

Even Semester

Department of Commerce

Class: Bcom I Ind Sem

Subject: Business Management

Faculty: Salya Baskash

Months	Week 1	Week 2	Week 3	Week 4
Jan 2024	Staffing Concept, Nature and Scope	Recruitment Meaning and objectives	Source of Recruitment Internal & External	Selection Process
Feb 2024	Training Methods and Importance	Motivation Meaning, Nature and Scope (Assignment)	Theories of Motivation	Leadership: Style and main Objective (Trait)
March 2024	Theories of Leadership	Communication Process McHarty's Characteristics of communication.	Controlling Concept and Process.	Controlle Technique and Control Method
April 2024	Management and Change Nature and Cause	Management and Change Types and Causes (Assignment)	Right and Wrong Overcoming and Emotive Technique	Revision
May 2024	Revision	Revision		

Date: 02/04/2024

Signature: S. Prasad

Even Semester

Department of Commerce

Class: B.Com II<sup>nd</sup> Sem.

Subject: Financial Accounting

Faculty: Sudeja Prakash.

Months	Week 1	Week 2	Week 3	Week 4
Jan 2024	Hire Purchase System - Theory	Installment Payment System	Practical Problem Hire Purchase System	Practical Problem Hire Purchase System
Feb 2024	Branch Accounting	Branch Accounting Practical Problem (Assignment)	Reformatting Accounting Practical Problem	Dissolution of Partnership Firm Theory (Test)
March 2024	Practical Problem of Dissolution of Partnership	Amalgamation and Sale on Partnership Firm to a Company	Joint venture concept and Theory	Joint venture Practical Problem
April 2024	Royalty Account - Theory	Royalty Account Practical Problems (Assignment)	Royalty Account Practical Problems (Test)	Revision
May 2024	Revision	Revision	—	—

Date: 02/05/24

Signature: S Prasad

Class: B Com VIth Sem.

Subject: Taxation Law-II

Faculty: Dr. Satya Prakash.

Months	Week 1	Week 2	Week 3	Week 4
January 2024	Relate and Relief of Tax	Practical Problems of Relate & Relief of Tax	Computation of total Income of Individual	Practical problems in computation of total Income of Individuals.
February 2024	Practical Problems in Computation of total Income of Individuals	Computation and Tax Liability of Individuals (Assignment)	Practical Problems of Tax Liability of Individuals	Filing and Filling of Return (Text)
March 2024	Practical of Filing and Filling of Returns.	Assessment of Hindu Undivided Family.	Practical Problem of Assessment of HUF	Assessment of Firm with Practical Issues
April May 2024	Practical Problems of Assessment of Assets	Income Tax Authority's Powers. (Assignment)	Procedure of Assessment	TDS & Adverse effect as Tax penalty, offence, and Prosecution
May 2024	Revision	Revision		

Date: January 2024

Signature

S. Ven. Srinivasar

Class: B.Com IV Th Sem. Subject: Commercial Marketing (Mgt) Faculty: Satya Prakash

Months	Week 1	Week 2	Week 3	Week 4
January 2024	Market size and importance of market fig.	Marketing (concepts) - Traditional & modern	Market Segmentation, Buyer Behavior, Buyer.	Consumer Behaviour
February 2024	-Product planning	Product Development Process. (Assignment)	Product Life Cycle, Stages of PLC	Branding & Trade Marks (Assignment)
March 2024	Promotive Policies and Strategies	- Pricing Policies, Pricing, Importance and factors affecting Pricing Policies.	- Wholesaler Policies	- Franchise and Franchising
April 2024	Advertising concept Importance, objectives, media of Advt. (Assignment)	Sales Promotions - Importance, methods, Factors.	Publisher's marketing, Various Information Methods.	Personnel
May 2024	Revision	Revision.		

Date: January 2024.

Signature: S. Prasad

## Department of Commerce

Class: B.Com With Sem.

Subject: Cost Accounting

Faculty: Smt. PRAKASHI

Months	Week 1	Week 2	Week 3	Week 4
Jan 2024	Process Costing Joint & By Product	Process Costing Inter Process Profit	Process Costing Equivalent Production	Cost Sheet - Joint & By Product
Feb 2024	Practical Problem of Cost Accounting Contract Costing	Practical Problem of Contract Costing. (Assignment)	Job Cost Order Costing Practical Problem	Budgetary Control Zero Cost Budgeting (Test)
March 2024	Performance Budgeting	Responsibility Accounting	Standard Costing - Training	Standard Costing Practical Problems
April 2024	Variance Analysis Practical Problem	Marginal Costing Concept and Absorption Costing (Assignment)	Marginal Costing: A Tool of Decision Making	Cost Volume Profit Analysis (CVP) - Test Revision
May 2024	Revision.			

Date: 02/10/2024

Signature: S. K. S.

# Lesson Plan

## Department of Commerce

Class..... B. Com 4<sup>th</sup> Sem ..... Subject..... Corporate Law II

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

Month	Week 1	Week 2	Week 3	Week 4
Jan.	Introduction of shares.	Shares, stocks, basic difference	Allotment of shares.	Share Certificate and share warrant
Feb.	Procedure of converting share into stock & stock into share	Share Certificate and share warrant Part 2	Transfer of shares. (Procedure & Resolution)	Transmission of shares Assignment 2
March.	Calls on shares, forfeiture of shares.	Surrender and lien of share	Share Capital of Company Assigning 2	Members and shareholders of Company.
April	Company meeting and Resolutions Procedure of valid meeting	Directors Appointment, Duties, Liabilities, Powers, Removal.	Winding up of Company Part 2.	Depository system & paperless trading
May	Revision	Revision	—	—

16/04/2023  
 Ms. Meenu Raw

# Lesson Plan

## Department of Commerce

Class..... B.Com. 2<sup>nd</sup> Sem. Subject..... Business Environment

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

Month	Week 1	Week 2	Week 3	Week 4
Jan.	Introduction to Business Environment	Analysis of Business Environment	SWOT Analysis and Importance of Business Environment Analysis	Trends in National Income in India
Feb.	Trends in Saving and Investment	Trends in Industrial Development Test - 1	Balance of Trade and Balance of Payments	Problems of Unemployment in India Assignment - 1
March	Regional Imbalances	Parallel Economy & Inflation	Industrial Sickness Assignment - 2	Monetary Policy of India
April	Fiscal Policy of India	Industrial Policy Test - 2	Privatization in India	Revenue & Problem Solving
May	Revenue	Revenue		

01/01/2024

Meenu Rani

# Lesson Plan

## Department of Commerce

Class..... B. Com 6<sup>th</sup> Sem ..... Subject..... Financial mgmt

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

Month	Week 1	Week 2	Week 3	Week 4
Jan	Basic problems of economy & price	Financial mgmt & Its planning	Difference bet <sup>n</sup> A-f-m & P-m	Management decision on Applying f-m in Business.
Feb	Working Capital management & its nature	Balanced working position - Assignment 1	Determination of Working Capital	Management of Cash & Its Challenges. Test 1.
March	Marketable Securities & Receivables mgmt	Cost of Capital & its significance	Capitalization and the Introduction to Leverage	operating financial and composite leverage. Test 2.
April	EBIT & EPS Analysis. Assignment 2	Capital Structure Theory & Policy	NOI Approach M.M Approach Capital Structure	Walter's & Gordon's Model of Dividend Theory & other aspects
May	Revision	Revision	—	—

ms. Meenu Rini



# Lesson Plan

## Department of Commerce

Class..... B. Com 6<sup>th</sup> Sem ..... Subject..... Int. Marketing .....

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

Month	Week 1	Week 2	Week 3	Week 4
Jan	International mktg. Introduction and Environment	foreign market Selection	foreign market entry modes	Product Planning for Int'l markets
Feb.	International Product Life cycle Assignment 1	Market Research and Information	Boarding for Int'l markets Test-1	Packaging and Labelling for Int'l markets
March	International Pricing for different Markets & Products	Price quotation and payments	International distribution Channels	Channel Conflict Assignment 2
April	Export Procedure and documentation	Methods of International Product Promotion Test 2	Web marketing & International media strategy	Revision
May	Revision	Revision	—	—

01/01/2024 By  
Meenu Rani

# Lesson Plan

## Department of Commerce

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

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

Month	Week 1	Week 2	Week 3	Week 4
Jan	Price Determination Introduction	Price determination Under Perfect Competition.	From equilibrium Assignment 1.	From equilibrium conditions in Perfect competition.
Feb	Equilibrium of Industry	Various Conditions of equilibrium of industry under Perfect Competition	monopoly Test - 1.	Difference of monopoly & Perfect competitive market
March	Monopolistic Competition	Oligopoly Assignment 2.	Difference bet <sup>n</sup> monopoly & oligopoly	Theory of factor pricing
April	Determination of wage rates. Test 2.	Concept of Theories of Rent	Concept & Theories of Rent	Concept of Profit & It's Theories
May	Revision	Revision	—	—

01/01/2024  
 Ms. Meera Rani