

Lesson Plan

Department of Commerce

Class..... B.com 1st Sem Subject..... Business Economics

Session..... 2023 - 24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Introduction about the basic & basic problems of economy.
Aug. 2023	working of price mechanism.	Concept of Elasticity of demand. — Assignment I	— measurement — importance — determinants of elasticity of demand.	— Avg. Revenue — marginal Revenue & Elasticity of demand & supply — Test - 1
Sep. 2023	— Law of variable proportions — Isoquants	— Economic regions and optimum factor combination	— Internal and External economies and diseconomies. — Ridge lines	— Theory of cost — Short run and Long run Cost curves.
Oct. 2023	Theory of consumer behaviour	— Consumer behaviour Utility — Assignment 2	— Indifference Curves types and explanation	— Indifference Curve analysis. Test - 2.

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Department of Commerce

Class..... B.com 2nd Sem Subject..... Business Economics

Session..... 2023-24 Faculty Name..... Ms. Meenu Ravi

Month	Week 1	Week 2	Week 3	Week 4
Nov. 2023	market Classification	Market Structures.	- Revision - problems & Solution	Revision. - Problems & Solution.

Lesson Plan

Department of Commerce

Class..... B.Com 3rd Sem..... Subject..... Corporate Law I

Session..... 2023-24..... Faculty Name..... Ms. Meenu Rawat

Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Company - meaning → Char ^o - Types of companies.
Aug 2023	- Advantages and disadvantages of Incorporation. - Lifting the Corporate veil	- formation of company - Promotion of company	- Functions of promoter - Test - I. - Assignment I.	- Importance of promoter - Promoters, remuneration - Legal status of promoter.
Sep, 2023.	Pre-incorporation Contracts with all the parties by company	Incorporation and commencement of business	- Prospects, definition - Contents.	- Public offer
Oct 2023	Misleading Prospects and its consequences.	Memorandum of Association meaning & content Assignment-2	- Importance and clause of memorandum of Association	- Alteration of Memorandum of Association - Doctrine of Ultra Vires Test - 2.

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Department of Commerce

Class.....Subject.....

Session.....Faculty Name.....

Month	Week 1	Week 2	Week 3	Week 4
Nov, 2023	Articles of Association. - meaning → contents	- Alteration in Articles of Association - doctrine of Indoor mgt.	Revision	Revision

Lesson Plan

Department of Commerce

Class..... B.Com 3rd sem Subject..... Basis of Retailing
 Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Introduction (Nature, Scope & Importance of Retailing)
Aug. 2023	- Career options in Retailing.	- Technology Introduction in Retailing	- Types of Retailing - Assignment 1	- Retailing stores. (Classified by ownership and merchandising categories)
Sep. 2023	- Retailing formats.	- Cash and Carry Business (meaning, nature and scope)	- Retailing model. (Franchiser Franchisee Test - 1	Retailing Concepts - Wheel of Retailing - Retailing
Oct. 2023	- Co-operation and conflict with other Retailers	management of Retailing operations. Assignment - 2	Retailing mgt - - Fun ¹ . - Strategies	Retail mgt. process. Test - 2.

Lesson Plan

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Department of Commerce

Class..... B-Com 3rd Sem. Subject..... Basics of Retailing

Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
	Retailing Planning	Developing Retailing Strategies.	Revision	Revision

Lesson Plan

Department of Commerce

Class..... B.Com 1st Sem. Subject..... Business Communication

Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Basics of Communication
Aug 2023	Seven c/s of Effective Communication.	Business or m/c Communication	Ethical Content of Comm. - Assignment I	- Business Communication of workplace - Letter writing
Sep. 2023	- Emailing - Practical of email function.	- Bad news letters - Letter writing	Persuasive written Communication	Memos or memorandum - Test -1
Oct. 2023	- Notice - Agenda - Minutes of meeting	Report writing (Short & Long)	- Abstracts - Summary - The Proposal	- Reading Skills - Assignment 2

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Department of Commerce

Class..... B.Com 1st Sem. Subject..... Business Communication

Session..... 2023-24 Faculty Name..... Mr. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
Nov. 2023.	- Listening skills - Presentations	- note making - Revision	- Persuasive speaking - Test 2 - Revision	Budy language & gesture - Revision

Lesson Plan

Department of Commerce

Class..... B.Com 5th Sem Subject..... International Trade

Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Overview of International Trade and Business.
Aug 2023	<ul style="list-style-type: none"> - Difference betⁿ Domestic and International Business. - Risk & Challenges. 	<ul style="list-style-type: none"> - International Business Environment - Business Approaches. 	<ul style="list-style-type: none"> - Stages of Internationalisation of business. - Assignment 1 	<ul style="list-style-type: none"> - Concept of Globalisation - Test 1.
Sep. 2023	<ul style="list-style-type: none"> - Modes of entering into International Business 	<ul style="list-style-type: none"> - Nature of multi-national enterprise 	<ul style="list-style-type: none"> - International Direct Investment - Foreign exchange 	<ul style="list-style-type: none"> - Determination of exchange rate - Balance of payment
Oct 2023	<ul style="list-style-type: none"> - Absolute Advantage Theory - Comparative advantage theory. 	<ul style="list-style-type: none"> - Factor proportions theory - Product Life cycle - Assignment-2. 	<ul style="list-style-type: none"> - Govt. Influence of Instrument of International Trade Control. 	<ul style="list-style-type: none"> - W.T.O - I.M.F - W.B. - Test - 2.

Lesson Plan

Department of Commerce

Class..... B. Com 5th Sem. Subject..... International Trade

Session..... 2022-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
Nov. 2023	- Assessing International markets. - designing products for foreign markets.	- Branding - Promotion. - Pricing - Logistics. - Distribution for International market	- Revision - Problems → Solutions	- Revision - Problems and solutions.

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Department of Commerce

Class..... B.com 5th sem Subject..... A. F. M.

Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

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Month	Week 1	Week 2	Week 3	Week 4
July 2023	—	—	—	Management Acc. Intro- duction, nature & its scope
Aug 2023	A. F. M management with other discipline like cost acc, Tax and others.	Limitations and Tools of management accounting.	Analysis and Interpretations of financial statements - Assignment.	- Types & Techniques of financial analysis. - Test 1.
Sep. 2023	- Ratio Analysis and its Classification.	- Profitabili- ty ratios.	- Balance sheet ratios. - Turnover ratios.	Advantages and Limi- tations of Ratio Analysis.
Oct. 2023	Cash flow Statement Introduction and its format.	- meaning - objective and limitations of Cash flow - Assignment 2.	- Practices (Accounting procedure)	- Financial planning - Test - 2.

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Department of Commerce

Class..... B.com 5th sem. Subject..... A.F.M.

Session..... 2023-24 Faculty Name..... Ms. Meenu Rani

Month	Week 1	Week 2	Week 3	Week 4
Nov. 2023	- Capital Budgeting (Meaning, nature, need) & Importance.	- Appraisal method. - Capital Raising	- Revision - Problems & Solution.	- Revision - Problems & Solutions