

**DEPARTMENT
OF COMMERCE**

Lesson Plan
B.COM 1ST SEM
2017-2018

Dyal Singh College, Karnal
Session: 2017-18
Semester: 1
Lesson Plan

Class: B.com, Semester 1
Subject: BC-101 (Financial Accounting- I)

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation to Students Meaning, need, objectives & scope of Financial accounting
2 (24-07-2017 to 29-07-2017)	Book-keeping and accounting Branches of accounting Accounting principles: concepts and conventions
3 (31-07-2017 to 05-08-2017)	Accounting cycle and accounting equation Journal; rules of journalizing Ledger & Trial Balance
4 (07-08-2017 to 12-08-2017)	Rectification of Errors
5 (14-08-2017 to 19-08-2017)	Topic Continued after taking queries from previous lecture Suspense Account Effect of Rectification on Profit
6 (21-08-2017 to 26-08-2017)	Capital and Revenue: Concept and classification of income Capital and Revenue expenditure Capital and Revenue Receipts

<p>7 (28-08-2017 to 02-09-2017)</p>	<p>Depreciation provisions and reserves: concept and classification Methods of depreciation accounting.</p>
<p>8 (04-09-2017 to 09-09-2017)</p> <p>9 (11-09-2017 to 16-09-2017)</p>	<p>Final Accounts: manufacturing, trading, profit & loss account Balance sheet</p> <p>Topic of Final Accounts Continued Adjustment Entries</p>
<p>10 (18-09-2017 to 23-09-2017)</p> <p>11 (25-09-2017 to 30-09-2017)</p> <p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic of Final Accounts Continued</p> <p>Revision and Class Test</p> <p>Accounts of Non-profit Organizations</p>
<p>13 (09-10-2017 to 14-10-2017)</p> <p>(15-10-2017 to 22-10-2017)</p>	<p>Topic continued after taking queries from previous lecture</p> <p>Diwali Vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Consignment Accounts: accounting records Normal and abnormal Loss: Valuation of unsold stock</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Topic continued after taking queries from previous lecture</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision</p>

Dyal Singh College, Karnal
Session: 2017-18
Semester: 1
Lesson Plan

Class: B.com, Semester 1
Subject: BC-102 (Micro Economics)

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Topic 1 - Economics – Introduction
2 (24-07-2017 to 29-07-2017)	Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture) Topic 2 – Micro and Macro Economics Activity Class (group discussion on recent topic in Economics)
3 (31-07-2017 to 05-08-2017)	Topic 3 – Theory of Demand Topic 4 – Elasticity of Demand
4 (07-08-2017 to 12-08-2017)	Topic 4 – Elasticity of Demand (Topic Continued after taking queries from previous lecture) Class Test
5 (14-08-2017 to 19-08-2017)	Topic 5 – Production Function And Law of Production Activity (Discussion on impact of share market in Economy)
6 (21-08-2017 to 26-08-2017)	Topic 5 – Production Function And Law of Production (Topic Continued after taking queries from previous lecture) Topic 6 – Theory of cost
7 (28-08-2017 to 02-09-2017)	Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz)

8 (04-09-2017 to 09-09-2017)	Topic 7 – Price Determination Under Perfect Competition
9 (11-09-2017 to 16-09-2017)	Discussion on previous lecture/Class test/ Group Discussion/ Presentation
10 (18-09-2017 to 23-09-2017)	Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition
11 (25-09-2017 to 30-09-2017)	Topic 9 – Price Determination Under Monopoly (After taking query of previous Chapter) Class Test Activity (Group Discussion/ presentation)
12 (03-10-2017 to 07-10-2017)	Topic 10 - Price Determination Under Monopolistic Competition (After taking query of previous Chapter) Class Test
13 (09-10-2017 to 14-10-2017)	Topic 11 – Cardinal Utility Analysis (After taking query of previous Chapter) (Group Discussion/ Presentation)
(15-10-2017 to 22-10-2017)	Diwali Vocations
14 (23-10-2017 to 28-10-2017)	Topic 11 – Cardinal Utility Analysis (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
15 (30-10-2017 to 4-11-2017)	Topic 12 – Indifference Curve Approach Activity (Presentation/ Group Discussion)
16 (06-11-2017 to 13-11-2017)	Topic 12 – Indifference Curve Approach ((Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.com 1st semester

Subject: (BC-103) Principles of Business Management

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Topic 1 - Introduction to Management
2 (24-07-2017 to 29-07-2017)	Topic - 1 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture) Topic 2 – Management: An Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 3 – Management as Science, Art and Profession Test of Chapter No 1
4 (07-08-2017 to 12-08-2017)	Topic 4– Approaches to Management Topic Continued after taking queries from previous lecture
5 (14-08-2017 to 19-08-2017)	Topic 5 – Planning: Concept and Importance Topic Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
6 (21-08-2017 to 26-08-2017)	Topic 6- Types of Plans Test of Planning: Concept and Importance
7 (28-08-2017 to 02-09-2017)	Topic 7– Organising: Principles and Formal vs. Informal Organisation Topic Continued after taking queries from previous lecture
8 (04-09-2017 to 09-09-2017)	Topic 8– Organisation Structure: Meanings d Types Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 9– Delegation of Authority: Meaning, Advantages and Barriers Topic Continued after taking queries from previous lecture
10 (18-09-2017 to 23-09-2017)	Topic 10- Decentralisation and Centralisation Test of Delegation of Authority

<p style="text-align: center;">11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 11- Staffing: Concept and Scope</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 12- Directing: Principles and Elements</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">13 (09-10-2017 to 14-10-2017)</p>	<p>Topic 13- Motivation: Meaning, Importance and Approaches</p> <p>Topic Continued after taking queries from previous lecture</p>
<p>(15-10-2017 to 22-10-2017)</p>	<p style="text-align: center;">Diwali Break</p>
<p style="text-align: center;">14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 14- Leadership: Approaches and Styles</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">15 (30-10-2017 to 4-11-2017)</p>	<p>Topic 15 Controlling Process</p>
<p style="text-align: center;">16 (06-11-2017 to 13-11-2017)</p>	<p>Topic 16- Controlling Techniques</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: B.Com 1st Semester (General and Hons.)

Subject: (BC-106)Business Communication

Week	Topics
1 (15-07-2017, 17-07-2017 to 22-07-2017)	Orientation of the students Business Communication (Introduction)
2 (24-07-2017 to 29-07-2017)	Topic 1- Business communication- Meaning Topic 2- Forms of electronic communication Activity Class (group discussion/presentation/role playing/group activity))
3 (31-07-2017 to 05-08-2017)	Topic 3- Models and processes of communication Theories of communication
4 (07-08-2017 to 12-08-2017)	Topic 4- Corporate Communication
5 (14-08-2017 to 19-08-2017)	Topic 4- Corporate Communication (Contd..) Topic 5- Audience Analysis Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (21-08-2017 to 26-08-2017)	Topic 6- Formal and informal communication network Topic 7- Communication barriers Improving Communication Topic Continued after taking queries from previous lecture
7 (28-08-2017 to 02-09-2017)	Topic 8- Effective presentation skills- Introduction Class Test
8 (04-09-2017 to 09-09-2017)	Topic 8- Effective presentation skills- Individual and group Presentation Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing Activity Class- (Group Discussion/Presentation/case study/Group Activity)

<p>10 (18-09-2017 to 23-09-2017)</p>	<p>Topic 10- Self development and communication Development of positive attitude Topic Continued after taking queries from previous lecture</p>
<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 11- SWOT Analysis Body language: Kinesics, proxemics and para language Problem Solving Session</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 12- Principles of effective listening: Oral, written and video session Problem Solving Session</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Topic 13- Interviewing skills : Appearing and conducting Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 14- Writing resume and business letters Problem solving session</p>
<p>15 (30-10-2017 to 04-11-2017)</p>	<p>Topic 15- Etiquettes in verbal, written and online communication Class Test</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: B.Com 1st Semester (Taxation)

Subject: Indian Taxation System

Week	Topics
1 (15-07-2017, 17-07-2017 to 22-07-2017)	Orientation of the students Basic Concepts Indian Taxation System
2 (24-07-2017 to 29-07-2017)	Topic 1- Tax Concept Central and state power of taxation in distribution of revenues between central and states Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 2- Direct Taxes: Overview Concept, Merits and Demerits
4 (07-08-2017 to 12-08-2017)	Topic 2- Indirect Taxes: Overview Concept, Merits and Demerits Topic 2- Comparison of Direct and Indirect taxes Topic 3- Introduction to Goods & Services Tax: Overview Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (14-08-2017 to 19-08-2017)	Topic 3-Administration of GST Composition scheme and reverse charge mechanism Topic Continued after taking queries from previous lecture
6 (21-08-2017 to 26-08-2017)	Topic 3- Taxable event and scope of supply under GST Input Tax credit Revision
7 (28-08-2017 to 02-09-2017)	Topic 3- Registration under GST IGST Act, 2017
8 (04-09-2017 to 09-09-2017)	Topic 3- Goods and Services tax network (GSTN) GST Suvidha portal (GSP) GST Revision and class test
9 (11-09-2017 to 16-09-2017)	Topic 4- Income tax Introduction Topic Continued after taking queries from previous lecture
10 (18-09-2017 to 23-09-2017)	Topic 4- Basic terms in Income tax Previous year, assessment year Gross total Income & total income Problem Solving Session

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2017-18

Class and Section: B. Com 1st Semester (Taxation)
Subject: Income Tax Law-I

Week	Topics
1 15/7/2017- 22/7/2017	Income Tax – Introduction, History and Components of Income Tax Law, Income Tax Definitions -assessee, Person, Previous Year, financial year, Assessment year, Incidence of tax
2 24/7/2017- 29/7/2017	Income, Gross Total Income and total Income, Tax evasion, Tax avoidance, Tax planning and Tax management
3 31/7/2017- 5/8/2017	Determination of Residential Status of an individual Scope of Total Income according to Residential Status (Group discussion/presentation)
4 7/8/2017- 12/8/2017	Income Exempt from Tax Computation of Income- Salaries
5 14/8/2017- 19/8/2017	Computation of Income- Salaries (Practice session and taking queries)
6 21/8/2017- 26/8/2017	Retirement Benefits
7 28/8/2017- 2/9/2017	Income from House property (Practice session and taking queries)
8 4/9/2017- 9/9/2017	Income from Business and Profession
9 11/9/2017- 16/9/2017	Income on Presumptive Basis (Taking queries and test)

10 18/9/2017- 23/9/2017	Depreciation (Group discussion/presentation)
11 25/9/2017- 30/9/2017	Capital Gains
12 3/10/2017- 7/10/2017	Capital Gains (Taking queries and test)
13 9/10/2017- 14/10/2017	Income from Other Sources
14 23/10/2017- 28/10/2017	Agricultural Income (Group discussion/presentation)
15 30/10/2017- 4/11/2017	Aggregation and Clubbing of Income Set-off and Carry Forward of Losses (Group discussion/presentation)
16 6/11/2017- 13/11/2017	Revision


(Dr. Mukta Jain)
 HOD Commerce
 Dyal Singh College, Karnal

Lesson Plan
B.COM 2nd SEM
2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class: B. Com Semester-2ND

Subject: Business Environment of Haryana

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 – Haryana economy: nature, characteristics and problems
2 (08-01-2018 to 13-01-2018)	Topic 2 – concept of economic development Topic3- State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio. Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (15-01-2018 to 20-01-2018)	Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)
4 (22-01-2018 to 27-01-2018)	Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy Class Test
5 (29-01-2018 to 03-02-2018)	Topic 5 – Measures for development in agriculture, crop insurance. Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (05-02-2018 to 10-02-2018)	Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance Class Test
7 (12-02-2018 to 17-02-2018)	Topic 7 – credit needs of farmers; sources of credit: institutional and non-institutional sources Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (19-02-2018 to 24-02-2018)	Topic 8 – NABARD Topic 9 – rural indebtedness: causes, consequences and debt relief measures. Activity Class (group discussion/presentation/role playing/group activity /case study)

<p>9 (26-02-2018 to 27-02-2018)</p>	<p>Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges Class Test</p>
<p>10 (05-03-2018 to 10-03-2018)</p>	<p>Topic 11 – SEZ, Growth of MNCs in Haryana. Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 12 – Role of HSIIDC, HFC Class test</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 13 – HAFED, HKVIB Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization.</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>Revision and Tests</p>

Dyal Singh College, Karnal
Session: 2017-18
Lesson Plan

Class: B.com, Semester 2
Subject: BC-201 (Financial Accounting- II)

Week	Topics
1 (01-01-2018 to 06-01-2018)	Branch Accounts: Dependent branch Debtor's system
2 (08-01-2018 to 13-01-2018)	Branch Accounts: Stock and Debtor system
3 (15-01-2018 to 20-01-2018)	Branch Accounts: Final accounts Branch Accounts: Wholesale Branch
4 (22-01-2018 to 2 7-01-2018)	Class Test
5 (29-01-2018 to 03-02-2018)	Hire purchase and installment purchase system Concept and legal provisions regarding hire-purchase contract
6 (05-02-2018 to 10-02-2018)	Accounting records for goods of substantial sale value
7 (12-02-2018 to 17-02-2018)	Class Test
8 (19-02-2018 to 24-02-2018)	Partnership account: characteristics of partnership Partnership deed; final accounts; adjustment after closing the accounts
9 (26-02-2018 to 27-02-2018)	Fixed and Fluctuating capital Goodwill, Joint life policy, Change in profit sharing ratio

10 (05-03-2018 to 10-03-2018)	Reconstitution of partnership firm: Admission of a Partner
11 (12-03-2018 to 17-03-2018)	Reconstitution of partnership firm: Retirement and Death of a partner
12 (19-03-2018 to 24-03-2018)	Dissolution of partnership: Modes & Accounting treatment
13 (26-03-2018 to 31-03-2018)	Dissolution of partnership: Modes & Accounting treatment
14 (02-04-2018 to 07-04-2018)	Class Test and Revision
15 09-04-2018 to 13-04-2018	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.COM 2nd Semester

Subject: (BC-202) Macro Economics

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 – Nature and Scope of Macro Economics
2 (08-01-2018 to 13-01-2018)	Topic 2 – Circular Flow of Income Activity : (class Test/Group Discussion)
3 (15-01-2018 to 20-01-2018)	Topic 3 – National Income: Concepts and Measurement Activity: (Class Test/ Presentation)
4 (22-01-2018 to 2 7-01-2018)	Topic 3 – National Income: Concepts and Measurement (Topic Continued after taking queries from previous lecture)
5 (29-01-2018 to 03-02-2018)	Topic 4 – Consumption Function Activity : (Group Discussion/Quiz)
6 (05-02-2018 to 10-02-2018)	Topic 4 – Consumption Function (Topic Continued after taking queries from previous lecture)
7 (12-02-2018 to 17-02-2018)	Topic 5 – Investment Function Activity : (Group Discussion/Quiz)
8 (19-02-2018 to 24-02-2018)	Topic 6 – Multiplier Activity: (Class Test/Presentation)
9 (26-02-2018 to 27-02-2018)	Topic 7- Principal of Acceleration Activity : (Group Discussion/Quiz)
10 (05-03-2018 to 10-03-2018)	Topic 8 – National Income Determination in a Three Sector Closed Economy Activity: (Class Test/ Presentation)

<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 9 – Inflation Activity : (Group Discussion/Quiz)</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 10 – Business Cycles Class Test</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 11- Classical Theory Of Income and Employment Activity: (Class Test/ Presentation)</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Topic 12 – Keynesian Theory of Income and Employment Activity : (Group Discussion/Quiz)</p>
<p>15 09-04-2018 to 13-04-2018</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.Com 2nd Semester

Subject: Fundamentals of Marketing

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1: Marketing: An Introduction
2 (08-01-2018 to 13-01-2018)	Topic 2: Marketing Concepts
3 (15-01-2018 to 20-01-2018)	Class Test Topic 1: Marketing Topic 3: Marketing Management
4 (22-01-2018 to 2 7-01-2018)	Topic 4: Marketing Mix
5 (29-01-2018 to 03-02-2018)	Topic 5: Marketing Environment Presentation of students
6 (05-02-2018 to 10-02-2018)	Topic 6: Market Segmentation (Topic Continued after taking queries from previous lecture)
7 (12-02-2018 to 17-02-2018)	Class Test Topic 7 Consumer Behaviour (Topic Continued after taking queries from previous lecture)
8 (19-02-2018 to 24-02-2018)	Class Test Topic 8: Product Topic 9: Product Mix Strategies
9 (26-02-2018 to 27-02-2018)	Topic 10: Branding, Packaging and Labelling (Topic Continued after taking queries from previous lecture)
10 (05-03-2018 to 10-03-2018)	Class Test Topic 11: Product Life Cycle (Topic Continued after taking queries from previous lecture)

<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 12: New Product Development Process (Topic Continued after taking queries from previous lecture) Class Test</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 13: Product Pricing Class Test</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 14: Product Mix</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Topic 15: Distribution Channels</p>
<p>15 09-04-2018 to 13-04-2018</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: B. Com 2nd Semester

Subject: Income Tax Law-II

Week	Topics
1 (1/1/2018 to 6/1/2018)	Deductions under section 80C-80U
2 (8/1/2018 to 13/1/2018)	Deductions (Taking queries and class test)
3 (15/1/2018 to 20/1/2018)	Agriculture Income
4 (22/1/2018 to 27/1/2018)	Total Income of Individual
5 (29/1/2018 to 3/2/2018)	Total Income of HUF (Group discussion and Test)
6 (5/2/2018 to 10/2/2018)	Total Income of Firm
7 (12/2/2018 to 17/2/2018)	Income Tax Authorities
8 (19/2/2018 to 24/2/2018)	Procedure of assessment (Class Test)
9	Procedure of assessment (Class Test)

(26/2/2018 to 27/2/2018)	
10 28/2/2018 to 4/3/2018	TDS and TCS
11 (5/3/2018 to 10/3/2018)	Rebate and relief of tax
12 (12/3/2018 to 17/3/2018)	Advance Payment of Tax (Taking queries)
13 (19/3/2018 to 24/3/2018)	Recovery of Tax
14 (26/3/2018 to 31/3/2018)	Refund of Tax
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class and Section: B. Com (Taxation) Semester-2nd

Subject: Goods & Services Tax- I

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1- GST: meaning, taxable person, levy and collection of GST
2 (08-01-2018 to 13-01-2018)	Topic 2 –composition levy, power to grant exemption from tax; GST rates Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (15-01-2018 to 20-01-2018)	Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration
4 (22-01-2018 to 27-01-2018)	Topic 3 – special provisions relating to casual taxable person and non-resident taxable person Class Test
5 (29-01-2018 to 03-02-2018)	Topic 3 –amendment of registration; cancellation of registration; revocation of cancellation of registration Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (05-02-2018 to 10-02-2018)	Topic 4 – Time and place of supply of goods and services, value of taxable supply Class Test
7 (12-02-2018 to 17-02-2018)	Topic 5 – Input tax credit: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (19-02-2018 to 24-02-2018)	Topic 5 – Input tax credit: eligibility and conditions for taking input tax credit; apportionment of credit and blocked credits Activity Class (group discussion/presentation/role playing/group activity /case study)

9 (26-02-2018 to 27-02-2018)	Topic 5 – availability of credit in special circumstances Class Test
10 (05-03-2018 to 10-03-2018)	Topic 5 – taking input tax credit in respect of inputs and capital goods sent for job-work Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (12-03-2018 to 17-03-2018)	Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess. Class test
12 (19-03-2018 to 24-03-2018)	Topic 6 – Tax invoice credit and debit note: Performa Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (26-03-2018 to 31-03-2018)	Revision and Tests
14 (02-04-2018 to 07-04-2018)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (09-04-2018 to 13-04-2018)	Revision and Tests


(Dr. Mukta Jain)
 HOD Commerce
 Dyal Singh College, Karnal

Lesson Plan
B.COM 3rd SEM
2017-2018

DYAL SINGH COLLEGE, KARNAL

**Lesson Plan
Session: 2017-18**

Class: B.com 3rd Sem

Subject: Corporate Accounting - I

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation Issue of shares
2 (24-07-2017 to 29-07-2017)	Forfeiture and re- issue of shares
3 (31-07-2017 to 05-08-2017)	Book building concept and its process
4 (07-08-2017 to 12-08-2017)	Issue of right shares and bonus shares Buy back of shares
5 (14-08-2017 to 19-08-2017)	Numerical assessment and revision Test of previous topics
6 (21-08-2017 to 26-08-2017)	Issue of preference shares
7 (28-08-2017 to 02-09-2017)	Redemption of preference shares
8 (04-09-2017 to 09-09-2017)	Test and numerical assessment
9 (11-09-2017 to 16-09-2017)	Issue of debentures
10 (18-09-2017 to 23-09-2017)	Redemption of debentures

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Test of debentures Introduction to final accounts</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Continuation of final accounts</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Introduction of Amalgamation of companies</p>
<p>(15-10-2017 to 22-10-2017)</p>	<p>Diwali vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Continuation of amalgamation of companies</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Numerical assessment and revision along with doubt clearing session</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Test of internal reconstruction Doubt solving sessions Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.Com 3rd Semester

Subject:

Business Statistics - I

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Topic 1 - Introduction to Statistics
2 (24-07-2017 to 29-07-2017)	Topic 2 – Collection of Data Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 3 – Measures of Central Tendency
4 (07-08-2017 to 12-08-2017)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
5 (14-08-2017 to 19-08-2017)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
6 (21-08-2017 to 26-08-2017)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean) <div style="border: 1px solid black; height: 20px; width: 150px; margin-top: 5px;"></div>
7 (28-08-2017 to 02-09-2017)	Topic 4 – Measures of Dispersion
8 (04-09-2017 to 09-09-2017)	Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture Class Test
10 (18-09-2017 to 23-09-2017)	Topic – 5 Index Numbers – 1
11	Topic – 5 Index Numbers – 1

(25-09-2017 to 30-09-2017)	Class Test
12	Topic – 5 Index Numbers – 2
(03-10-2017 to 07-10-2017)	Topic Continued after taking queries from previous lecture
13	Topic – 6 Time Series Analysis - 1
(09-10-2017 to 14-10-2017)	
(15-10-2017 to 22-10-2017)	Diwali Vacations
14	Topic – 6 Time Series Analysis -2
(23-10-2017 to 28-10-2017)	
15	Topic – 6 Time Series Analysis -3
(30-10-2017 to 4- 11-2017)	
16	Revision and Class Tests
(06-11-2017 to 13-11-2017)	

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session- 2017-18

Class and Section :- B.Com 3rd semester

Subject: - Business Law

Week	Topics
1 (15-07-2017 to 22-07-2017)	Introduction to valid contracts
2 (24-07-2017 to 29-07-2017)	Elements of valid contract Proposal of contract
3 (31-07-2017 to 05-08-2017)	Acceptance and revocation Contractual capacity of parties
4 (07-08-2017 to 12-08-2017)	Contractual capacity of parties contd... Free consent of parties
5 (14-08-2017 to 19-08-2017)	Lawful consideration and object Agreements expressly declared as void
6 (21-08-2017 to 26-08-2017)	Legal formalities – written and registered Contingent contracts
7 (28-08-2017 to 02-09-2017)	Performance of contracts Discharge of contracts
8 (04-09-2017 to 09-09-2017)	Implied, Quasi or Constructive contracts
9 (11-09-2017 to 16-09-2017)	Consequences of breach of contract Contracts of indemnity and guarantee
10 (18-09-2017 to 23-09-2017)	Contract of pledge and agency

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Sale of goods act-1930 Contract of sale</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Conditions and warranties</p>
<p>13 (09-10-2017 to 14-10-2017) (15-10-2017 to 22-10-2017)</p>	<p>Transfer of property or ownership Diwali Vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Performance of the contract- delivery and payment Unpaid seller</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Suits for breach of contract</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Consumer protection act, 1986</p>

Dyal Singh College, Karnal
Session: 2017-18
Lesson Plan

Class: B.com, Semester 3
 Subject: BC 304 (Company Law- I)

Week	Topics
1 (15-07-2017 to 22-07-2017)	Meaning of Company
2 (24-07-2017 to 29-07-2017)	Characteristics of Companies Types of Companies Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
3 (31-07-2017 to 05-08-2017)	Topic Continued after taking queries from previous lecture Conversion of private into public company & vice versa.
4 (07-08-2017 to 12-08-2017)	Promotion and incorporation of companies: Basic Concepts Promoters: legal position, duty, liability and remuneration Class Test
5 (14-08-2017 to 19-08-2017)	Topic Continued after taking queries from previous lecture Company and pre-incorporation contracts Incorporation procedure
6 (21-08-2017 to 26-08-2017)	Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
7 (28-08-2017 to 02-09-2017)	Contents of Articles of Association Model forms and alteration in Articles of Association

<p>8 (04-09-2017 to 09-09-2017)</p>	<p>Doctrine of indoor management Doctrine of Constructive notice Class Test</p>
<p>9 (11-09-2017 to 16-09-2017)</p>	<p>Meaning of Prospectus Contents and formalities of prospectus Abridged prospectus Deemed prospectus</p>
<p>10 (18-09-2017 to 23-09-2017)</p>	<p>Red herring & shelf prospectus Misstatement and remedies Liabilities for misstatements Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Revision and Class Test</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Types of Share Capital Issue and allotment of shares and debentures</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Share Certificate Share warrant Reduction of share capital Buy-back of shares</p>
<p>(15-10-2017 to 22-10-2017) 14 (23-10-2017 to 28-10-2017)</p>	<p>Diwali Vacations Transfer & transmission of shares and debentures Class Test</p>

15 (30-10-2017 to 4-11-2017)	Depository system Borrowing powers and debentures Class Test
16 (06-11-2017 to 13-11-2017)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2017-18

Class and Section:

B. Com 3rd Semester

Subject:

Indian Financial System

Week	Topics
1 (15/7/2017, 17/7/2017 to 22/7/2017)	Orientation of the students Introduction to Indian financial System
2 (24/7/2017 to 29/7/2017)	Nature and role of financial System Financial System and Economic Development
3 (31/7/2017 to 5/8/2017)	Financial Markets Financial Instruments
4 (7/8/2017 to 12/8/2017)	Instruments of Money Market Functions of Money Market Class (Group Discussion and Presentation)
5 (14/8/2017 to 19/8/2019)	Primary Market Secondary Market
6 (21/8/2017 to 26/8/2017)	Depository System NSDL CDSL
7 (28/8/2017 to 2/9/2017)	Formation of SEBI Recent Developments
8 (4/9/2017 to 9/9/2017)	Debt Market Presentations
9 (11/9/2017 to 16/9/2017)	Reserve Bank of India Credit Creation
10 (18/9/2017 to 23/9/2017)	Methods Of Credit Control Revision of above topics

11 (25/9/2017 to 30/9/2017)	Commercial Banking in India Recent Developments in Commercial Banking in India
12 (3/10/2017 to 7/10/2017)	Problem of Non-performing Assets in Commercial Banks
13 (9/10/2017 to 14/7/2017)	Payment Banks E-banking in India
14 (23/10/2017 to 28/10/2017)	Development Banks
15 (30/10/2017 to 4/11/2017)	Payment Banks and E-Banking (Group discussion /presentation)
16 (6/11/2017 to 13/11/2017)	Revision

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: B.Com (Hons.) Semester 3rd

Subject: Foreign Trade of India

Week	Topics
1 (15-07-2017, 17-07-2017 to 22-07-2017)	Orientation of the students Topic 1 – India’s Foreign Trade: Trends and Composition
2 (24-07-2017 to 29-07-2017)	Topic 2 – Direction of Foreign Trade Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 3 – Balance of Payments Class Test
4 (07-08-2017 to 12-08-2017)	Topic 4 – World Trade Organization Revision and Class test - Oral
5 (14-08-2017 to 19-08-2017)	Topic 5 – Foreign Market Selection Activity Class (group discussion/presentation/role playing/group activity)
6 (21-08-2017 to 26-08-2017)	Topic 6 – Foreign Market Entry Modes Revision and Class test - Oral
7 (28-08-2017 to 02-09-2017)	Topic 7 – International Product Planning Activity Class (group discussion/presentation/role playing/group activity)
8 (04-09-2017 to 09-09-2017)	Topic 8 – International Product Life Cycle Class Test
9 (11-09-2017 to 16-09-2017)	Topic 9 – Export Procedures and Documentation Activity Class (group discussion/presentation/role playing/group activity /case study)

<p>10 (18-09-2017 to 23-09-2017)</p>	<p>Topic 10 – Incoterms/International Price Quotations Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 11 – Methods of International Payment Class Test</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 12 – Foreign Trade Policy Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Topic 13 – Special Economic Zones (SEZs) Class Test</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 14 – Export Oriented Units(EOUs) Topic 15 – Export Houses and Trading Houses Class Test - Oral</p>
<p>15 (30-10-2017 to 04-11-2017)</p>	<p>Topic 16 – World Bank Topic 17 – International Monetary Fund (IMF) Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: B.Com Semester 3rd

Subject: Rural Marketing

Week	Topics
1 (15-07-2017, 17-07-2017 to 22-07-2017)	Orientation of the students Introduction to Rural Marketing
2 (24-07-2017 to 29-07-2017)	Topic 1- Introduction (Topic continued) Meaning, Nature, Characteristics and Opportunities of Rural Marketing Rural Marketing in India Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 1- Revision Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.
4 (07-08-2017 to 12-08-2017)	Test Topic 2- Rural Consumer Behaviour
5 (14-08-2017 to 19-08-2017)	Topic 3-Segmentation of Rural Market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (21-08-2017 to 26-08-2017)	Topic 3- Segmentation of Rural Market (Contd..) Topic Continued after taking queries from previous lecture
7 (28-08-2017 to 02-09-2017)	Topic 4- Rural Marketing Mix Class Test
8 (04-09-2017 to 09-09-2017)	Presentation and Revision Topic 5- Difference in Rural and Urban market Problems in Rural Marketing Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (18-09-2017 to 23-09-2017)	Topic 6- Product planning, pricing, promotion and management of distribution channel for marketing of durables and non-durables in rural areas Topic Continued after taking queries from previous lecture

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 6- Planning and organising personal selling in rural market</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Revision of Topics (5 and 6)</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Topic 7- Innovation in Rural Market Topic 8- E-commerce in Rural Market Class Tests</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 8- E-Choupal and other similar initiatives in rural market Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (30-10-2017 to 04-11-2017)</p>	<p>Test and Revision</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Doubt session and Revision</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: B.Com(Tax.) Semester 3rd

Subject: INCOME TAX LAW

Week	Topics
1 (15-07-2017, 17-07-2017 to 22-07-2017)	Orientation of the students Topic1- basic concepts of income tax law
2 (24-07-2017 to 29-07-2017)	Topic 2 - Assessment procedure Assessment under section 143(1) Regular assessment under section 143(2) Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 3 -- Best judgement assessment Class test
4 (07-08-2017 to 12-08-2017)	Topic 4 – Presentation and group discussion
5 (14-08-2017 to 19-08-2017)	Topic 5 -- Income escaping assessment under section 148 Issue of notice where income has escaped assessment and time limit for notice Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (21-08-2017 to 26-08-2017)	Topic 6 – Test Time limit for completion of assessment and reassessment Topic Continued after taking queries from previous lecture
7 (28-08-2017 to 02-09-2017)	Topic 7 – Class test Return of Income
8 (04-09-2017 to 09-09-2017)	Topic 8 – Persons liable to file return Return of loss Revision and test Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 9 – Belated Return filing Revised return Activity Class- (Group Discussion/Presentation/case study/Group Activity)

<p>10 (18-09-2017 to 23-09-2017)</p>	<p>Topic 10 – Defective return E-filing of return Topic Continued after taking queries from previous lecture</p>
<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 11 - Filing of ITR (Income tax return) Problem Solving Session</p>
<p>12 (03-10-2017 to 07-10-2017)</p> <p>13 (09-10-2017 to 14-10-2017)</p> <p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 12 - Filing of ITR (Income tax return) Problem Solving Session</p> <p>Topic 13 - Offences and Prosecutions Revision and Class Test</p> <p>Topic 14 - Appeals to Income tax authority Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p> <p>Post assessment procedure Refund- Who can claim and time limit for claiming refund</p>
<p>15 (30-10-2017 to 04-11-2017)</p>	<p>Topic 16 – Refund on Appeal Interest on Appeal Class Test</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class:

B.com 3rd sem

Subject:

GST

Week	Topics
1 (01-09-2022 to 03-09-2022)	Topic 1 - GST – Introduction
2 (05-09-2022 to 10-09-2022)	Topic - 1 Accounts and Record (After taking queries from previous lecture) Activity Class (Class discussion on GST impact on Economy)
3 (12-09-2022 to 17-09-2022)	Topic 2 - Various returns to be filled under GST
4 (19-09-2022 to 24-09-2022)	Topic 2 – Various returns to be filled under GST (Topic Continued after taking queries from previous lecture) Class Test
5 (26-09-2022 to 01-10-2022)	Topic 3 – Payment of Tax Activity (Class Discussion/case study)
6 (03-10-2022 to 08-10-2022)	Topic 3 – Payment of Tax (Topic Continued after taking queries from previous lecture) Class Test
7 (10-10-2022 to 15-10-2022)	Topic 4 – Reverse Charge Mechanism (RCM) Activity (Presentation/Group Discussion)
8 (17-10-2022 to 21-10-2022)	Topic 5 – Interest Provision On Delayed Payment (After taking a queries on previous chapter)
(22-10-2022 to 26-10-2022)	Diwali Vacations

9 (27-10-2022 to 29-10-2022)	Discussion on previous Chapter/Class test/ Group Discussion/ Presentations
10 (31-10-2022 to 05-11-2022)	Topic 6 – Assessment
11 (07-11-2022 to 12-11-2022)	Topic 6 – Assessment (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ presentations)
12 (14-11-2022 to 19-11-2022)	Topic 7 Audit Class Test
13 (21-11-2022 to 26-11-2022)	Topic 8 – Inspection (After taking query of previous Chapter) (Group Discussion/ Presentations)
14 (28-11-2022 to 03-12-2022)	Topic 11 – Inspection (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
15 (05-12-2022 to 10-12-2022)	Topic 12 – Offences and Penalty Activity (Presentation/ Group Discussion)
16 (12-12-2022 to 17-12-2022)	Topic 12 – Offences and Penalty (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test
17 (18-12-2022 to 24-12-2022)	Revision


(Dr. Mukta Jain)
 HOD Commerce
 Dyal Singh College, Karnal

Lesson Plan
B.COM 4th SEM
2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class : B. Com Semester-4th

Subject: Corporate Accounting - II

Week	Topics
1 (01-01-2018 to 06-01-2018)	Orientation and introduction of new syllabus
2 (08-01-2018 to 13-01-2018)	introduction to valuation of goodwill and explaining the topic
3 (15-01-2018 to 20-01-2018)	test of valuation of goodwill introduction to different kinds of shares and their benefits
4 (22-01-2018 to 27-01-2018)	concept of valuation of shares, its calculation based on simple problems
5 (29-01-2018 to 03-02-2018)	test of valuation of shares introduction of holding companies and balance sheet of a company
6 (05-02-2018 to 10-02-2018)	accounts of holding companies
7 (12-02-2018 to 17-02-2018)	preparation of consolidated balance sheet
8 (19-02-2018 to 24-02-2018)	preparation of consolidated balance sheet along with one subsidiary company

<p>9 (26-02-2018 to 27-02-2018)</p>	<p>accounts of holding company along with the relevant provisions of accounting standard 21.</p>
<p>10 (05-03-2018 to 10-03-2018)</p>	<p>doubt session test of holding company. introduction to banking organizations.</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>accounts of banking organizations with practical questions introduction to insurance companies</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>accounts of insurance companies</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>doubt session test of insurance company both practical and theory</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>liquidation of companies - theory and practical</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>doubt solving session test of full syllabus</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.Com 4th Semester

Subject:

Business Statistics - II

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1: Simple Correlation – Introduction
2 (08-01-2018 to 13-01-2018)	Topic 1: Simple Correlation (Karl Pearson's Coefficient of Correlation)
3 (15-01-2018 to 20-01-2018)	Class Test Topic 1: Simple Correlation (Rank Correlation)
4 (22-01-2018 to 27-01-2018)	Topic 1: Simple Correlation (Concurrent Deviation Method, Probable and Standard Error) Class Test
5 (29-01-2018 to 03-02-2018)	Topic 2: Regression Analysis
6 (05-02-2018 to 10-02-2018)	Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
7 (12-02-2018 to 17-02-2018)	Class Test Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
8 (19-02-2018 to 24-02-2018)	Class Test Topic 3: Probability - I
9 (26-02-2018 to 27-02-2018)	Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
10 (05-03-2018 to 10-03-2018)	Class Test Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
11	Topic 4: Probability - II (Bays' Theorem) (Topic Continued after taking queries from previous lecture)

(12-03-2018 to 17-03-2018)	Class Test
12 (19-03-2018 to 24-03-2018)	Topic 5: Probability Distributions - I (Binomial Distribution) Class Test
13 (26-03-2018 to 31-03-2018)	Topic 6: Probability Distributions - II (Poisson Distribution) Class Test
14 (02-04-2018 to 07-04-2018)	Topic 7: Probability Distributions - III (Normal Distribution) Class Test
15 (09-04-2018 to 13-04-2018)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2017-18)

Class: B. Com Semester-4th

Subject: Business Laws-II

Week	Topics
1 (01-01-2018 to 06-01-2018)	introduction to negotiable act 1881 its features and its types
2 (08-01-2018 to 13-01-2018)	negotiation, crossing and dishonor and discharge of of negotiable instruments
3 (15-01-2018 to 20-01-2018)	indian partnership act, 1932 nature of firms, duties and rights of partners
4 (22-01-2018 to 27-01-2018)	relation of partners to third parties, liabilities of firm and partner, minor
5 (29-01-2018 to 03-02-2018)	reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration.
6 (05-02-2018 to 10-02-2018)	limited liability partnership act, 2008 its meaning and characteristics
7 (12-02-2018 to 17-02-2018)	incorporation of LLP, partners and the liability of LLP and partners.
8 (19-02-2018 to 24-02-2018)	accounts audit and taxation of LLPs conversion to LLP from private co./ firm/unlisted company
9 (26-02-2018 to 27-02-2018)	winding up and dissolution of LLP.

<p>10 (05-03-2018 to 10-03-2018)</p>	<p>Information technology act 2000. its purpose, digital signature and electronic governance</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>acknowledgement and dispatch of electronic records certifying digital signature</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>penalties and other provisions</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Right to information act, 2005</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>important provisions of RTI act, 2005</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>revision and test.</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B. Com Semester-4th

Subject: BC 404 (Company Law- II)

Week	Topics
1 (01-01-2018 to 06-01-2018)	Membership in companies Company management and administration
2 (08-01-2018 to 13-01-2018)	Legal position of Directors Qualification and Appointment of Directors
3 (15-01-2018 to 20-01-2018)	Removal of Directors Powers of Directors Duties & liabilities of directors
4 (22-01-2018 to 27-01-2018)	Managerial Remuneration Key Management Personnel: Managing Director, Whole Time Director, Manager
5 (29-01-2018 to 03-02-2018)	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
6 (05-02-2018 to 10-02-2018)	Meetings: kinds of meetings, requisites of a valid meeting
7 (12-02-2018 to 17-02-2018)	Authority, notice & agenda, quorum, chairperson & conduct of meeting Resolutions Minutes & Proxy
8 (19-02-2018 to 24-02-2018)	Dividend; accounts of companies; audit & auditors
9 (26-02-2018 to 27-02-2018)	Class Test and Revision

10 (05-03-2018 to 10-03-2018)	Prevention of oppression & mismanagement
11 (12-03-2018 to 17-03-2018)	Compromise, Arrangement, Reconstruction and Amalgamation
12 (19-03-2018 to 24-03-2018)	Meaning of Winding up Modes of winding up
13 (26-03-2018 to 31-03-2018)	Procedure and Consequences of winding up
14 (02-04-2018 to 07-04-2018)	Class Test and Revision
15 (09-04-2018 to 13-04-2018)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2017-18)

Class:
Subject:

B. Com 4th Semester
Computerized Accounting System

Week	Topics
1 (1/1/2018 to 6/1/2018)	Orientation of the students Introduction to Tally
2 (8/1/2018 to 13/1/2018)	Creation of Company-Licensing ,Tally Vault , Security Control
3 (15/1/2018 to 20/1/2018)	Splitting Company Data, Backup and restore
4 (22/1/2018 to 27/1/2018)	Voucher entry Test
5 (29/1/2018 to 3/2/2018)	Accounting –Budget
6 (5/2/2018 to 10/2/2018)	Test and revision
7 (12/2/2018 to 17/2/2018)	Accounting – Cost centre
8 (19/2/2018 to 24/2/2018)	Currency- Debit Note and Credit Note
9 (26/2/2018 to 27/2/2018)	Practicals on Debit note and credit note
10	Holi Vacation

28/2/2018 to 4/3/2018	
11 (5/3/2018 to 10/3/2018)	Interest calculation
12 (12/3/2018 to 17/3/2018)	Balance Sheet and Profit and loss Practicals
13 (19/3/2018 to 24/3/2018)	Introduction to payroll
14 (26/3/2018 to 31/3/2018)	Payroll Masters Revision
15 (2/4/2018 to 7/4/2018)	Advanced Payroll Transactions

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class: B. Com Semester-4th

Subject: Advertising

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 – Advertising- Meaning, Scope and functions
2 (08-01-2018 to 13-01-2018)	Topic 2 – Promotion mix and advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (15-01-2018 to 20-01-2018)	Topic 3 – Advertising Process Topic 4- Communication process
4 (22-01-2018 to 27-01-2018)	Topic 5 – Types of advertising Class Test
5 (29-01-2018 to 03-02-2018)	Topic 6 – Economic and social aspect of advertising Topic 7 – Legal and ethical aspects of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (05-02-2018 to 10-02-2018)	Topic 8 – Advertising objectives and DAGMAR Approach Topic 9 – Advertising Budget Class Test
7 (12-02-2018 to 17-02-2018)	Topic 10 – Creative aspect of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (19-02-2018 to 24-02-2018)	Topic 11 – Types of advertising media Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (26-02-2018 to 27-02-2018)	Topic 12 – Media planning and scheduling Class Test
10 (05-03-2018 to 10-03-2018)	Topic 13 – Advertising agency and its role Activity Class (group discussion/presentation/role playing/group activity /case study)

<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 14 – Client agency relationship and advertising department Class test</p>
<p>12 (19-03-2018 to 24-03-2018)</p> <p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 15 – Advertising and consumer behaviour Activity Class (group discussion/presentation/role playing/group activity /case study</p> <p>Topic 16- Measuring advertising effectiveness</p>
<p>14 (02-04-2018 to 07-04-2018)</p> <p>15 (09-04-2018 to 13-04-2018)</p>	<p>Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests</p> <p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class: B. Com(Hons.) Semester-4th

Subject: Entrepreneurship Development

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 – Entrepreneur: An overview
2 (08-01-2018 to 13-01-2018)	Topic 2 – Entrepreneurship Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (15-01-2018 to 20-01-2018)	Topic 3 – Setting Up of a New Business
4 (22-01-2018 to 27-01-2018)	Topic 4 – Life cycle of new business Class Test
5 (29-01-2018 to 03-02-2018)	Topic 5 – Environmental Factors Affecting A New Business Topic 6 – Project Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (05-02-2018 to 10-02-2018)	Topic 6 – Project Planning (Topic Continued after taking queries from previous lecture) Topic 7 – Market and Demand Analysis Class Test
7 (12-02-2018 to 17-02-2018)	Topic 8 – Capital and Project Cost Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (19-02-2018 to 24-02-2018)	Topic 9 – Sources of Finance Topic 10 – Profit and Tax Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (26-02-2018 to 27-02-2018)	Topic 11 – Entrepreneurship and development programs Topic 12 – Institutional support to Entrepreneurship development Class Test

<p>10 (05-03-2018 to 10-03-2018)</p>	<p>Topic 13 – Government Support and Incentives to New Enterprises Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 14 – Start up India Class test</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 15 – Skill India Activity Class (group discussion/presentation/role playing/group activity /case study</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Revision and Tests</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.COM (Tax) 4th Semester

Subject:

GST

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 - GST – Introduction
2 (08-01-2018 to 13-01-2018)	Topic - 1 Accounts and Record (After taking queries from previous lecture) Activity Class (Class discussion on GST impact on Economy)
3 (15-01-2018 to 20-01-2018)	Topic 2 - Various returns to be filled under GST
4 (22-01-2018 to 27-01-2018)	Topic 2 – Various returns to be filled under GST (Topic Continued after taking queries from previous lecture) Class Test
5 (29-01-2018 to 03-02-2018)	Topic 3 – Payment of Tax Activity (Class Discussion/case study)
6 (05-02-2018 to 10-02-2018)	Topic 3 – Payment of Tax (Topic Continued after taking queries from previous lecture) Class Test
7 (12-02-2018 to 17-02-2018)	Topic 4 – Reverse Charge Mechanism (RCM) Activity (Presentation/Group Discussion)
8 (19-02-2018 to 24-02-2018)	Topic 5 – Interest Provision On Delayed Payment (After taking a queries on previous chapter)
9 (26-02-2018 to 27-02-2018)	Discussion on previous Chapter/Class test/ Group Discussion/ Presentations

<p>10 (05-03-2018 to 10-03-2018)</p>	<p>Topic 6 – Assessment</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic 6 – Assessment (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ presentations)</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 7 Audit Class Test</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 8 – Inspection (After taking query of previous Chapter) (Group Discussion/ Presentations)</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Topic 11 – Inspection (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>Topic 12 – Offences and Penalty Activity (Presentation/ Group Discussion)</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class : B. Com (Taxation) Semester-4th

Subject: Corporate Tax-I

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1 – Corporate Tax: Introduction
2 (08-01-2018 to 13-01-2018)	Topic 2 – Assessment of Companies: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (15-01-2018 to 20-01-2018)	Topic 3 – Assessment of companies: Contd
4 (22-01-2018 to 27-01-2018)	Topic 4 – Corporate Taxation- Important definitions Class Test
5 (29-01-2018 to 03-02-2018)	Topic 5 –Residential status and incidence of tax Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (05-02-2018 to 10-02-2018)	Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture) Class Test
7 (12-02-2018 to 17-02-2018)	Topic 6 – Tax management and Tax evasion Topic 7-Tax avoidance and Tax planning Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (19-02-2018 to 24-02-2018)	Topic 8 – Computation of Gross Total Income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (26-02-2018 to 27-02-2018)	Topic 8 – Computation of Gross Total Income of companies (Contd..) Class Test
10 (05-03-2018 to 10-03-2018)	Topic 9 – Deductions out of gross total income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)

11 (12-03-2018 to 17-03-2018)	Topic 10 – Computation of tax liability Class test
12 (19-03-2018 to 24-03-2018)	Topic 11 – Minimum alternative tax (MAT) Topic 12- Dividend distribution tax (DDT) Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (26-03-2018 to 31-03-2018)	Topic 13- Tax on shipping tonnage income of companies
14 (02-04-2018 to 07-04-2018)	Activity Class (group discussion/presentation/role playing/group activity /case study) Revision and Tests
15 (09-04-2018 to 13-04-2018)	Revision and Tests


(Dr. Mukta Jain)
 HOD Commerce
 Dyal Singh College, Karnal

Lesson Plan
B.COM 5th SEM
2017-2018

DYAL SINGH COLLEGE, KARNAL

Session (2017-18)

Lesson Plan

Class **B.com semester 5**
Subject: **Financial Management (BC-502)**

Week	Topics
1 (15-07-17 to 22-07-17)	Orientation of the Students of Financial Management Topic 1- Nature and scope
2 (24-07-17 to 29-07-17)	Topic-1 Objectives and significance of Financial Management (Topic continued after taking queries from previous lecture) Topic-2 Recent Developments in Financial Management Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
3 (31-07-17 to 05-08-17)	Topic-3 Need & Importance, drafting a Financial Plan Activity Class
4 (07-08-17 to 12-08-17)	Topic-4 Capitalization, Over-capitalization and Under-capitalization (Oral Test from previous topics)
5 (14-08-17 to 19-08-17)	Topic-5 Financial forecasting: Meaning, Benefits and techniques of Financial Forecasting Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (21-08-17 to 26-08-17)	Topic-6 Sources of finance- short-term, Medium- term and Long-term class test
7 (28-08-17 to 02-09-17)	Topic-7 Cost of Capital : Significance, computation of cost of debt, equity & preference share capital
8 (04-09-17 to 09-09-17)	Topic-7 Cost of Capital: computation of cost of retained earnings and weighted average cost of capital (Topic continued after taking queries from previous lecture)
9 (11-09-17 to 16-09-17)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure
10 (18-09-17 to 23-09-17)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure (Topic continued after taking queries from previous lecture)
11 (25-09-17 to 30-09-17)	Topic-9 Capital Budgeting Decisions: Nature & Importance, Factors influencing capital expenditure decisions, techniques of capital budgeting

12 (03-10-17 to 07-10-17)	Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)
13 (09-10-17 to 14-10-17)	Topic-10 working Capital Management: Need, Types & determinants Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
(15-10-17 to 22-10-17)	Diwali Vacations
14 (23-10-17 to 28-10-17)	Topic-10 working Capital Management: forecasting of working capital requirements (Topic continued after taking queries from previous lecture)
15 (30-10-17 to 04-11-17)	Topic-11 Management of Cash
16 (06-11-17 to 13-11-17)	Revision and Class Test

DYAL SINGH COLLEGE, KARNAL
Session (2017-18)
Lesson Plan

class : B.com Semester 5
 Subject: GST

Week	Topics
1 (15-07-17 to 22-07-17)	Orientation of Students Topic-1 Meaning (overview of GST and Introduction of Tax Structure In India)
2 (24-07-17 to 29-07-17)	Topic-2 Taxable Person (Topic continued after taking queries from previous lecture) Activity Class (Group discussion/presentation/role Playing/group activity/case Study)
3 (31-07-17 to 05-08-17)	Topic-3 Registration: Procedure and documents required (oral test of previous topics)
4 (07-08-17 to 12-08-17)	Topic:4 Levy and Collection of GST
5 (14-08-17 to 19-08-17)	Topic-5 Time and Place of supply of goods and services Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (21-08-17 to 26-08-17)	Topic-6 Value of Taxable Supply class test
7 (28-08-17 to 02-09-17)	Topic-7 computation of Input Tax Credit and transfer of input tax credit
8 (04-09-17 to 09-09-17)	Topic-7 computation of Input Tax Credit and transfer of input tax credit (Topic continued after taking queries from previous lecture)
9 (11-09-17 to 16-09-17)	Topic-8 Tax Invoice Credit and debit note Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (18-09-17 to 23-09-17)	Topic-9 Various returns to be filed under GST
11 (25-09-17 to 30-09-17)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
12 (03-10-17 to 07-10-17)	Topic-10 Payment of Tax including TDS Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)

13 (09-10-17 to 14-10-17)	Topic-11 Interest provisions on delayed payment
(15-10-17 to 22-10-17)	Topic -12 Offences and penalties Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
14 (23-10-17 to 28-10-17)	Topic -12 Offences and penalties (Topic continued after taking queries from previous lecture)
15 (30-10-17 to 04-11-17)	Revision and class test
16 (06-11-17 to 13-11-17)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23

B. Com. – 5th Semester Income Tax – I

Week	Topics
Week 1 September 1-3, 2022	Introduction to Income Tax
Week 2 September 5- 10 , 2022	Important Concepts – Tax, Person, Assessee, Previous Year, Assessment Year, Casual Income, Income, Gross Total income, Total Income , Agricultural income, Tax Evasion, Avoidance and Tax Planning and Management
Week 3 September 12- 18 , 2022	Residential Status of an individual, HUF, Firm, AOP, Company, Any other Person Residential Status and Tax incidence- Scope of total income
Week 4 September 19- 24 , 2022	Income Under the head Salaries- Meaning and Important concepts, Forms of salary, Exempt salaries, Taxable , exempt and partially taxable Allowances
Week 5 Sep. 27-Oct.1 , 2022	Perquisites- Taxable and Tax-free , Deductions from Salary Income , Practical Questions on computation of Salary Income
Week 6 Oct.3 – 8 , 2022	Practical Questions on computation of Salary Income , Class Test Retirement benefits- Gratuity, Pension, Leave Salary , -Retrenchment Compensation, Voluntary retirement Practical Questions on computation of Retirement Benefits, Class Test
Week 7 Oct.10 – 15 , 2022	Income from House Property – Important concepts, Exempt property income , Determination of Annual Value of a let-out and self-occupied house ; Co-ownership, Deductions from Annual Value
Week 8 Oct.17 – 21 , 2022	Practical Questions on computation of Income from House Property, Class Test Profits and Gains of Business or Profession (PGBP)- Important concepts, Expenses expressly allowed as a deduction
Week 9 Oct.27 – 29 , 2022	Profits and Gains of Business or Profession (PGBP)- Expenses expressly disallowed ,Compulsory maintenance and audit of accounts; Practical Questions on computation of PGBP , Class Test
Week 10 Oct.30 – 31; Nov. 2-5 , 2022	Determination of Income on Presumptive basis Depreciation Allowance, Practical Questions on computation of Depreciation Capital Gains- Introduction and important concepts
Week 11 Nov. 7-12 , 2022	Capital Gains- Important concepts continued,Computation of capital gains , Exempt Capital Gains Practical Questions on computation of Capital gains , Class Test
Week 12 Nov. 14-19 , 2022	Income from Other Sources – Important concepts, taxability of Specific incomes, Deductions from Income from other Sources, Practical Questions on computation of Income from other Sources, Class Test
Week 13	Agricultural Income, Exempt Incomes , Class Test

Nov. 21-26 , 2022	
Week 14 Nov. 28-30; Dec.1-3 , 2022	Clubbing of Income and aggregation of Income, Class Test
Week 15 Dec. 5- 10 , 2022	Set-off and Carry forward of Losses , Class Test
Week 16 Dec. 12- 17 , 2022	Revision and Tests
Week 17 Dec. 19- 24 , 2022	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class and Section:

B.Com 5th Semester

Subject:

Auditing

Week	Topics
1 (15/7/2017, 17/7/2017 to 22/7/2017)	Orientation of the students <u>Topic 1</u> - Introduction and meaning of Auditing
2 (24/7/2017 to 29/7/2017)	<u>Topic 1</u> - Objectives and Advantages of Auditing <u>Topic 2</u> - Types of Audits: Internal and External Audit
3 (31/7/2017 to 5/8/2017)	<u>Topic 2</u> - Types of Audits continued: proprietary and efficiency audit Activity Class (Discussion and Revision of topics covered in earlier week)
4 (7/8/2017 to 12/8/2017)	<u>Topic 3</u> – Audit Programme <u>Topic 4</u> - Audit working papers and evidences; Activity Class (Discussion and Revision of topics covered in earlier week)
5 (14/8/2017 to 19/8/2019)	<u>Topic 5</u> - Audit of E-commerce transactions <u>Topic 6</u> - Routine Checking and Test Checking Activity Class (Discussion and Revision of topics covered in earlier week)
6 (21/8/2017 to 26/8/2017)	<u>Topic 7</u> - Internal Control and internal checking system <u>Topic 8</u> - Vouching: meaning, objectives and importance of vouching Activity Class (Discussion and Revision of topics covered in earlier week)
7 (28/8/2017 to 2/9/2017)	<u>Topic 9</u> -: Vouching of cash books, purchase book, sale book, bill receivable book, bill payable book Activity Class (Discussion and Revision of topics covered in earlier week)
8 (4/9/2017 to 9/9/2017)	<u>Topic 10</u> - journal proper and debtor creditor ledgers <u>Topic 11</u> - Verification of assets and liabilities. Activity Class (Discussion and Revision of topics covered in earlier week)
9 (11/9/2017 to 16/9/2017)	<u>Topic 12</u> – Audit of limited companies: company auditor – appointment, Activity Class (Discussion and Revision of topics covered in earlier week)
10 (18/9/2017 to 23/9/2017)	<u>Topic 12</u> - Continued (Company auditor powers, duties and liabilities) <u>Topic 13</u> - Directions of Comptroller and Auditor General of India Activity Class (Discussion and Revision of topics covered in earlier week)

<p style="text-align: center;">11 (25/9/2017 to 30/9/2017)</p>	<p>Topic 14 - Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p style="text-align: center;">12 (3/10/2017 to 7/10/2017)</p>	<p>Topic 15 - Investigation: meaning, Nature, Procedure and objectives, Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p style="text-align: center;">13 (9/10/2017 to 14/7/2017)</p>	<p>Topic 16 - Investigation and Due Diligence Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p style="text-align: center;">14 (23/10/2017 to 28/10/2017)</p>	<p>Topic 17 - Professional ethics of auditing Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p style="text-align: center;">15 (30/10/2017 to 4/11/2017)</p>	<p>Revisions and Presentations</p>
<p style="text-align: center;">16 (6/11/2017 to 13/11/2017)</p>	<p>Revisions and Presentations</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.com 5th semester

Subject: Supply Chain Management

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Topic 1 - Introduction to Supply Chain Management
2 (24-07-2017 to 29-07-2017)	Topic - 1 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture) Topic 2 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management
4 (07-08-2017 to 12-08-2017)	Topic 4– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
5 (14-08-2017 to 19-08-2017)	Topic 5– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
6 (21-08-2017 to 26-08-2017)	Topic 6– Supply Chain Coordination Test of Various Approaches of Supply Chain Management
7 (28-08-2017 to 02-09-2017)	Topic 7– Integrated Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
8 (04-09-2017 to 09-09-2017)	Topic 8– Supply Chain Management - A Total Cost Approach Topic Continued after taking queries from previous lecture Test of Supply Chain Coordination
9 (11-09-2017 to 16-09-2017)	Topic 9– Strategic SCM: Implementation and Management Discussed case studies of various Companies Topic Continued after taking queries from previous lecture

10 (18-09-2017 to 23-09-2017)	Topic – 10 Supply Chain Management and Marketing Topic Continued after taking queries from previous lecture Test of Supply Chain Integration
11 (25-09-2017 to 30-09-2017)	Topic -11 Role of Transportation in Supply Chain Topic Continued after taking queries from previous lecture Activity class(Group Discussion, presentation of students)
12 (03-10-2017 to 07-10-2017)	Topic -12 Warehousing Topic Continued after taking queries from previous lecture
13 (09-10-2017 to 14-10-2017)	Topic-13 Distribution Channels Topic Continued after taking queries from previous lecture
(15-10-2017 to 22-10-2017)	Diwali Break
14 (23-10-2017 to 28-10-2017)	Topic-14 Customer Service- Strategy and Practices Topic Continued after taking queries from previous lecture Topic -15 Information Technology for Supply Chain Management Test of Distribution Channels
15 (30-10-2017 to 4-11-2017)	Topic 16 Recent Developments in Supply Chain Management Information Technology Presentation of Students
16 (06-11-2017 to 13-11-2017)	Topic 17 Third Party Logistics

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class:

B.Com 5th Semester (Taxation)

Subject:

Indian Economy

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Basic Concepts of Indian Economy
2 (24-07-2017 to 29-07-2017)	Topic - Features and Natural Resources
3 (31-07-2017 to 05-08-2017)	Topic – Infrastructure: Importance and types Doubt and Discussion
4 (07-08-2017 to 12-08-2017)	Topic – Infrastructure Programs in India Topic Continued after taking queries from previous lecture
5 (14-08-2017 to 19-08-2017)	Topic – Agriculture Features and Importance Production and Productivity
6 (21-08-2017 to 26-08-2017)	Topic- Rural Indebtness Agriculture Finance
7 (28-08-2017 to 02-09-2017)	Topic- New Development in Agriculture Class Test
8 (04-09-2017 to 09-09-2017)	Topic- Contract Farming Organic Farming
9 (11-09-2017 to 16-09-2017)	Topic- Corporate Farming Industrial Development during Planning Period
10 (18-09-2017 to 23-09-2017)	Topic- Industrial Policy Recent Trends National Manufacturing Policy Activity Class- (Group Discussion/Presentation/case study/Group Activity)

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic – MSME Importance and problems Govt Policies on MSME</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic- Large Scale Industries (Iron, Steel, Cement, Petrochemical)</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Topic – Service Sector In India: Growth & Contribution Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>(15-10-2017 to 22-10-2017)</p>	<p>Diwali Vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic – Foreign Trade in India Problems of Indian Economy</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Topic- Unequal Distribution of Income & Wealth Group Discussion</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section:

B.Com (Tax) 5th Semester Section D

Subject:

Custom Procedure and Practices - I

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Topic 1 - Introduction to Custom Duty
2 (24-07-2017 to 29-07-2017)	Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 , Role of Custom in International Trade.
3 (31-07-2017 to 05-08-2017)	Topic 3 – Organization of Custom in India : Administrative and Operational Authorities Regulatory Framework of Custom Act.
4 (07-08-2017 to 12-08-2017)	Topic 4 – Harmonized System of Nomenclature (HSN) General Rules of Interpretation (GRI 6 Rules)
5 (14-08-2017 to 19-08-2017)	Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD Basis of Duty- Ad valorem, specific duties
6 (21-08-2017 to 26-08-2017)	Topic 6 – Assessable Value , Baggage Test of General Rules of Interpretation
7 (28-08-2017 to 02-09-2017)	Topic 7 – Bill of Entry, Bill of Export , Shipping Bill Test of Kinds and Basis of Duties.
8 (04-09-2017 to 09-09-2017)	Topic 8 – Bill of Lading, Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
9 (11-09-2017 to 16-09-2017)	Topic 9 – Suitable Goods, Dutiable Goods Test of Letter of Credit & Bill of Lading. Activity Class (group discussion/presentation/role playing/group activity)
10 (18-09-2017 to 23-09-2017)	Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer. Topic continued after taking doubts from previous classes

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 11 - DOB, FAS, CIF, GATT Rules. Activity Class (group discussion/presentation/role playing/group activity)</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 12 - Prohibition of Importation and Exportation of Goods: Notified and Specified goods.</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.</p>
<p>(15-10-2017 to 22-10-2017)</p>	<p>Diwali Vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Revision and Test /group discussion/presentation/role playing/group activity (Topic 1-4)</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Revision and Test /group discussion/presentation/role playing/group activity (Topic 5-8)</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Revision and Test /group discussion/presentation/role playing/group activity (Topic 9-13)</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section:


B.Com 5th Semester (Taxation)

Subject:

Corporate Taxation – II

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the students Basic Concepts of Corporate Tax
2 (24-07-2017 to 29-07-2017)	Topic 1- Tax Planning Regarding New Business a) Location of New Business b) Nature of Business Activity Class (group discussion/presentation/role playing/group activity)
3 (31-07-2017 to 05-08-2017)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Tea, Coffee or Rubber Industry) (Tax Planning for Hotels and Hospitals) (Tax Planning for business of infrastructure facilities)
4 (07-08-2017 to 12-08-2017)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Business of natural Gas) (Tax Planning for business u/s 44AD) (Tax Planning for Shipping Companies and Tonnage Tax Scheme) Topic Continued after taking queries from previous lecture
5 (14-08-2017 to 19-08-2017)	Topic 2- Form of Business Organization Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (21-08-2017 to 26-08-2017)	Topic 2- Form of Business Organization Topic Continued after taking queries from previous lecture
7 (28-08-2017 to 02-09-2017)	Topic 3- Tax Planning and Managerial Decisions Class Test
8 (04-09-2017 to 09-09-2017)	Topic 3- Tax Planning and Managerial Decisions Topic Continued after taking queries from previous lecture
9 (11-09-2017 to 16-09-2017)	Topic 4- Tax Planning regarding Capital Structure Decisions Activity Class- (Group Discussion/Presentation/case study/Group Activity)

<p>10 (18-09-2017 to 23-09-2017)</p>	<p>Topic 4- Tax Planning regarding Capital Structure Decisions Topic Continued after taking queries from previous lecture</p>
<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones Problem Solving Session</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 6- Special Tax Provision for Undertaking Set up in Backward Areas Topic 7- Special Tax Provision for Undertaking Set up in Northern-estates Problem Solving Session</p>
<p>13 (09-10-2017 to 14-10-2017)</p>	<p>Revision of Topics (1-4) Class Test</p>
<p>(15-10-2017 to 22-10-2017)</p>	<p>Diwali Vacations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 8- Tax Issues relation to Amalgamation of companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Topic 9- Tax Issues relation to merger of companies Problem solving session</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Topic 10- Tax Issues relation to Demerger of companies Class Test</p>


(Dr. Mukta Jain)
 HOD Commerce
 Dyal Singh College, Karnal

Lesson Plan

B.COM 6th

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2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.COM 6th Semester

Subject:

Fundamentals of Insurance (BC-602)

Week	Topics
1 (1/1/2018 to 6/1/2018)	Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance
2 (8/1/2018 to 13/1/2018)	Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance
3 (15/1/2018 to 20/1/2018)	Topic-3 Life insurance Policy: Parties to the contract, their rights and duties, conditions and terms of policy, effects of non-compliance , Nomination and assignment practices in connection with collection of premium
4 (22/1/2018 to 27/1/2018)	Topic-4 Life insurance Policy: revivals, loans, surrenders, claims, bonuses and annuity payments, present structure & growth of life insurance in India, claim settlement procedure
5 (29/1/2018 to 3/2/2018)	Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (5/2/2018 to 10/2/2018)	Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure
7 (12/2/2018 to 17/2/2018)	Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties
8 (19/2/2018 to 24/2/2018)	Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity

9 (26/2/2018 to 27/2/2018)	Topic-9 Marine Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 28/2/2018 to 4/3/2018	Topic-10 Accident and Motor Insurance: Policy and claims settlement procedure
11 (5/3/2018 to 10/3/2018)	Topic continued after taking queries from previous lecture Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
12 (12/3/2018 to 17/3/2018)	Topic-11 insurance intermediaries: role of agents and procedure for becoming an agent Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
13 (19/3/2018 to 24/3/2018)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices
14 (26/3/2018 to 31/3/2018)	Revision and class test
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section:

B.Com 6th Semester

Subject:

Business Environment

WEEKS	TOPICS
1 (1/1/2018 to 6/1/2018)	Orientation of the students Business environment: concept
2 (8/1/2018 to 13/1/2018)	Business environment: components, and importance Activity Class (Discussion and Revision of topics covered in earlier week)
3 (15/1/2018 to 20/2/2018)	Environmental and organizational scanning: concept importance & techniques Activity Class (Discussion and Revision of topics covered in earlier week)
4 (22/1/2018 to 27/1/2018)	Public, private and joint sectors in India Activity Class (Discussion and Revision of topics covered in earlier week)
5 (29/1/2018 to 3/2/2018)	Economic systems: capitalist, socialist & mixed economy Activity Class (Discussion and Revision of topics covered in earlier week)
6 (5/2/2018 to 10/2/2018)	Economic planning in India: achievement & failures, Planning machinery in India Activity Class (Discussion and Revision of topics covered in earlier week)
7 (12/2/2018 to 17/2/2018)	Role of Government: monetary policy Activity Class (Discussion and Revision of topics covered in earlier week)
8 (19/2/2018 to 24/2/2018)	Fiscal policy Make in India Activity Class (Discussion and Revision of topics covered in earlier week)
9 (26/2/2018 to 27/2/2018)	Foreign investment: concept, need, types & barrier Activity Class (Discussion and Revision of topics covered in earlier week)
10 (5/3/2018 to 10/3/2018)	Multinational corporations in India Globalization of Indian business. Activity Class (Discussion and Revision of topics covered in earlier week)
11 (12/3/2018 to 17/3/2018)	Competition Act Activity Class (Discussion and Revision of topics covered in earlier week)
12 (19/3/2018 to 24/3/2018)	Foreign Exchange Management Act Activity Class (Discussion and Revision of topics covered in earlier week)
13 (26/3/2018 to 31/3/2018)	Foreign exchange market: an overview Activity Class (Discussion and Revision of topics covered in earlier week)

14 (2/4/2018 to 7/4/2018)	Revision and presentations
15 (9/4/2018 to 13/4/2018)	Revision and presentations

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.Com 6th semester

Subject: Retail Management

Week	Topics
1 (01-01-2018 to 06-01-2018)	Topic 1: Introduction to Retailing
2 (08-01-2018 to 13-01-2018)	Topic 2: Theories and Models in Retail
3 (15-01-2018 to 20-01-2018)	Class Test Topic 1: Introduction to Retailing presentation of Students
4 (22-01-2018 to 27-01-2018)	Topic 3: Retail Strategic Planning and Operations Management
5 (29-01-2018 to 03-02-2018)	Class Test Group discussion Presentation of students
6 (05-02-2018 to 10-02-2018)	Topic 4: Primary Retailing Strategies
7 (12-02-2018 to 17-02-2018)	Class Test Topic 5: Merchandise Planning (Topic Continued after taking queries from previous lecture)
8 (19-02-2018 to 24-02-2018)	Class Test Topic 6: Security Issues in Retailing Presentation of Students
9 (26-02-2018 to 27-02-2018)	Topic 7: Store Design (Topic Continued after taking queries from previous lecture)
10 (05-03-2018 to 10-03-2018)	Class Test Topic 8: Store Layout (Topic Continued after taking queries from previous lecture)
11 (12-03-2018 to 17-03-2018)	Topic 9: Organisational Structure in Retail Institutions (Topic Continued after taking queries from previous lecture) Class Test

<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic 10: Application of Information Technology in Retailing</p> <p>Class Test</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic 11: Foreign Direct Investment</p> <p>Topic 12: Retail Store Management, Material Handling and Energy Management</p> <p>Class Test</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Topic 12: Retail Store Management, Material Handling and Energy Management</p>
<p>15 (09-04-2018 to 13-04-2018)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2017-18

Class and Section:

B.Com 6th Semester

Subject:

Industrial Laws

WEEKS	TOPICS
1 (1/1/2018 to 6/1/2018)	Orientation of the students Industrial relations: concepts, objectives and importance
2 (8/1/2018 to 13/1/2018)	Industrial relations: approaches, constituents of industrial relations, industrial unrest Activity Class (Discussion and Revision of topics covered in earlier week)
3 (15/1/2018 to 20/2/2018)	Factories Act, 1948: object, definitions, health, safety, welfare measures Activity Class (Discussion and Revision of topics covered in earlier week)
4 (22/1/2018 to 27/1/2018)	Factories Act, 1948: employment of women and young persons, leave with wages, special provisions, penalties and procedure Activity Class (Discussion and Revision of topics covered in earlier week)
5 (29/1/2018 to 3/2/2018)	Trade Union Act, 1926: object, definitions, registration of trade unions, rights and liabilities Activity Class (Discussion and Revision of topics covered in earlier week)
6 (5/2/2018 to 10/2/2018)	Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
7 (12/2/2018 to 17/2/2018)	The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation Activity Class (Discussion and Revision of topics covered in earlier week)
8 (19/2/2018 to 24/2/2018)	The Employees' Compensation Act, 1923: amount of compensation, notice and claim, medical examination Activity Class (Discussion and Revision of topics covered in earlier week)
9 (26/2/2018 to 27/2/2018)	Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes Activity Class (Discussion and Revision of topics covered in earlier week)
10 (5/3/2018 to 10/3/2018)	Industrial Disputes Act, 1947: procedure, powers and duties of authorities, award and settlement Activity Class (Discussion and Revision of topics covered in earlier week)
11 (12/3/2018 to 17/3/2018)	Industrial Disputes Act, 1947: strikes and lockouts, layoff and retrenchment, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
12 (19/3/2018 to 24/3/2018)	The Payment of Wages Act, 1936: object and scope, definitions, persons responsible to pay wages Activity Class (Discussion and Revision of topics covered in earlier week)
13 (26/3/2018 to 31/3/2018)	The Payment of Wages Act, 1936: fixation of wage periods, time of wage payment, deductions, records, authorities, claims, appeal Activity Class (Discussion and Revision of topics covered in earlier week)

14 (2/4/2018 to 7/4/2018)	Revision and Presentations
15 (9/4/2018 to 13/4/2018)	Revision and Presentations

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.COM (Taxation) 6th Semester

Subject: Custom Procedure and Practices – II

WEEKS	TOPICS
1 (1/1/2018 to 6/1/2018)	Topic 1- Types of import: import by cargo, personal baggage, and stores.
2 (8/1/2018 to 13/1/2018)	Topic 2- Import by cargo: import by land, sea, air route and by post.
3 (15/1/2018 to 20/2/2018)	Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.
4 (22/1/2018 to 27/1/2018)	Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption.
5 (29/1/2018 to 3/2/2018)	Topic 5- Form no. 23 bill of entry for warehousing
6 (5/2/2018 to 10/2/2018)	Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.
7 (12/2/2018 to 17/2/2018)	Topic 7- Clearance procedure for import by post.
8 (19/2/2018 to 24/2/2018)	Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.
9 (26/2/2018 to 27/2/2018)	Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing.
10 (5/3/2018 to 10/3/2018)	Topic 10- Types of export: export of cargo and baggage
11 (12/3/2018 to 17/3/2018)	Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.
12 (19/3/2018 to 24/3/2018)	Topic 12- Clearance procedure- procedure and filling of relevant documents. (Form no. 94, 95, 96, 98)

13 (26/3/2018 to 31/3/2018)	Topic 13- Clearance procedure- procedure and filling of relevant documents. (Form no. 99, 100)
14 (2/4/2018 to 7/4/2018)	Topic 14- Duty Drawback – Meaning, scheme, procedure and documentation.
15 (9/4/2018 to 13/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

B.COM VIth Semester

Subject:

Corporate Taxation-III

Week	Topics
1 (01-01-2018 to 06-01-2018)	Orientation of the Students Revision of Basic Concepts of Corporate Tax
2 (08-01-2018 to 13-01-2018)	Topic-1 Deduction of Tax at Source
3 (15-01-2018 to 20-01-2018)	Topic-2 Collection of Tax at Source Class Test
4 (22-01-2018 to 2 7-01-2018)	Topic-3 Advance Payment of Tax Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (29-01-2018 to 03-02-2018)	Topic-4 Tax Planning in respect of Managerial Remuneration Queries from Previous Chapter
6 (05-02-2018 to 10-02-2018)	Topic -4 Tax Planning in respect of Managerial Remuneration Topic Continued After Taking Queries from previous lecture
7 (12-02-2018 to 17-02-2018)	Topic-5 Tax Planning in Respect of Foreign Income a) Selling in Domestic and Foreign Income Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (19-02-2018 to 24-02-2018)	Topic-5 Tax Planning in Respect of Foreign Income b) Avoidance of Double Taxation Agreements
9 (26-02-2018 to 27-02-2018)	Topic-5 Tax Planning in Respect of Foreign Income c) Foreign Collaborations and Joint Ventures Topic Continued After Taking Queries from previous lecture
(28-02-2018 to 04-03-2018)	Holi Break

<p>10 (05-03-2018 to 10-03-2018)</p>	<p>Revision of Topics 1 to 5 Class Test</p>
<p>11 (12-03-2018 to 17-03-2018)</p>	<p>Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>12 (19-03-2018 to 24-03-2018)</p>	<p>Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Topic Continued After Taking Queries from previous lecture</p>
<p>13 (26-03-2018 to 31-03-2018)</p>	<p>Topic-7 Filing of Tax Returns of Companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>14 (02-04-2018 to 07-04-2018)</p>	<p>Revision Of Syllabus</p>
<p>15 09-04-2018 to 13-04-2018</p>	<p>Class Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2017-2018

B. Com. – 6th Semester Income Tax – II

Week	Topics
1 Jan 1-6, 2018	Revision of five heads of income
2 Jan. 8-13, 2018	Deductions from Total income- Sec 80C to 80U, Numerical Problems
Jan. 15-20, 2018	Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems
4 Jan. 22-27, 2018	Rebates and reliefs, Numerical Problems, Assessment of HUF- Computation of total income, Numerical Problems
5 Jan. 29- Feb. 3 ,2018	Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185, Numerical Problems
6 Feb. 5- 10, 2018	Income tax authorities
7 Feb. 12-17 , 2018	Return of income- meaning, forms, modes of filing return, e-filing , Due dates of filing the return, Belated, Revised and Defective Returns , Permanent Account Number , Other provisions
8 Feb. 19- 24 , 2018	Various types of assessments- Self assessment, Summary assessment, Scrutiny Assessment, Best Judgement assessment, Reassessment Rectification of mistakes
9 Feb. 26- 27 , 2018	Tax Deduction at source- introduction , Sec.192-TDS from Salaries
10 March 5-10 , 2018	Other provisions relating to TDS
11 March 12-17 , 2018	Advance Payment of Tax- liability, exemptions, payment of advance tax , Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical problems
12 March 19-24 , 2018	Recovery of tax and modes of recovery of tax , Refund of Tax , Procedure for claiming refund, interest on refund ,Numerical problems
13 March 26-31 , 2018	Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court and Supreme Court
14 April 2- 7, 2018	Penalties under Income Tax Act
15 April 9- 13, 2018	Offences and Prosecutions
16 April 16-21, 2018	Revision and Doubts clarification
17 April 23-28, 2018	Revision and Doubts clarification

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: B.COM 6th Semester

Subject: Human Resource Management (BC-603)

WEEKS	TOPICS
1 (1/1/2018 to 6/1/2018)	Topic-1 meaning, nature, history of HRM
2 (8/1/2018 to 13/1/2018)	Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management
3 (15/1/2018 to 20/2/2018)	Topic-3 meaning, importance , objectives and process of Human Resource Planning Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
4 (22/1/2018 to 27/1/2018)	Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective
5 (29/1/2018 to 3/2/2018)	Topic-5 Job analysis: meaning, process of job analysis, methods of collecting job analysis data Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (5/2/2018 to 10/2/2018)	Topic-6 potential problems with job analysis; Job description and Job Specification Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
7 (12/2/2018 to 17/2/2018)	Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment
8 (19/2/2018 to 24/2/2018)	Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection
9 (26/2/2018 to 27/2/2018)	Topic-9 Placement, Induction and internal mobility Induction/orientation: meaning, objectives, content and responsibility for induction
10 (5/3/2018 to 10/3/2018)	Topic continued after taking queries from previous lecture Topic-10 internal mobility: meaning and need Transfer: purpose ,types, benefits and problems, transfer policy, promotion: purpose, Basis of promotion, promotion policy, demotion: causes and demotion policy
11 (12/3/2018 to 17/3/2018)	Topic-11 Training: meaning, Training and Education, training and development, objectives, importance, steps in designing training program, Training methods: on the job and off the job methods

12 (19/3/2018 to 24/3/2018)	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal
13 (26/3/2018 to 31/3/2018)	Topic continued after taking queries from previous lecture Performance appraisal complete topic
14 (2/4/2018 to 7/4/2018)	Revision and Class test
15 (9/4/2018 to 13/4/2018)	Revision

M Jain
(Dr. Mukta Jain)
HOD Commerce
Dyal Singh College, Karnal

Lesson Plan

M.COM 1st

SEM

2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section:

M.Com First Year

Subject:

Organisational Behaviour

Week	Topics
1 (01-08-2017 to 05-08-2017)	Orientation of the students Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior
2 (07-08-2017 to 12-08-2017)	Topic 1 – Approaches, Scope, Significance (Continued after taking doubts)
3 (14-08-2017 to 19-08-2017)	Topic 2 – Personality: Concept, Major Determinants,
4 (21-08-2017 to 26-08-2017)	Topic 2 – Personality: Theories (Continued after taking doubts)
5 (28-08-2017 to 02-09-2017)	Topic 3 – Perception : Introduction, Nature, Importance, Perceptual Sensitivity.
6 (04-09-2017 to 09-09-2017)	Topic 3 – Perception: Factors, Distortion, Managerial Implication (Continued after taking doubts)
7 (11-09-2017 to 16-09-2017)	Topic 4 – Learning: Introduction, Theories

<p>8 (18-09-2017 to 23-09-2017)</p>	<p>Topic 4 – Learning: Modeling, Shaping Behaviour, Significance (Continued after taking doubts)</p>
<p>9 (25-09-2017 to 30-09-2017)</p>	<p>Topic 5 – Group Dynamics: Introduction, Meaning, Components Activity Class (group discussion/presentation/role playing/group activity)</p>
<p>10 (03-10-2017 to 07-10-2017)</p>	<p>Topic 5 – Group Dynamics : Group Norms, Group Role, Group Status, Group Size, Group Leadership, Group Composition</p>
<p>11 (09-10-2017 to 14-10-2017)</p>	<p>Topic 5 – Group Dynamics: Cohesiveness , Determinants, Consequences , Relation with productivity. (Topic Continued after taking queries from previous lecture)</p>
<p>12 (15-10-2017 to 22-10-2017)</p>	<p>Diwali Vacations</p>
<p>12 (23-10-2017 to 28-10-2017)</p>	<p>Topic 6- Transactional Analysis: Introduction, Self Awareness, Ego States, Analysis of Life Position (Topic Continued after taking queries from previous lecture)</p>
<p>13 (30-10-2017 to 4-11-2017)</p>	<p>Topic 6 – Analysis of Games, Analysis of Stroking, Benefit of Transactional Analysis. Position (Topic Continued after taking queries from previous lecture)</p>
<p>14 (06-11-2017 to 7-11-2017)</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Class and Section:

M.Com 1st Sem (2017-18)

Subject:

Business Environment

Week	Topics
1 (01-08-2017 to 05-08-2017)	Introduction of Business Environment Objective, Nature and Importance of Business Environment
2 (07-08-2017 to 12-08-2017)	Factor effecting Business Environment (Group discussion /presentation)
3 (14-08-2017 to 19-08-2017)	Interaction Matrix of different environmental factors Environmental scanning (Taking queries and Test)
4 (21-08-2017 to 26-08-2017)	Economic Planning In India Industrial Sickness and SSI
5 (28-08-2017 to 02-09-2017)	Privatization, Globalization and Disinvestment in PSU Industrial Sickness and SSI Business Ethics, Corporate Governance, Social responsibility of Business
6 (04-09-2017 to 09-09-2017)	Fiscal Policy (Group discussion /presentation)
7 (11-09-2017 to 16-09-2017)	Monetary Policy (Group discussion /presentation)
8 (18-09-2017 to 23-09-2017)	Industrial Policy

<p>9 (25-09-2017 to 30-09-2017)</p>	<p>Exim Policy</p>
<p>10 (03-10-2017 to 07-10-2017)</p>	<p>The Environment Protection Act</p>
<p>11 (09-10-2017 to 14-10-2017)</p>	<p>Consumer Protection Act (Taking queries and Test)</p>
<p>12 (15-10-2017 to 22-10-2017)</p> <p>13 (23-10-2017 to 28-10-2017)</p>	<p>Competition Act</p> <p>FEMA</p>
<p>13 (30-10-2017 to 4-11-2017)</p>	<p>RTI (Taking queries and Test)</p>
<p>14 (06-11-2017 to 7-11-2017)</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2017-18

Lesson Plan

Class and Section: M.Com Semester 1st

Subject: Managerial Economics

Week	Topics
1 (01-08-2017 to 05-08-2017)	Orientation of the students Topic 1- Managerial Economics – Introduction, Nature and scope.
2 (07-08-2017 to 12-08-2017)	Topic 2- Demand Function and concept of Indifference curve. Activity Class (group discussion/presentation/role playing/group activity)
3 (14-08-2017 to 19-08-2017)	Topic 3 – Elasticity of Demand
4 (21-08-2017 to 26-08-2017)	Topic 4 – Demand Forecasting/Estimation Revision and Class test - Oral
5 (28-08-2017 to 02-09-2017)	Topic 5 –Short run and Long Run Production Functions Activity Class (group discussion/presentation/role playing/group activity)
6 (04-09-2017 to 09-09-2017)	Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run. Revision and Class Tests
7 (11-09-2017 to 16-09-2017)	Topic 7 – Market Structure and Business Decisions Activity Class (group discussion/presentation/role playing/group activity)
8 (18-09-2017 to 23-09-2017)	Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition. Class Test
9 (25-09-2017 to 30-09-2017)	Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly Activity Class (group discussion/presentation/role playing/group activity /case study)
10 (03-10-2017 to 07-10-2017)	Topic 10 – Price and Output Determination under Monopolistic Competition. Activity Class (group discussion/presentation/role playing/group activity /case study)

<p>11 (09-10-2017 to 14-10-2017)</p>	<p>Topic 11 – Price and Output Determination under Oligopoly</p> <p>Class Tests</p>
<p>12 (23-10-2017 to 28-10-2017)</p>	<p>Topic 12 – Inflation, Types and Control</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>13 (30-10-2017 to 04-11-2017)</p>	<p>Topic 13 – Business Cycles</p> <p>Revision and Class Test</p>
<p>14 (06-11-2017 to 13-11-2017)</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2017-18 odd sem

Class and Section:

M.Com 1st sem

Subject:

Company Law

Week	Topics
1 (01-08-2017 to 05-08-2017)	Orientation of the students
2 (07-08-2017 to 12-08-2017)	Introduction of Company Law and its History Meaning and features of Company
3 (14-08-2017 to 19-08-2017)	Types of Companies
4 (21-08-2017 to 26-08-2017)	Winding of Companies Activity Class (Group Discussion/Presentation/role Playing/Group Activity)
5 (28-08-2017 to 02-09-2017)	Promotion and Incorporation of Company
6 (04-09-2017 to 09-09-2017)	Memorandum Of Association and its Clauses Student Presentation
7 (11-09-2017 to 16-09-2017)	Doctrine of Ultra Virus Discuss Case Study and Group Discussion
8 (18-09-2017 to 23-09-2017)	Article of Association (Taking queries of previous lecture)
9 (25-09-2017 to 30-09-2017)	Doctrine Of Indoor Management (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
10 (03-10-2017 to 07-10-2017)	Prospectus Powers of SEBI,Contents and Liability for misleading Statement

<p>11 (09-10-2017 to 14-10-2017)</p> <p>(15-10-2017 to 22-10-2017)</p>	<p>Share Capital Provisions regarding Issue, Allotment and Transfer of shares</p> <p>Student Presentation</p> <p>Taking Written Assignment</p> <p>Membership</p> <p>Student Presentation</p>
<p>12 (23-10-2017 to 28-10-2017)</p>	<p>Directors appointment, Powers, Legal Position</p>
<p>13 (30-10-2017 to 4-11-2017)</p> <p>14 (06-11-2017 to 7-11-2017)</p>	<p>Company Meetings Kinds, Quorum, Voting, Resolution, Minutes</p> <p>Reconstruction Amalgamation Oppression and Mismanagement</p> <p>Taking Queries of Students and taking class test</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: M.Com 1st Sem

Subject: Accounting For Managerial Decisions

Week	Topics
1 (01-08-2017 to 05-08-2017)	Orientation of the students Topic 1 -Introduction to Management Accounting
2 (07-08-2017 to 12-08-2017)	Topic 1 -Introduction to Management Accounting (Topic Continued after taking queries from previous lecture)
3 (14-08-2017 to 19-08-2017)	Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation)
4 (21-08-2017 to 26-08-2017)	Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres) Activity Class (group discussion/presentation/role playing/group activity)
5 (28-08-2017 to 02-09-2017)	Topic 4 – Divisional Performance Budgeting
6 (04-09-2017 to 09-09-2017)	Topic 5- Budgeting (essentials and kinds)
7 (11-09-2017 to 16-09-2017)	Topic 6 – Standard Costing (types and setting standards) Topic 7 – Variance Analysis (material, labour and overheads)
8 (18-09-2017 to 23-09-2017)	Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture)
9 (25-09-2017 to 30-09-2017)	Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
10 (03-10-2017 to 07-10-2017)	Topic 8 – Marginal Costing and Absorption Costing

<p>11 (09-10-2017 to 14-10-2017)</p>	<p>Topic 9 – Break Even Analysis</p>
<p>12 (15-10-2017 to 22-10-2017)</p>	<p>Topic 9 – Break Even Analysis (Topic Continued after taking queries from previous lecture)</p>
<p>13 (23-10-2017 to 28-10-2017)</p>	<p>Topic 10- Managerial Applications of Marginal Costing</p>
<p>14 (30-10-2017 to 4-11-2017)</p>	<p>Topic 11 – Price level adjustment accounting Topic 12 – Value Chain Analysis</p>
<p>15 (06-11-2017 to 7-11-2017)</p>	<p>Topic 13 – Activity Based Costing] Topic 14 – Quality Costing Topic 15 – Target and life cycle costing</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class and Section:


M.Com 1st Sem

Subject:

Marketing Management

Week	Topics
1 (1-8-2017 to 5-8-2017)	Orientation of the students Introduction to marketing and Evolution of marketing
2 (07-08-2017 to 12-08-2017)	Marketing in new perspective , Marketing Mix
3 (14-08-2017 to 19-08-2017)	Marketing Environment ,Information System and Marketing Research
4 (21-08-2017 to 26-08-2017)	Consumer Behaviour , Customer Relationship Marketing Class(Group Discussion and Presentation)
5 (28-08-2017 to 02-09-2017)	Product Concept Test ,Presentation
6 (04-09-2017 to 09-09-2017)	Product Mix Strategies of Product Mix
7 (11-9-2017 to 16-09-2017)	Presentations Group Discussion
8 (18-09-2017 to 23-09-2017)	Price Determination Strategies of Price Determination
9 25-09-2017 to 30-09-2017	Promotion Programme Test

10 (2-10-2017 to 7-10-2017)	Test ,Presentations
11 (9-10-2017 to 14-10-2017)	Group Discussion Revision
12 (16-10-2017 to 21-10-2017)	Diwali Vacation
13 (23-10-2017 to 28-10-2017)	Supply Chain Management Marketing Channels
14 30-10-2017 to 04-11-2017)	Social ,Ethical and legal aspects of Marketing Online Marketing
15 (6-11-2017 to 7-11-2017)	Revision


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Lesson Plan

M.COM 2nd

SEM

2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class: M.COM 2nd Semester

Subject: Human Resource Management

Week	Topics
1 (1/1/2018 to 6/1/2018)	Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions.
2 (8/1/2018 to 13/1/2018)	Topic 2- HRM in dynamic environment
3 (15/1/2018 to 20/1/2018)	Topic 3- Building up skills for HRM Manager, Global HRM
4 (22/1/2018 to 27/1/2018)	Topic 4- HRM Planning
5 (29/1/2018 to 3/2/2018)	Topic 5 – Human Resource Information System
6 (5/2/2018 to 10/2/2018)	Topic 6- Human Resource Policy; Job Analysis
7 (12/2/2018 to 17/2/2018)	Topic 7- Recruitment; Selection
8 (19/2/2018 to 24/2/2018)	Topic 8- Induction and Placement

9 (26/2/2018 to 27/2/2018)	Topic 9- Work Force: Promotion, Transfer, Separation
10 28/2/2018 to 4/3/2018	Topic 10- Employee training and executive development; Career planning and development
11 (5/3/2018 to 10/3/2018)	Topic 11- Performance and potential appraisal; Empowerment
12 (12/3/2018 to 17/3/2018)	Topic 12- Quality of work life, Compensation & Incentives
13 (19/3/2018 to 24/3/2018)	Topic 13- Job satisfaction , Job stress Management
14 (26/3/2018 to 31/3/2018)	Revision and Test (Topic 1-6)
15 (2/4/2018 to 7/4/2018)	Revision and Test (Topic 7-13)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: M. Com 2nd Semester

Subject: International Business Environment

Week	Topics
1 (1/1/2018 to 6/1/2018)	International Business: Nature, importance and scope
2 (8/1/2018 to 13/1/2018)	Framework for analyzing international business environment (Group discussion/presentation)
3 (15/1/2018 to 20/1/2018)	MNCs Nature and role (Taking queries and test)
4 (22/1/2018 to 27/1/2018)	Technology Transfers
5 (29/1/2018 to 3/2/2018)	Foreign Investment (Group discussion/presentation)
6 (5/2/2018 to 10/2/2018)	WTO, UNCTAD
7 (12/2/2018 to 17/2/2018)	IMF, WORD BANK (Group discussion/presentation)
8 (19/2/2018 to 24/2/2018)	Generalized system of preferences
9	International Commodity Agreements (Class Test)

(26/2/2018 to 27/2/2018)	
10 28/2/2018 to 4/3/2018	Holi Vacations
11 (5/3/2018 to 10/3/2018)	Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA
12 (12/3/2018 to 17/3/2018)	Foreign Exchange Markets: Nature, participants, Foreign Exchange Determinants (Taking queries and test)
13 (19/3/2018 to 24/3/2018)	Foreign Exchange Arrangements in India
14 (26/3/2018 to 31/3/2018)	Foreign Exchange Risk: Types and Management (Taking queries and test)
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Class: M. Com 2nd Semester
Subject: Strategic marketing

Week	Topics
1 (1/1/2018 to 6/1/2018)	Concept of Strategies Strategic Marketing planning process
2 (8/1/2018 to 13/1/2018)	Corporate Growth Strategies
3 (15/1/2018 to 20/1/2018)	Business Strategies and their Marketing Implications
4 (22/1/2018 to 27/1/2018)	Environment Analysis Group Discussion
5 (29/1/2018 to 3/2/2018)	Industry and Competitors analysis
6 (5/2/2018 to 10/2/2018)	SWOT Analysis Portfolio Analysis
7 (12/2/2018 to 17/2/2018)	Market Segmentation, Targeting and positioning
8 (19/2/2018 to 24/2/2018)	Marketing Strategies for new market entries
(26/2/2018 to 27/2/2018)	Revisions
28/2/2018 to 4/3/2018	Holi Vacations

9 (5/3/2018 to 10/3/2018)	Marketing Strategies for mature markets and declining markets
10 (12/3/2018 to 17/3/2018)	Relationship between Different Business Strategies
11 (19/3/2018 to 24/3/2018)	Marketing Mix Group Discussions
12 (26/3/2018 to 31/3/2018)	Marketing Strategies implementations Controlling Marketing Strategies
13 (2/4/2018 to 7/4/2018)	Revisions

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: M. Com 2nd Semester

Subject: Financial Management and Policy

Week	Topics
1 (1/1/2018 to 6/1/2018)	Orientation of the students Topic 1 -Introduction to Financial Management
2 (8/1/2018 to 13/1/2018)	Topic 2 – Time Value of Money
3 (15/1/2018 to 20/1/2018)	Topic 3 – Financial Forecasting Activity Class (group discussion/presentation/role playing/group activity)
4 (22/1/2018 to 27/1/2018)	Topic 4 – Sources of finance
5 (29/1/2018 to 3/2/2018)	Topic 5- Cost of Capital – Debenture
6 (5/2/2018 to 10/2/2018)	Topic 6- Cost of Capital – Preference Shares
7 (12/2/2018 to 17/2/2018)	Topic 7- Cost of Capital - Equity
8 (19/2/2018 to 24/2/2018)	Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)
9 (26/2/2018 to 27/2/2018)	Topic 8 Working Capital Management

10 28/2/2018 to 4/3/2018	Topic 8 Working Capital Management (Topic Continued after taking queries from previous lecture)
11 (5/3/2018 to 10/3/2018)	Topic 9 – Capital Budgeting Decisions Activity Class (group discussion/presentation/role playing/group activity)
12 (12/3/2018 to 17/3/2018)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)
13 (19/3/2018 to 24/3/2018)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture) Topic 10- Risk Analysis
14 (26/3/2018 to 31/3/2018)	Topic 10- Risk Analysis
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2017-18

Class and Section: M. Com 2nd Semester

Subject: Corporate Accounting

Week	Topics
1 (1/1/2018 to 6/1/2018)	Topic 1 – Issue and Forfeiture of Shares Problem Solving Session
2 (8/1/2018 to 13/1/2018)	Topic 1 – Issue and Forfeiture of Shares (Topic Continued after taking queries from previous lecture) Topic 2 – Valuation of Shares Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
3 (15/1/2018 to 20/1/2018)	Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture) Topic 3 – Final Accounts of Companies Problem Solving Session Class Test
4 (22/1/2018 to 27/1/2018)	Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture) Topic 4 – Amalgamation Problem Solving Session
5 (29/1/2018 to 3/2/2018)	Topic 4 – Amalgamation (Topic Continued after taking queries from previous lecture) Topic 5 – Absorption and External Reconstruction Problem Solving Session Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (5/2/2018 to 10/2/2018)	Topic 5 – Absorption and External Reconstruction (Topic Continued after taking queries from previous lecture) Topic 6 – Internal Reconstruction Problem Solving Session Class Test
7 (12/2/2018 to 17/2/2018)	Topic 6 – Internal Reconstruction (Topic Continued after taking queries from previous lecture) Topic 7 – Human Resource Accounting Problem Solving Session
8 (19/2/2018 to 24/2/2018)	Topic 8 – Lease Accounting Activity Class (group discussion/presentation/role playing/group activity /case study) Class Test

(26/2/2018 to 27/2/2018)	Revisions
28/2/2018 to 4/3/2018	Holi Vacations
9 (5/3/2018 to 10/3/2018)	Topic 9 – Consolidated Financial Statement of Holding and subsidiary Companies Problem Solving Session
10 (12/3/2018 to 17/3/2018)	Topic 10 – Consolidated Financial Statement of Holding and subsidiary Companies (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
11 (19/3/2018 to 24/3/2018)	Topic 11 – Corporate Financial Reporting Topic 12 – Social Reporting Class Test
12 (26/3/2018 to 31/3/2018)	Topic 13 – Segment, Periodic and Environment Reporting Topic 14 – Recent trends in corporate Reporting and Harmonisation in Corporate Reports Problem Solving Session
13 (2/4/2018 to 7/4/2018)	Problem Solving Session Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class: M.COM 2nd Semester

Subject: Business statistics

Week	Topics
1 (01-01-2018 to 06-01-2018)	Multiple regression Solve practical questions and give written assignment
2 (08-01-2018 to 13-01-2018)	Take queries of previous topic Multiple Correlation Give assignment for practice for homework
3 (15-01-2018 to 20-01-2018)	Index Number Class activity (student presentation/group discussion/class test etc)
4 (22-01-2018 to 2 7-01-2018)	Test of adequacy Class test
5 (29-01-2018 to 03-02-2018)	Chain base Index Number Give assignment for practice for homework
6 (05-02-2018 to 10-02-2018)	Base Shifting Splicing

	<p>Deflating</p> <p>Class activity (student presentation/group discussion/class test etc)</p>
<p>7</p> <p>(12-02-2018 to 17-02-2018)</p>	<p>Problems in construction Index Number, consumer price index</p> <p>Take queries of previous topic</p> <p>Solve practical questions and give written assignment</p>
<p>8</p> <p>(19-02-2018 to 24-02-2018)</p>	<p>Time series Analysis</p> <p>Give assignment for practice for homework</p>
<p>9</p> <p>(26-02-2018 to 27-02-2018)</p>	<p>Models of Time Series</p> <p>Class activity (student presentation/group discussion/class test etc)</p>
<p>10</p> <p>(05-03-2018 to 10-03-2018)</p>	<p>Methods of constructing index number</p>
<p>11</p> <p>(12-03-2018 to 17-03-2018)</p>	<p>Theory of Probability</p> <p>Give assignment for practice for homework</p>
<p>12</p> <p>(19-03-2018 to 24-03-2018)</p>	<p>Additional and Multiplication theorem</p> <p>Conditional Probability and Bayes theorem</p> <p>Solve practical questions and give written assignment</p>
<p>13</p> <p>(26-03-2018 to 31-03-2018)</p>	<p>Probability distribution</p> <p>Class activity (student presentation/group discussion/class test etc)</p>

14 (02-04-2018 to 07-04-2018)	Binomial distribution Poisson distribution
15 09-04-2018 to 13-04-2018	Normal distribution and its parameter Class activity (student presentation/group discussion/class test etc)


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Lesson Plan

M.COM 3rd

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2017-2018

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2017-18 (odd Semester)

Class and Section:
Subject:

M. Com 3rd Semester
Advanced Financial Management

Week	Topics
1 15/7/2017-22/7/2017	Introduction of Financial Management
2 24/7/2017-29/7/2017	Scope and Objectives of Financial Management (Group discussion /presentation)
3 31/7/2017-5/8/2017	Dividend Decisions-Meaning of Dividend, Types of Dividends Dividend Policy, Types of Dividend Policy
4 7/8/2017-12/8/2017	Factor Effecting Dividend policy, Approaches of Dividend policy (Taking queries and Test)
5 14/8/2017-19/8/2017	Issue of Bonus Share and Procedural and legal aspects of Dividend policy
6 21/8/2017-26/8/2017	Buy Back of Shares (Group discussion /presentation)
7 28/8/2017-2/9/2017	Capital Structure, Factor affecting Capital structure decision
8 4/9/2017-9/9/2017	Different Theories of Capital Structure (Taking queries and Test)
9 11/9/2017-16/9/2017	Breakeven point, Indifference curve
10 18/9/2017-23/9/2017	EBIT-EPS Analysis (Taking queries and Test)

11 25/9/2017-30/9/2017	Leverage, Corporate Restructuring (Group discussion /presentation) (Taking queries and Test)
12 3/10/2017-7/10/2017	Merger, acquisition and takeover Procedural and legal aspects of Merger and takeover Valuation and financing of mergers and acquisitions
13 9/10/2017-14/10/2017	Post-merger problems & reorganization Taxation and financial aspects of mergers, takeover defense. An Overview of Mergers and takeovers in India
14 23/10/2017- 28/10/2017	Financial Restructuring and reorganization (Group discussion /presentation)
15 30/10/2017-4/11/2017	Financial Management of Sick Units (Group discussion /presentation)
16 6/11/2017-13/11/2017	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2017-18 (odd Semester)

Class and Section:
Subject:

M. Com 3rd Semester
Financial Institutions and Markets

Week	Topics
1 15/7/2017-22/7/2017	Orientation of the students Topic 1 -Introduction to Financial System
2 24/7/2017-29/7/2017	Topic 2 - Money Market Topic 3 - Capital Market - Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 31/7/2017-5/8/2017	Topic 4 - Capital Market - Primary Market
4 7/8/2017-12/8/2017	Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)
5 14/8/2017-19/8/2017	Topic 5 - Capital Market - Secondary Market
6 21/8/2017-26/8/2017	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)
7 28/8/2017-2/9/2017	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
8 4/9/2017-9/9/2017	Topic 6 – Role of SEBI Topic 7 - Capital Market – Government Securities Market
9 11/9/2017-16/9/2017	Topic 8 – Introduction to Development of banks Topic 9 – Types of Development Banks Activity Class (group discussion/presentation/role playing/group activity)
10 18/9/2017-23/9/2017	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)

11 25/9/2017-30/9/2017	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
12 3/10/2017-7/10/2017	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
13 9/10/2017-14/10/2017	Topic 10- Merchant Banking
14 23/10/2017- 28/10/2017	Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
15 30/10/2017-4/11/2017	Topic 11 – Mutual Funds
16 6/11/2017-13/11/2017	Topic 11 – Mutual Funds (Topic Continued after taking queries from previous lecture)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:

M.COM IIIrd Semester

Subject:

Advertising Management

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the Students Topic 1- Advertising- Introduction
2 (24-07-2017 to 29-07-2017)	Topic 1- Advertising- Introduction Continued After Taking Queries from previous lecture
3 (31-07-2017 to 05-08-2017)	Topic 2- Communication Process Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (07-08-2017 to 12-08-2017)	Topic 3- Advertising and Communication Mix Class Test
5 (14-08-2017 to 19-08-2017)	Topic 4- Economic And Social Aspects of Advertising
6 (21-08-2017 to 26-08-2017)	Topic 5- Ethical Aspects of Advertising Activity Class- (Group Discussion/Presentation/case study/Group Activity)
7 (28-08-2017 to 02-09-2017)	Topic 6- Objectives of Advertising DAGMAR Approach
8 (04-09-2017 to 09-09-2017)	Topic 7- Advertising Budget Queries from Previous Chapter
9 (11-09-2017 to 16-09-2017)	Topic 8- Message Designing and Ad Copy development Activity Class- (Slogans/Jingles writing)
10 (18-09-2017 to 23-09-2017)	Topic 8- Message Designing and Ad Copy development Topic Continued After Taking Queries from previous lecture

<p>11 (25-09-2017 to 30-09-2017)</p>	<p>Activity Class- (Ad Copy Designing)</p> <p>Topic 9- Types of Advertising Media Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>12 (03-10-2017 to 07-10-2017)</p>	<p>Topic 10- Media Planning And Scheduling Class Test- Message Designing and Ad Copy development</p>
<p>13 (09-10-2017 to 14-10-2017) (15-10-2017 to 22-10-2017)</p>	<p>Topic 11- Advertising Agency And Its Role Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p> <p>Diwali Vocations</p>
<p>14 (23-10-2017 to 28-10-2017)</p>	<p>Topic 12- Client Agency Relationship and Agency Remuneration Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (30-10-2017 to 4-11-2017)</p>	<p>Topic 13- Measuring Advertising Effectiveness</p>
<p>16 (06-11-2017 to 13-11-2017)</p>	<p>Topic 13- Measuring Advertising Effectiveness Topic Continued After Taking Queries from previous lecture Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2017-18 (odd Semester)

Class and Section:
Subject:

M. Com 3rd Semester
Applications of Statistical Methods in Business

Week	Topics
1 15/7/2017- 22/7/2017	Orientation of the students Introduction of Probability and non-probability methods
2 24/7/2017- 29/7/2017	Probability and non-probability methods (Topic Continued after taking queries from previous lecture) Sampling and Non Sampling Errors Precision, Accuracy and Efficiency of sampling methods Activity Class (group discussion/presentation/role playing/group activity)
3 31/7/2017- 5/8/2017	Law of large number Central Limit theorem Sampling distribution (Practice session and taking queries)
4 7/8/2017- 12/8/2017	Hypothesis and Large Sampling Test-Z Test Taking Class Test For Practice
5 14/8/2017- 19/8/2017	Small Sampling Test- T Test, F Test (Practice session and taking queries) (Assignment Given for Practice)
6 21/8/2017- 26/8/2017	Continue Small Sampling Test- T Test, F Test

7 28/8/2017- 2/9/2017	Non- parametric Tests: Chi-square tests- goodness of fit, independence, homogeneity and equality of population proportions Activity Class (group discussion/presentation/role playing/group activity)
8 4/9/2017- 9/9/2017	Continue Non- parametric Tests: Chi-square tests- goodness of fit, independence, homogeneity and equality of population proportions (Practice session and taking queries) (Class test for practice)
9 11/9/2017- 16/9/2017	Other non- parametric tests- sign test, sign test for paired observations, Wilcoxin signed-rank tests, Wald-Wolfowitz test, Krushal Wallis H test.
10 18/9/2017- 23/9/2017	Estimation (Practice session and taking queries) (Class test for practice)
11 25/9/2017- 30/9/2017	Statistical Quality Control: Statistical control of quality; causes of Variations in quality; Quality control charts; Purpose and logic of their constructions; Control charts for variables-X Charts and R Charts.
12 3/10/2017- 7/10/2017	Control charts for variables-X Charts and R Charts.
13 9/10/2017- 14/10/2017	Continues previous topic Statistical Quality Control: Statistical control of quality; causes of Variations in quality; Quality control charts; Purpose and logic of their constructions; Control charts for variables-X Charts and R Charts.
14 23/10/2017- 28/10/2017	Advanced Statistical Techniques: ANOVA (Practice session and taking queries)
15 30/10/2017- 4/11/2017	Continue Advanced Statistical Techniques: ANOVA
16 6/11/2017- 13/11/2017	discriminant analysis, factor analysis & cluster analysis. Activity Class (group discussion/presentation/role playing/group activity)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class:

M.COM IIIrd Semester

Subject:

Entrepreneurial Development

Week	Topics
1 (15-07-2017 to 22-07-2017)	Orientation of the Students Topic - Introduction of Entrepreneurship: Nature and Scope
2 (24-07-2017 to 29-07-2017)	Topic - Introduction of Entrepreneurship: Nature and Scope Factor Affecting Entrepreneurial Growth Continued After Taking Queries from previous lecture
3 (31-07-2017 to 05-08-2017)	Topic - Stress Management Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (07-08-2017 to 12-08-2017)	Topic - EDPs Class Test
5 (14-08-2017 to 19-08-2017)	Topic - Small Enterprises & Ownership Structure Discussion of Research Paper
6 (21-08-2017 to 26-08-2017)	Topic - Market Survey & Opportunity Identification Registration Procedure Reserved Items For SSI
7 (28-08-2017 to 02-09-2017)	Topic – Project Selection For SSI Business opportunity for SSI Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (04-09-2017 to 09-09-2017)	Topic - Data Collection For Small Ventures Queries from Previous Chapter
9 (11-09-2017 to 16-09-2017)	Topic – Project Report Preparation Managerial and Operational Aspect for Small Business
10	Topic- Human Relation & Performance in Organization

(18-09-2017 to 23-09-2017)	Class Test
11 (25-09-2017 to 30-09-2017)	Topic- Institution Supporting Entrepreneurial Growth Assignment Discussion
12 (03-10-2017 to 07-10-2017)	Topic- Concept of Ecology Environmental Concepts & Case Study
13 (09-10-2017 to 14-10-2017)	Topic – Air, Noise & Water Pollution Standards and Control
(15-10-2017 to 22-10-2017)	Diwali Vacations
14 (23-10-2017 to 28-10-2017)	Topic – Personal Protection Equipment for Safety of Work Place Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (30-10-2017 to 4-11-2017)	Topic- Activity on Environmental Issues
16 (06-11-2017 to 13-11-2017)	Revision


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Lesson Plan

M.COM 4th

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2017-2018

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: M. Com 4th Semester

Subject: Corporate Tax Planning and Management

Week	Topics
1 (1/1/2018 to 6/1/2018)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
2 (8/1/2018 to 13/1/2018)	Tax planning reference to setting up a new business
3 (15/1/2018 to 20/1/2018)	Forms of business organization, location, aspects and nature of business
4 (22/1/2018 to 27/1/2018)	Computation of total income and tax liability of companies
5 (29/1/2018 to 3/2/2018)	Computation of total income and tax liability of companies (Taking queries and test)
6 (5/2/2018 to 10/2/2018)	Tax Planning and financial management decision regarding Capital structure and Dividend policy (Group discussion/presentation)
7 (12/2/2018 to 17/2/2018)	Tax Planning and financial management decision regarding Inter corporate dividend and Bonus Share

8 (19/2/2018 to 24/2/2018)	Tax Planning and managerial decision regarding own and lease (Group discussion/presentation)
9 (26/2/2018 to 27/2/2018)	Tax Planning and managerial decision regarding sale of assets used for scientific research (Group discussion/presentation)
10 28/2/2018 to 4/3/2018	Make or buy decision (Class Test)
11 (5/3/2018 to 10/3/2018)	shut down and continue decision
12 (12/3/2018 to 17/3/2018)	Tax issues and planning in respect of Amalgamation (Taking queries and test)
13 (19/3/2018 to 24/3/2018)	Tax issues and planning in respect of Merger and acquisitions
14 (26/3/2018 to 31/3/2018)	Revision
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class and Section: M. Com 4th Semester

Subject: Project Planning and Control

Week	Topics
1 (1/1/2018 to 6/1/2018)	Orientation of the students Topic 1 – Investment Opportunities
2 (8/1/2018 to 13/1/2018)	Topic 2 – Environmental Scanning Topic 3 – Government Regulatory Framework Activity Class (group discussion/presentation/role playing/group activity)
3 (15/1/2018 to 20/1/2018)	Topic 4 – Market and Demand Analysis
4 (22/1/2018 to 27/1/2018)	Topic 5 – Technical Analysis
5 (29/1/2018 to 3/2/2018)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
6 (5/2/2018 to 10/2/2018)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
7 (12/2/2018 to 17/2/2018)	Topic 6- Cost of Project and means of financing
8 (19/2/2018 to 24/2/2018)	Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)
9 (26/2/2018 to 27/2/2018)	Topic 7 Capital Structure Planning
10	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)

28/2/2018 to 4/3/2018	
11 (5/3/2018 to 10/3/2018)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
12 (12/3/2018 to 17/3/2018)	Topic 8 Financial Institutions
13 (19/3/2018 to 24/3/2018)	Topic 9 Social Cost Benefit Analysis
14 (26/3/2018 to 31/3/2018)	Topic 10 Project Review and Control
15 (2/4/2018 to 7/4/2018)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18)

Class:

M.COM IVth Semester

Subject:

Sales Management

Week	Topics
1 (01-01-2018 to 06-01-2018)	Introduction of Syllabus Basics of sales
2 (08-01-2018 to 13-01-2018)	Topic-1 Sales Management – An Introduction
3 (15-01-2018 to 20-01-2018)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-(I Can Sell Anything)
4 (22-01-2018 to 2 7-01-2018)	Topic-3 Sales Planning Class Test
5 (29-01-2018 to 03-02-2018)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (05-02-2018 to 10-02-2018)	Topic-5 Sales Budget (Group Discussion)
7 (12-02-2018 to 17-02-2018)	Topic-6 Sales Organisation – Organising the Sales Efforts
8 (19-02-2018 to 24-02-2018)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (26-02-2018 to 27-02-2018)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
(28-02-2018 to 04-03-2018)	Break
10	Topic-9 Sales Force Management: Training, Development and Induction Case Studies

(05-03-2018 to 10-03-2018)	
11 (12-03-2018 to 17-03-2018)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (19-03-2018 to 24-03-2018)	Topic-12 Sales Meeting And Contents Topic-13 Control Process: Analysis of sales volume, Costs and Profitability
13 (26-03-2018 to 31-03-2018)	Topic-14 Controlling Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (02-04-2018 to 07-04-2018)	Topic- 15 Ethical Issues in Sales Management Revision of Chapters
15 09-04-2018 to 13-04-2018	Revision of Syllabus Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2017-18) even sem

Class: M.COM 4th Semester

Subject Service Marketing

Week	Topics
1 (01-01-2018 to 06-01-2018)	Service marketing –Concept,characteristics and classification
2 (08-01-2018 to 13-01-2018)	Take queries of previous topic Buying Process for services Student presentation on previous topic
3 (15-01-2018 to 20-01-2018)	Consumer expectation of services Class activity (student presentation/group discussion/class test etc)
4 (22-01-2018 to 2 7-01-2018)	Consumer perception of services Class test
5 (29-01-2018 to 03-02-2018)	Service Quality Student presentation on previous topic
6 (05-02-2018 to 10-02-2018)	Relationship Marketing Service Market Segmentation Customer retention strategy

	Class activity (student presentation/group discussion/class test etc)
7 (12-02-2018 to 17-02-2018)	Service Development Process Service blueprinting Take queries of previous topic give written assignment
8 (19-02-2018 to 24-02-2018)	Service Delivery Customers feedback Service recovery
9 (26-02-2018 to 27-02-2018)	Physical environment of services Pricing of services Approaches of Pricing Class activity (student presentation/group discussion/class test etc)
10 (05-03-2018 to 10-03-2018)	Distribution of service channels Key intermediaries
11 (12-03-2018 to 17-03-2018)	Managing Service Employees Give assignment for homework
12 (19-03-2018 to 24-03-2018)	Revision Class test Student presentation

13 (26-03-2018 to 31-03-2018)	Managing service customers and enhancing customer participation Customer protection Ethics in Services Class activity (student presentation/group discussion/class test etc)
14 (02-04-2018 to 07-04-2018)	Customer protection
15 09-04-2018 to 13-04-2018	Ethics in Services Class activity (student presentation/group discussion/class test etc)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2017-18)

Class:


M.COM IIIrd Semester

Subject:

Strategic HRM

Week	Topics
1 (01-01-2018 to 06-01-2018)	Introduction Topic- Concept Of Strategies and Characteristics
2 (08-01-2018 to 13-01-2018)	Topic- Approaches of Strategic Decision Making Strategic Management Process
3 (15-01-2018 to 20-01-2018)	Topic- Developing of Strategic Mission Setting of Objectives Topic Continued After Taking queries from Previous Lecture
4 (22-01-2018 to 27-01-2018)	Topic- Environmental Appraisal Concept & Components Group Activity- Presentation/Group Discussion
5 (29-01-2018 to 03-02-2018)	Topic- Analyzing of external environment Organization Appraisal
6 (05-02-2018 to 10-02-2018)	Topic-Dynamic of Internal Environment Topic Continued After Taking queries from Previous Lecture
7 (12-02-2018 to 17-02-2018)	Topic-Methods and Technique of organizational Appraisal Discussion on Research Paper Writing
8 (19-02-2018 to 24-02-2018)	Topic-Dynamics of Internal Environment Methods and techniques of organizational Appraisal
9 (26-02-2018 to 27-02-2018)	Topic- Generic Strategic Alternative Stability, Expansion, Retrenchment & Combination Strategies
10 (05-03-2018 to 10-03-2018)	Topic- Variation Strategies Internal & External Alternatives Class Test
11	Topic- Variation Strategies Horizontal & Vertical Alternatives

(12-03-2018 to 17-03-2018)	Group Activity- Presentation/Group Discussion
12	Topic- International Level Strategic Alternative
(19-03-2018 to 24-03-2018)	Topic- Strategic Choice Process, Technique & Marginal Factors
13	Topic: Strategic Implementation, Organisation Learning
(26-03-2018 to 31-03-2018)	Class Activity: Case Studies
14	Topic- Strategy and Structural Decision Topic- Strategic Evaluation
(02-04-2018 to 07-04-2018)	Topic- Behavioral Issue in Implementation
15	Topic- Operational Decisions
(09-04-2018 to 13-04-2018)	


(Dr. Mukta Jain)
HOD Commerce
Dyal Singh College, Karnal