feb-18	Methods of training
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	On the job training
	13-Feb-18	Maha Shivratri
	14-Feb-18	Off the job training
	15-Feb-18	Principal of training
	16-Feb-18	Chapter 10 – management of change Concept, nature
	17-Feb-18	Process of planned change, resistance to change
	18-Feb-18	Sunday
4	19-Feb-18	Emerging horizons of management in changing environment
	20-Feb-18	Chapter 5- Motivation
	21-Feb-18	Meaning
	22-Feb-18	Defination
	23-Feb-18	Characteristics
	24-Feb-18	Advantage
	25-Feb-18	Sunday
5	26-Feb-18	Motivation process
	27-Feb-18	Theories of motivation
	28-Feb-18	Traditional theories

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Class and Section: B.Com 1st semester

Subject: Business management

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Modern theories
	4-Mar-18	Sunday
2	5-Mar-18	Techniques of motivation
	6-Mar-18	Difference between financial and non- financial motivators
	7-Mar-18	Problems or hurdles motivation
	8-Mar-18	Essentials of a successful motivational system
	9-Mar-18	Chapter 6 – leadership
	10-Mar-18	Meaning, Definition
	11-Mar-18	Sunday
3	12-Mar-18	Characteristics
	13-Mar-18	Importance of leadership
	14-Mar-18	Function of leader
	15-Mar-18	Qualities of leader
	16-Mar-18	Theories of leadership
	17-Mar-18	The trait theory
	18-Mar-18	Sunday the situation theory
	4	19-Mar-18
20-Mar-18		Behavioural theory
21-Mar-18		Group approach theory
22-Mar-18		Theory X & Y
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Leadership styles
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Power based leadership style
	28-Mar-18	Difference among autocratic, democratic, free-rein style
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Determinants to choose leadership style
	31-Mar-18	Leadership as a continuum

Lesson Plan

Name of the Assistant/ Associate Professor: Monika mahalawat

Class and Section: B.Com 1st semester

Subject: Business management

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Management system of likert
	3-Apr-18	Test of managemnt system
	4-Apr-18	Problem taken
	5-Apr-18	Class test
	6-Apr-18	Chapter 7 – communication
	7-Apr-18	Meaning, definition , characteristics
	8-Apr-18	Sunday
2	9-Apr-18	Communication process
	10-Apr-18	Importance of communication
	11-Apr-18	Types of communication
	12-Apr-18	Formal
	13-Apr-18	Informal
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Grapevine network, essential of effective communication
	17-Apr-18	Media of communication
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Barriers to effective communication
	20-Apr-18	Stpes to overcome barrier
	21-Apr-18	Chapter8-controlling Concept , nature
	22-Apr-18	Sunday
4	23-Apr-18	Process , techniques
	24-Apr-18	Effective control system
	25-Apr-18	Revision
	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant/ Associate professor : Monika mahlawat

Class and Section : B.Com 6th semester

Subject : Income Tax

Week	Date	Topics
1	1-Jan-18	INTRODUCTION TO SYLLABUS
	2-Jan-18	Chapter 1 - Computation of total income
	3-Jan-18	Individual
	4-Jan-18	Hindu undivided family
	5-Jan-18	Body of individual
	6-Jan-18	Company
	7-Jan-18	Sunday
2	8-Jan-18	Numerical
	9-Jan-18	Numerical
	10-Jan-18	Assessment of companies
	11-Jan-18	Numerical
	12-Jan-18	Numerical
	13-Jan-18	Numerical
	14-Jan-18	Sunday
3	15-Jan-18	Problem taken
	16-Jan-18	Computation of tax liability
	17-Jan-18	Individual
	18-Jan-18	Alternate minimum tax
	19-Jan-18	Numerical
	20-Jan-18	Numerical
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Numerical
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Numerical
	26-Jan-18	Republic Day
	27-Jan-18	Numerical
	28-Jan-18	Sunday
5	29-Jan-18	Problem taken
	30-Jan-18	Rebate of tax
	31-Jan-18	Numerical

Lesson Plan

Name of the Assistant/ Associate Professor: Monika mahlawat

Class and Section: B.Com 6th semester

Subject: Income tax

Week	Date	Topics
1	1-Feb-18	Numerical
	2-Feb-18	Relief of tax
	3-Feb-18	Numerical
	4-Feb-18	Sunday
2	5-Feb-18	Numerical
	6-Feb-18	Numerical
	7-Feb-18	Securities transaction tax
	8-Feb-18	Numerical
	9-Feb-18	Numerical
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Problem taken
	13-Feb-18	Maha Shivratri
	14-Feb-18	Assessment of HUF
	15-Feb-18	Residence of HUF
	16-Feb-18	Difference between HUF and Firm
	17-Feb-18	Family income
	18-Feb-18	Sunday
4	19-Feb-18	Partition of HUF
	20-Feb-18	Procedure of assessment after partition
	21-Feb-18	Rounding off of income
	22-Feb-18	Rounding off of income tax
	23-Feb-18	Numerical
	24-Feb-18	Numerical
	25-Feb-18	Sunday
5	26-Feb-18	Numerical
	27-Feb-18	Numerical
	28-Feb-18	Problem taken

Lesson Plan

Name of the Assistant/ Associate Professor: Monika mahlawat

Class and Section: B.Com 6th semester

Subject: Income tax

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Class test
	4-Mar-18	Sunday
2	5-Mar-18	Assignment
	6-Mar-18	Assessment of Firm
	7-Mar-18	Meaning of partner, Partnership firm & Firm
	8-Mar-18	Computation of firm's income
	9-Mar-18	Adjustment of profit and loss account
	10-Mar-18	Alternate minimum tax
	11-Mar-18	Sunday
3	12-Mar-18	Change in the constitution of a firm
	13-Mar-18	Dissolution of a firm
	14-Mar-18	Discontinuance of Business
	15-Mar-18	Numerical
	16-Mar-18	Numerical
	17-Mar-18	Numerical
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Assessment of Association of person
21-Mar-18		Computation of share of member
22-Mar-18		Exemption of share of member
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Tax liability of AOP
25-Mar-18		Sunday/ Ram Navami
5	26-Mar-18	Minimum marginal rate
	27-Mar-18	Assessment of Body of individual
	28-Mar-18	Computation of income BOP
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Tax liability of BOP
	31-Mar-18	Numerical

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Class and Section: B.Com 6th semester

Subject: Income tax

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Numerical
	3-Apr-18	Numerical
	4-Apr-18	Class test
	5-Apr-18	Income tax authority
	6-Apr-18	Appointment of authorities
	7-Apr-18	Power of authorities
	8-Apr-18	Sunday
2	9-Apr-18	Rights and Duties of officers
	10-Apr-18	Preparation of ROI
	11-Apr-18	Filling of ROI
	12-Apr-18	Manners of furnishing of ROI
	13-Apr-18	E- filing and its advantages
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Assessment procedure
	17-Apr-18	Permanent account number
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Quoting of AADHAAR number
	20-Apr-18	Types of assessment
	21-Apr-18	Deduction and collection of tax at source
	22-Apr-18	Sunday
4	23-Apr-18	Advance payment of tax
	24-Apr-18	Recovery and return of tax
	25-Apr-18	Appeals and revision
	26-Apr-18	Penalties
	27-Apr-18	Offences and prosecutions
	28-Apr-18	Tax planning for individuals

Lesson Plan

Name of the Assistant/ Associate Professor: Monika mahlawat

Class and Section: B.Com 6th semester

Subject: Indirect taxes

Week	Date	Topics
1	1-Jan-18	Chapter 1- Introduction to indirect tax
	2-Jan-18	History of indirect tax
	3-Jan-18	Important abbreviations, sections , rules
	4-Jan-18	Introduction , meaning , nature
	5-Jan-18	Tax, duty, fees, objectives
	6-Jan-18	Merits and Demerits
	7-Jan-18	Sunday
2	8-Jan-18	Difference between direct and indirect taxes
	9-Jan-18	Central excise duty 1994
	10-Jan-18	Meaning , features
	11-Jan-18	Nature
	12-Jan-18	Kinds
	13-Jan-18	Important definition
	14-Jan-18	Sunday
3	15-Jan-18	General procedure for excisable goods
	16-Jan-18	How to obtain registration
	17-Jan-18	Valuation of central excise duty
	18-Jan-18	Exemption to small scale industries
	19-Jan-18	Problem taken
	20-Jan-18	Class test
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Remission duty
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Filling of return
	26-Jan-18	Republic Day
	27-Jan-18	Manner of payment
	28-Jan-18	Sunday
5	29-Jan-18	Types of assessment procedure
	30-Jan-18	Types of excise controls or clearances
	31-Jan-18	Problem taken

Lesson Plan

Name of the Assistant/ Associate Professor: Monika mahalawat

Class and Section: B.Com 6th semester

Subject: Indirect tax

Week	Date	Topics
1	1-Feb-18	Introduction to custom duty
	2-Feb-18	Meaning, constitutional authority
	3-Feb-18	Benefits of custom duty
	4-Feb-18	Sunday
2	5-Feb-18	Important definition
	6-Feb-18	Types of custom duties
	7-Feb-18	Mode of calculation of different duties
	8-Feb-18	Levy and assessment of custom duty
	9-Feb-18	Introduction, charging section
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Taxable events
	13-Feb-18	Maha Shivratri
	14-Feb-18	Assessment section
	15-Feb-18	Custom duty authorities and their power
	16-Feb-18	Procedure of importation (general & under custom)
	17-Feb-18	Good imported by post, stores , baggage, courier
	18-Feb-18	Sunday
4	19-Feb-18	Procedure of exportation
	20-Feb-18	Categories of export
	21-Feb-18	General procedure and procedure under custom
	22-Feb-18	Documents used in export trade
	23-Feb-18	Export promotion schemes
	24-Feb-18	General export incentives
	25-Feb-18	Sunday
5	26-Feb-18	Types of duty drawback
	27-Feb-18	Problem taken
	28-Feb-18	Class test

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Class and Section: B.Com 6th semester

Subject: Indirect tax

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Central sales tax act , 1956
	4-Mar-18	Sunday
2	5-Mar-18	Kinds ,features, objectives
	6-Mar-18	Important definition
	7-Mar-18	Objective of declaring goods to be special importances
	8-Mar-18	Categories of sales
	9-Mar-18	Principles for determining categories of sales
	10-Mar-18	Interstate sale ,sale and purchase Outside a state
	11-Mar-18	Sunday
3	12-Mar-18	Sale in course of export
	13-Mar-18	Sale in course of import
	14-Mar-18	Registration of dealers
	15-Mar-18	Kinds of registration, provisions relating to registration
	16-Mar-18	Procedure for registration
	17-Mar-18	Tax liability
	18-Mar-18	Sunday
4	19-Mar-18	Tax levy
	20-Mar-18	Tax collection
	21-Mar-18	Exemption for sales tax
	22-Mar-18	Power of authorities of appropriate state
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
	24-Mar-18	Declaration forms
	25-Mar-18	Sunday/ Ram Navami
5	26-Mar-18	How to determine taxable turnover
	27-Mar-18	Inclusions in sales price
	28-Mar-18	Exclusions in sales price
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Determination of turnover
	31-Mar-18	Problem taken

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Class and Section: B.Com 6th semester

Subject: Indirect tax

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Class test
	3-Apr-18	Basics of service tax Introduction , constitution, approaches
	4-Apr-18	Body of service tax law
	5-Apr-18	Features of service tax
	6-Apr-18	Important definition
	7-Apr-18	CENVAT scheme, 2004
	8-Apr-18	Sunday
2	9-Apr-18	Negative list of service
	10-Apr-18	Exemptions from service tax
	11-Apr-18	Abatement from service tax
	12-Apr-18	Small service provider exemption
	13-Apr-18	Class test
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Registration procedure by CBEC
	17-Apr-18	Problem taken
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	general procedure
	20-Apr-18	Issue of invoice
	21-Apr-18	Maintenances of records
	22-Apr-18	Sunday
4	23-Apr-18	Procedure for payment of service tax
	24-Apr-18	manner of payment of tax
	25-Apr-18	Filing of return
	26-Apr-18	Assessment procedure
	27-Apr-18	Penalty
	28-Apr-18	Appeal

Lesson Plan

Name of the Assistant/ Associate Professor - KALPANA YADAV
Class and Section B.COM VI th Sem
Subject International Trade

Week	Date	Topics
1	1-Jan-18	Introduction to the subject
	2-Jan-18	Overview of Domestic business
	3-Jan-18	International business
	4-Jan-18	Main points of International business
	5-Jan-18	Major risks and challenges involved in International business
	6-Jan-18	Major opportunities in International business
	7-Jan-18	Sunday
2	8-Jan-18	Revision of previous topics
	9-Jan-18	Class test
	10-Jan-18	Different International Business Environment
	11-Jan-18	Main components of International Business
	12-Jan-18	Main determinants of International Business
	13-Jan-18	Stages of Internationalization of business
	14-Jan-18	Sunday
3	15-Jan-18	Revision of previous topics
	16-Jan-18	Class test
	17-Jan-18	Approaches to International Business
	18-Jan-18	Globalization- introduction
	19-Jan-18	Main reasons for globalization
	20-Jan-18	Impact of Globalization
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Revision
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Class test
	26-Jan-18	Republic Day
	27-Jan-18	Presentation
	28-Jan-18	Sunday
5	29-Jan-18	Presentation
	30-Jan-18	Presentation
	31-Jan-18	Presentation

Lesson Plan

Name of the Assistant/ Associate Professor

KALPANA YADAV

Class and Section

B.COM VIth SEM

Subject

INTERNATIONAL TRADE

Week	Date	Topics
1	1-Feb-18	Modes of entry to International Business- brief introduction
	2-Feb-18	Exporting- full concept
	3-Feb-18	Licensing- full concept
	4-Feb-18	Sunday
2	5-Feb-18	Revision
	6-Feb-18	Class test
	7-Feb-18	Franchising
	8-Feb-18	Special modes like Turnkey Projects, Manufacturing Contracts etc
	9-Feb-18	FDI with and without Alliances
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Revision
	13-Feb-18	Maha Shivratri
	14-Feb-18	Class test
	15-Feb-18	Nature of Multinational enterprises
	16-Feb-18	International direct Investment
	17-Feb-18	Foreign Exchange
	18-Feb-18	Sunday
4	19-Feb-18	Revision
	20-Feb-18	Class test
	21-Feb-18	Determination of exchange rate
	22-Feb-18	Balance of Payments
	23-Feb-18	Balance of Trade
	24-Feb-18	Revision
	25-Feb-18	Sunday
5	26-Feb-18	Revision of complete 2 nd unit
	27-Feb-18	Revision
	28-Feb-18	Class test

Lesson Plan

Name of the Assistant/ Associate Professor

KALPANA YADAV

Class and Section

B.COM VIth SEM

Subject

INTERNATIONAL TRADE

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Revision of previous topics
	4-Mar-18	Sunday
2	5-Mar-18	Class Test
	6-Mar-18	Different theories of International Business- Overview
	7-Mar-18	Absolute Advantage Theory
	8-Mar-18	Comparative Advantage Theory
	9-Mar-18	Factor Proportions Theory
	10-Mar-18	Product Life Cycle Theory
	11-Mar-18	Sunday
3	12-Mar-18	Revision
	13-Mar-18	Class test
	14-Mar-18	Government influence on Trade
	15-Mar-18	Rationale for Government Intervention
	16-Mar-18	Different instruments for Trade control
	17-Mar-18	Continuance of previous topic
	18-Mar-18	Sunday
4	19-Mar-18	Revision
	20-Mar-18	Class test
	21-Mar-18	WTO – overview
	22-Mar-18	Role of WTO in International business
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
	24-Mar-18	IMF – overview
	25-Mar-18	Sunday/ Ram Navami
5	26-Mar-18	Role of IMF in Internatinal Business
	27-Mar-18	World Bank – overview
	28-Mar-18	Role of World Bank in International Business
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Revision
	31-Mar-18	Class test

Lesson Plan

Name of the Assistant/ Associate Professor

KALPANA YADAV

Class and Section

B.COM VIth SEM

Subject

INTERNATIONAL TRADE

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Assessing International Markets
	3-Apr-18	Designing products for International markets
	4-Apr-18	Branding- concept
	5-Apr-18	Branding decisions
	6-Apr-18	Promotion- concept
	7-Apr-18	International Promotion Policy
	8-Apr-18	Sunday
2	9-Apr-18	Revision of previous topics
	10-Apr-18	Class test
	11-Apr-18	Pricing- concept
	12-Apr-18	International Pricing
	13-Apr-18	Different criteria for Pricing Foreign goods
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Revision
	17-Apr-18	Class test
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Logistics and Distribution- concept
	20-Apr-18	International logistics and Distribution
	21-Apr-18	Different modes of distributing foreign goods
	22-Apr-18	Sunday
4	23-Apr-18	Revision
	24-Apr-18	Presentation
	25-Apr-18	Presentation
	26-Apr-18	Presentation
	27-Apr-18	Presentation
	28-Apr-18	Presentation

Lesson Plan

Name of the Assistant Professor: Tarun Verma

Class and Section: B.A 2nd semester

Subject: Micro Economics

Week	Date	Topics
1	1-Jan-18	Market Structure
	2-Jan-18	Price determination under perfect competition.
	3-Jan-18	Importance of time element.
	4-Jan-18	Price determination in short run and long run.
	5-Jan-18	Difference between market price and normal price.
	6-Jan-18	Firm and industry under perfect competition.
	7-Jan-18	Sunday
2	8-Jan-18	Short run equilibrium of firm.
	9-Jan-18	Long run equilibrium of firm.
	10-Jan-18	Short run equilibrium of industry.
	11-Jan-18	Long run equilibrium of industry.
	12-Jan-18	Supply curve of firm and industry under perfect competition.
	13-Jan-18	Applications of perfect competition.
	14-Jan-18	Sunday
3	15-Jan-18	Meaning and features of monopoly.
	16-Jan-18	Causes and sources of monopoly.
	17-Jan-18	Price determination under monopoly.
	18-Jan-18	Short run price determination.
	19-Jan-18	Long run price determination.
	20-Jan-18	Monopoly with zero cost of production.
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Measures and degree of monopoly power.
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Comparison between monopoly and perfect competition.
	26-Jan-18	Republic Day
	27-Jan-18	Multiplant monopoly
	28-Jan-18	Sunday
5	29-Jan-18	Class test 1st.(sessional)
	30-Jan-18	Discrimination monopoly.
	31-Jan-18	Conditions for price discrimination.

Lesson Plan

Name of the Assistant Professor: Tarun verma

Class and Section: B.A 2nd semester

Subject: Micro Economics

Week	Date	Topics
1	1-Feb-18	Profitability of price discrimination.
	2-Feb-18	Equilibrium under discrimination monopoly.
	3-Feb-18	Degrees of price discrimination.
	4-Feb-18	Sunday
2	5-Feb-18	Effects of price discrimination.
	6-Feb-18	Dumping and price discrimination
	7-Feb-18	Difference between simple and discrimination monopoly.
	8-Feb-18	Can a monopolist produce on loss.
	9-Feb-18	Control and regulation of monopoly.
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Meaning and features of monopolistic competition.
	13-Feb-18	Maha Shivratri
	14-Feb-18	Product differentiation and demand curve.
	15-Feb-18	Equilibrium of firm in short and long run.
	16-Feb-18	Group equilibrium
	17-Feb-18	Non price competition and selling cost.
	18-Feb-18	Sunday
4	19-Feb-18	Difference between selling cost and production cost.
	20-Feb-18	Comparing monopolistic and perfect competition.
	21-Feb-18	Comparing monopoly and monopolistic competition.
	22-Feb-18	Excess capacity.
	23-Feb-18	Oligopoly and its features.
	24-Feb-18	Classification of oligopoly
	25-Feb-18	Sunday
5	26-Feb-18	Class test 2nd (sessional)
	27-Feb-18	Class Presentation
	28-Feb-18	Class presentation

Lesson Plan

Name of the Assistant Professor : Tarun verma

Class and Section: B.A 2nd semester

Subject: Micro Economics

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Emergence of oligopoly
	4-Mar-18	Sunday
2	5-Mar-18	Cournot's model.
	6-Mar-18	Bertrand model.
	7-Mar-18	Edgeworth model.
	8-Mar-18	Non collusive oligopoly.
	9-Mar-18	Sweezy model of kink demand.
	10-Mar-18	Market Failure and success.
	11-Mar-18	Sunday
3	12-Mar-18	Types of goods and services.
	13-Mar-18	Theory of factor pricing: Introduction.
	14-Mar-18	Some basic concepts of productivity.
	15-Mar-18	Cost of the factor.
	16-Mar-18	Behaviour of AFC and MFC curve.
	17-Mar-18	Marginal productivity theory.
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		explanation from industry's point.
21-Mar-18		Factor pricing under imperfect competition.
22-Mar-18		Modern theory of factor pricing.
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Elasticity of demand of a factor.
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Determination of factor price in a competitive industry.
	28-Mar-18	Class test 3rd (sessional)
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Class presentation.
	31-Mar-18	Class presentation.

Lesson Plan

Name of the Assistant Professor: Tarun Verma

Class and Section: B.A 2nd semester

Subject: Micro Economics

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Wages: nominal and real.
	3-Apr-18	Factors determining real wages.
	4-Apr-18	Marginal productivity theory of wages.
	5-Apr-18	Wage under perfect competition.
	6-Apr-18	Wage under monopoly.
	7-Apr-18	Rent and its types.
	8-Apr-18	Sunday
2	9-Apr-18	Ricardian theory of rent.
	10-Apr-18	Modern theory of rent.
	11-Apr-18	Difference in modern and Ricardian theory.
	12-Apr-18	Rent and price : Different views.
	13-Apr-18	Quasi rent and rent : difference.
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Interest and its types.
	17-Apr-18	Classical theory of interest.
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Neo classical theory.
	20-Apr-18	Liquidity preference theory.
	21-Apr-18	Modern theory of interest.
	22-Apr-18	Sunday
4	23-Apr-18	Profit and its theories.
	24-Apr-18	Break even analysis.
	25-Apr-18	Class test 4th (sessional)
	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant Professor: Tarun Verma

Class and Section: B.Com 2nd semester

Subject: Business Economics

Week	Date	Topics
1	1-Jan-18	Meaning and features of Perfect Competition.
	2-Jan-18	Price determination under perfect competition.
	3-Jan-18	Importance of time element.
	4-Jan-18	Price determination in short run and long run.
	5-Jan-18	Difference between market price and normal price.
	6-Jan-18	Firm and industry under perfect competition.
	7-Jan-18	Sunday
2	8-Jan-18	Short run equilibrium of firm.
	9-Jan-18	Long run equilibrium of firm.
	10-Jan-18	Short run equilibrium of industry.
	11-Jan-18	Long run equilibrium of industry.
	12-Jan-18	Supply curve of firm and industry under perfect competition.
	13-Jan-18	Applications of perfect competition.
	14-Jan-18	Sunday
3	15-Jan-18	Meaning and features of monopoly.
	16-Jan-18	Causes and sources of monopoly.
	17-Jan-18	Price determination under monopoly.
	18-Jan-18	Short run price determination.
	19-Jan-18	Long run price determination.
	20-Jan-18	Monopoly with zero cost of production.
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Measures and degree of monopoly power.
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Comparison between monopoly and perfect competition.
	26-Jan-18	Republic Day
	27-Jan-18	Multiplant monopoly
	28-Jan-18	Sunday
5	29-Jan-18	Class test 1st.(sessional)
	30-Jan-18	Discrimination monopoly.
	31-Jan-18	Conditions for price discrimination.

Lesson Plan

Name of the Assistant Professor: Tarun verma

Class and Section: B.com 2nd semester

Subject: Business Economics

Week	Date	Topics
1	1-Feb-18	Profitability of price discrimination.
	2-Feb-18	Equilibrium under discrimination monopoly.
	3-Feb-18	Degrees of price discrimination.
	4-Feb-18	Sunday
2	5-Feb-18	Effects of price discrimination.
	6-Feb-18	Dumping and price discrimination
	7-Feb-18	Difference between simple and discrimination monopoly.
	8-Feb-18	Can a monopolist produce on loss.
	9-Feb-18	Control and regulation of monopoly.
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Meaning and features of monopolistic competition.
	13-Feb-18	Maha Shivratri
	14-Feb-18	Product differentiation and demand curve.
	15-Feb-18	Equilibrium of firm in short and long run.
	16-Feb-18	Group equilibrium
	17-Feb-18	Non price competition and selling cost.
	18-Feb-18	Sunday
4	19-Feb-18	Difference between selling cost and production cost.
	20-Feb-18	Comparing monopolistic and perfect competition.
	21-Feb-18	Comparing monopoly and monopolistic competition.
	22-Feb-18	Excess capacity.
	23-Feb-18	Oligopoly and its features.
	24-Feb-18	Classification of oligopoly
	25-Feb-18	Sunday
5	26-Feb-18	Class test 2nd (sessional)
	27-Feb-18	Class Presentation
	28-Feb-18	Class presentation

Lesson Plan

Name of the Assistant Professor : Tarun verma

Class and Section: B.com 2nd semester

Subject: Business Economics

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Emergence of oligopoly
	4-Mar-18	Sunday
2	5-Mar-18	Cournot's model.
	6-Mar-18	Bertrand model.
	7-Mar-18	Edgeworth model.
	8-Mar-18	Non collusive oligopoly.
	9-Mar-18	Sweezy model of kink demand.
	10-Mar-18	Price determination in joint profit maximization.
	11-Mar-18	Sunday
3	12-Mar-18	Price leadership model.
	13-Mar-18	Theory of factor pricing: Introduction.
	14-Mar-18	Some basic concepts of productivity.
	15-Mar-18	Cost of the factor.
	16-Mar-18	Behaviour of AFC and MFC curve.
	17-Mar-18	Marginal productivity theory.
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		explanation from industry's point.
21-Mar-18		Factor pricing under imperfect competition.
22-Mar-18		Modern theory of factor pricing.
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Elasticity of demand of a factor.
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Determination of factor price in a competitive industry.
	28-Mar-18	Class test 3rd (sessional)
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Class presentation.
	31-Mar-18	Class presentation.

Lesson Plan

Name of the Assistant Professor: Tarun Verma

Class and Section: B.com 2nd semester

Subject: Business Economics

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Wages: nominal and real.
	3-Apr-18	Factors determining real wages.
	4-Apr-18	Marginal productivity theory of wages.
	5-Apr-18	Wage under perfect competition.
	6-Apr-18	Wage under monopoly.
	7-Apr-18	Rent and its types.
	8-Apr-18	Sunday
2	9-Apr-18	Ricardian theory of rent.
	10-Apr-18	Modern theory of rent.
	11-Apr-18	Difference in modern and Ricardian theory.
	12-Apr-18	Rent and price : Different views.
	13-Apr-18	Quasi rent and rent : difference.
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Interest and its types.
	17-Apr-18	Classical theory of interest.
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Neo classical theory.
	20-Apr-18	Liquidity preference theory.
	21-Apr-18	Modern theory of interest.
	22-Apr-18	Sunday
4	23-Apr-18	Profit and its theories.
	24-Apr-18	Break even analysis.
	25-Apr-18	Class test 4th (sessional)
	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant/ Associate Professor Shafali Choudhary

Class and Section

B. Com '4th sem'

Subject

Business Regulatory Framework

Week	Date	Topics
1	1-Jan-18	Chapter-1 Introduction, Definition, characteristics
	2-Jan-18	Touchstone of Partnership
	3-Jan-18	Kinds of Partnership, characteristics of limited Partnership, difference of Partnership with other association, Mutual relations of partners
	4-Jan-18	Rights and duties of partners
	5-Jan-18	Relation of partners to Third Parties, Implied authority and third party
	6-Jan-18	Types of Partners, Transfer of Interest by a partner
	7-Jan-18	Sunday
2	8-Jan-18	Minor as a Partner, Admission of a partner
	9-Jan-18	Outgoing partner, Dissolution of Partnership and firm
	10-Jan-18	Methods of Dissolution of firm, Rights of partner after Dissolution
	11-Jan-18	Liabilities of partners after Dissolution, Settlement accounts after Dissolution
	12-Jan-18	Registration of Partnership firm, consequences of Non Registration, advantage of Registration
	13-Jan-18	Partnership Deed
	14-Jan-18	Sunday
3	15-Jan-18	Problems
	16-Jan-18	Chapter-2 Meaning, characteristics, Presumptions
	17-Jan-18	Kinds of Negotiable Instruments- promissory note, Bill of Exchange
	18-Jan-18	Difference between Bill of exchange and Promissory Note, kinds of Bill of exchange, Cheque
	19-Jan-18	Marking of Cheque, Crossing of Cheque
	20-Jan-18	Difference between General and Special Crossing, Cancellation of Crossing, Comparison between Cheque, bill of exchange and promissory note
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Inland and foreign Instrument, Usances, Sights and time Instrument, Ambiguous Instrument, Inchoate stamped Instrument
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Distinction between Ambiguous and Inchoate Instrument, Maturity
	26-Jan-18	Republic Day
	27-Jan-18	Parties to Negotiable Instruments, Holder of a Negotiable Instrument
	28-Jan-18	Sunday
5	29-Jan-18	Special Privileges of a Holder in Due course, difference between Holder and Holder in due course
	30-Jan-18	Payment in due course, Capacity of parties
	31-Jan-18	Liabilities of parties to Negotiable instruments, Negotiation Modes

Lesson Plan

Name of the Assistant/ Associate Professor Shafali Choudhary

Class and Section

B. Com '4th sem'

Subject

Corporate Accounting

Week	Date	Topics
1	1-Jan-18	Chapter-1 Amalgamation, Absorption, Objective, Reconstruction, types, objective, Difference between Amalgamation, Absorption and Reconstruction
	2-Jan-18	Amalgamation in the nature of merger, Amalgamation in the nature of purchase, Difference, Important terms
	3-Jan-18	Lump Sum method, Net payment method, Net assets method
	4-Jan-18	Intrinsic worth method, Accounting Treatment in the books of Transferor Company
	5-Jan-18	Accounting treatment in the books of Transferee company - Pooling of interests method
	6-Jan-18	The purchase method
	7-Jan-18	Sunday
2	8-Jan-18	Inter company owings
	9-Jan-18	Inter company stock
	10-Jan-18	Face value or market value of shares
	11-Jan-18	Problem of Fraction Shares
	12-Jan-18	Problems
	13-Jan-18	Chapter-2 Meaning, objectives, Difference between Internal and External Reconstruction, Alteration in Share Capital
	14-Jan-18	Sunday
3	15-Jan-18	Reduction in share capital
	16-Jan-18	Practical question
	17-Jan-18	Chapter-3 Meaning, Ways in which a company can hold another company, Advantage and Disadvantages of Holding Company
	18-Jan-18	Consolidated Financial Statements, Advantage and Disadvantages
	19-Jan-18	Consolidated Balance Sheet
	20-Jan-18	Cost of Control / Capital Reserve
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Preparation of Consolidated Balance Sheet in case of Partly Owned Subsidiary
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Practical question
	26-Jan-18	Republic Day
	27-Jan-18	Pre-Acquisition & Post-Acquisition Profits/Reserves
	28-Jan-18	Sunday
5	29-Jan-18	Shares of Subsidiary Acquired during the Course of the Year
	30-Jan-18	Adjustment for Unrealised Profits included in Inventory
	31-Jan-18	Elimination of Mutual or Inter-Company Owings

Name of the Assistant/ Associate Professor

Shafali Choudhary

Class and Section

B. Com '4th sem'

Subject

Corporate Accounting

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Bad debts and Provision for doubtful debts, NPA
	3-Apr-18	Provisioning for Advances covered by guarantee of ECGC/DICGC guarantee
	4-Apr-18	Schedules, difference between balance sheet of a Banking Company and Non-banking Company
	5-Apr-18	Explanation of Schedules given in Balance Sheet
	6-Apr-18	Explanation of Schedules given in balance sheet
	7-Apr-18	Bills for collection
	8-Apr-18	Sunday
2	9-Apr-18	Practical
	10-Apr-18	Problems
	11-Apr-18	Class test
	12-Apr-18	Presentation
	13-Apr-18	Presentation
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Presentation
	17-Apr-18	Presentation
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Presentation
	20-Apr-18	Presentation
	21-Apr-18	Revision
	22-Apr-18	Sunday
4	23-Apr-18	Revision
	24-Apr-18	Revision
	25-Apr-18	Revision
	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant/ Associate Professor.....Shafali Choudhary

Class and Section...

B. Com 6th sem

Subject:.....

Financial Management

Week	Date	Topics
1	1-Jan-18	Chapter-1 Introduction and Approaches to Financial Management
	2-Jan-18	Meaning & functions of Financial Management
	3-Jan-18	Objectives of Financial Management
	4-Jan-18	Scope of Financial Management , Relationship of Finance to other activities, Organisation of Finance function
	5-Jan-18	Functions of Chief Financial Manager, Treasurer, Controller, Importance of FM
	6-Jan-18	Class test
	7-Jan-18	Sunday
2	8-Jan-18	Chapter - 2 Introduction, Definition, concept, Need for Working Capital, Permanent & Variable Working Capital
	9-Jan-18	Factors affecting, Advantages of Adequate Working Capital
	10-Jan-18	Excess & Inadequate WC, Management of WC, Policy Regarding the Financing of Current Assets
	11-Jan-18	Analysis of WC, Operating cycle and its relevance for WC Management
	12-Jan-18	Techniques adopted by Firms to cut down their Operating cycle, WC Forecast
	13-Jan-18	Practical Questions
	14-Jan-18	Sunday
3	15-Jan-18	Class test
	16-Jan-18	Chapter-3 Introduction, Motives for Holding Cash, Objectives of Cash Management
	17-Jan-18	Factors affecting Cash needs & level of cash, Devices of cash Management- Cash Budget (receipt & payment method)
	18-Jan-18	Cash Budget (Adjusted Profit & Loss method)
	19-Jan-18	Cash Budget (Balance sheet method)
	20-Jan-18	Cash flow statement, Cash Flow Ratios
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Cash Management Model
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Accelerating Cash collection, Slowing disbursements
	26-Jan-18	Republic Day
	27-Jan-18	Determining the Optimum Cash Balance, Investing the surplus Cash, RTGS, NEFT
	28-Jan-18	Sunday
5	29-Jan-18	Problems

	30-Jan-18	Class Test
	31-Jan-18	Chapter-4 Meaning & purpose of receivables, cost of Investment in receivables, Factors influencing, Objectives of Receivables Management

Lesson Plan

Name of the Assistant/ Associate Professor.....Shafali Choudhary

Class and Section:.....

B. Com '6th sem

Subject:.....

Financial Management

Week	Date	Topics
1	1-Feb-18	Aspects of Receivables Management- Credit policies, Credit Analysis
	2-Feb-18	Collection Policies, Evaluation of Credit Policies
	3-Feb-18	Test
	4-Feb-18	Sunday
2	5-Feb-18	Chapter-5 Meaning, Importance and Classification of Cost of Capital
	6-Feb-18	Computation of Specific Cost- Cost of Debt
	7-Feb-18	Cost of Preference Share Capital
	8-Feb-18	Cost of Equity Capital- dividend approach, dividend growth model
	9-Feb-18	Earning price method, CAPM approach, cost of retained earning
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Overall Cost of Capital
	13-Feb-18	Maha Shivratri
	14-Feb-18	Problems
	15-Feb-18	Class test
	16-Feb-18	Chapter-6 Introduction, Difference between capitalisation, capital, capital structure and financial structure
	17-Feb-18	Theories of Capitalisation
	18-Feb-18	Sunday
4	19-Feb-18	Over capitalisation
	20-Feb-18	Causes & consequences of over capitalisation
	21-Feb-18	Remedies for over capitalisation, Under capitalisation & its causes
	22-Feb-18	Effect and Remedies for under capitalisation, Difference between Watered capital & over capitalisation
	23-Feb-18	Problems
	24-Feb-18	Class test
	25-Feb-18	Sunday
5	26-Feb-18	Presentation

	27-Feb-18	Presentation
	28-Feb-18	Presentation

Lesson Plan

Name of the Assistant/ Associate Professor.....Shafali Choudhary

Class and Section:.....

B. Com '6th sem'

Subject:.....

Financial Management

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Presentation
	4-Mar-18	Sunday
2	5-Mar-18	Chapter-7 Meaning of Leverage, Operating Leverage
	6-Mar-18	Financial Leverage
	7-Mar-18	Impact, utility and limitations of Financial Leverage
	8-Mar-18	Combined Leverage
	9-Mar-18	Problems
	10-Mar-18	Class test
	11-Mar-18	Sunday
3	12-Mar-18	Chapter-8 Capital structure meaning, Qualities of optimum capital structure
	13-Mar-18	Factors affecting capital structure
	14-Mar-18	Significance of capital structure decisions, Assumptions, Net Income Approach
	15-Mar-18	Net Operating Income Approach
	16-Mar-18	Modigliani-Miller (MM) Approach
	17-Mar-18	Limitations of MM Approach, Traditional Approach
	18-Mar-18	Sunday
4	19-Mar-18	Problems
	20-Mar-18	Class test
	21-Mar-18	Presentation
	22-Mar-18	Presentation
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
	24-Mar-18	Presentation
	25-Mar-18	Sunday/ Ram Navami
5	26-Mar-18	Chapter-9 Introduction, Approaches to dividend decisions, Why do investors want dividend, Significance of Dividend policy
	27-Mar-18	Kinds of Dividend, Advantage of Stock Dividend
	28-Mar-18	Types of Dividend Policy

	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Significance of Stability of Dividend, Factors determining Dividend policy
	31-Mar-18	Dividend Theories - MM approach

Lesson Plan

Name of the Assistant/ Associate Professor.....Shafali Choudhary

Class and Section:.....

B. Com '6th sem'

Subject:.....

Financial Management

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Criticism of MM approach
	3-Apr-18	Relevance of Dividend - Walter's Model
	4-Apr-18	Gordon's Model
	5-Apr-18	Problems
	6-Apr-18	Class test
	7-Apr-18	Revision
	8-Apr-18	Sunday
2	9-Apr-18	Revision
	10-Apr-18	Revision
	11-Apr-18	Revision
	12-Apr-18	Revision
	13-Apr-18	Revision
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
	3	16-Apr-18
17-Apr-18		Problems
18-Apr-18		Parashurama Jayanti
19-Apr-18		Class test
20-Apr-18		Revision
21-Apr-18		Revision
22-Apr-18		Sunday
4		23-Apr-18
	24-Apr-18	Revision
	25-Apr-18	Revision

	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant/ Associate Professor: KALPANA YADAV

Class and Section: B.COM IVth Sem

Subject: Banking and Banking Law

Week	Date	Topics
1	1-Jan-18	Definition of bank - introduction
	2-Jan-18	Commercial banks- introduction
	3-Jan-18	Importance of commercial banks
	4-Jan-18	Functions of commercial banks
	5-Jan-18	Non-performing Assets
	6-Jan-18	Problems of non- performing assets
	7-Jan-18	Sunday
2	8-Jan-18	Revision of previous topics
	9-Jan-18	Class test
	10-Jan-18	Structure of commercial banking system in India
	11-Jan-18	Credit creation- meaning and introduction
	12-Jan-18	Process of credit creation
	13-Jan-18	Limitations of credit creation
	14-Jan-18	Sunday
3	15-Jan-18	Revision of previous topics
	16-Jan-18	Class test
	17-Jan-18	Regional rural banks- introduction
	18-Jan-18	Functions of RRBs
	19-Jan-18	RRBs in India
	20-Jan-18	Functions of different RRBs in India
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Revision of previous topics
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Class test
	26-Jan-18	Republic Day
	27-Jan-18	Cooperative banks – introduction
	28-Jan-18	Sunday
5	29-Jan-18	Functions of cooperative banks
	30-Jan-18	Cooperative banks in India
	31-Jan-18	Functions of different cooperative banks in India

Lesson Plan

Name of the Assistant/ Associate Professor.....

Class and Section:.....

Subject:.....

Week	Date	Topics
1	1-Feb-18	Revision of previous topics
	2-Feb-18	Class test
	3-Feb-18	Assignment
	4-Feb-18	Sunday
2	5-Feb-18	Reserve bank of India- introduction
	6-Feb-18	Main functions of RBI
	7-Feb-18	Different regulation strategies of RBI
	8-Feb-18	Credit policy-main concept
	9-Feb-18	Regulation and control of credit policy
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Revision
	13-Feb-18	Maha Shivratri
	14-Feb-18	Monetary policy – main concept
	15-Feb-18	Regulation and control of monetary policy
	16-Feb-18	Assignment of complete second chapter
	17-Feb-18	Providing main questions of 1 st and 2 nd chapter
	18-Feb-18	Sunday
4	19-Feb-18	Presentation
	20-Feb-18	Presentation
	21-Feb-18	Presentation
	22-Feb-18	Presentation
	23-Feb-18	Presentation
	24-Feb-18	Presentation
	25-Feb-18	Sunday
5	26-Feb-18	Determination of interest rates in India
	27-Feb-18	Regulation of interest rates in India
	28-Feb-18	Definition of Banker and Customer

Lesson Plan

Name of the Assistant/ Associate Professor.....

Class and Section:.....

Subject:.....

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Revision of previous topics
	4-Mar-18	Sunday
2	5-Mar-18	Class test
	6-Mar-18	Relationship between Banker and Customer
	7-Mar-18	Rights of Bankers
	8-Mar-18	Obligations of Bankers
	9-Mar-18	General rights of Customers
	10-Mar-18	Garnishee order
	11-Mar-18	Sunday
3	12-Mar-18	Revision of previous topics
	13-Mar-18	Class test
	14-Mar-18	Special types of Banker's Customers
	15-Mar-18	Minor customer
	16-Mar-18	Married women customer
	17-Mar-18	Illiterate person customer
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Customer's attorney, Joint Account, Joint Hindu Family
21-Mar-18		Partnership Firm, Joint stock companies
22-Mar-18		Clubs, Societies and Charitable Institutions
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Revision of previous topics
25-Mar-18		Sunday/ Ram Navami
5	26-Mar-18	Class test
	27-Mar-18	Definition of Negotiable Instruments
	28-Mar-18	Essential features of negotiable instruments
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Holder and holder in due course
	31-Mar-18	Revision

Lesson Plan

Name of the Assistant/ Associate Professor.....

Class and Section:.....

Subject:.....

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Class test
	3-Apr-18	Capacity of different parties
	4-Apr-18	Minors's position
	5-Apr-18	Legal representative
	6-Apr-18	Liability of parties
	7-Apr-18	Drawer of Bill or Cheque
	8-Apr-18	Sunday
2	9-Apr-18	Liability of Maker of note and Acceptor of Bill
	10-Apr-18	Liability of endorsed Negotiable instruments without consideration
	11-Apr-18	Instrument obtained by unlawful means
	12-Apr-18	Revision of previous topics
	13-Apr-18	Revision
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Class test
	17-Apr-18	Meaning of Negotiation
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Definition of Endorsement
	20-Apr-18	Legal provisions regarding Endorsement
	21-Apr-18	General rules regarding forms of Endorsement
	22-Apr-18	Sunday
4	23-Apr-18	Regular forms of Endorsement
	24-Apr-18	Kinds of Endorsement
	25-Apr-18	Revision of previous topics
	26-Apr-18	Class test
	27-Apr-18	Revision
	28-Apr-18	Revision

Lesson Plan

Name of the Assistant/ Associate Professor : Monika mahlawat

Class and Section: B.com 4th semester

Subject : Marketing Management

Week	Date	Topics
1	1-Jan-18	Introduction of marketing management
	2-Jan-18	Nature
	3-Jan-18	Scope
	4-Jan-18	Importance
	5-Jan-18	Objectives
	6-Jan-18	Difference between selling and marketing
	7-Jan-18	Sunday
2	8-Jan-18	Marketing concepts
	9-Jan-18	Characteristics
	10-Jan-18	Criticisms
	11-Jan-18	Importance
	12-Jan-18	Difference btw New and old concepts
	13-Jan-18	Factors affecting adoption of new concepts
	14-Jan-18	Sunday
3	15-Jan-18	Marketing segmentation
	16-Jan-18	Meaning
	17-Jan-18	Objectives
	18-Jan-18	Requirement for effective segmentation
	19-Jan-18	Methods of segmentation
	20-Jan-18	Concept of segmentation
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Criteria for segmentation
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Importance of segmentation
	26-Jan-18	Republic Day
	27-Jan-18	Consumer behaviour
	28-Jan-18	Sunday
5	29-Jan-18	Nature
	30-Jan-18	Scope
	31-Jan-18	Importance

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Subject: Marketing management

Week	Date	Topics
1	1-Feb-18	Factors affecting buyer behavior
	2-Feb-18	Change in consumer of behavior
	3-Feb-18	Effect of consumer behavior
	4-Feb-18	Sunday
2	5-Feb-18	Product planning
	6-Feb-18	Characteristics , Elements, Importance
	7-Feb-18	Product Development
	8-Feb-18	Principal , importance,scope
	9-Feb-18	Development of new product
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Class test
	13-Feb-18	Maha Shivratri
	14-Feb-18	Process of new product development
	15-Feb-18	Test Marketing
	16-Feb-18	Product testing
	17-Feb-18	Difference between test marketing and product testing
	18-Feb-18	Sunday
4	19-Feb-18	Product life cycle
	20-Feb-18	Definition , Feature , Stages
	21-Feb-18	Different shapes of PLC
	22-Feb-18	Marketing strategies during PLC
	23-Feb-18	Factors affecting the PLC
	24-Feb-18	Importance of PLC
	25-Feb-18	Sunday
5	26-Feb-18	Branding and trademark
	27-Feb-18	Meaning , Advantage & Disadvantage
	28-Feb-18	Difference between brand and trade mark

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Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Class test
	4-Mar-18	Sunday
2	5-Mar-18	Brand classification
	6-Mar-18	Types of branding
	7-Mar-18	Brand policies and strategies
	8-Mar-18	Product pricing
	9-Mar-18	Meaning of pricing
	10-Mar-18	Importance, pricing objectives
	11-Mar-18	Sunday
3	12-Mar-18	Pricing policies
	13-Mar-18	Factors affecting pricing decisions
	14-Mar-18	Procedure for price determination
	15-Mar-18	Pricing methods and merits and demerits
	16-Mar-18	Discounting policies
	17-Mar-18	Advertising
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Characteristics
21-Mar-18		objectives
22-Mar-18		Functions of advertising
23-Mar-18		Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev
24-Mar-18		Merits and demerits
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Advertising media
	28-Mar-18	Types of advertising media
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Limitation and merits
	31-Mar-18	Factors affecting choice of advertising media

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Class and Section: B.Com 4th semester

Subject: Marketing management

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Class presentation
	3-Apr-18	Class presentation
	4-Apr-18	Class presentation
	5-Apr-18	Class presentation
	6-Apr-18	Class test
	7-Apr-18	Meaning of advertising effectiveness
	8-Apr-18	Sunday
2	9-Apr-18	Objective of evaluating advertising
	10-Apr-18	Method of evaluating advertising
	11-Apr-18	Difficulties in evaluating advertising
	12-Apr-18	Sales promotion
	13-Apr-18	Meaning and definatns
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Nature and objective
	17-Apr-18	Reasons of rapid growth
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Importance and methods
	20-Apr-18	Publicity and public relation
	21-Apr-18	Nature and forms
	22-Apr-18	Sunday
4	23-Apr-18	Functions of public relation
	24-Apr-18	Revision
	25-Apr-18	Revision
	26-Apr-18	Revision
	27-Apr-18	Revision
	28-Apr-18	Revision