

**DEPARTMENT  
OF  
COMMERCE**

**Lesson Plan**  
**B.COM 1<sup>ST</sup> SEM**  
**2018-2019**

**Dyal Singh College, Karnal**  
**Session: 2018-19**  
**Lesson Plan**

Class: B.com, Semester 1

Subject: BC-101 (Financial Accounting- I)

| <b>Week</b>                               | <b>Topics</b>  |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation to Students<br>Meaning, need, objectives & scope of Financial accounting   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Book-keeping and accounting<br>Branches of accounting<br>Accounting principles: concepts and conventions                     |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Accounting cycle and accounting equation<br>Journal; rules of journalizing<br>Ledger & Trial Balance                         |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Rectification of Errors  |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic Continued after taking queries from previous lecture<br>Suspense Account<br>Effect of Rectification on Profit          |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Capital and Revenue: Concept and classification of income<br>Capital and Revenue expenditure<br>Capital and Revenue Receipts |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Depreciation provisions and reserves: concept and classification<br>Methods of depreciation accounting.                      |

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| <p style="text-align: center;"><b>8</b></p> <p>(27-08-2018 to<br/>01-09-2018)</p>  | <p>Final Accounts: manufacturing, trading, profit &amp; loss account</p> <p>Balance sheet</p>              |
| <p style="text-align: center;"><b>9</b></p> <p>(03-09-2018 to<br/>08-09-2018)</p>  | <p>Topic of Final Accounts Continued</p> <p>Adjustment Entries</p>   |
| <p style="text-align: center;"><b>10</b></p> <p>(10-09-2018 to<br/>15-09-2018)</p> | <p>Topic of Final Accounts Continued</p>   |
| <p style="text-align: center;"><b>11</b></p> <p>(17-09-2018 to<br/>22-09-2018)</p> | <p>Revision and Class Test</p>   |
| <p style="text-align: center;"><b>12</b></p> <p>(24-09-2018 to<br/>29-09-2018)</p> | <p>Accounts of Non-profit Organizations</p>  |
| <p style="text-align: center;"><b>13</b></p> <p>(01-10-2018 to<br/>06-10-2018)</p> | <p>Topic continued after taking queries from previous lecture</p>  |
| <p style="text-align: center;"><b>14</b></p> <p>(08-10-2018 to<br/>13-10-2018)</p> | <p>Consignment Accounts: accounting records</p> <p>Normal and abnormal Loss: Valuation of unsold stock</p> |
| <p style="text-align: center;"><b>15</b></p> <p>(15-10-2018 to<br/>20-10-2018)</p> | <p>Topic continued after taking queries from previous lecture</p>  |
| <p style="text-align: center;"><b>16</b></p> <p>(22-10-2018 to<br/>27-10-2018)</p> | <p>Revision</p>  |
| <p style="text-align: center;"><b>17</b></p> <p>(29-10-2018 to<br/>05-11-2018)</p> | <p>Revision</p>  |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan (2018-19)**

**Class:**

**B.com 1st Semester**

**Subject:**

**Micro Economics**

| <b>Week</b>                               | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the students<br>Topic 1 - Economics – Introduction   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture)<br>Topic 2 – Micro and Macro Economics<br>Activity Class (group discussion on recent topic in Economics) |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic 3 – Theory of Demand<br>Topic 4 – Elasticity of Demand  |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Topic 4 – Elasticity of Demand<br>(Topic Continued after taking queries from previous lecture)<br>Class Test  |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic 5 – Production Function And Law of Production<br>Activity (Discussion on impact of share market in Economy)   |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Topic 5 – Production Function And Law of Production<br>(Topic Continued after taking queries from previous lecture)<br>Topic 6 – Theory of cost   |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture)<br>Activity (Presentation/Group Discussion/Quiz)  |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018) | Topic 7 – Price Determination Under Perfect Competition   |

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| <p><b>9</b><br/>(03-09-2018 to<br/>08-09-2018)</p>  | <p>Discussion on previous lecture/Class test/ Group Discussion/ Presentation</p>   |
| <p><b>10</b><br/>(10-09-2018 to<br/>15-09-2018)</p> | <p>Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition</p>  |
| <p><b>11</b><br/>(17-09-2018 to<br/>22-09-2018)</p> | <p>Topic 9 – Price Determination Under Monopoly<br/>(After taking query of previous Chapter)<br/>Class Test<br/>Activity (Group Discussion/ presentation)</p>                  |
| <p><b>12</b><br/>(24-09-2018 to<br/>29-09-2018)</p> | <p>Topic 10 - Price Determination Under Monopolistic Competition<br/>(After taking query of previous Chapter)<br/>Class Test</p>   |
| <p><b>13</b><br/>(01-10-2018 to<br/>06-10-2018)</p> | <p>Topic 11 – Cardinal Utility Analysis<br/>(After taking query of previous Chapter)<br/><br/>(Group Discussion/ Presentation)</p>   |
| <p><b>14</b><br/>(08-10-2018 to<br/>13-10-2018)</p> | <p>Topic 11 – Cardinal Utility Analysis<br/>(Topic Continued after taking queries from previous lecture)<br/>Class Test<br/>Activity (Group Discussion/ Presentation/Quiz)</p> |
| <p><b>15</b><br/>(15-10-2018 to<br/>20-10-2018)</p> | <p>Topic 12 – Indifference Curve Approach<br/><br/>Activity (Presentation/ Group Discussion)</p>   |
| <p><b>16</b><br/>(22-10-2018 to<br/>27-10-2018)</p> | <p>Topic 12 – Indifference Curve Approach ((Topic Continued after taking queries from previous lecture)<br/>Activity (Presentation/Group Discussion/Quiz)<br/>Class Test</p>   |
| <p><b>17</b><br/>(29-10-2018 to<br/>05-11-2018)</p> | <p>Revision</p>  |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2018-19)

**Class: B.Com 1st Semester**

**Subject: Principles of Business Management**

| <b>Week</b>                               | <b>Topics</b>  |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the students<br>Topic 1 - Introduction to Management  |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic - 1 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture)<br>Topic 2 – Management: An Introduction<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic 3 – Management as Science, Art and Profession<br><br>Test of Chapter No 1  |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Topic 4– Approaches to Management<br>Topic Continued after taking queries from previous lecture  |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic 5 – Planning: Concept and Importance<br>Topic Continued after taking queries from previous lecture<br><br>Activity Class (group discussion/presentation/role playing/group activity)   |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Topic 6- Types of Plans<br><br>Test of Planning: Concept and Importance  |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Topic 7– Organising: Principles and Formal vs. Informal Organisation<br><br>Topic Continued after taking queries from previous lecture   |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018) | Topic 8– Organisation Structure: Meanings d Types<br><br>Topic Continued after taking queries from previous lecture  |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018) | Topic 9– Delegation of Authority: Meaning, Advantages and Barriers<br><br>Topic Continued after taking queries from previous lecture   |
| <b>10</b>                                 | Topic 10- Decentralisation and Centralisation  |

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| (10-09-2018 to<br>15-09-2018)              | Test of Delegation of Authority  |
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic 11- Staffing: Concept and Scope<br><br>Topic Continued after taking queries from previous lecture  |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic 12- Directing: Principles and Elements<br><br>Topic Continued after taking queries from previous lecture   |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic 13- Motivation: Meaning, Importance and Approaches<br><br>Topic Continued after taking queries from previous lecture   |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic 14- Leadership: Approaches and Styles<br><br>Topic Continued after taking queries from previous lecture  |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic 15 Controlling Process<br><br>Topic 16- Control Techniques: Traditional and Modern<br><br>Topic Continued after taking queries from previous lecture                               |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Topic 13- Measuring Advertising Effectiveness<br>Topic Continued After Taking Queries from previous lecture<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision   |



**DYAL SINGH COLLEGE, KARNAL**

**Session: 2018-19**

**Lesson Plan**

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

**Subject: Business Communication**

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(13-07-2018 to 14-07-2018) | Orientation of the students<br>Business Communication (Introduction)   |
| 2<br>(16-07-2018 to 21-07-2018) | Topic 1- Business communication- Meaning<br>Topic 2- Forms of electronic communication<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 3<br>(23-07-2018 to 28-07-2018) | Topic 3- Models and processes of communication<br>Theories of communication  |
| 4<br>(30-07-2018 to 04-08-2018) | Topic 4- Corporate Communication   |
| 5<br>(06-08-2018 to 11-08-2018) | Topic 4- Corporate Communication (Contd..)<br>Topic 5- Audience Analysis<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)                |
| 6<br>(13-07-2018 to 18-08-2018) | Topic 6- Formal and informal communication network   |
| 7<br>(20-08-2018 to 25-08-2018) | Topic 7- Communication barriers<br>Improving Communication<br>Topic Continued after taking queries from previous lecture   |
| 8<br>(27-08-2018 to 01-09-2018) | Topic 8- Effective presentation skills- Introduction<br>Class Test   |
| 9<br>(03-09-2018 to 08-09-2018) | Topic 8- Effective presentation skills- Individual and group Presentation<br>Topic Continued after taking queries from previous lecture                              |

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| <p>10<br/>(10-09-2018 to 15-09-2018)</p> | <p>Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing<br/>Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p> |
| <p>11<br/>(17-09-2018 to 22-09-2018)</p> | <p>Topic 10- Self development and communication<br/>Development of positive attitude<br/>Topic Continued after taking queries from previous lecture</p>  |
| <p>12<br/>(24-09-2018 to 29-09-2018)</p> | <p>Topic 11- SWOT Analysis<br/>Body language: Kinesics, proxemics and para language<br/>Problem Solving Session</p>  |
| <p>13<br/>(01-10-2018 to 06-10-2018)</p> | <p>Topic 12- Principles of effective listening: Oral, written and video session<br/>Problem Solving Session</p>  |
| <p>14<br/>(08-10-2018 to 13-10-2018)</p> | <p>Topic 13- Interviewing skills : Appearing and conducting<br/>Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>  |
| <p>15<br/>(15-10-2018 to 20-10-2018)</p> | <p>Topic 14- Writing resume and business letters<br/>Problem solving session</p>   |
| <p>16<br/>(22-10-2018 to 27-10-2018)</p> | <p>Topic 15- Etiquettes in verbal, written and online communication<br/>Class Test</p>   |

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| 17<br>(29-10-2018 to 05-11-2018) | Revision and doubt session |
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# **Lesson Plan**

**B.COM 2<sup>nd</sup>**

**SEM**

**2018-2019**

**Dyal Singh College, Karnal**  
**Session: 2018-19**  
**Lesson Plan**

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

| <b>Week</b>                        | <b>Topics</b>  |
|------------------------------------|--|
| 1<br>(01-01-2019 to<br>05-01-2019) | Branch Accounts: Dependent branch<br>Debtor's system   |
| 2<br>(07-01-2019 to<br>12-01-2019) | Branch Accounts: Stock and Debtor system   |
| 3<br>(14-01-2019 to<br>19-01-2019) | Branch Accounts: Final accounts<br>Branch Accounts: Wholesale Branch   |
| 4<br>(21-01-2019 to<br>25-01-2019) | Class Test   |
| 5<br>(28-01-2019 to<br>02-02-2019) | Hire purchase and installment purchase system<br>Concept and legal provisions regarding hire-purchase contract                 |
| 6<br>(04-02-2019 to<br>09-02-2019) | Accounting records for goods of substantial sale value   |
| 7<br>(11-02-2019 to<br>16-02-2019) | Class Test   |
| 8<br>(18-02-2019 to<br>23-02-2019) | Partnership account: characteristics of partnership<br>Partnership deed; final accounts; adjustment after closing the accounts |
| 9<br>(25-02-2019 to<br>02-03-2019) | Fixed and Fluctuating capital<br>Goodwill, Joint life policy, Change in profit sharing ratio                                   |

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| 10<br>(04-03-2019 to<br>09-03-2019) | Reconstitution of partnership firm: Admission of a Partner            |
| 11<br>(11-03-2019 to<br>16-03-2019) | Reconstitution of partnership firm: Retirement and Death of a partner |
| 12<br>(25-03-2019 to<br>30-03-2019) | Dissolution of partnership: Modes & Accounting treatment              |
| 13<br>(01-04-2019 to<br>06-04-2019) | Dissolution of partnership: Modes & Accounting treatment              |
| 14<br>(08-04-2019 to<br>13-04-2019) | Class Test and Revision   |
| 15<br><br>15-04-2019                | Class Test and Revision   |

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2018-19)

**Class:** B.COM 2<sup>nd</sup> Semester

**Subject:** (BC-202) Macro Economics

| Week                       | Topics   |
|----------------------------|--|
| 1<br>1-2019 to 05-01-2019) | 1 – Nature and Scope of Macro Economics  |
| 2<br>1-2019 to 12-01-2019) | 2 – Circular Flow of Income<br>ty : (class Test/Group Discussion)  |
| 3<br>1-2019 to 19-01-2019) | 3 – National Income: Concepts and Measurement<br>ty: (Class Test/ Presentation)                          |
| 4<br>1-2019 to 25-01-2019) | 3 – National Income: Concepts and Measurement<br>c Continued after taking queries from previous lecture) |
| 5<br>1-2019 to 02-02-2019) | 4 – Consumption Function<br>ty : (Group Discussion/Quiz)   |
| 6<br>2-2019 to 09-02-2019) | 4 – Consumption Function<br>c Continued after taking queries from previous lecture)                      |
| 7<br>2-2019 to 16-02-2019) | 5 – Investment Function<br>ty : (Group Discussion/Quiz)  |
| 8<br>2-2019 to 23-02-2019) | 6 – Multiplier<br>ty: (Class Test/Presentation)  |

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| 9<br>2-2019 to 02-03-2019   | 7- Principal of Acceleration<br>ty : (Group Discussion/Quiz)                                       |
| 10<br>3-2019 to 09-03-2019) | 8 – National Income Determination in a Three Sector<br>d Economy<br>ty: (Class Test/ Presentation) |
| 11<br>3-2019 to 16-03-2019) | 9 – Inflation<br>ty : (Group Discussion/Quiz)  |
| 12<br>3-2019 to 30-03-2019) | 10 – Business Cycles<br>Test   |
| 13<br>4-2019 to 06-04-2019) | 11- Classical Theory Of Income and Employment<br>ty: (Class Test/ Presentation)                    |
| 14<br>4-2019 to 13-04-2019) | 12 – Keynesian Theory of Income and Employment<br>ty : (Group Discussion/Quiz)                     |
| 15<br>15-04-2019            | ion  |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class:**

**B.Com 2nd Semester**

**Subject: Fundamentals of Marketing**



| <b>Week</b>                         | <b>Topics</b>   |
|-------------------------------------|---|
| 1<br>(01-01-2019 to<br>05-01-2019)  | Topic 1: Marketing: An Introduction   |
| 2<br>(07-01-2019 to<br>12-01-2019)  | Topic 2: Marketing Concepts   |
| 3<br>(14-01-2019 to<br>19-01-2019)  | Class Test<br>Topic 1: Marketing<br>Topic 3: Marketing Management   |
| 4<br>(21-01-2019 to<br>25-01-2019)  | Topic 4: Marketing Mix  |
| 5<br>(28-01-2019 to<br>02-02-2019)  | Topic 5: Marketing Environment<br>Presentation of students  |
| 6<br>(04-02-2019 to<br>09-02-2019)  | Topic 6: Market Segmentation (Topic Continued after taking queries from previous lecture)                               |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Class Test<br>Topic 7 Consumer Behaviour (Topic Continued after taking queries from previous lecture)                   |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Class Test<br>Topic 8: Product<br>Topic 9: Product Mix Strategies   |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic 10: Branding, Packaging and Labelling<br>(Topic Continued after taking queries from previous lecture)             |
| 10<br>(04-03-2019 to<br>09-03-2019) | Class Test<br>Topic 11: Product Life Cycle<br>(Topic Continued after taking queries from previous lecture)              |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic 12: New Product Development Process<br>(Topic Continued after taking queries from previous lecture)<br>Class Test |
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic 13: Product Pricing<br><br>Class Test   |

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|-------------------------------------|---------------------------------|
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic 14: Product Mix           |
| 14<br>(08-04-2019 to<br>13-04-2019) | Topic 15: Distribution Channels |
| 15<br>(15-04-2019 to<br>20-04-2019) | Revision and Tests              |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2018-19**

**Class and Section: B. Com Semester-2<sup>nd</sup>**

**Subject: Business Environment of Haryana**

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1 – Haryana economy: nature, characteristics and problems  |
| 2<br>(07-01-2019 to 12-01-2019) | Topic 2 – concept of economic development<br>Topic3- State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio.<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 3<br>(14-01-2019 to 19-01-2019) | Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)   |
| 4<br>(21-01-2019 to 25-01-2019) | Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy<br>Class Test  |
| 5<br>(28-01-2019 to 02-02-2019) | Topic 5 – Measures for development in agriculture, crop insurance.<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 6<br>(04-02-2019 to 09-02-2019) | Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance<br>Class Test  |

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|----------------------------------|---|
| 7<br>(11-02-2019 to 16-02-2019)  | Topic 7 – credit needs of farmers; sources of credit: institutional and non-institutional sources<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 8<br>(18-02-2019 to 23-02-2019)  | Topic 8 – NABARD<br>Topic 9 – rural indebtedness: causes, consequences and debt relief measures.<br>Activity Class (group discussion/presentation/role playing/group activity /case study)  |
| 9<br>(25-02-2019 to 02-03-2019)  | Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges<br>Class Test   |
| 10<br>(04-03-2019 to 09-03-2019) | Topic 11 – SEZ, Growth of MNCs in Haryana.<br>Activity Class (group discussion/presentation/role playing/group activity /case study)  |
| 11<br>(11-03-2019 to 16-03-2019) | Topic 12 – Role of HSIIDC, HFC<br>Class test  |
| 12<br>(25-03-2019 to 30-03-2019) | Topic 13 – HAFED, HKVIB<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 13<br>(01-04-2019 to 06-04-2019) | Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization.   |
| 14<br>(08-04-2019 to 13-04-2019) | Activity Class (group discussion/presentation/role playing/group activity /case study<br>Revision and Tests   |
| 15<br>15-04-2019                 | Revision and Tests  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section: B. Com 2nd Semester**

**Subject: Income Tax Law-II**

| <b>Week</b>                   | <b>Topics</b>   |
|-------------------------------|---|
| 1<br>(1/1/2019 to 5/1/2019)   | Deductions under section 80C-80U                        |
| 2<br>(7/1/2019 to 12/1/2019)  | Deductions  |
| 3<br>(14/1/2019 to 19/1/2019) | Agriculture Income                                      |
| 4<br>(21/1/2019 to 25/1/2019) | Total Income of Individual                              |
| 5<br>(28/1/2019 to 2/2/2019)  | Total Income of HUF                                     |
| 6<br>(4/2/2019 to 9/2/2019)   | Total Income of Firm<br>(Taking queries and class test) |
| 7<br>(11/2/2019 to 16/2/2019) | Income Tax Authorities                                  |

|                                   |  |
|-----------------------------------|--|
| 8<br>(18/2/2019 to<br>23/2/2019)  | Procedure of assessment                                    |
| 9<br>(25/2/2019 to<br>2/3/2019)   | Procedure of assessment<br>(Taking queries and class test) |
| 10<br>( 4/3/2019 to 9/3/2019)     | TDS and TCS  |
| 11<br>(11/3/2019 to<br>16/3/2019) | Rebate and relief of tax                                   |
| 12<br>(17/3/2019 to<br>24/3/2019) | Advance Payment of Tax<br>(Taking queries and class test)  |
| 13<br>(25/3/2019 to<br>30/3/2019) | Recovery of Tax  |
| 14<br>(1/4/2019 to 6/4/2019)      | Refund of Tax  |
| 15<br>(8/4/2019 to<br>13/4/2019)  | Revision   |
| 16<br>(15/4/2019 )                | Revision   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2018-19**

**Class and Section: B. Com (Taxation) Semester-2<sup>nd</sup>**

**Subject: Goods & Services Tax-I**

| <b>Week</b>                     | <b>Topics</b>   |
|---------------------------------|---|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1- GST: meaning, taxable person, levy and collection of GST |

|                                  |   |
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| 2<br>(07-01-2019 to 12-01-2019)  | Topic 2 –composition levy, power to grant exemption from tax; GST rates<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 3<br>(14-01-2019 to 19-01-2019)  | Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration                                      |
| 4<br>(21-01-2019 to 25-01-2019)  | Topic 3 – special provisions relating to casual taxable person and non-resident taxable person<br>Class Test  |
| 5<br>(28-01-2019 to 02-02-2019)  | Topic 3 –amendment of registration; cancellation of registration; revocation of cancellation of registration<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                    |
| 6<br>(04-02-2019 to 09-02-2019)  | Topic 4 – Time and place of supply of goods and services, value of taxable supply<br>Class Test   |
| 7<br>(11-02-2019 to 16-02-2019)  | Topic 5 – Input tax credit: Introduction<br>Activity Class (group discussion/presentation/role playing/group activity /case study)  |
| 8<br>(18-02-2019 to 23-02-2019)  | Topic 5 – Input tax credit: eligibility and conditions for taking input tax credit; apportionment of credit and blocked credits<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 9<br>(25-02-2019 to 02-03-2019)  | Topic 5 – availability of credit in special circumstances<br>Class Test   |
| 10<br>(04-03-2019 to 09-03-2019) | Topic 5 – taking input tax credit in respect of inputs and capital goods sent for job-work<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                                      |
| 11<br>(11-03-2019 to 16-03-2019) | Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess.<br>Class test  |

|                                  |   |
|----------------------------------|---|
| 12<br>(25-03-2019 to 30-03-2019) | Topic 6 – Tax invoice credit and debit note: Performa<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 13<br>(01-04-2019 to 06-04-2019) | Revision and Tests  |
| 14<br>(08-04-2019 to 13-04-2019) | Activity Class (group discussion/presentation/role playing/group activity /case study<br>Revision and Tests                                     |
| 15<br>15-04-2019                 | Revision and Tests  |

  
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**HOD Commerce**  
**Dyal Singh College, Karnal**

**Lesson Plan**  
**B.COM 3<sup>rd</sup> SEM**  
**2018-2019**



**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session 2018-19**

**Class and Section: B.Com 3<sup>rd</sup>sem**

**Subject: Corporate Accounts**

| <b>Week</b>                                | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018)  | Orientation<br>Issue of shares                               |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018)  | Forfeiture and re- issue of shares                           |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018)  | Book building concept and its process                        |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018)  | Issue of right shares and bonus shares<br>Buy back of shares |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018)  | Numerical assessment and revision<br>Test of previous topics |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018)  | Issue of preference shares                                   |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018)  | Redemption of preference shares                              |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Test and numerical assessment                                |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Issue of debentures  |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | Redemption of debentures                                     |

|  |   |
|--|---|
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Test of debentures<br>Introduction to final accounts                  |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Continuation of final accounts  |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Introduction of Amalgamation of companies                             |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Continuation of amalgamation of companies                             |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Numerical assessment and revision along with doubt clearing session   |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Internal reconstruction   |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Test of internal reconstruction<br>Doubt solving sessions<br>Revision |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2018-19)

**Class:**

**B.Com 3<sup>rd</sup> Semester**

**Subject:**

**Business Statistics - I**

| <b>Week</b>                                | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(13-07-2018 to 14-<br>07-2018) | Orientation of the students<br>Topic 1 - Introduction to Statistics  |
| <b>2</b><br>(16-07-2018 to 21-<br>07-2018) | Topic 2 – Collection of Data<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>3</b>                                   | Topic 3 – Measures of Central Tendency   |

|   |  |
|---|--|
| (23-07-2018 to 28-07-2018)              |  |
| <b>4</b><br>(30-07-2018 to 04-08-2018)  | Topic 3 – Measures of Central Tendency<br>Topic Continued after taking queries from previous lecture<br><br>Class Test |
| <b>5</b><br>(06-08-2018 to 11-08-2018)  | Topic 3 – Measures of Central Tendency<br>Topic Continued after taking queries from previous lecture<br><br>Class Test |
| <b>6</b><br>(13-08-2018 to 18-08-2018)  | Topic 3 – Measures of Central Tendency<br>(Geometric Mean and Harmonic Mean)   |
| <b>7</b><br>(20-08-2018 to 25-08-2018)  | Topic 4 – Measures of Dispersion   |
| <b>8</b><br>(27-08-2018 to 01-09-2018)  | Topic Continued after taking queries from previous lecture   |
| <b>9</b><br>(03-09-2018 to 08-09-2018)  | Topic 4 – Measures of Dispersion<br><br>Topic Continued after taking queries from previous lecture<br><br>Class Test   |
| <b>10</b><br>(10-09-2018 to 15-09-2018) | Topic – 5 Index Numbers – 1  |
| <b>11</b><br>(17-09-2018 to 22-09-2018) | Topic – 5 Index Numbers – 1<br><br>Class Test  |
| <b>12</b><br>(24-09-2018 to 29-09-2018) | Topic – 5 Index Numbers – 2<br>Topic Continued after taking queries from previous lecture                              |
| <b>13</b><br>(01-10-2018 to 06-10-2018) | Topic – 6 Time Series Analysis - 1   |
| <b>14</b><br>(08-10-2018 to 13-10-2018) | Topic – 6 Time Series Analysis -2  |
| <b>15</b><br>(15-10-2018 to 20-10-2018) | Topic – 6 Time Series Analysis -3  |
| <b>16</b><br>(22-10-2018 to 27-10-2018) | Revision (1-3) and Class Tests   |

**17**  
(29-10-2018 to 05-  
11-2018)

Revision (4-6) and Class Tests

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session 2018-19**

**Class and Section: B.Com 3rd Semester**

**Subject: Business Law**

| <b>Week</b>                               | <b>Topics</b>  |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of business law  |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Introduction to valid contracts  |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Elements of valid contract<br>Proposal of contract                       |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Acceptance and revocation<br>Contractual capacity of parties             |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Contractual capacity of parties contd...<br>Free consent of parties      |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Lawful consideration and object<br>Agreements expressly declared as void |

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|---|--|
| <p style="text-align: center;"><b>7</b><br/>(20-08-2018 to<br/>25-08-2018)</p>  | <p>Legal formalities – written and registered<br/>Contingent contracts</p>         |
| <p style="text-align: center;"><b>8</b><br/>(27-08-2018 to<br/>01-09-2018)</p>  | <p>Performance of contracts<br/>Discharge of contracts</p>                         |
| <p style="text-align: center;"><b>9</b><br/>(03-09-2018 to<br/>08-09-2018)</p>  | <p>Implied, Quasi or Constructive contracts</p>                                    |
| <p style="text-align: center;"><b>10</b><br/>(10-09-2018 to<br/>15-09-2018)</p> | <p>Consequences of breach of contract<br/>Contracts of indemnity and guarantee</p> |
| <p style="text-align: center;"><b>11</b><br/>(17-09-2018 to<br/>22-09-2018)</p> | <p>Contract of pledge and agency</p>   |
| <p style="text-align: center;"><b>12</b><br/>(24-09-2018 to<br/>29-09-2018)</p> | <p>Sale of goods act-1930<br/>Contract of sale</p>                                 |
| <p style="text-align: center;"><b>13</b><br/>(01-10-2018 to<br/>06-10-2018)</p> | <p>Conditions and warranties</p>   |
| <p style="text-align: center;"><b>14</b><br/>(08-10-2018 to<br/>13-10-2018)</p> | <p>Transfer of property or ownership</p>   |
| <p style="text-align: center;"><b>15</b><br/>(15-10-2018 to<br/>20-10-2018)</p> | <p>Performance of the contract- delivery and payment<br/>Unpaid seller</p>         |
| <p style="text-align: center;"><b>16</b><br/>(22-10-2018 to<br/>27-10-2018)</p> | <p>Suits for breach of contract</p>  |
| <p style="text-align: center;"><b>17</b><br/>(29-10-2018 to<br/>05-11-2018)</p> | <p>Consumer protection act, 1986</p>   |

**Dyal Singh College, Karnal**  
**Session: 2018-19**  
**Lesson Plan**

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

| <b>Week</b>                               | <b>Topics</b>  |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Meaning of Company   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Characteristics of Companies<br>Types of Companies<br>Class Activity (Group Discussion/Presentation/Role Playing/Group activity)                                 |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic Continued after taking queries from previous lecture<br>Conversion of private into public company & vice versa.  |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Promotion and incorporation of companies: Basic Concepts<br>Promoters: legal position, duty, liability and remuneration<br>Class Test                            |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic Continued after taking queries from previous lecture<br>Company and pre-incorporation contracts<br>Incorporation procedure                                 |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses<br>Class Activity (Group Discussion/Presentation/Role Playing/Group activity) |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Contents of Articles of Association<br>Model forms and alteration in Articles of Association   |

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| <p style="text-align: center;"><b>8</b></p> <p>(27-08-2018 to<br/>01-09-2018)</p>  | <p>Doctrine of indoor management</p> <p>Doctrine of Constructive notice</p> <p>Class Test</p>   |
| <p style="text-align: center;"><b>9</b></p> <p>(03-09-2018 to<br/>08-09-2018)</p>  | <p>Meaning of Prospectus</p> <p>Contents and formalities of prospectus</p> <p>Abridged prospectus</p> <p>Deemed prospectus</p>  |
| <p style="text-align: center;"><b>10</b></p> <p>(10-09-2018 to<br/>15-09-2018)</p> | <p>Red herring &amp; shelf prospectus</p> <p>Misstatement and remedies</p> <p>Liabilities for misstatements</p> <p>Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p> |
| <p style="text-align: center;"><b>11</b></p> <p>(17-09-2018 to<br/>22-09-2018)</p> | <p>Revision and Class Test</p>  |
| <p style="text-align: center;"><b>12</b></p> <p>(24-09-2018 to<br/>29-09-2018)</p> | <p>Types of Share Capital</p> <p>Issue and allotment of shares and debentures</p>   |
| <p style="text-align: center;"><b>13</b></p> <p>(01-10-2018 to<br/>06-10-2018)</p> | <p>Share Certificate</p> <p>Share warrant</p> <p>Reduction of share capital</p> <p>Buy-back of shares</p>   |
| <p style="text-align: center;"><b>14</b></p> <p>(08-10-2018 to<br/>13-10-2018)</p> | <p>Transfer &amp; transmission of shares and debentures</p> <p>Class Test</p>   |

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| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Depository system<br>Borrowing powers and debentures<br>Class Test |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Revision   |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2018-19**

**Class and Section:**

**B. Com 3rd Semester**

**Subject:**

**Indian Financial System**

| <b>Week</b>                         | <b>Topics</b>   |
|-------------------------------------|---|
| 1<br>(13/7/2018<br>to<br>14/7/2018) | Orientation of the students<br>Introduction to Indian financial System                                |
| 2<br>(16/7/2018<br>to<br>21/7/2018) | Nature and role of financial System<br>Financial System and Economic Development                      |
| 3<br>(23/7/2018<br>to<br>28/7/2018) | Financial Markets<br>Financial Instruments  |
| 4<br>(30/7/2018<br>to 4/8/2018)     | Instruments of Money Market<br>Functions of Money Market<br>Class (Group Discussion and Presentation) |
| 5<br>(6/8/2018 to<br>11/8/2018)     | Primary Market<br>Secondary Market  |
| 6<br>(13/8/2018<br>to<br>18/8/2018) | Depository System<br>NSDL<br>CDSL   |



|  |   |
|--|---|
| 7<br>(20/8/2018<br>to<br>25/8/2018)    | Formation of SEBI<br>Recent Developments  |
| 8<br>(27/8/2018<br>to 1/9/2018)        | Debt Market<br>Presentations  |
| 9<br>(3/9/2018 to<br>8/9/2018)         | Reserve Bank of India<br>Credit Creation  |
| 10<br>(10/9/2018<br>to<br>15/9/2018)   | Methods Of Credit Control<br>Revision of above topics                             |
| 11<br>(17/22/2018<br>to<br>22/9/2018)  | Commercial Banking in India<br>Recent Developments in Commercial Banking in India |
| 12<br>(24/9/2018<br>to<br>29/7/2018)   | Problem of Non-performing Assets in Commercial Banks                              |
| 13<br>(1/10/2018<br>to<br>6/10/2018)   | Payment Banks<br>E-banking in India   |
| 14<br>(8/10/2018<br>to<br>13/10/2018)  | Development Banks   |
| 15<br>(15/10/2018<br>to<br>20/10/2018) | Payment Banks and E-Banking<br>(Group discussion /presentation)                   |
| 16<br>(22/10/2018<br>to<br>27/10/2018) | Revision  |
| 17<br>(29/10/2018<br>to<br>5/11/2018)  | Revision  |

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2018-19**

**Lesson Plan**

**Class and Section: B.Com Semester 3rd**

**Subject: Rural Marketing**

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(13-07-2018 to 14-07-2018) | Orientation of the students<br>Introduction to Rural Marketing   |
| 2<br>(16-07-2018 to 21-07-2018) | Topic 1- Introduction (Topic continued)<br>Meaning, Nature, Characteristics and Opportunities of Rural Marketing<br>Rural Marketing in India<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 3<br>(23-07-2018 to 28-07-2018) | Topic 1- Revision<br>Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.   |
| 4<br>(30-07-2018 to 04-08-2018) | Test<br>Topic 2- Rural Consumer Behaviour  |
| 5<br>(06-08-2018 to 11-08-2018) | Topic 3-Segmentation of Rural Market<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |
| 6<br>(13-07-2018 to 18-08-2018) | Topic 3- Segmentation of Rural Market (Contd..)<br>Topic Continued after taking queries from previous lecture  |
| 7<br>(20-08-2018 to 25-08-2018) | Topic 4- Rural Marketing Mix Class Test  |
| 8<br>(27-08-2018 to 01-09-2018) | Presentation and Revision<br>Topic 5- Difference in Rural and Urban market<br>Problems in Rural Marketing Topic Continued after taking queries from previous lecture   |
| 9<br>(03-09-2018 to 08-09-2018) | Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |

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| <p>10<br/>(10-09-2018 to 15-09-2018)</p> | <p>Topic 6- Product planning, pricing, promotion and management of distribution channel for marketing of durables and non-durables in rural areas<br/>Topic Continued after taking queries from previous lecture</p> |
| <p>11<br/>(17-09-2018 to 22-09-2018)</p> | <p>Topic 6- Planning and organising personal selling in rural market</p>   |
| <p>12<br/>(24-09-2018 to 29-09-2018)</p> | <p>Revision of Topics (5 and 6)</p>  |
| <p>13<br/>(01-10-2018 to 06-10-2018)</p> | <p>Topic 7- Innovation in Rural Market<br/>Topic 8- E-commerce in Rural Market<br/>Class Tests</p>   |
| <p>14<br/>(08-10-2018 to 13-10-2018)</p> | <p>Topic 8- E-Choupal and other similar initiatives in rural market<br/>Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>  |
| <p>15<br/>(15-10-2018 to 20-10-2018)</p> | <p>Revision and Tests</p>  |
| <p>16<br/>(22-10-2018 to 27-10-2018)</p> | <p>Revision and Tests</p>  |

|                                  |                    |
|----------------------------------|--------------------|
| 17<br>(29-10-2018 to 05-11-2018) | Revision and Tests |
|----------------------------------|--------------------|

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2018-19**

**Lesson Plan**

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

**Subject: Foreign Trade of India**

| <b>Week</b>                        | <b>Topics</b>  |
|------------------------------------|--|
| 1<br>(13-07-2018 to<br>14-07-2018) | Orientation of the students  |
| 2<br>(16-07-2018 to<br>21-07-2018) | Topic 1 – India’s Foreign Trade: Trends and Composition (Topic Continued after taking queries from previous lecture)<br>Topic 2 – Direction of Foreign Trade<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 3<br>(23-07-2018 to<br>28-07-2018) | Topic 3 – Balance of Payments<br>Class Test  |
| 4<br>(30-07-2018 to<br>04-08-2018) | Topic 4 – World Trade Organization<br>Revision and Class test - Oral   |
| 5<br>(06-08-2018 to<br>11-08-2018) | Topic 5 – Foreign Market Selection<br>Activity Class (group discussion/presentation/role playing/group activity)   |
| 6<br>(13-07-2018 to<br>18-08-2018) | Topic 6 – Foreign Market Entry Modes<br>Revision and Class test - Oral   |
| 7<br>(20-08-2018 to<br>25-08-2018) | Topic 7 – International Product Planning<br>Activity Class (group discussion/presentation/role playing/group activity)   |

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| <p style="text-align: center;">8<br/>(27-08-2018 to<br/>01-09-2018)</p>  | <p>Topic 8 – International Product Life Cycle<br/>Class Test</p>  |
| <p style="text-align: center;">9<br/>(03-09-2018 to<br/>08-09-2018)</p>  | <p>Topic 9 – Export Procedures and Documentation<br/>Activity Class (group discussion/presentation/role playing/group activity /case study)</p>       |
| <p style="text-align: center;">10<br/>(10-09-2018 to<br/>15-09-2018)</p> | <p>Topic 10 – Incoterms/International Price Quotations<br/>Activity Class (group discussion/presentation/role playing/group activity /case study)</p> |
| <p style="text-align: center;">11<br/>(17-09-2018 to<br/>22-09-2018)</p> | <p>Topic 11 – Methods of International Payment<br/>Class Test</p>   |
| <p style="text-align: center;">12<br/>(24-09-2018 to<br/>29-09-2018)</p> | <p>Topic 12 – Foreign Trade Policy<br/><br/>Activity Class (group discussion/presentation/role playing/group activity /case study)</p>                |
| <p style="text-align: center;">13<br/>(01-10-2018 to<br/>06-10-2018)</p> | <p>Topic 13 – Special Economic Zones (SEZs)<br/>Class Test</p>  |
|  | <p>Topic 14 – Export Oriented Units(EOUs)<br/><br/>Topic 15 – Export Houses and Trading Houses<br/>Class Test - Oral</p>                              |

|                                     |   |
|-------------------------------------|---|
| 15<br>(15-10-2018 to<br>20-10-2018) | Topic 16 – World Bank<br><br>Topic 17 – International Monetary Fund (IMF)<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 16<br>(22-10-2018 to<br>27-10-2018) | Revision and Tests  |
| 17<br>(29-10-2018 to<br>05-11-2018) | Revision and Tests  |

## **DYAL SINGH COLLEGE, KARNAL**

Session: 2018-19

Lesson Plan

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

Subject: INCOME TAX LAW

| <b>Week</b>                               | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the students<br>Basic Concepts of Income Tax Law   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic 1- Assessment procedure<br>Assessment under section 143(1)<br>Regular assessment under section 143(2)<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic 1- Best judgement assessment<br>Class test  |
| <b>4</b><br>(23-07-2018 to<br>28-07-2018) | Presentation and group discussion   |

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|--|---|
| <b>5</b><br>(06-08-2018 to<br>11-08-2018)  | Topic 1- Income escaping assessment under section 148<br>Issue of notice where income has escaped assessment and time limit for notice<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>6</b><br>(13-07-2018 to<br>18-08-2018)  | Topic 1- Test<br>Time limit for completion of assessment and reassessment<br>Topic Continued after taking queries from previous lecture   |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018)  | Class test<br>Topic 2- Return of Income   |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Topic 2- Persons liable to file return<br>Return of loss<br>Revision and test<br>Topic Continued after taking queries from previous lecture   |
|  |   |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Topic 2- Belated Return filing<br>Revised return<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | Topic 2- Defective return<br>E-filing of return<br>Topic Continued after taking queries from previous lecture   |
| <b>11</b><br>17-09-2018 to<br>22-09-2018)  | Group activity<br>Topic 3- Filing of ITR (Income tax return)<br>Problem Solving Session   |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic 4- Penalty<br>Filing of ITR (Income tax return)<br>Problem Solving Session  |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic 5- Offences and Prosecutions<br>Revision and Class Test   |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic 6- Appeals to Income tax authority<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |

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| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic 7- Post assessment procedure<br>Topic 8- Refund- Who can claim and time limit for claiming refund<br>Problem solving session |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Topic 8- Refund on Appeal<br>Interest on Appeal<br>Class Test  |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision and doubt session   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class:**

**B.com 3<sup>rd</sup> Semester**

**Subject:**

**GST**



| <b>Week</b>                                | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018)  | Topic 1 - GST – Introduction   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018)  | Topic - 1 Accounts and Record (After taking queries from previous lecture)<br>Activity Class (Class discussion on GST impact on Economy)         |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018)  | Topic 2 - Various returns to be filled under GST   |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018)  | Topic 2 – Various returns to be filled under GST<br>(Topic Continued after taking queries from previous lecture)<br>Class Test                   |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018)  | Topic 3 – Payment of Tax<br>Activity (Class Discussion/case study)   |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018)  | Topic 3 – Payment of Tax<br>(Topic Continued after taking queries from previous lecture)<br>Class Test   |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018)  | Topic 4 – Reverse Charge Mechanism (RCM)<br>Activity (Presentation/Group Discussion)   |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Topic 5 – Interest Provision On Delayed Payment<br>(After taking a queries on previous chapter)  |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Discussion on previous Chapter/Class test/ Group Discussion/ Presentations   |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | Topic 6 – Assessment   |
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic 6 – Assessment<br>(Topic Continued after taking queries from previous lecture)<br>Class Test<br>Activity (Group Discussion/ presentations) |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic 7 Audit<br>Class Test  |

|  |  |
|--|--|
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic 8 – Inspection<br>(After taking query of previous Chapter)<br>(Group Discussion/ Presentations)  |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic 11 – Inspection<br>(Topic Continued after taking queries from previous lecture)<br>Class Test<br>Activity (Group Discussion/ Presentation/Quiz)          |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic 12 – Offences and Penalty<br>Activity (Presentation/ Group Discussion)   |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Topic 12 – Offences and Penalty<br>(Topic Continued after taking queries from previous lecture)<br>Activity (Presentation/Group Discussion/Quiz)<br>Class Test |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision   |

  
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**Lesson Plan**  
**B.COM 4thSEM**  
**2018-2019**

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2018-19**  
**Class and Section: B. Com Semester-4<sup>th</sup>**  
**Subject: Corporate Accounting - II**

| <b>Week</b>                     | <b>Topics</b>   |
|---------------------------------|---|
| 1<br>(01-01-2019 to 05-01-2019) | Orientation and introduction of new syllabus  |
| 2<br>(07-01-2019 to 12-01-2019) | introduction to valuation of goodwill and explaining the topic                                  |
| 3<br>(14-01-2019 to 19-01-2019) | test of valuation of goodwill<br>introduction to different kinds of shares and their benefits   |
| 4<br>(21-01-2019 to 25-01-2019) | concept of valuation of shares, its calculation based on simple problems                        |
| 5<br>(28-01-2019 to 02-02-2019) | test of valuation of shares<br>introduction of holding companies and balance sheet of a company |
| 6<br>(04-02-2019 to 09-02-2019) | accounts of holding companies   |
| 7<br>(11-02-2019 to 16-02-2019) | preparation of consolidated balance sheet   |
| 8<br>(18-02-2019 to 23-02-2019) | preparation of consolidated balance sheet along with one subsidiary company                     |
| 9<br>(25-02-2019 to 02-03-2019) | accounts of holding company along with the relevant provisions of accounting standard 21.       |

|                                  |   |
|----------------------------------|---|
| 10<br>(04-03-2019 to 09-03-2019) | doubt session<br>test of holding company.<br>introduction to banking organizations.               |
| 11<br>(11-03-2019 to 16-03-2019) | accounts of banking organizations with practical questions<br>introduction to insurance companies |
| 12<br>(25-03-2019 to 30-03-2019) | accounts of insurance companies   |
| 13<br>(01-04-2019 to 06-04-2019) | doubt session<br>test of insurance company both practical and theory                              |
| 14<br>(08-04-2019 to 13-04-2019) | liquidation of companies - theory and practical   |
| 15<br>15-04-2019                 | doubt solving session<br>test of full syllabus  |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2018-19)

**Class:**

**B.Com 4<sup>th</sup> Semester**

**Subject:**

**Business Statistics - II**

| Week                               | Topics   |
|------------------------------------|--|
| 1<br>(01-01-2019 to<br>05-01-2019) | Topic 1: Simple Correlation – Introduction                                 |
| 2<br>(07-01-2019 to<br>12-01-2019) | Topic 1: Simple Correlation<br>(Karl Pearson's Coefficient of Correlation) |
| 3<br>(14-01-2019 to<br>19-01-2019) | Class Test<br>Topic 1: Simple Correlation<br>(Rank Correlation)            |

|                                     |   |
|-------------------------------------|---|
| 4<br>(21-01-2019 to<br>25-01-2019)  | Topic 1: Simple Correlation<br>(Concurrent Deviation Method, Probable and Standard Error)<br>Class Test                 |
| 5<br>(28-01-2019 to<br>02-02-2019)  | Topic 2: Regression Analysis  |
| 6<br>(04-02-2019 to<br>09-02-2019)  | Topic 2: Regression Analysis (Topic Continued after taking queries from<br>previous lecture)                            |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Class Test<br>Topic 2: Regression Analysis (Topic Continued after taking queries from<br>previous lecture)              |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Class Test<br>Topic 3: Probability - I  |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic 3: Probability - I<br>(Topic Continued after taking queries from previous lecture)                                |
| 10<br>(04-03-2019 to<br>09-03-2019) | Class Test<br>Topic 3: Probability - I<br>(Topic Continued after taking queries from previous lecture)                  |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic 4: Probability - II (Bays' Theorem)<br>(Topic Continued after taking queries from previous lecture)<br>Class Test |
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic 5: Probability Distributions - I<br>(Binomial Distribution)<br><br>Class Test                                     |
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic 6: Probability Distributions - II<br>(Poisson Distribution)<br><br>Class Test                                     |
| 14<br>(08-04-2019 to<br>13-04-2019) | Topic 7: Probability Distributions - III<br>(Normal Distribution)<br><br>Class Test                                     |
| 15<br>(15-04-2019 to<br>20-04-2019) | Revision and Tests  |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2018-19**  
**Class and Section: B. Com Semester-4<sup>th</sup>**  
**Subject: Business Laws-II**

| <b>Week</b>                            | <b>Topics</b>  |
|--|--|
| 1<br>(01-01-2019<br>to 05-01-<br>2019) | introduction to negotiable act 1881<br>its features and its types  |
| 2<br>(07-01-2019<br>to 12-01-<br>2019) | negotiation, crossing and dishonor and discharge of negotiable instruments   |
| 3<br>(14-01-2019<br>to 19-01-<br>2019) | Indian partnership act, 1932<br>nature of firms, duties and rights of partners   |
| 4<br>(21-01-2019<br>to 25-01-<br>2019) | relation of partners to third parties, liabilities of firm and partner, minor  |
| 5<br>(28-01-2019<br>to 02-02-<br>2019) | reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration. |
| 6<br>(04-02-2019<br>to 09-02-<br>2019) | limited liability partnership act, 2008<br>its meaning and characteristics   |
| 7<br>(11-02-2019<br>to 16-02-<br>2019) | incorporation of LLP,<br>partners and the liability of LLP and partners.   |

|   |  |
|---|--|
| 8<br>(18-02-2019<br>to 23-02-<br>2019)  | accounts audit and taxation of LLPs<br>conversion to LLP from private co./ firm/unlisted company |
| 9<br>(25-02-2019<br>to 02-03-<br>2019)  | winding up and dissolution of LLP.   |
| 10<br>(04-03-2019<br>to 09-03-<br>2019) | Information technology act 2000.<br>its purpose, digital signature and electronic governance     |
| 11<br>(11-03-2019<br>to 16-03-<br>2019) | acknowledgement and dispatch of electronic records<br>certifying digital signature               |
| 12<br>(25-03-2019<br>to 30-03-<br>2019) | penalties and other provisions   |
| 13<br>(01-04-2019<br>to 06-04-<br>2019) | Right to information act, 2005   |
| 14<br>(08-04-2019<br>to 13-04-<br>2019) | important provisions of RTI act, 2005  |
| 15<br>15-04-2019                        | revision and test.   |



**Dyal Singh College, Karnal**  
**Session: 2018-19**  
**Lesson Plan**

Class: B.com, Semester 4  
Subject: BC 404 (Company Law- II)

| <b>Week</b>                            | <b>Topics</b>   |
|--|---|
| 1<br>(01-01-2019<br>to 05-01-<br>2019) | Membership in companies<br>Company management and administration  |
| 2<br>(07-01-2019<br>to 12-01-<br>2019) | Legal position of Directors<br>Qualification and Appointment of Directors   |
| 3<br>(14-01-2019<br>to 19-01-<br>2019) | Removal of Directors<br>Powers of Directors<br>Duties & liabilities of directors  |
| 4<br>(21-01-2019<br>to 25-01-<br>2019) | Managerial Remuneration<br>Key Management Personnel: Managing Director, Whole Time Director, Manager  |
| 5<br>(28-01-2019<br>to 02-02-<br>2019) | Company Secretary: Role, appointment, duties, liabilities, rights and dismissal<br>Class Activity (Group Discussion/Presentation/Role Playing/Group activity) |
| 6<br>(04-02-2019<br>to 09-02-<br>2019) | Meetings: kinds of meetings, requisites of a valid meeting  |
| 7<br>(11-02-2019<br>to 16-02-<br>2019) | Authority, notice & agenda, quorum, chairperson & conduct of meeting<br>Resolutions<br>Minutes & Proxy  |

|   |  |
|---|--|
| 8<br>(18-02-2019<br>to 23-02-<br>2019)  | Dividend; accounts of companies; audit & auditors        |
| 9<br>(25-02-2019<br>to 02-03-<br>2019)  | Class Test and Revision                                  |
| 10<br>(04-03-2019<br>to 09-03-<br>2019) | Prevention of oppression & mismanagement                 |
| 11<br>(11-03-2019<br>to 16-03-<br>2019) | Compromise, Arrangement, Reconstruction and Amalgamation |
| 12<br>(25-03-2019<br>to 30-03-<br>2019) | Meaning of Winding up<br>Modes of winding up             |
| 13<br>(01-04-2019<br>to 06-04-<br>2019) | Procedure and Consequences of winding up                 |
| 14<br>(08-04-2019<br>to 13-04-<br>2019) | Class Test and Revision                                  |
| 15<br>15-04-2019                        | Class Test and Revision                                  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2018-19**

**Class and Section:**

**B. Com 4th Semester**

**Subject:**

**Computerized Accounting System**

| <b>CWEEKS</b>                    | <b>Topics</b>   |
|----------------------------------|---|
| 1<br>(1/1/2019 to<br>5/1/2019)   | Orientation of the students<br><br>Introduction to Tally      |
| 2<br>(7/1/2019 to<br>12/1/2019)  | Creation of Company-Licensing ,Tally Vault , Security Control |
| 3<br>(14/1/2019 to<br>19/1/2029) | Splitting Company Data, Backup and restore                    |
| 4<br>(21/1/2019 to<br>25/1/2019) | Voucher entry<br><br>Test                                     |
| 5<br>(28/1/2019 to<br>2/2/2019)  | Accounting –Budget  |
| 6<br>(4/2/2019 to<br>9/2/2019)   | Test and revision   |
| 7<br>(11/2/2019 to<br>16/2/2019) | Accounting – Cost centre                                      |
| 8<br>(18/2/2019 to<br>23/2/2019) | Currency- Debit Note and Credit Note                          |
| 9<br>(25/2/2019 to<br>2/3/2019)  | Practicals on Debit note and credit note                      |

|                                   |   |
|-----------------------------------|---|
| 10<br>(4/3/2019 to<br>9/3/2019)   | Interest calculation                                |
| 11<br>(11/3/2019 to<br>16/3/2019) | Balance Sheet and Profit and loss<br><br>Practicals |
| 12<br>(25/3/2019 to<br>30/3/2019) | Introduction to payroll                             |
| 13<br>(1/4/2019 to<br>6/4/2019)   | Payroll Masters<br><br>Revision                     |
| 14<br>(8/4/2019 to<br>13/4/2019)  | Advanced Payroll Transactions                       |
| 15<br>(15/4/2019 to<br>20/4/2019) | Revisions   |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2018-19**  
**Class and Section: B. Com Semester-4<sup>th</sup>**  
**Subject: Advertising**

| <b>Week</b>                     | <b>Topics</b>   |
|---------------------------------|---|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1 – Advertising: Meaning, Scope and functions   |
| 2<br>(07-01-2019 to 12-01-2019) | Topic 2 – Promotion mix and advertising<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 3<br>(14-01-2019 to 19-01-2019) | Topic 3 – Advertising Process<br>Topic 4- Communication process   |
| 4<br>(21-01-2019 to 25-01-2019) | Topic 5 – Types of advertising<br>Class Test  |
| 5<br>(28-01-2019 to 02-02-2019) | Topic 6 – Economic and social aspect of advertising<br>Topic 7 – Legal and ethical aspects of advertising<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 6<br>(04-02-2019 to 09-02-2019) | Topic 8 – Advertising objectives and DAGMAR Approach<br>Topic 9 – Advertising Budget<br>Class Test  |
| 7<br>(11-02-2019 to 16-02-2019) | Topic 10 – Creative aspect of advertising<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 8<br>(18-02-2019 to 23-02-2019) | Topic 11 – Types of advertising media<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |

|                                  |  |
|----------------------------------|--|
| 9<br>(25-02-2019 to 02-03-2019)  | Topic 12 – Media planning and scheduling<br>Class Test   |
| 10<br>(04-03-2019 to 09-03-2019) | Topic 13 – Advertising agency and its role<br><br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 11<br>(11-03-2019 to 16-03-2019) | Topic 14 – Client agency relationship and advertising department<br>Class test   |
| 12<br>(25-03-2019 to 30-03-2019) | Topic 15 – Advertising and consumer behaviour<br>Activity Class (group discussion/presentation/role playing/group activity /case study)  |
| 13<br>(01-04-2019 to 06-04-2019) | Topic 16- Measuring advertising effectiveness  |
| 14<br>(08-04-2019 to 13-04-2019) | Activity Class (group discussion/presentation/role playing/group activity /case study)<br>Revision and Tests                             |
| 15<br><br>15-04-2019             | Revision and Tests   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2018-19**

**Class and Section: B. Com(Hons.) Semester-4<sup>th</sup>**

**Subject: Entrepreneurship Development**

| <b>Week</b>                     | <b>Topics</b>                       |
|---------------------------------|-------------------------------------|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1 – Entrepreneur: An overview |

|                                     |  |
|-------------------------------------|--|
| 2<br>(07-01-2019 to<br>12-01-2019)  | Topic 2 – Entrepreneurship<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 3<br>(14-01-2019 to<br>19-01-2019)  | Topic 3 – Setting Up of a New Business   |
| 4<br>(21-01-2019 to<br>25-01-2019)  | Topic 4 – Life cycle of new business<br>Class Test   |
| 5<br>(28-01-2019 to<br>02-02-2019)  | Topic 5 – Environmental Factors Affecting A New Business<br>Topic 6 – Project Planning<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 6<br>(04-02-2019 to<br>09-02-2019)  | Topic 6 – Project Planning (Topic Continued after taking queries from previous lecture)<br>Topic 7 – Market and Demand Analysis<br>Class Test                                    |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Topic 8 – Capital and Project Cost<br>Activity Class (group discussion/presentation/role playing/group activity /case study)   |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Topic 9 – Sources of Finance<br>Topic 10 – Profit and Tax Planning<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                     |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic 11 – Entrepreneurship and development programs<br>Topic 12 – Institutional support to Entrepreneurship development<br>Class Test   |
| 10<br>(04-03-2019 to<br>09-03-2019) | Topic 13 – Government Support and Incentives to New Enterprises<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                        |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic 14 – Start up India<br>Class test  |

|                                     |  |
|-------------------------------------|--|
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic 15 – Skill India<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 13<br>(01-04-2019 to<br>06-04-2019) | Revision and Tests   |
| 14<br>(08-04-2019 to<br>13-04-2019) | Activity Class (group discussion/presentation/role playing/group activity /case study<br>Revision and Tests      |
| 15<br><br>15-04-2019                | Revision and Tests   |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2018-19)

**Class:**

**B.COM 4th Semester**

**Subject:**

**GST**

| Week                               | Topics  |
|------------------------------------|---|
| 1<br>(01-01-2019 to<br>05-01-2019) | Topic 1 - Introduction of GST   |
| 2<br>(07-01-2019 to<br>12-01-2019) | Topic 1 - Introduction of GST (Topic Continued after taking query from previous Chapter)<br>Overview and Administration of GST  |
| 3<br>(14-01-2019 to<br>19-01-2019) | Topic 2 – Haryana Goods and service act 2017 <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Taxable Event, Levy and collection, offences and Penalties</li> </ul> Activity (Group Discussion/Quiz)                      |
| 4<br>(21-01-2019 to<br>25-01-2019) | Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) <ul style="list-style-type: none"> <li>● Input Tax Credit</li> <li>● Registration</li> </ul> Activity: Class Test                |
| 5<br>(28-01-2019 to<br>02-02-2019) | Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) <ul style="list-style-type: none"> <li>● Returns, Assessment and Audit</li> </ul> Activity (Group Discussion/Quiz/Presentations) |
| 6                                  | Topic 3 – Integrated Goods and Service Tax Act, 2017  |




|                                     |   |
|-------------------------------------|---|
| (04-02-2019 to<br>09-02-2019)       | <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Taxable Event, Levy and collection, offences and Penalties</li> </ul> Activity (Group Discussion/Quiz/Presentations)   |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Topic 3 – Integrated Goods and Service Tax Act, 2017 (Topic Continued after taking query from previous Chapter) <ul style="list-style-type: none"> <li>● Returns, Assessment and Audit</li> </ul> Activity (Group Discussion/Quiz/Presentations)      |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Topic 4 – Union Territory Goods and Service Tax Act, 2017 <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Taxable Event, Levy and collection, offences and Penalties</li> </ul> Activity (Group Discussion/Quiz/Presentations)       |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic 4 – Union Territory Goods and Service Tax Act, 2017 (Topic Continued after taking query from previous Chapter) <ul style="list-style-type: none"> <li>● Returns, Assessment and Audit</li> </ul> Activity (Group Discussion/Quiz/Presentations) |
| 10<br>(04-03-2019 to<br>09-03-2019) | Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017<br>Activity: Class Test/Presentation   |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 (Topic Continued after taking query from previous Chapter)<br><br>Activity: Class Test/Presentation  |
| 12<br>(25-03-2019 to<br>30-03-2019) | Presentations/Class Test/Quiz   |
| 13<br>(01-04-2019 to<br>06-04-2019) | Presentations/Class Discussion/Quiz   |
| 14<br>(08-04-2019 to<br>13-04-2019) | Revision  |
| 15<br><br>15-04-2019                | Revision  |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2018-19**  
**Class and Section: B. Com (Taxation) Semester-4<sup>th</sup>**  
**Subject: Corporate Tax-I**

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1 – Corporate Tax: Introduction  |
| 2<br>(07-01-2019 to 12-01-2019) | Topic 2 – Assessment of Companies: Introduction<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                                    |
| 3<br>(14-01-2019 to 19-01-2019) | Topic 3 – Assessment of companies: Contd   |
| 4<br>(21-01-2019 to 25-01-2019) | Topic 4 – Corporate Taxation- Important definitions<br>Class Test  |
| 5<br>(28-01-2019 to 02-02-2019) | Topic 5 –Residential status and incidence of tax<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                                   |
| 6<br>(04-02-2019 to 09-02-2019) | Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture)<br>Class Test   |
| 7<br>(11-02-2019 to 16-02-2019) | Topic 6 – Tax management and Tax evasion<br>Topic 7-Tax avoidance and Tax planning<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 8<br>(18-02-2019 to 23-02-2019) | Topic 8 – Computation of Gross Total Income of companies<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                           |
| 9<br>(25-02-2019 to 02-03-2019) | Topic 8 – Computation of Gross Total Income of companies (Contd..)<br>Class Test   |

|                                  |   |
|----------------------------------|---|
| 10<br>(04-03-2019 to 09-03-2019) | Topic 9 – Deductions out of gross total income of companies<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                           |
| 11<br>(11-03-2019 to 16-03-2019) | Topic 10 – Computation of tax liability<br>Class test   |
| 12<br>(25-03-2019 to 30-03-2019) | Topic 11 – Minimum alternative tax (MAT)<br>Topic 12- Dividend distribution tax (DDT)<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 13<br>(01-04-2019 to 06-04-2019) | Topic 13- Tax on shipping tonnage income of companies   |
| 14<br>(08-04-2019 to 13-04-2019) | Activity Class (group discussion/presentation/role playing/group activity /case study<br>Revision and Tests   |
| 15<br>15-04-2019                 | Revision and Tests  |

  
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**Dyal Singh College, Karnal**

**Lesson Plan**

**B.COM 5th**

**SEM**

**2018-2019**

# Lesson Plan

**Class: B.Com 5th Semester**

**Subject: Cost Accounting (2018-19)**

| Week | Date                  | Topics   |
|------|-----------------------|--|
| 1    | July 13-14, 2018      | Orientation of the students and Introduction of the subject  |
|      |                       | Nature and Scope of Cost Accounting  |
|      | 15-Jul-18             | <b>Sunday</b>  |
| 2    | July 16-21, 2018      | <b>Cost Concept and classification methods and techniques</b>  |
|      |                       | Chapter Continued  |
|      |                       | <b>Accounting for Material – I</b>   |
|      |                       | Chapter Continued after taking queries from previous lecture<br>Activity Class (presentation/group discussion/role playing/group activity)   |
|      | 22-Jul-18             | <b>Sunday</b>  |
| 3    | July 23- 28, 2018     | Chapter Continued after taking queries from previous lecture   |
|      |                       | Problem solving session and Collecting notebooks for checking of numerical assignments   |
|      |                       | <b>Accounting for Material – II</b>  |
|      |                       | Chapter Continued after taking queries from previous lecture   |
|      | 29-Jul-18             | <b>Sunday</b>  |
| 4    | July 30- Aug. 4, 2018 | Chapter Continued after taking queries from previous lecture   |
|      |                       | Activity Class (group discussion/presentation/role playing/group activity)   |
|      | 05-Aug-18             | <b>Sunday</b>  |
| 5    | Aug. 6 -11, 2018      | <b>Accounting For Labour</b><br>Chapter continued after taking queries from previous lecture<br>Problem solving session and Collecting notebooks for checking of numerical assignments |

|   |                       |   |
|---|-----------------------|---|
|   | 12-Aug-18             | <b>Sunday</b>   |
| 6 | Aug. 13 -18, 2018     | <b>Overheads</b><br>Chapter<br>Continued after taking queries from previous lecture<br>Problem solving session and Collecting notebooks for checking of numerical assignments                   |
|   | 19-Aug-18             | <b>Sunday</b>   |
| 7 | Aug. 20 -25, 2018     | <b>Unit Costing</b><br>Chapter Continued after taking queries from previous lecture<br>Activity Class (group discussion/presentation/role playing/group activity)                               |
|   | 26-Aug-18             | <b>Sunday</b>   |
| 8 | Aug. 27- Sep. 1, 2018 | Chapter Continued after taking queries from previous lecture<br><b>Calculation of Quotation Price</b><br>Problem solving session and Collecting notebooks for checking of numerical assignments |
|   | 02-Sep-18             | <b>Sunday</b>   |

|    |                   |  |
|----|-------------------|--|
| 9  | Sep.3 -8, 2018    | <b>Job and Contract Costing</b><br>Chapter<br>Continued after taking queries from previous lecture   |
|    | 09-Sep-18         | <b>Sunday</b>  |
| 10 | Sep.10 -15, 2018  | Chapter Continued after taking queries from previous lecture<br>Problem solving session and Collecting notebooks for checking of numerical assignments |
|    | 16-Sep-18         | <b>Sunday</b>  |
| 11 | Sep.17-22, 2018   | <b>Process Costing</b><br>Chapter<br>Continued after taking queries from previous lecture  |
|    | 23-Sep-18         | <b>Sunday</b>  |
| 12 | Sep. 24 -29, 2018 | Chapter Continued after taking queries from previous lecture<br>Problem solving session and Collecting notebooks for checking of numerical assignments |
|    | 30-Sep-18         | <b>Standard Costing</b><br><b>Sunday</b>   |
| 13 | Oct. 1-6, 2018    | Chapter Continued after taking queries from previous lecture<br><b>Operating Costing</b>   |

|        |                          |   |
|--------|--------------------------|---|
|        |                          | Chapter<br>Continued after taking queries from previous lecture                       |
|        | 07-Oct-18                | <b>Sunday</b>   |
| 14     | Oct. 8-13, 2018          | Chapter Continued after taking queries from previous lecture<br><b>Cost<br/>Audit</b> |
|        | 14-Oct-18                | <b>Sunday</b>   |
| 15     | Oct. 15-20,<br>2018      | Revision and Tests  |
|        | 21-Oct-18                | <b>Sunday</b>   |
| 16     | Oct. 22-27,<br>2018      | Revision and Tests  |
|        | 28-Oct-18                | <b>Sunday</b>   |
| 1<br>7 | Oct. 29- Nov. 5,<br>2018 | Revision and Tests  |

**DYAL SINGH COLLEGE, KARNAL**  
**Session (2018-19)**  
**Lesson Plan**

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

| <b>Week</b>                    | <b>Topics</b>  |
|--------------------------------|--|
| 1<br>(13-07-18 to<br>14-07-18) | Orientation of the Students<br>Topic 1- Nature and scope of Financial Management   |
| 2<br>(16-07-18 to<br>21-07-18) | Topic-1 Objectives and significance of Financial Management<br>(Topic continued after taking queries from previous lecture)<br>Topic-2 Recent Developments in Financial Management<br>Activity Class (Group Discussion/presentation/role Playing/group<br>activity/case Study) |
| 3<br>(23-07-18 to<br>28-07-18) | Topic-3 Need & Importance, drafting a Financial Plan<br>Activity Class   |
| 4<br>(30-07-18 to<br>04-08-18) | Topic-4 Capitalization, Over-capitalization and Under-capitalization<br>(Oral Test from previous topics)   |

|                                 |  |
|---------------------------------|--|
| 5<br>(06-08-18 to<br>11-08-18)  | Topic-5 Financial forecasting: Meaning, Benefits and techniques of Financial Forecasting<br>Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)  |
| 6<br>(13-08-18 to<br>18-08-18)  | Topic-6 Sources of finance- short-term, Medium- term and Long-term<br>class test   |
| 7<br>(20-08-18 to<br>25-08-18)  | Topic-7 Cost of Capital : Significance, computation of cost of debt, equity & preference share capital   |
| 8<br>(27-08-18 to<br>01-09-18)  | Topic-7 Cost of Capital: computation of cost of retained earnings and weighted average cost of capital<br>(Topic continued after taking queries from previous lecture)             |
| 9<br>(03-09-18 to<br>08-09-18)  | Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure   |
| 9<br>(10-09-18 to<br>15-09-18)  | Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure<br>(Topic continued after taking queries from previous lecture) |
| 10<br>(17-09-18 to<br>22-09-18) | Topic-9 Capital Budgeting Decisions: Nature & Importance, Factors influencing capital expenditure decisions, techniques of capital budgeting                                       |
| 11<br>(24-09-18 to<br>29-09-18) | Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)  |
| 12<br>(01-10-18 to<br>06-10-18) | Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)  |
| 13<br>(08-10-18 to<br>13-10-18) | Topic-10 working Capital Management: Need, Types & determinants Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)                              |
| 14<br>(28-11-22 to<br>03-12-22) | Topic-10 working Capital Management: forecasting of working capital requirements<br>(Topic continued after taking queries from previous lecture)                                   |
| 15<br>(15-10-18 to<br>20-10-18) | Topic-11 Management of Cash  |
| 16<br>(22-10-18 to<br>27-10-18) | Revision and Class test  |
| 17<br>(19-10-18 to<br>05-11-18) | Revision   |



**DYAL SINGH COLLEGE, KARNAL****Session (2018-19)****Lesson Plan**

class : B.com Semester 5

Subject: GST

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(13-07-18 to<br>14-07-18)  | Orientation of Students<br>Topic-1 Meaning<br>(overview of GST and Introduction of Tax Structure In India)   |
| 2<br>(16-07-18 to<br>21-07-18)  | Topic-2 Taxable Person (Topic continued after taking queries from<br>previous lecture)<br>Activity Class (Group discussion/presentation/role Playing/group<br>activity/case Study) |
| 3<br>(23-07-18 to<br>28-07-18)  | Topic-3 Registration: Procedure and documents required<br>(oral test of previous topics)   |
| 4<br>(30-07-18 to<br>04-08-18)  | Topic:4 Levy and Collection of GST   |
| 5<br>(06-08-18 to<br>11-08-18)  | Topic-5 Time and Place of supply of goods and services<br>Activity Class (Group Discussion/presentation/role Playing/group<br>activity/case Study)                                 |
| 6<br>(13-08-18 to<br>18-08-18)  | Topic-6 Value of Taxable Supply<br>class test  |
| 7<br>(20-08-18 to<br>25-08-18)  | Topic-7 computation of Input Tax Credit and transfer of input tax<br>credit  |
| 8<br>(27-08-18 to<br>01-09-18)  | Topic-7 computation of Input Tax Credit and transfer of input tax<br>credit<br>(Topic continued after taking queries from previous lecture)  |
| 9<br>(03-09-18 to<br>08-09-18)  | Topic-8 Tax Invoice Credit and debit note<br>Activity Class (Group Discussion/presentation/role Playing/group<br>activity/case Study)  |
| 9<br>(10-09-18 to<br>15-09-18)  | Topic-9 Various returns to be filed under GST  |
| 10<br>(17-09-18 to<br>22-09-18) | Topic-9 Various returns to be filed under GST<br>(Topic continued after taking queries from previous lecture)  |
| 11<br>(24-09-18 to<br>29-09-18) | Topic-10 Payment of Tax including TDS<br>Activity Class (Group Discussion/presentation/role Playing/group<br>activity/case Study)  |

|                                 |   |
|---------------------------------|---|
| 12<br>(01-10-18 to<br>06-10-18) | Topic-11 Interest provisions on delayed payment   |
| 13<br>(08-10-18 to<br>13-10-18) | Topic -12 Offences and penalties<br>Activity Class (Group Discussion/presentation/role Playing/group activity/case Study) |
| 14<br>(28-11-22 to<br>03-12-22) | Topic -12 Offences and penalties<br>(Topic continued after taking queries from previous lecture)                          |
| 15<br>(15-10-18 to<br>20-10-18) | Revision and class test   |
| 16<br>(22-10-18 to<br>27-10-18) | Revision  |
| 17<br>(19-10-18 to<br>05-11-18) | Revision  |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan 2018-19**

#### **B. Com. – 5<sup>th</sup> Semester Income Tax – I**

| <b>Week</b>                  | <b>Topics</b>   |
|------------------------------|---|
| Week 1<br>July 13-14, 2018   | Introduction to Income Tax  |
| Week 2<br>July 16- 21, 2018  | 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<br>July 23- 28, 2018  | Residential Status of an individual, HUF, Firm, AOP, Company, Any other Person<br><br>Residential Status and Tax incidence- Scope of total income   |
| Week 4<br>August 6- 11, 2018 | Income Under the head Salaries- Meaning and Important concepts, Forms of salary, Exempt salaries, Taxable , exempt and partially taxable Allowances   |

|                                   |  |
|-----------------------------------|--|
| Week 5<br>August 13-18 , 2018     | Perquisites- Taxable and Tax-free , Deductions from Salary Income , Practical Questions on computation of Salary Income ,  |
| Week 6<br>August 20 - 25 , 2019   | Practical Questions on computation of Salary Income , Class Test<br><br>Retirement benefits- Gratuity, Pension, Leave Salary , -<br>Retrenchment Compensation, Voluntary retirement ,Practical Questions on computation of Retirement Benefits, Class Test |
| Week 7<br>August 27- Sep 1 , 2018 | 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<br>September 3-8, 2018     | Practical Questions on computation of Income from House Property, Class Test<br><br>Profits and Gains of Business or Profession (PGBP)- Important concepts, Expenses expressly allowed as a deduction  |
| Week 9<br>September 10-15, 2018   | 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<br>September 17-22, 2018  | Determination of Income on Presumptive basis<br><br>Depreciation Allowance, Practical Questions on computation of Depreciation<br><br>Capital Gains- Introduction and important concepts   |
| Week 11<br>September 24-29, 2018  | Capital Gains- Important concepts continued,Computation of capital gains , Exempt Capital Gains<br><br>Practical Questions on computation of Capital gains , Class Test  |
| Week 12<br>October 1- 6 2018      | Income from Other Sources – Important concepts, taxability of Specific incomes, Deductions from Income from other Sources,<br><br>Practical Questions on computation of Income from other Sources, Class Test  |
| Week 13<br>October 8 - 13, 2018   | Agricultural Income, Exempt Incomes , Class Test   |

|                                  |  |
|----------------------------------|--|
| Week 14<br>October 15-20, 2018   | Clubbing of Income and aggregation of Income, Class Test<br>Set-off and Carry forward of Losses , Class Test |
| Week 15<br>October 22-27, 2018   | Revision and Tests   |
| Week 16<br>Oct. 29- Nov. 5, 2018 | Revision and Tests   |

### DYAL SINGH COLLEGE, KARNAL

#### Lesson Plan(2018-19)

**Class and Section:**  
**Subject:**

**B.Com 5th Semester**  
**Auditing**

| Week  | Topics   |
|---|--|
| <b>1</b><br><b>(13/7/2018 to 14/7/2018)</b> | Orientation of the students<br><b>Topic 1</b> - Introduction and meaning of Auditing   |
| <b>2</b><br><b>(16/7/2018 to 21/7/2018)</b> | <b>Topic 1</b> - Objectives and Advantages of Auditing<br><b>Topic 2</b> - Types of Audits: Internal and External Audit  |
| <b>3</b><br><b>(23/7/2018 to 28/7/2018)</b> | <b>Topic 2</b> - Types of Audits continued: proprietary and efficiency audit<br>Activity Class (Discussion and Revision of topics covered in earlier week)                             |
| <b>4</b><br><b>(30/7/2018 to 4/8/2018)</b>  | <b>Topic 3</b> – Audit Programme<br><b>Topic 4</b> - Audit working papers and evidences;<br>Activity Class (Discussion and Revision of topics covered in earlier week)                 |
| <b>5</b><br><b>(6/8/2018 to 11/8/2018)</b>  | <b>Topic 5</b> - Audit of E-commerce transactions<br><b>Topic 6</b> - Routine Checking and Test Checking<br>Activity Class (Discussion and Revision of topics covered in earlier week) |

|                                     |  |
|-------------------------------------|--|
| 6<br>(13/8/2018 to<br>18/8/2018)    | <b>Topic 7</b> - Internal Control and internal checking system<br><b>Topic 8</b> - Vouching: meaning, objectives and importance of vouching<br>Activity Class (Discussion and Revision of topics covered in earlier week)              |
| 7<br>(20/8/2018 to<br>25/8/2018)    | <b>Topic 9</b> -: Vouching of cash books, purchase book, sale book, bill receivable book, bill payable book<br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 8<br>(27/8/2018 to<br>1/9/2018)     | <b>Topic 10</b> - journal proper and debtor creditor ledgers<br><b>Topic 11</b> -verification of assets and liabilities.<br>Activity Class (Discussion and Revision of topics covered in earlier week)                                 |
| 9<br>(3/9/2018 to<br>8/9/2018)      | <b>Topic 12</b> – Audit of limited companies: company auditor – appointment,<br>Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 10<br>(10/9/2018 to<br>15/9/2018)   | <b>Topic 12</b> - Continued (Company auditor powers, duties and liabilities)<br><b>Topic 13</b> - Directions of Comptroller and Auditor General of India<br>Activity Class (Discussion and Revision of topics covered in earlier week) |
| 11<br>(17/22/2018 to<br>22/9/2018)  | <b>Topic 14</b> - Audit Reports: Various types of Audit Report<br>Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 12<br>(24/9/2018 to<br>29/7/2018)   | <b>Topic 15</b> - Investigation: meaning, Nature, Procedure and objectives,<br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 13<br>(1/10/2018 to<br>6/10/2018)   | <b>Topic 16</b> - Investigation and Due Diligence<br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 14<br>(8/10/2018 to<br>13/10/2018)  | <b>Topic 17</b> - Professional ethics of auditing<br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 15<br>(15/10/2018 to<br>20/10/2018) | Revisions and Presentations of topic 1 to 5  |
| 16<br>(22/10/2018 to<br>27/10/2018) | Revisions and Presentations of topic 6 to 11   |
| 17<br>(29/10/2018 to<br>5/11/2018)  | Revisions and Presentations of topic 12 to 17  |

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2018-19)

**Class: B.Com 5th semester**

**Subject: Supply Chain Management**

| <b>Week</b>                               | <b>Topics</b>  |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the students<br>Topic 1 - Introduction to Supply Chain Management   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic - 1 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture)<br>Topic 2 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management  |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Topic 4– Supply Chain Management- Approaches and Importance<br>Topic Continued after taking queries from previous lecture  |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic 5– Supply Chain Management- Approaches and Importance<br>Topic Continued after taking queries from previous lecture  |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Topic 6– Supply Chain Coordination<br>Test of Various Approaches of Supply Chain Management  |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Topic 7– Integrated Supply Chain Management  |

|  |   |
|--|---|
|  | Activity Class (group discussion/presentation/role playing/group activity)  |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Topic 8– Supply Chain Management - A Total Cost Approach<br><br>Topic Continued after taking queries from previous lecture<br><br>Test of Supply Chain Coordination                   |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Topic 9– Strategic SCM: Implementation and Management<br><br>Discussed case studies of various Companies<br><br>Topic Continued after taking queries from previous lecture            |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | <b>Topic – 10 Supply Chain Management and Marketing</b><br><br>Topic Continued after taking queries from previous lecture<br><br><b>Test of Supply Chain Integration</b>              |
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic -11 Role of Transportation in Supply Chain<br><br>Topic Continued after taking queries from previous lecture<br><br>Activity class( Group Discussion, presentation of students) |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic -12 Warehousing<br><br>Topic Continued after taking queries from previous lecture   |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic-13 Distribution Channels<br><br>Topic Continued after taking queries from previous lecture  |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic-14 Customer Service- Strategy and Practices<br><br>Topic Continued after taking queries from previous lecture   |

|  |  |
|--|--|
|  | Topic -15 Information Technology for Supply Chain Management<br>Test of Distribution Channels  |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic 16 Recent Developments in Supply Chain Management Information Technology<br><br>Topic-17 Third Party Logistics<br><br>Presentation of Students                                     |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Topic 13- Measuring Advertising Effectiveness<br>Topic Continued After Taking Queries from previous lecture<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2018-19)**

**Class:** B.Com 5<sup>th</sup> Semester  
**(Taxation)**  
**Subject:** Indian Economy

| Week | Topics  |
|------|---|
| 1    | Orientation of the students<br>Basic Concepts of Indian Economy |



|   |  |
|---|--|
| (13-07-2018 to 14-07-2018)              |  |
| <b>2</b><br>(16-07-2018 to 21-07-2018)  | Topic - Features and Natural Resources   |
| <b>3</b><br>(23-07-2018 to 28-07-2018)  | Topic – Infrastructure: Importance and types<br>Doubt and Discussion   |
| <b>4</b><br>(30-07-2018 to 04-08-2018)  | Topic – Infrastructure Programs in India<br>Topic Continued after taking queries from previous lecture   |
| <b>5</b><br>(06-08-2018 to 11-08-2018)  | Topic – Agriculture Features and Importance<br>Production and Productivity   |
| <b>6</b><br>(13-08-2018 to 18-08-2018)  | Topic- Rural Indebtness<br>Agriculture Finance   |
| <b>7</b><br>(20-08-2018 to 25-08-2018)  | Topic- New Development in Agriculture<br><br>Class Test  |
| <b>8</b><br>(27-08-2018 to 01-09-2018)  | Topic- Contract Farming<br>Organic Farming   |
| <b>9</b><br>(03-09-2018 to 08-09-2018)  | Topic- Corporate Farming<br>Industrial Development during Planning Period  |
| <b>10</b><br>(10-09-2018 to 15-09-2018) | Topic- Industrial Policy Recent Trends<br>National Manufacturing Policy<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>11</b><br>(17-09-2018 to 22-09-2018) | Topic – MSME Importance and problems<br>Govt Policies on MSME  |
| <b>12</b><br>(24-09-2018 to 29-09-2018) | Topic- Large Scale Industries<br>(Iron, Steel, Cement, Petrochemical)  |
| <b>13</b><br>(01-10-2018 to 06-10-2018) | Topic – Service Sector In India: Growth & Contribution<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)                  |

|   |  |
|---|--|
| <b>14</b><br>(08-10-2018 to 13-10-2018) | Topic – Foreign Trade in India<br>Problems of Indian Economy       |
| <b>15</b><br>(15-10-2018 to 20-10-2018) | Topic- Unequal Distribution of Income & Wealth<br>Group Discussion |
| <b>16</b><br>(22-10-2018 to 27-10-2018) | Revision   |
| <b>17</b><br>(29-10-2018 to 05-11-2018) | Revision   |

### DYAL SINGH COLLEGE, KARNAL

#### Lesson Plan(2018-19)

**Class and Section:**

**BCom (Honours) 5th Semester**

**Subject:**

**Fundamentals of Stock Market**

| Week                             | Topics   |
|----------------------------------|--|
| <b>Week 1</b> (July 13-14,2018)  | Orientation of the students<br><b>Topic 1</b> - Security markets: primary and secondary market- overview   |
| <b>Week 2</b> (July 16-21,2018)  | <b>Topic 2</b> – Primary market: role and functions<br>Activity Class (Discussion and Revision of topics covered in week)  |
| <b>Week 3</b> (July 23-28, 2018) | <b>Topic 3</b> - Methods of selling securities in primary market<br><b>Topic 4</b> - New financial instruments<br>Activity Class (Discussion and Revision of topics covered in week) |

|                                       |   |
|---------------------------------------|---|
| <b>Week 4</b> (July 30- Aug. 4 ,2018) | <b>Topic 4</b> - New financial instruments- Continued<br><b>Topic 5</b> - SEBI guidelines for public issues<br>Activity Class (Discussion and Revision of topics covered in week)                                   |
| <b>Week 5</b> (Aug. 6 - 11,2018)      | <b>Topic 6</b> – Stock exchanges<br>Activity Class (Discussion and Revision of topics covered in week)  |
| <b>Week 6</b> (Aug. 13 - 18 ,2018)    | <b>Topic 7</b> - Listing of securities in stock exchanges<br>Activity Class (Discussion and Revision of topics covered in week)   |
| <b>Week 7</b> (Aug. 20 - 25 ,2018)    | <b>Topic 8</b> - Trading mechanism<br>Activity Class (Discussion and Revision of topics covered in week)  |
| <b>Week8</b> (Aug. 27- Sep. 1, 2018)  | <b>Topic 9</b> - Screen based trading; Internet-based trading<br>Activity Class (Discussion and Revision of topics covered in week)   |
| <b>Week 9</b> (Sep.3 -8 ,2018)        | <b>Topic 10</b> - National stock exchange and Bombay stock exchange: Meaning and role<br>Activity Class (Discussion and Revision of topics covered in earlier week)   |
| <b>Week 10</b> Sep.10 - 15,2018)      | <b>Topic 11</b> - Organization and management of NSE and BSE<br><b>Topic 12</b> - Listing procedure in NSE and BSE<br>Activity Class (Discussion and Revision of topics covered in earlier week)                    |
| <b>Week 11</b> (Sep.17- 22 ,2018)     | <b>Topic 13</b> - SEBI (Depositories and Participants) Regulations 1996<br><b>Topic 14</b> - SEBI (Custodian of Securities) Regulations, 1996<br>Activity Class (Discussion and Revision of topics covered in week) |
| <b>Week 12</b> (Sep. 24 -29, 2018)    | <b>Topic 15</b> - National Securities Depository Ltd. (NSDL)<br><b>Topic 16</b> – Derivative trading: future and opinions: concept<br>Activity Class (Discussion and Revision of topics covered in week)            |
| <b>Week 13</b> (Oct. 1- 6, 2018)      | <b>Topic 17</b> - future and opinions meaning and importance<br><b>Topic 18</b> - Derivative trading - methods of trading<br>Activity Class (Discussion and Revision of topics covered in week)                     |
| <b>Week 14</b> (Oct. 8- 13, 2018)     | <b>Topic 19</b> - Valuation of options<br><b>Topic 20</b> - Raising funds from international markets: FITs Euro issues,   |

|                                       |   |
|---------------------------------------|---|
|                                       | Revision and Presentations of topic 1 to 5  |
| <b>Week 15</b> (Oct. 15-20, 2018)     | <b>Topic 21</b> - ADR's, GDR's and FDI<br><b>Topic 22</b> - SEBI guidelines for Raising funds from international markets<br>Revision and Presentations of topic 6 to 10 |
| <b>Week 16</b> (Oct. 22-27, 2018)     | Revision and Presentations of topic 11 to 17  |
| <b>Week 17</b> (Oct. 29-Nov. 5, 2018) | Revision and Presentations of topic 18 to 22  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section:**

**B.Com (Tax) 5<sup>th</sup> Semester Section D**

**Subject:**

**Custom Procedure and Practices - I**

| <b>Week</b>                            | <b>Topics</b>   |
|--|---|
| <b>1</b><br>(13-07-2018 to 14-07-2018) | Orientation of the students<br>Topic 1 - Introduction to Custom Duty  |
| <b>2</b><br>(16-07-2018 to 21-07-2018) | Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 ,<br>Role of Custom in International Trade.               |
| <b>3</b><br>(23-07-2018 to 28-07-2018) | Topic 3 – Organization of Custom in India : Administrative and Operational Authorities<br>Regulatory Framework of Custom Act. |
| <b>4</b><br>(30-07-2018 to 04-08-2018) | Topic 4 – Harmonized System of Nomenclature (HSN)<br>General Rules of Interpretation (GRI 6 Rules)                            |
| <b>5</b><br>(06-08-2018 to 11-08-2018) | Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD<br>Basis of Duty- Ad valorem, specific duties                 |
| <b>6</b><br>(13-08-2018 to 18-08-2018) | Topic 6 – Assessable Value , Baggage<br>Test of General Rules of Interpretation   |
| <b>7</b><br>(20-08-2018 to 25-08-2018) | Topic 7 – Bill of Entry, Bill of Export , Shipping Bill<br>Test of Kinds and Basis of Duties.                                 |

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|--|--|
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Topic 8 – Bill of Lading, Letter of Credit<br>Activity Class (group discussion/presentation/role playing/group activity)   |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Topic 9 – Suitable Goods, Dutiable Goods<br>Test of Letter of Credit & Bill of Lading.<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer.<br>Topic continued after taking doubts from previous classes                               |
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic 11 - DOB, FAS, CIF, GATT Rules.<br>Activity Class (group discussion/presentation/role playing/group activity)  |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic 12 - Prohibition of Importation and Exportation of Goods: Notified and Specified goods.  |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.   |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Revision and Test /group discussion/presentation/role playing/group activity (Topic 1-3)   |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Revision and Test /group discussion/presentation/role playing/group activity (Topic 4-6)   |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Revision and Test /group discussion/presentation/role playing/group activity (Topic 7-10)  |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision and Test /group discussion/presentation/role playing/group activity (Topic 11-13)   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class and Section:**

**B.Com 5<sup>th</sup> Semester (Taxation)**

**Subject:****Corporate Taxation – II**

| <b>Week</b>                                | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018)  | Orientation of the students<br>Basic Concepts of Corporate Tax   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018)  | Topic 1- Tax Planning Regarding New Business<br>a) Location of New Business<br>b) Nature of Business<br>Activity Class (group discussion/presentation/role playing/group activity)   |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018)  | Topic 1- Tax Planning Regarding New Business<br>(Tax Planning for Tea, Coffee or Rubber Industry)<br>(Tax Planning for Hotels and Hospitals)<br>(Tax Planning for business of infrastructure facilities)   |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018)  | Topic 1- Tax Planning Regarding New Business<br>(Tax Planning for Business of natural Gas)<br>(Tax Planning for business u/s 44AD)<br>(Tax Planning for Shipping Companies and Tonnage Tax Scheme)<br><br>Topic Continued after taking queries from previous lecture |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018)  | Topic 2- Form of Business Organization<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018)  | Topic 2- Form of Business Organization<br>Topic Continued after taking queries from previous lecture   |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018)  | Topic 3- Tax Planning and Managerial Decisions<br>Class Test   |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018)  | Topic 3- Tax Planning and Managerial Decisions<br>Topic Continued after taking queries from previous lecture   |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018)  | Topic 4- Tax Planning regarding Capital Structure Decisions<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| <b>10</b><br>(10-09-2018 to<br>15-09-2018) | Topic 4- Tax Planning regarding Capital Structure Decisions<br>Topic Continued after taking queries from previous lecture  |

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|--|---|
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones<br>Problem Solving Session  |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic 6- Special Tax Provision for Undertaking Set up in Backward Areas<br>Topic 7- Special Tax Provision for Undertaking Set up in Northern-estates<br>Problem Solving Session |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Revision of Topics (1-4)<br>Class Tests   |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic 8- Tax Issues relation to Amalgamation of companies<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic 9- Tax Issues relation to merger of companies<br>Problem solving session  |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Topic 10- Tax Issues relation to Demerger of companies<br>Class Test  |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision  |

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

**Lesson Plan**

**B.COM 6th**

**SEM**

**2018-2019**



**Lesson Plan**  
**Class: B.Com 6th Semester**  
**Subject: Management Accounting**  
**(2018-19)**

| Week | Date                    | Topics   |
|------|-------------------------|--|
| 1    | January 01-05, 2019     | Orientation of the students and Introduction: Management Accounting  |
|      | 06-Jan-19               | Sunday   |
| 2    | January 07-12, 2019     | Cost Control Cost Reduction and cost Management  |
|      | 13-Jan-19               | Sunday   |
| 3    | January 014-19, 2019    | Budgeting and Budgetary Control: Basic Concepts  |
|      | 20-Jan-19               | Sunday   |
| 4    | January 21-25, 2019     | Budgetary Control: Numerical<br>Problem solving session and Collecting notebooks for checking of numerical assignments |
|      | 26-Jan-19               | Sunday   |
| 5    | January 28-Feb 02, 2019 | Zero Base Budgeting  |
|      | 03-Feb-19               | Sunday   |
| 6    | Feb 4-9, 2019           | Absorption Vs Variable costing: Introduction and Basic Concepts  |
|      | 10-Feb-19               | Sunday   |
| 7    | Feb 11-16, 2019         | Cost Volume Profit Analysis: Introduction and Basic Concepts   |
|      | 17-Feb-19               | Sunday   |
| 8    | Feb 18-23, 2019         | Responsibility Accounting  |
|      | 24-Feb-19               | Sunday   |
| 9    | Feb 25-March 2, 2019    | Standard Costing: Introduction and Basic Concepts  |
|      | 03-Mar-19               | Sunday   |

|    |                   |  |
|----|-------------------|--|
| 10 | March 4-9, 2019   | Variance Analysis  |
|    | 10-Mar-19         | Sunday   |
| 11 | March 11-16, 2019 | Chapter Continued after taking queries from previous lecture<br>Problem solving session and Collecting notebooks for checking of numerical assignments |
|    | 17-Mar-19         | Sunday   |
| 12 | March 25-30, 2019 | Programme Budgeting and Performance Budgeting  |
|    | 31-Mar-19         | Sunday   |
| 13 | April 1-06, 2019  | Revision and Tests   |
|    | 07-Apr-19         | Sunday   |
| 14 | April 08-13, 2019 | Revision and Tests   |
|    | 14-Apr-19         | Sunday   |
| 15 | April 15-20, 2019 | Revision and Tests   |
|    | 21-Apr-19         | Sunday   |
| 16 | April 22-27, 2019 | Revision and Tests   |
|    | 28-Apr-19         | Sunday   |
| 17 | April 29-30, 2019 | Revision   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class:**

**B.COM 6th Semester**

**Subject:**

**Fundamentals of Insurance (BC-602)**

| <b>Week</b>                         | <b>Topics</b>   |
|-------------------------------------|---|
| 1<br>(01-01-2019 to<br>05-01-2019)  | Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance  |
| 2<br>(07-01-2019 to<br>12-01-2019)  | Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance   |
| 3<br>(14-01-2019 to<br>19-01-2019)  | 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<br>(21-01-2019 to<br>25-01-2019)  | 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<br>(28-01-2019 to<br>02-02-2019)  | Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)   |
| 6<br>(04-02-2019 to<br>09-02-2019)  | Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure   |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties  |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity  |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic-9 Marie Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)   |
| 10<br>(04-03-2019 to<br>09-03-2019) | Topic-10 Accident and Motor Insurance: Policy and claims settlement procedure   |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic continued after taking queries from previous lecture Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)  |
| 12<br>(25-03-2019 to<br>30-03-2019) | 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<br>(01-04-2019 to<br>06-04-2019) | Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices |
| 14<br>(08-04-2019 to<br>13-04-2019) | Revision and class test   |
| 15<br><br>15-04-2019                | Revision  |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2018-19)

**Class: B.COM 6th Semester**  
**Subject: Human Resource Management (BC-603)**

| WEEKS                                | TOPICS   |
|--------------------------------------|--|
| 1<br><br>(1/1/2019 to<br>5/1/2019)   | Topic-1 meaning, nature, history of HRM  |
| 2<br><br>(7/1/2019 to<br>12/1/2019)  | Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management  |
| 3<br><br>(14/1/2019 to<br>19/1/2029) | Topic-3 meaning, importance , objectives and process of Human Resource Planning<br>Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)                 |
| 4<br><br>(21/1/2019 to<br>25/1/2019) | Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective   |
| 5<br><br>(28/1/2019 to<br>2/2/2019)  | Topic-5 Job analysis: meaning, process of job analysis, methods of collecting job analysis data<br>Activity Class (Group Discussion/presentation/role Playing/group activity/case Study) |
| 6<br><br>(4/2/2019 to<br>9/2/2019)   | Topic-6 potential problems with job analysis; Job description and Job Specification  |

|                                   |  |
|-----------------------------------|--|
|                                   | Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)  |
| 7<br>(11/2/2019 to<br>16/2/2019)  | Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment  |
| 8<br>(18/2/2019 to<br>23/2/2019)  | Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection  |
| 9<br>(25/2/2019 to<br>2/3/2019)   | Topic-9 Placement, Induction and internal mobility<br>Induction/orientation: meaning, objectives, content and responsibility for induction   |
| 10<br>(4/3/2019 to<br>9/3/2019)   | Topic continued after taking queries from previous lecture<br>Topic-10 internal mobility: meaning and need<br>Transfer: purpose ,types, benefits and problems, transfer policy, promotion: purpose, Basis of promotion, promotion policy, demotion: causes and demotion policy |
| 11<br>(11/3/2019 to<br>16/3/2019) | 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<br>(25/3/2019 to<br>30/3/2019) | Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal  |
| 13<br>(1/4/2019 to<br>6/4/2019)   | Topic continued after taking queries from previous lecture<br>Performance appraisal complete   |
| 14<br>(8/4/2019 to<br>13/4/2019)  | Revision and class test  |
| 15<br>(15/4/2019 to<br>15/4/2019) | Revision   |

# **DYAL SINGH COLLEGE, KARNAL**

## **Lesson Plan 2018-2019**

### **B. Com. – 6<sup>th</sup> Semester Income Tax – II**

| <b>Week</b>                  | <b>Topics</b>   |
|------------------------------|---|
| 1<br>Jan 1-5, 2019           | Revision of five heads of income  |
| 2<br>Jan. 7-12, 2019         | Deductions from Total income- Sec 80C to 80U, Numerical Problems  |
| Jan. 14-19, 2019             | Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems   |
| 4<br>Jan. 21-25, 2019        | Rebates and reliefs, Numerical Problems, Assessment of HUF- Computation of total income, Numerical Problems   |
| 5<br>Jan. 27- Feb. 2 ,2019   | Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185, Numerical Problems  |
| 6<br>Feb. 4-9 , 2019         | Income tax authorities  |
| 7<br>Feb. 11-16 , 2019       | 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<br>Feb. 18- 23 , 2019      | Various types of assessments- Self assessment, Summary assessment, Scrutiny Assessment, Best Judgement assessment, Reassessment Rectification of mistakes                                 |
| 9<br>Feb. 25- March 2 , 2019 | Tax Deduction at source- introduction , Sec.192-TDS from Salaries   |
| 10<br>March 4-9 , 2019       | Other provisions relating to TDS  |

|                             |  |
|-----------------------------|--|
| 11<br>March 11-16 ,<br>2019 | Advance Payment of Tax- liability, exemptions, payment of advance tax ,<br>Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical<br>problems |
| 12<br>March 25-30 ,<br>2019 | Recovery of tax and modes of recovery of tax , Refund of Tax , Procedure for<br>claiming refund, interest on refund ,Numerical problems                            |
| 13<br>April 1-6 , 2019      | Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court<br>and Supreme Court   |
| 14<br>April 8- 13,<br>2019  | Penalties under Income Tax Act   |
| 15<br>April 15- 20,<br>2019 | Offences and Prosecutions  |
| 16<br>April 22- 27,<br>2019 | Revision and Doubts clarification  |
| 17<br>April 29- 30,<br>2019 | Revision and Doubts clarification  |

### **DYAL SINGH COLLEGE, KARNAL**

#### **Lesson Plan 2018-19**

**Class and Section:**

**B.Com 5th Semester**

**Subject:**

**Business Environment**

| <b>WEEKS</b> | <b>TOPICS</b>               |
|--------------|-----------------------------|
| 1            | Orientation of the students |

|                                      |  |
|--------------------------------------|--|
| (1/1/2019 to<br>5/1/2019)            | Business environment: concept  |
| 2<br><br>(7/1/2019 to<br>12/1/2019)  | Business environment: components, and importance<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                                       |
| 3<br><br>(14/1/2019 to<br>19/1/2019) | Environmental and organizational scanning: concept importance & techniques<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)             |
| 4<br><br>(21/1/2019 to<br>25/1/2019) | Public, private and joint sectors in India<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 5<br><br>(28/1/2019 to<br>2/2/2019)  | Economic systems: capitalist, socialist & mixed economy<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                                |
| 6<br><br>(4/2/2019 to<br>9/2/2019)   | Economic planning in India: achievement & failures,<br><br>Planning machinery in India<br><br>Activity Class (Discussion and Revision of topics covered in earlier week) |
| 7<br><br>(11/2/2019 to<br>16/2/2019) | Role of Government: monetary policy<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 8<br><br>(18/2/2019 to<br>23/2/2019) | Fiscal policy<br><br>Make in India<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 9<br><br>(25/2/2019 to<br>2/3/2019)  | Foreign investment: concept, need, types & barrier<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                                     |
| 10<br><br>(4/3/2019 to<br>9/3/2019)  | Multinational corporations in India<br><br>Globalization of Indian business.   |



|                                   |  |
|-----------------------------------|--|
|                                   | Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 11<br>(11/3/2019 to<br>16/3/2019) | Competition Act<br>Activity Class (Discussion and Revision of topics covered in earlier week)                      |
| 12<br>(25/3/2019 to<br>30/3/2019) | Foreign Exchange Management Act<br>Activity Class (Discussion and Revision of topics covered in earlier week)      |
| 13<br>(1/4/2019 to<br>6/4/2019)   | Foreign exchange market: an overview<br>Activity Class (Discussion and Revision of topics covered in earlier week) |
| 14<br>(8/4/2019 to<br>13/4/2019)  | Revision and presentations   |
| 15<br>(15/4/2019 to<br>15/4/2019) | Revision and presentations   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class:**

**B.Com 6th Semester**

**Subject:**

**Retail Management**

| Week | Topics                             |
|------|------------------------------------|
| 1    | Topic 1: Introduction to Retailing |

|                                 |  |
|---------------------------------|--|
| (01-01-2019 to 05-01-2019)      |  |
| 2<br>(07-01-2019 to 12-01-2019) | Topic 2: Theories and Models in Retail   |
| 3<br>(14-01-2019 to 19-01-2019) | Class Test<br>Topic 1: Introduction to Retailing<br>presentation of Students                             |
| 4<br>(21-01-2019 to 25-01-2019) | Topic 3: Retail Strategic Planning and Operations Management   |
| 5<br>(28-01-2019 to 02-02-2019) | Class Test<br>Group discussion<br>Presentation of students   |
| 6<br>(04-02-2019 to 09-02-2019) | Topic 4: Primary Retailing Strategies  |
| 7<br>(11-02-2019 to 16-02-2019) | Class Test<br>Topic 5: Merchandise Planning (Topic Continued after taking queries from previous lecture) |
| 8                               | Class Test   |

|                                  |   |
|----------------------------------|---|
| (18-02-2019 to 23-02-2019)       | Topic 6: Security Issues in Retailing<br>Presentation of Students   |
| 9<br>(25-02-2019 to 02-03-2019)  | Topic 7: Store Design<br>(Topic Continued after taking queries from previous lecture)   |
| 10<br>(04-03-2019 to 09-03-2019) | Class Test<br>Topic 8: Store Layout<br>(Topic Continued after taking queries from previous lecture)                                     |
| 11<br>(11-03-2019 to 16-03-2019) | Topic 9: Organisational Structure in Retail Institutions<br>(Topic Continued after taking queries from previous lecture)<br>Class Test  |
| 12<br>(25-03-2019 to 30-03-2019) | Topic 10: Application of Information Technology in Retailing<br><br>Class Test  |
| 13<br>(01-04-2019 to 06-04-2019) | Topic 11: Foreign Direct Investment<br><br>Topic 12: Retail Store Management, Material Handling and Energy Management<br><br>Class Test |
| 14<br>(08-04-2019 to 13-04-2019) | Topic 12: Retail Store Management, Material Handling and Energy Management  |
| 15<br>(15-04-2019 to 20-04-2019) | Revision and Tests  |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan 2018-19

**Class and Section:**

**B.Com 5th Semester**

**Subject:**

**Industrial Laws**

| WEEKS                                | TOPICS  |
|--------------------------------------|---|
| 1<br><br>(1/1/2019 to<br>5/1/2019)   | Orientation of the students<br><br>Industrial relations: concepts, objectives and importance  |
| 2<br><br>(7/1/2019 to<br>12/1/2019)  | Industrial relations: approaches, constituents of industrial relations, industrial unrest<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                                 |
| 3<br><br>(14/1/2019 to<br>19/1/2019) | Factories Act, 1948: object, definitions, health, safety, welfare measures<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 4<br><br>(21/1/2019 to<br>25/1/2019) | Factories Act, 1948: employment of women and young persons, leave with wages, special provisions, penalties and procedure<br><br>Activity Class (Discussion and Revision of topics covered in earlier week) |
| 5<br><br>(28/1/2019 to<br>2/2/2019)  | Trade Union Act, 1926: object, definitions, registration of trade unions, rights and liabilities<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                          |
| 6<br><br>(4/2/2019 to<br>9/2/2019)   | Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 7<br><br>(11/2/2019 to<br>16/2/2019) | The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation<br><br>Activity Class (Discussion and Revision of topics covered in earlier week)                         |
| 8                                    | The Employees' Compensation Act, 1923: amount of compensation, notice and claim, medical examination  |

|                                |  |
|--------------------------------|--|
| (18/2/2019 to 23/2/2019)       | Activity Class (Discussion and Revision of topics covered in earlier week)   |
| 9<br>(25/2/2019 to 2/3/2019)   | Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes<br>Activity Class (Discussion and Revision of topics covered in earlier week)                                 |
| 10<br>(4/3/2019 to 9/3/2019)   | Industrial Disputes Act, 1947: procedure, powers and duties of authorities, award and settlement<br>Activity Class (Discussion and Revision of topics covered in earlier week)                                 |
| 11<br>(11/3/2019 to 16/3/2019) | Industrial Disputes Act, 1947: strikes and lockouts, layoff and retrenchment, penalties<br>Activity Class (Discussion and Revision of topics covered in earlier week)  |
| 12<br>(25/3/2019 to 30/3/2019) | The Payment of Wages Act, 1936: object and scope, definitions, persons responsible to pay wages<br>Activity Class (Discussion and Revision of topics covered in earlier week)                                  |
| 13<br>(1/4/2019 to 6/4/2019)   | The Payment of Wages Act, 1936: fixation of wage periods, time of wage payment, deductions, records, authorities, claims, appeal<br>Activity Class (Discussion and Revision of topics covered in earlier week) |
| 14<br>(8/4/2019 to 13/4/2019)  | Revision and Presentations   |
| 15<br>(15/4/2019 to 15/4/2019) | Revision and Presentations   |

# **DYAL SINGH COLLEGE, KARNAL**

## **Lesson Plan (2018-19)**

**Class: B.COM (Taxation) 6<sup>th</sup> Semester**

**Subject: Custom Procedure and Practices – II**

| <b>WEEKS</b>                     | <b>TOPICS</b>   |
|----------------------------------|---|
| 1<br>(1/1/2019 to<br>5/1/2019)   | Topic 1- Types of import: import by cargo, personal baggage, and stores.  |
| 2<br>(7/1/2019 to<br>12/1/2019)  | Topic 2- Import by cargo: import by land, sea, air route and by post.   |
| 3<br>(14/1/2019 to<br>19/1/2029) | Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.                                     |
| 4<br>(21/1/2019 to<br>25/1/2019) | Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption. |
| 5<br>(28/1/2019 to<br>2/2/2019)  | Topic 5- Form no. 23 bill of entry for warehousing  |
| 6<br>(4/2/2019 to<br>9/2/2019)   | Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.           |
| 7<br>(11/2/2019 to<br>16/2/2019) | Topic 7- Clearance procedure for import by post.  |

|                                   |  |
|-----------------------------------|--|
| 8<br>(18/2/2019 to<br>23/2/2019)  | Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.  |
| 9<br>(25/2/2019 to<br>2/3/2019)   | Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing. |
| 10<br>(4/3/2019 to<br>9/3/2019)   | Topic 10- Types of export: export of cargo and baggage   |
| 11<br>(11/3/2019 to<br>16/3/2019) | Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.                              |
| 12<br>(25/3/2019 to<br>30/3/2019) | Topic 12- Clearance procedure- procedure and filling of relevant documents. ( Form no. 94, 95, 96, 98 )  |
| 13<br>(1/4/2019 to<br>6/4/2019)   | Topic 13- Clearance procedure- procedure and filling of relevant documents. ( Form no. 99, 100)  |
| 14<br>(8/4/2019 to<br>13/4/2019)  | Topic 14- Duty Drawback – Meaning, scheme, procedure and documentation.  |
| 15<br>(15/4/2019 to<br>15/4/2019) | Revision   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class:**

**B.COM VIth Semester**

**Subject:**

**Corporate Taxation-III**

| Week | Topics       |
|------|--------------|
| 1    | Introduction |

|                                  |  |
|----------------------------------|--|
| (01-01-2019 to 05-01-2019)       | Revision of Basic Concepts of Corporate Tax  |
| 2<br>(07-01-2019 to 12-01-2019)  | Topic-1<br>Deduction of Tax at Source  |
| 3<br>(14-01-2019 to 19-01-2019)  | Topic-2<br>Collection of Tax at Source<br>Class Test   |
| 4<br>(21-01-2019 to 25-01-2019)  | Topic-3<br>Advance Payment of Tax<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| 5<br>(28-01-2019 to 02-02-2019)  | Topic-4<br>Tax Planning in respect of Managerial Remuneration<br>Queries from Previous Chapter   |
| 6<br>(04-02-2019 to 09-02-2019)  | Topic -4<br>Tax Planning in respect of Managerial Remuneration<br>Topic Continued After Taking Queries from previous lecture   |
| 7<br>(11-02-2019 to 16-02-2019)  | Topic-5<br>Tax Planning in Respect of Foreign Income<br>a) Selling in Domestic and Foreign Income<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| 8<br>(18-02-2019 to 23-02-2019)  | Topic-5<br>Tax Planning in Respect of Foreign Income<br>b) Avoidance of Double Taxation Agreements   |
| 9<br>(25-02-2019 to 02-03-2019)  | Topic-5<br>Tax Planning in Respect of Foreign Income<br>c) Foreign Collaborations and Joint Ventures<br>Topic Continued After Taking Queries from previous lecture             |
| 10<br>(04-03-2019 to 09-03-2019) | Revision of Topics 1 to 5<br>Class Test  |
| 11<br>(11-03-2019 to 16-03-2019) | Topic-6<br>Tax Planning with reference to distribution of assets by companies in liquidation<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)      |
| (17-03-2019 to 24-03-2019)       | Holi Break   |



|                                     |  |
|-------------------------------------|--|
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic-6<br>Tax Planning with reference to distribution of assets by companies in liquidation<br>Topic Continued After Taking Queries from previous lecture |
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic-7<br>Filing of Tax Returns of Companies<br>Group Discussion/ Presentation  |
| 14<br>(08-04-2019 to<br>13-04-2019) | Revision Of Syllabus   |
| 15<br>15-04-2019                    | Class Test   |

  
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**SEM**

**2018-2019**

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section:**

**M.Com First Year**

**Subject:**

**Organisational Behaviour**

| <b>Week</b>                               | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(01-08-2018 to<br>04-08-2018) | Orientation of the students<br>Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior |
| <b>2</b><br>(06-08-2018 to<br>11-08-2018) | Topic 1 – Approaches, Scope, Significance<br>(Continued after taking doubts)  |
| <b>3</b><br>(13-08-2018 to<br>18-08-2018) | Topic 2 – Personality: Concept, Major Determinants,   |
| <b>4</b><br>(20-08-2018 to<br>25-08-2018) | Topic 2 – Personality: Theories<br>(Continued after taking doubts)  |
| <b>5</b><br>(27-08-2018 to<br>01-09-2018) | Topic 3 – Perception : Introduction, Nature, Importance, Perceptual Sensitivity.  |
| <b>6</b><br>(03-09-2018 to<br>08-09-2018) | Topic 3 – Perception: Factors, Distortion, Managerial Implication<br>(Continued after taking doubts)                                  |
| <b>7</b><br>(10-09-2018 to<br>15-09-2018) | Topic 4 – Learning: Introduction, Theories  |
| <b>8</b><br>(17-09-2018 to<br>22-09-2018) | Topic 4 – Learning: Modeling, Shaping Behaviour, Significance<br>(Continued after taking doubts)                                      |

|  |  |
|--|--|
| <b>9</b><br>(24-09-2018 to<br>29-09-2018)  | Topic 5 – Group Dynamics: Introduction, Meaning, Components<br>Activity Class (group discussion/presentation/role playing/group activity)  |
| <b>10</b><br>(01-10-2018 to<br>06-10-2018) | Topic 5 – Group Dynamics : Group Norms, Group Role, Group Status, Group Size, Group Leadership, Group Composition  |
| <b>11</b><br>(08-10-2018 to<br>13-10-2018) | Topic 5 – Group Dynamics: Cohesiveness , Determinants, Consequences , Relation with productivity. (Topic Continued after taking queries from previous lecture)                   |
| <b>11</b><br>(15-10-2018 to<br>20-10-2018) | Topic 6 – Transactional Analysis: Introduction, Concept, Scope   |
| <b>12</b><br>(22-10-2018 to<br>23-10-2018) | Topic 6- Transactional Analysis: Self Awareness, Ego States, Analysis of Life Position , Analysis of Games, Analysis of Stroking, Benefit of Transactional Analysis.<br>Position |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section: M. Com 1st Semester**

**Subject: Business Environment**

| <b>Week</b>                                | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(01-08-2018 to 04-08-<br>2018) | Introduction of Business Environment<br>Objective, Nature and Importance of Business Environment |
| <b>2</b><br>(06-08-2018 to 11-08-<br>2018) | Factor effecting Business Environment<br>(Group discussion /presentation)                        |

|   |  |
|---|--|
| <b>3</b><br>(13-08-2018 to 18-08-2018)  | Interaction Matrix of different environmental factors<br>Environmental scanning<br>(Taking queries and Test)   |
| <b>4</b><br>(20-08-2018 to 25-08-2018)  | Economic Planning In India<br>Industrial Sickness and SSI  |
| <b>5</b><br>(27-08-2018 to 01-09-2018)  | Privatization, Globalization and Disinvestment in PSU<br>Industrial Sickness and SSI<br>Business Ethics, Corporate Governance, Social responsibility of Business |
| <b>6</b><br>(03-09-2018 to 08-09-2018)  | Fiscal Policy<br>(Group discussion /presentation)  |
| <b>7</b><br>(10-09-2018 to 15-09-2018)  | Monetary Policy<br>(Group discussion /presentation)  |
| <b>8</b><br>(17-09-2018 to 22-09-2018)  | Industrial Policy  |
| <b>9</b><br>(24-09-2018 to 29-09-2018)  | Exim Policy  |
| <b>10</b><br>(01-10-2018 to 06-10-2018) | The Environment Protection Act   |
| <b>11</b><br>(08-10-2018 to 13-10-2018) | Consumer Protection Act<br>(Taking queries and Test)   |
| <b>11</b><br>(15-10-2018 to 20-10-2018) | Competition Act, FEMA  |
| <b>12</b><br>(22-10-2018 to 23-10-2018) | RTI, Revision<br>(Taking queries and Test)   |

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2018-19**

**Lesson Plan**

**Class and Section: M.Com Semester 1<sup>st</sup>**  
**Subject: Managerial Economics**

| <b>Week</b>                      | <b>Topics</b>   |
|----------------------------------|---|
| 1<br>(01-08-2018 to 04-08-2018)  | Orientation of the students<br>Topic 1- Managerial Economics – Introduction, Nature and scope.  |
| 2<br>(06-08-2018 to 11-08-2018)  | Topic 2- Demand Function and concept of Indifference curve.<br>Activity Class (group discussion/presentation/role playing/group activity)   |
| 3<br>(13-08-2017 to 18-08-2017)  | Topic 3 – Elasticity of Demand  |
| 4<br>(20-08-2018 to 25-08-2018)  | Topic 4 – Demand Forecasting/Estimation<br>Revision and Class test - Oral   |
| 5<br>(27-08-2018 to 01-09-2018)  | Topic 5 –Short run and Long Run Production Functions<br>Activity Class (group discussion/presentation/role playing/group activity)  |
| 6<br>(03-09-2018 to 08-09-2018)  | Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run.<br>Revision and Class Tests   |
| 7<br>(10-09-2018 to 15-09-2018)  | Topic 7 – Market Structure and Business Decisions<br>Activity Class (group discussion/presentation/role playing/group activity)   |
| 8<br>(17-09-2018 to 22-09-2018)  | Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition.<br>Class Test   |
| 9<br>(24-09-2018 to 29-09-2018)  | Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly<br>Activity Class (group discussion/presentation/role playing/group activity /case study) |
| 10<br>(01-10-2018 to 06-10-2018) | Topic 10 – Price and Output Determination under Monopolistic Competition.<br>Activity Class (group discussion/presentation/role playing/group activity /case study)                       |
| 11<br>(08-10-2018 to 13-10-2018) | Topic 11 – Price and Output Determination under Oligopoly<br>Class Tests  |

|  |  |
|--|--|
| <p>12<br/>(15-10-2018 to 20-10-2018)</p> | <p>Topic 12 – Inflation, Types and Control</p> <p>Topic 13 – Business Cycles</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p> |
| <p>13<br/>(22-10-2018 to 23-10-2018)</p> | <p>Revision</p>  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2018-19 odd sem**

**Class and Section:**

**M.Com 1<sup>st</sup> sem**

**Subject:**

**Company Law**

| <b>Week</b>                               | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(01-08-2018 to<br>04-08-2018) | Orientation of the students<br><br>Introduction of Company Law and its History  |
| <b>2</b><br>(06-08-2018 to<br>11-08-2018) | Meaning and features of Company   |
| <b>3</b><br>(13-08-2018 to<br>18-08-2018) | Types of Companies  |
| <b>4</b><br>(20-08-2018 to<br>25-08-2018) | Winding of Companies<br><br>Activity Class (Group Discussion/Presentation/role Playing/Group Activity)  |
| <b>5</b><br>(27-08-2018 to<br>01-09-2018) | Promotion and Incorporation of Company  |
| <b>6</b><br>(03-09-2018 to<br>08-09-2018) | Memorandum Of Association and its Clauses<br><br>Student Presentation   |
| <b>7</b><br>(10-09-2018 to<br>15-09-2018) | Doctrine of Ultra Virus<br><br>Discuss Case Study and Group Discussion  |
| <b>8</b><br>(17-09-2018 to<br>22-09-2018) | Article of Association<br><br>( Taking queries of previous lecture)   |
| <b>9</b><br>(24-09-2018 to<br>29-09-2018) | Doctrine Of Indoor Management<br><br>(Topic Continued after taking queries from previous lecture)<br><br>Activity Class (group discussion/presentation/role playing/group activity) |



**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section:**

**M. Com 1st Semester**

**Subject:**

**Accounting For Managerial Decisions**

| <b>Week</b>                             | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(01-08-2018 to 04-08-2018)  | Orientation of the students<br>Topic 1 -Introduction to Management Accounting   |
| <b>2</b><br>(06-08-2018 to 11-08-2018)  | Topic 1 -Introduction to Management Accounting (Topic Continued after taking queries from previous lecture)   |
| <b>3</b><br>(13-08-2018 to 18-08-2018)  | Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation)  |
| <b>4</b><br>(20-08-2018 to 25-08-2018)  | Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres)<br>Activity Class (group discussion/presentation/role playing/group activity)                                       |
| <b>5</b><br>(27-08-2018 to 01-09-2018)  | Topic 4 – Divisional Performance Budgeting  |
| <b>6</b><br>(03-09-2018 to 08-09-2018)  | Topic 5- Budgeting (essentials and kinds)   |
| <b>7</b><br>(10-09-2018 to 15-09-2018)  | Topic 6 – Standard Costing (types and setting standards)<br>Topic 7 – Variance Analysis (material, labour and overheads)  |
| <b>8</b><br>(17-09-2018 to 22-09-2018)  | Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture)<br>Activity Class (group discussion/presentation/role playing/group activity) |
| <b>9</b><br>(24-09-2018 to 29-09-2018)  | Topic 8 – Marginal Costing and Absorption Costing   |
| <b>10</b><br>(01-10-2018 to 06-10-2018) | Topic 9 – Break Even Analysis   |

|   |  |
|---|--|
| <b>11</b><br>(08-10-2018 to 13-10-2018) | Topic 10- Managerial Applications of Marginal Costing  |
| <b>12</b><br>(15-10-2018 to 20-10-2018) | Topic 11 – Price level adjustment accounting<br>Topic 12 – Value Chain Analysis                              |
| <b>13</b><br>(22-10-2018 to 23-10-2018) | Topic 13 – Activity Based Costing]<br>Topic 14 – Quality Costing<br>Topic 15 – Target and life cycle costing |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Name of the Assistant Professor: Ms. Neha Lather**

**Class and Section:**


**MCom 1<sup>st</sup> Sem**

**Subject:**

**Marketing Management**

| <b>Week</b>                            | <b>Topics</b>  |
|--|--|
| <b>1</b><br>(01-08-2018 to 04-08-2018) | Orientation of the students<br>Introduction to marketing and Evolution of marketing            |
| <b>2</b><br>(06-08-2018 to 11-08-2018) | Marketing in new perspective, Marketing Mix  |
| <b>3</b><br>(13-08-2018 to 18-08-2018) | Marketing Environment, Information System and Marketing Research                               |
| <b>4</b><br>(20-08-2018 to 25-08-2018) | Consumer Behavior, Customer Relationship Marketing<br>Class(Group Discussion and Presentation) |
| <b>5</b><br>(27-08-2018 to 01-09-2018) | Product Concept<br>Test, Presentation  |
| <b>6</b><br>(03-09-2018 to 08-09-2018) | Product Mix<br>Strategies of Product Mix   |

|  |  |
|--|--|
| <b>7</b><br>(10-09-2018 to<br>15-09-2018)  | Presentations<br>Group Discussion                                  |
| <b>8</b><br>(17-09-2018 to<br>22-09-2018)  | Price Determination<br>Strategies of Price Determination           |
| <b>9</b><br>(24-09-2018 to<br>29-09-2018)  | Promotion Programme<br>Test  |
| <b>10</b><br>(01-10-2018 to<br>06-10-2018) | Test, Presentations  |
| <b>11</b><br>(08-10-2018 to<br>13-10-2018) | Group Discussion<br>Revision                                       |
| <b>11</b><br>(15-10-2018 to<br>20-10-2018) | Diwali Vacation  |
| <b>12</b><br>(22-10-2018 to<br>23-10-2018) | Supply Chain Management<br>Marketing Channels                      |
|  | Social, Ethical and legal aspects of Marketing<br>Online Marketing |
|  | Revision   |

  
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**M.COM 2nd  
SEM  
2018-2019**

# **DYAL SINGH COLLEGE, KARNAL**

## **Lesson Plan (2018-19)**

**Class: M.COM 2<sup>nd</sup> Semester**

**Subject: Human Resource Management**

| <b>Week</b>                      | <b>Topics</b>   |
|----------------------------------|---|
| 1<br>(1/1/2019 to<br>5/1/2019)   | Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions. |
| 2<br>(7/1/2019 to<br>12/1/2019)  | Topic 2- HRM in dynamic environment   |
| 3<br>(14/1/2019 to<br>19/1/2019) | Topic 3- Building up skills for HRM Manager, Global HRM   |
| 4<br>(21/1/2019 to<br>25/1/2019) | Topic 4- HRM Planning   |
| 5<br>(28/1/2019 to<br>2/2/2019)  | Topic 5 – Human Resource Information System   |
| 6<br>(4/2/2019 to<br>9/2/2019)   | Topic 6- Human Resource Policy; Job Analysis  |
| 7<br>(11/2/2019 to<br>16/2/2019) | Topic 7- Recruitment; Selection   |
| 8<br>(18/2/2019 to<br>23/2/2019) | Topic 8- Induction and Placement  |

|                                   |  |
|-----------------------------------|--|
| 9<br>(25/2/2019 to<br>2/3/2019)   | Topic 9- Work Force: Promotion, Transfer, Separation                                   |
| 10<br>( 4/3/2019 to<br>9/3/2019)  | Topic 10- Employee training and executive development; Career planning and development |
| 11<br>(11/3/2019 to<br>16/3/2019) | Topic 11- Performance and potential appraisal; Empowerment                             |
| 12<br>(17/3/2019 to<br>24/3/2019) | Topic 12- Quality of work life, Compensation & Incentives                              |
| 13<br>(25/3/2019 to<br>30/3/2019) | Topic 13- Job satisfaction , Job stress Management                                     |
| 14<br>(1/4/2019 to<br>6/4/2019)   | Revision and Test (Topic 1-6)  |
| 15<br>(8/4/2019 to<br>13/4/2019)  | Revision and Test (Topic 7-13)   |
| 16<br>(15/4/2019 )                |  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section: M. Com 2<sup>nd</sup> Semester**

**Subject: International Business Environment**

| <b>Week</b>                    | <b>Topics</b>  |
|--------------------------------|--|
| 1<br>(1/1/2019 to<br>5/1/2019) | International Business: Nature, importance and scope |

|                                   |   |
|-----------------------------------|---|
| 2<br>(7/1/2019 to<br>12/1/2019)   | Framework for analyzing international business environment<br>(Group discussion/presentation)                 |
| 3<br>(14/1/2019 to<br>19/1/2019)  | MNCs Nature and role<br>(Taking queries and test)   |
| 4<br>(21/1/2019 to<br>25/1/2019)  | Technology Transfers  |
| 5<br>(28/1/2019 to<br>2/2/2019)   | Foreign Investment<br>(Group discussion/presentation)   |
| 6<br>(4/2/2019 to<br>9/2/2019)    | WTO, UNCTAD   |
| 7<br>(11/2/2019 to<br>16/2/2019)  | IMF, WORD BANK<br>(Group discussion/presentation)   |
| 8<br>(18/2/2019 to<br>23/2/2019)  | Generalized system of preferences   |
| 9<br>(25/2/2019 to<br>2/3/2019)   | International Commodity Agreements<br>(Class Test)  |
| 10<br>( 4/3/2019 to<br>9/3/2019)  | Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA<br>(Class Test)                                      |
| 11<br>(11/3/2019 to<br>16/3/2019) | Foreign Exchange Markets: Nature, participants, Foreign Exchange<br>Determinants<br>(Taking queries and test) |
| 12<br>(17/3/2019 to<br>24/3/2019) | Break   |

|                                   |  |
|-----------------------------------|--|
| 13<br>(25/3/2019 to<br>30/3/2019) | Foreign Exchange Arrangements in India                                   |
| 14<br>(1/4/2019 to<br>6/4/2019)   | Foreign Exchange Risk: Types and Management<br>(Taking queries and test) |
| 15<br>(8/4/2019 to<br>13/4/2019)  | Revision   |
| 16<br>(15/4/2019 )                | Revision   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2018-19**

**Class and Section:**

**MCom 2<sup>nd</sup> Semester**

**Subject:**

**Strategic Marketing**

| <b>WEEKS</b>                     | <b>Topics</b>   |
|----------------------------------|---|
| 1<br>(1/1/2019 to<br>5/1/2019)   | Concept of Strategies<br><br>Strategic Marketing planning process |
| 2<br>(7/1/2019 to<br>12/1/2019)  | Corporate Growth Strategies                                       |
| 3<br>(14/1/2019 to<br>19/1/2029) | Business Strategies and their Marketing Implications              |
| 4<br>(21/1/2019 to<br>25/1/2019) | Environment Analysis<br><br>Group Discussion                      |
| 5<br>(28/1/2019 to<br>2/2/2019)  | Industry and Competitors analysis                                 |
| 6<br>(4/2/2019 to<br>9/2/2019)   | SWOT Analysis<br><br>Portfolio Analysis                           |



|                                   |   |
|-----------------------------------|---|
| 7<br>(11/2/2019 to<br>16/2/2019)  | Market Segmentation,<br>Targeting and positioning                   |
| 8<br>(18/2/2019 to<br>23/2/2019)  | Marketing Strategies for new market entries                         |
| 9<br>(25/2/2019 to<br>2/3/2019)   | <b>Revisions</b>  |
| 10<br>(4/3/2019 to<br>9/3/2019)   | <b>Holi Vacations</b>   |
| 11<br>(11/3/2019 to<br>16/3/2019) | Marketing Strategies for mature markets and declining markets       |
| 12<br>(25/3/2019 to<br>30/3/2019) | Relationship between Different Business Strategies<br>Marketing Mix |
| 13<br>(1/4/2019 to<br>6/4/2019)   | Marketing Strategies implementations<br>Group Discussions           |
| 14<br>(8/4/2019 to<br>13/4/2019)  | Controlling Marketing Strategies                                    |
| 15<br>(15/4/2019 to<br>20/4/2019) | Revisions   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section: M. Com 2<sup>nd</sup> Semester**

**Subject: Financial Management and Policy**

| <b>Week</b>                   | <b>Topics</b>   |
|-------------------------------|---|
| 1<br>(1/1/2019 to 5/1/2019)   | Orientation of the students<br>Topic 1 -Introduction to Financial Management                                  |
| 2<br>(7/1/2019 to 12/1/2019)  | Topic 2 – Time Value of Money   |
| 3<br>(14/1/2019 to 19/1/2019) | Topic 3 – Financial Forecasting<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 4<br>(21/1/2019 to 25/1/2019) | Topic 4 – Sources of finance  |
| 5<br>(28/1/2019 to 2/2/2019)  | Topic 5- Cost of Capital – Debenture  |
| 6<br>(4/2/2019 to 9/2/2019)   | Topic 6- Cost of Capital – Preference Shares  |
| 7<br>(11/2/2019 to 16/2/2019) | Topic 7- Cost of Capital - Equity   |

|                                |   |
|--------------------------------|---|
| 8<br>(18/2/2019 to 23/2/2019)  | Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)                                |
| 9<br>(25/2/2019 to 2/3/2019)   | Topic 8 Working Capital Management  |
| 10<br>( 4/3/2019 to 9/3/2019)  | Topic 8 Working Capital Management (Topic Continued after taking queries from previous lecture)                               |
| 11<br>(11/3/2019 to 16/3/2019) | Topic 9 – Capital Budgeting Decisions<br>Activity Class (group discussion/presentation/role playing/group activity)           |
| 12<br>(17/3/2019 to 24/3/2019) | Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)                            |
| 13<br>(25/3/2019 to 30/3/2019) | Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)<br>Topic 10- Risk Analysis |
| 14<br>(1/4/2019 to 6/4/2019)   | Topic 10- Risk Analysis   |
| 15<br>(8/4/2019 to 13/4/2019)  | Revision  |
| 16<br>(15/4/2019 )             | Revision  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2018-19**

**Class and Section: M. Com 2<sup>nd</sup> Semester**

**Subject: Corporate Accounting**

| <b>Week</b>                     | <b>Topics</b>   |
|---------------------------------|---|
| 1<br>(01-01-2019 to 05-01-2019) | Topic 1 – Issue and Forfeiture of Shares<br><br>Problem Solving Session |

|  |  |
|--|--|
| <p>2<br/>(07-01-2019 to 12-01-2019)</p>  | <p>Topic 1 – Issue and Forfeiture of Shares (Topic Continued after taking queries from previous lecture)<br/>Topic 2 – Valuation of Shares<br/>Activity Class (group discussion/presentation/role playing/group activity /case study)<br/>Problem Solving Session</p>      |
| <p>3<br/>(14-01-2019 to 19-01-2019)</p>  | <p>Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture)<br/>Topic 3 – Final Accounts of Companies<br/>Problem Solving Session<br/>Class Test</p>   |
| <p>4<br/>(21-01-2019 to 25-01-2019)</p>  | <p>Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture)<br/>Topic 4 – Amalgamation<br/>Problem Solving Session</p>   |
| <p>5<br/>(28-01-2019 to 02-02-2019)</p>  | <p>Topic 4 – Amalgamation (Topic Continued after taking queries from previous lecture)<br/>Topic 5 – Absorption and External Reconstruction<br/>Problem Solving Session<br/>Activity Class (group discussion/presentation/role playing/group activity /case study)</p>     |
| <p>6<br/>(04-02-2019 to 9-02-2019)</p>   | <p>Topic 5 – Absorption and External Reconstruction (Topic Continued after taking queries from previous lecture)<br/>Topic 6 – Internal Reconstruction<br/>Problem Solving Session<br/>Class Test</p>  |
| <p>7<br/>(11-02-2019 to 16-02-2019)</p>  | <p>Topic 6 – Internal Reconstruction (Topic Continued after taking queries from previous lecture)<br/>Topic 7 – Human Resource Accounting<br/>Problem Solving Session</p>  |
| <p>8<br/>(18-02-2019 to 23-02-2019)</p>  | <p>Topic 8 – Lease Accounting<br/>Class Test</p>   |
| <p>9<br/>(25-02-2019 to 02-03-2019)</p>  | <p>Topic 9 – Consolidated Financial Statement of Holding and subsidiary Companies<br/>Problem Solving Session</p>  |
| <p>10<br/>(04-03-2019 to 09-03-2019)</p> | <p>Topic 10 – Consolidated Financial Statement of Holding and subsidiary Companies (Topic Continued after taking queries from previous lecture)<br/>Activity Class (group discussion/presentation/role playing/group activity /case study)<br/>Problem Solving Session</p> |

|                                  |   |
|----------------------------------|---|
| 11<br>(11-03-2019 to 16-03-2019) | Topic 11 – Corporate Financial Reporting<br>Topic 12 – Social Reporting<br>Class Test   |
| (17-03-2019 to 24-03-2019)       | BREAK   |
| 12<br>(25-03-2019 to 30-03-2019) | Topic 13 – Segment, Periodic and Environment Reporting<br>Topic 14 – Recent trends in corporate Reporting and Harmonisation in Corporate Reports<br>Problem Solving Session |
| 13<br>(01-04-2019 to 06-04-2019) | Problem Solving Session<br>Revision and Tests   |
| 14<br>(08-04-2019 to 13-04-2019) | Problem Solving Session<br>Revision and Tests   |
| 15<br>(15-04-2019)               | Revision and Tests  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan(2018-19) even sem**


**Class: M.COM 2<sup>nd</sup> Semester**

**Subject Business statistics**

| <b>Week</b>                     | <b>Topics</b>  |
|---------------------------------|--|
| 1<br>(01-01-2019 to 05-01-2019) | Multiple regression<br><br>Solve practical questions and give written assignment |
| 2                               | Take queries of previous topic   |

|  |  |
|--|--|
| (07-01-2019 to<br>12-01-2019)          | Multiple Correlation<br><br>Give assignment for practice for homework  |
| 3<br><br>(14-01-2019 to<br>19-01-2019) | Index Number<br><br>Class activity ( student presentation/group discussion/class test etc)   |
| 4<br><br>(21-01-2019 to<br>25-01-2019) | Test of adequacy<br><br>Class test   |
| 5<br><br>(28-01-2019 to<br>02-02-2019) | Chain base Index Number<br><br>Give assignment for practice for homework   |
| 6<br><br>(04-02-2019 to<br>09-02-2019) | Base Shifting<br>Splicing<br>Deflating<br><br>Class activity ( student presentation/group discussion/class test etc)                                       |
| 7<br><br>(11-02-2019 to<br>16-02-2019) | Problems in construction Index Number, consumer price index<br><br>Take queries of previous topic<br>Solve practical questions and give written assignment |
| 8<br><br>(18-02-2019 to<br>23-02-2019) | Time series Analysis<br><br>Give assignment for practice for homework  |

|                                     |   |
|-------------------------------------|---|
| 9<br>(25-02-2019 to<br>02-03-2019)  | Models of Time Series<br><br>Class activity ( student presentation/group discussion/class test etc)   |
| 10<br>(04-03-2019 to<br>09-03-2019) | Methods of constructing index number  |
| 11<br>(11-03-2019 to<br>16-03-2019) | Theory of Probability<br><br>Give assignment for practice for homework  |
| 12<br>(25-03-2019 to<br>30-03-2019) | Additional and Multiplication theorem<br>Conditional Probability and Bayes theorem<br>Solve practical questions and give written assignment |
| 13<br>(01-04-2019 to<br>06-04-2019) | Probability distribution<br><br>Class activity ( student presentation/group discussion/class test etc)                                      |
| 14<br>(08-04-2019 to<br>13-04-2019) | Binomial distribution<br>Poisson distribution   |
| 15<br>15-04-2019                    | Normal distribution and its parameter<br><br>Class activity ( student presentation/group discussion/class test etc)                         |

  
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**M.COM 3rd**

**SEM**

**2018-2019**



**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2018-19 (odd Semester)**

**Class and Section:**  
**Subject:**

**M. Com 3rd Semester**  
**Advanced Financial Management**

| Week                      | Topics  |
|---------------------------|---|
| 1<br>13/7/2018-14/7/2018  | Introduction of Financial Management  |
| 2<br>16/7/2018-21/7/2018  | Scope and Objectives of Financial Management<br>(Group discussion /presentation)                        |
| 3<br>23/7/2018-28/7/2018  | Dividend Decisions-Meaning of Dividend, Types of Dividends<br>Dividend Policy, Types of Dividend Policy |
| 4<br>30/7/2018-4/8/2018   | Factor Effecting Dividend policy, Approaches of Dividend policy<br>(Taking queries and Test)            |
| 5<br>6/8/2018-11/8/2018   | Issue of Bonus Share and Procedural and legal aspects of Dividend policy                                |
| 6<br>13/8/2018-18/8/2018  | Buy Back of Shares<br>(Group discussion /presentation)  |
| 7<br>20/8/2018-25/8/2018  | Capital Structure, Factor affecting Capital structure decision  |
| 8<br>27/8/2018-1/9/2018   | Different Theories of Capital Structure<br>(Taking queries and Test)                                    |
| 9<br>3/9/2018-8/9/2018    | Breakeven point, Indifference curve   |
| 10<br>10/9/2018-15/9/2018 | EBIT-EPS Analysis<br>(Taking queries and Test)  |

|                                 |  |
|---------------------------------|--|
| 11<br>17/9/2018-22/9/2018       | Leverage, Corporate Restructuring<br>(Group discussion /presentation)<br>(Taking queries and Test)   |
| 12<br>24/9/2018-29/10/2018      | Merger, acquisition and takeover<br>Procedural and legal aspects of Merger and takeover<br>Valuation and financing of mergers and acquisitions         |
| 13<br>1/10/2018-6/10/2018       | Post-merger problems & reorganization<br>Taxation and financial aspects of mergers, takeover defense.<br>An Overview of Mergers and takeovers in India |
| 14<br>8/10/2018-13/10/2018      | Financial Restructuring and reorganization<br>(Group discussion /presentation)   |
| 15<br>15/10/2018-<br>20/10/2018 | Financial Management of Sick Units<br>(Group discussion /presentation)   |
| 16<br>22/10/2018-<br>27/10/2018 | Revision   |
| 17<br>29/10/2018-5/11/2018      | Revision   |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2018-19 (odd Semester)**

**Class and Section:**  
**Subject:**

**M. Com 3rd Semester**  
**Financial Institutions and Markets**

| <b>Week</b>              | <b>Topics</b>   |
|--------------------------|---|
| 1<br>13/7/2018-14/7/2018 | Orientation of the students<br>Topic 1 -Introduction to Financial System  |
| 2<br>16/7/2018-21/7/2018 | Topic 2 - Money Market<br>Topic 3 - Capital Market - Introduction<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 3                        | Topic 4 - Capital Market - Primary Market   |

|                             |  |
|-----------------------------|--|
| 23/7/2018-28/7/2018         |  |
| 4<br>30/7/2018-4/8/2018     | Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)   |
| 5<br>6/8/2018-11/8/2018     | Topic 5 - Capital Market - Secondary Market  |
| 6<br>13/8/2018-18/8/2018    | Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)   |
| 7<br>20/8/2018-25/8/2018    | Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 8<br>27/8/2018-1/9/2018     | Topic 6 – Role of SEBI<br>Topic 7 - Capital Market – Government Securities Market  |
| 9<br>3/9/2018-8/9/2018      | Topic 8 – Introduction to Development of banks<br>Topic 9 – Types of Development Banks<br>Activity Class (group discussion/presentation/role playing/group activity)                   |
| 10<br>10/9/2018-15/9/2018   | Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)  |
| 11<br>17/9/2018-22/9/2018   | Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)  |
| 12<br>24/9/2018-29/10/2018  | Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)  |
| 13<br>1/10/2018-6/10/2018   | Topic 10- Merchant Banking   |
| 14<br>8/10/2018-13/10/2018  | Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture)<br>Activity Class (group discussion/presentation/role playing/group activity)                  |
| 15<br>15/10/2018-20/10/2018 | Topic 11 – Mutual Funds  |

|                                 |  |
|---------------------------------|--|
| 16<br>22/10/2018-<br>27/10/2018 | Topic 11 – Mutual Funds (Topic Continued after taking queries from previous lecture) |
| 17<br>29/10/2018-5/11/2018      | Revision   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2018-19)**

**Class: M.COM IIIrd Semester**  
**Subject: Advertising Management**

| Week                                      | Topics   |
|---|--|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the Students<br>Topic 1- Advertising- Introduction  |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic 1- Advertising- Introduction<br>Continued After Taking Queries from previous lecture                           |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic 2- Communication Process<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)          |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Topic 3- Advertising and Communication Mix<br>Class Test   |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic 4- Economic And Social Aspects of Advertising  |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Topic 5- Ethical Aspects of Advertising<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Topic 6- Objectives of Advertising<br>DAGMAR Approach  |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018) | Topic 7- Advertising Budget<br>Queries from Previous Chapter   |
| <b>9</b>                                  | Topic 8- Message Designing and Ad Copy development   |

|   |  |
|---|--|
| (03-09-2018 to 08-09-2018)              | Activity Class- (Slogans/Jingles writing)  |
| <b>10</b><br>(10-09-2018 to 15-09-2018) | Topic 8- Message Designing and Ad Copy development<br>Topic Continued After Taking Queries from previous lecture<br>Activity Class- (Ad Copy Designing)                                  |
| <b>11</b><br>(17-09-2018 to 22-09-2018) | Topic 9- Types of Advertising Media<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| <b>12</b><br>(24-09-2018 to 29-09-2018) | Topic 10- Media Planning And Scheduling<br>Class Test- Message Designing and Ad Copy development   |
| <b>13</b><br>(01-10-2018 to 06-10-2018) | Topic 11- Advertising Agency And Its Role<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| <b>14</b><br>(08-10-2018 to 13-10-2018) | Topic 12- Client Agency Relationship and Agency Remuneration<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |
| <b>15</b><br>(15-10-2018 to 20-10-2018) | Topic 13- Measuring Advertising Effectiveness  |
| <b>16</b><br>(22-10-2018 to 27-10-2018) | Topic 13- Measuring Advertising Effectiveness<br>Topic Continued After Taking Queries from previous lecture<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>17</b><br>(29-10-2018 to 05-11-2018) | Revision   |

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2018-19 (odd Semester)**

**Class and Section:**  
**Subject:**

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

| <b>Week</b>                  | <b>Topics</b>  |
|------------------------------|--|
| 1<br>13/7/2018-<br>14/7/2018 | Orientation of the students<br><br>Introduction of Probability and non-probability methods   |
| 2<br>16/7/2018-<br>21/7/2018 | Probability and non-probability methods (Topic Continued after taking queries from previous lecture)<br><br>Sampling and Non Sampling Errors<br><br>Precision, Accuracy and Efficiency of sampling methods<br><br>Activity Class (group discussion/presentation/role playing/group activity) |
| 3<br>23/7/2018-<br>28/7/2018 | Law of large number<br><br>Central Limit theorem<br><br>Sampling distribution<br><br>(Practice session and taking queries )  |
| 4<br>30/7/2018-<br>4/8/2018  | Hypothesis and Large Sampling Test-Z Test<br><br>Taking Class Test For Practice  |
| 5<br>6/8/2018-<br>11/8/2018  | Small Sampling Test- T Test, F Test<br><br>(Practice session and taking queries )<br>(Assignment Given for Practice)   |
| 6<br>13/8/2018-<br>18/8/2018 | Continue Small Sampling Test- T Test, F Test   |

|                                 |  |
|---------------------------------|--|
| 7<br>20/8/2018-<br>25/8/2018    | Non- parametric Tests: Chi-square tests- goodness of fit, independence, homogeneity and equality of population proportions<br><br>Activity Class (group discussion/presentation/role playing/group activity)                                 |
| 8<br>27/8/2018-<br>1/9/2018     | Continue Non- parametric Tests: Chi-square tests- goodness of fit, independence, homogeneity and equality of population proportions<br><br>(Practice session and taking queries )<br>(Class test for practice)                               |
| 9<br>3/9/2018-<br>8/9/2018      | Other non- parametric tests- sign test, sign test for paired observations, Wilcoxin signed-rank tests, Wald-Wolfowitz test, Krushal Wallis H test.   |
| 10<br>10/9/2018-<br>15/9/2018   | Estimation<br><br>(Practice session and taking queries )<br>(Class test for practice)  |
| 11<br>17/9/2018-<br>22/9/2018   | 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<br>24/9/2018-<br>29/10/2018  | Control charts for variables-X Charts and R Charts.  |
| 13<br>1/10/2018-<br>6/10/2018   | 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<br>8/10/2018-<br>13/10/2018  | Advanced Statistical Techniques: ANOVA<br><br>(Practice session and taking queries )   |
| 15<br>15/10/2018-<br>20/10/2018 | Continue Advanced Statistical Techniques: ANOVA  |
| 16<br>22/10/2018-<br>27/10/2018 | discriminant analysis, factor analysis & cluster analysis.<br><br>Activity Class (group discussion/presentation/role playing/group activity)   |
| 17<br>29/10/2018-<br>5/11/2018  |  |

# **DYAL SINGH COLLEGE, KARNAL**


## **Lesson Plan(2018-19)**

**Class:** M.COM IIIrd Semester  
**Subject:** Entrepreneurial  
**Development**

| <b>Week</b>                               | <b>Topics</b>   |
|---|---|
| <b>1</b><br>(13-07-2018 to<br>14-07-2018) | Orientation of the Students<br>Topic - Introduction of Entrepreneurship: Nature and Scope   |
| <b>2</b><br>(16-07-2018 to<br>21-07-2018) | Topic - Introduction of Entrepreneurship: Nature and Scope<br>Factor Affecting Entrepreneurial Growth<br>Continued After Taking Queries from previous lecture |
| <b>3</b><br>(23-07-2018 to<br>28-07-2018) | Topic - Stress Management<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)  |
| <b>4</b><br>(30-07-2018 to<br>04-08-2018) | Topic - EDPs<br>Class Test  |
| <b>5</b><br>(06-08-2018 to<br>11-08-2018) | Topic - Small Enterprises & Ownership Structure<br>Discussion of Research Paper   |
| <b>6</b><br>(13-08-2018 to<br>18-08-2018) | Topic - Market Survey & Opportunity Identification<br>Registration Procedure<br>Reserved Items For SSI  |
| <b>7</b><br>(20-08-2018 to<br>25-08-2018) | Topic – Project Selection For SSI<br>Business opportunity for SSI<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)                |
| <b>8</b><br>(27-08-2018 to<br>01-09-2018) | Topic - Data Collection For Small Ventures<br>Queries from Previous Chapter   |
| <b>9</b><br>(03-09-2018 to<br>08-09-2018) | Topic – Project Report Preparation<br>Managerial and Operational Aspect for Small Business  |
| <b>10</b>                                 |   |



|  |   |
|--|---|
| (10-09-2018 to<br>15-09-2018)              | Topic- Human Relation & Performance in Organization<br>Class Test   |
| <b>11</b><br>(17-09-2018 to<br>22-09-2018) | Topic- Institution Supporting Entrepreneurial Growth<br>Assignment Discussion   |
| <b>12</b><br>(24-09-2018 to<br>29-09-2018) | Topic- Concept of Ecology<br>Environmental Concepts & Case Study  |
| <b>13</b><br>(01-10-2018 to<br>06-10-2018) | Topic – Air, Noise & Water Pollution Standards and Control  |
| <b>14</b><br>(08-10-2018 to<br>13-10-2018) | Topic – Personal Protection Equipment for Safety of Work Place<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| <b>15</b><br>(15-10-2018 to<br>20-10-2018) | Topic- Activity on Environmental Issues   |
| <b>16</b><br>(22-10-2018 to<br>27-10-2018) | Revision  |
| <b>17</b><br>(29-10-2018 to<br>05-11-2018) | Revision  |

  
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**M.COM 4th**

**SEM**

**2018-2019**

# **DYAL SINGH COLLEGE, KARNAL**

## **Lesson Plan (2018-19)**

**Class:**

**M.COM 4th Semester**

**Subject:**

**Corporate Taxation-III**

| <b>Week</b>                        | <b>Topics</b>  |
|------------------------------------|--|
| 1<br>(01-01-2019 to<br>05-01-2019) | Introduction<br>Revision of Basic Concepts of Corporate Tax  |
| 2<br>(07-01-2019 to<br>12-01-2019) | Topic-1<br>Deduction of Tax at Source  |
| 3<br>(14-01-2019 to<br>19-01-2019) | Topic-2<br>Collection of Tax at Source<br>Class Test   |
| 4<br>(21-01-2019 to<br>25-01-2019) | Topic-3<br>Advance Payment of Tax<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| 5<br>(28-01-2019 to<br>02-02-2019) | Topic-4<br>Tax Planning in respect of Managerial Remuneration<br>Queries from Previous Chapter   |
| 6<br>(04-02-2019 to<br>09-02-2019) | Topic -4<br>Tax Planning in respect of Managerial Remuneration<br>Topic Continued After Taking Queries from previous lecture   |
| 7<br>(11-02-2019 to<br>16-02-2019) | Topic-5<br>Tax Planning in Respect of Foreign Income<br>a) Selling in Domestic and Foreign Income<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| 8<br>(18-02-2019 to<br>23-02-2019) | Topic-5<br>Tax Planning in Respect of Foreign Income<br>b) Avoidance of Double Taxation Agreements   |
| 9<br>(25-02-2019 to<br>02-03-2019) | Topic-5<br>Tax Planning in Respect of Foreign Income<br>c) Foreign Collaborations and Joint Ventures<br>Topic Continued After Taking Queries from previous lecture             |
| 10                                 | Revision of Topics 1 to 5<br>Class Test  |

|                                     |   |
|-------------------------------------|---|
| (04-03-2019 to<br>09-03-2019)       |   |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic-6<br>Tax Planning with reference to distribution of assets by companies in liquidation<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| (17-03-2019 to<br>24-03-2019)       | Holi Break  |
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic-6<br>Tax Planning with reference to distribution of assets by companies in liquidation<br>Topic Continued After Taking Queries from previous lecture                |
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic-7<br>Filing of Tax Returns of Companies<br>Group Discussion/ Presentation   |
| 14<br>(08-04-2019 to<br>13-04-2019) | Revision Of Syllabus  |
| 15<br>15-04-2019                    | Class Test  |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2018-19)**

**Class and Section: M. Com 4th Semester**

**Subject: Corporate Project Planning and Control**

|             |   |
|-------------|---|
| <b>Week</b> | Orientation of the students<br>Topic 1 – Investment Opportunities |
|-------------|---|

|                                |   |
|--------------------------------|---|
| 1<br>(1/1/2019 to 5/1/2019)    | Topic 2 – Environmental Scanning<br>Topic 3 – Government Regulatory Framework<br>Activity Class (group discussion/presentation/role playing/group activity) |
| 2<br>(7/1/2019 to 12/1/2019)   | Topic 4 – Market and Demand Analysis  |
| 3<br>(14/1/2019 to 19/1/2019)  | Topic 5 – Technical Analysis  |
| 4<br>(21/1/2019 to 25/1/2019)  | Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)   |
| 5<br>(28/1/2019 to 2/2/2019)   | Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)   |
| 6<br>(4/2/2019 to 9/2/2019)    | Topic 6- Cost of Project and means of financing   |
| 7<br>(11/2/2019 to 16/2/2019)  | Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)  |
| 8<br>(18/2/2019 to 23/2/2019)  | Topic 7 Capital Structure Planning  |
| 9<br>(25/2/2019 to 2/3/2019)   | Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)   |
| 10<br>( 4/3/2019 to 9/3/2019)  | Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)   |
| 11<br>(11/3/2019 to 16/3/2019) | Topic 8 Financial Institutions  |
| 12<br>(17/3/2019 to 24/3/2019) | Topic 9 Social Cost Benefit Analysis  |
| 13<br>(25/3/2019 to 30/3/2019) | Topic 10 Project Review and Control   |

|                               |          |
|-------------------------------|----------|
|                               |          |
| 14<br>(1/4/2019 to 6/4/2019)  | Revision |
| 15<br>(8/4/2019 to 13/4/2019) | Revision |
| 16<br>(15/4/2019 )            | Revision |

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan(2018-19)

**Class:**

**M.COM IVth Semester**

**Subject:**

**Sales Management**

| Week                               | Topics   |
|------------------------------------|--|
| 1<br>(01-01-2019 to<br>05-01-2019) | Introduction of Syllabus<br>Basics of sales  |
| 2<br>(07-01-2019 to<br>12-01-2019) | Topic-1<br>Sales Management – An Introduction  |
| 3<br>(14-01-2019 to<br>19-01-2019) | Topic-2<br>Fundamentals of Selling, Salesmanship and Personal Selling<br>Class Activity-( I Can Sell Anything) |
| 4<br>(21-01-2019 to<br>25-01-2019) | Topic-3<br>Sales Planning<br>Class Test  |
| 5<br>(28-01-2019 to<br>02-02-2019) | Topic-4<br>Sales Forecasting<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)      |
| 6<br>(04-02-2019 to<br>09-02-2019) | Topic-5<br>Sales Budget<br>(Group Discussion)  |

|                                     |  |
|-------------------------------------|--|
| 7<br>(11-02-2019 to<br>16-02-2019)  | Topic-6<br>Sales Organisation – Organising the Sales Efforts   |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Topic-7<br>Sales Quotas and Sales Territories<br>Queries from Previous Chapter   |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic-8<br>Sales Force Management- Recruitment and Selection of Sales Personnel<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity) |
| 10<br>(04-03-2019 to<br>09-03-2019) | Topic-9<br>Sales Force Management: Training, Development and Induction<br>Case Studies   |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic- 10<br>Compensating Sales Force<br>Topic-11<br>Motivating the Sales Personnel  |
| (17-03-2019 to<br>24-03-2019)       | Holi Break   |
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic-12<br>Sales Meeting And Contents<br><br>Topic-13<br>Control Process: Analysis of sales volume, Costs and Profitability                                 |
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic-14<br>Controlling Sales Personnel<br>Activity Class- (Group Discussion/Presentation/case study/Group Activity)   |
| 14<br>(08-04-2019 to<br>13-04-2019) | Topic- 15<br>Ethical Issues in Sales Management<br>Revision of Chapters  |
| 15<br><br>15-04-2019                | Revision of Syllabus<br>Class Test   |

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan(2018-19) even sem**

**Class: M.COM 4th Semester**

**Subject: Service Marketing**

| <b>Week</b>                        | <b>Topics</b>   |
|------------------------------------|---|
| 1<br>(01-01-2019 to<br>05-01-2019) | Service marketing –Concept,characteristics and classification   |
| 2<br>(07-01-2019 to<br>12-01-2019) | Take queries of previous topic<br><br>Buying Process for services<br><br>Student presentation on previous topic |
| 3<br>(14-01-2019 to<br>19-01-2019) | Consumer expectation of services<br><br>Class activity ( student presentation/group discussion/class test etc)  |
| 4<br>(21-01-2019 to<br>25-01-2019) | Consumer perception of services<br><br>Class test   |
| 5<br>(28-01-2019 to<br>02-02-2019) | Service Quality<br><br>Student presentation on previous topic   |
| 6<br>(04-02-2019 to<br>09-02-2019) | Relationship Marketing<br><br>Service Market Segmentation<br><br>Customer retention strategy                    |



|                                     |  |
|-------------------------------------|--|
|                                     | Class activity ( student presentation/group discussion/class test etc)   |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Service Development<br>Process<br>Service blueprinting<br>Take queries of previous topic<br>give written assignment  |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Service Delivery<br>Customers feedback<br>Service recovery   |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Physical environment of services<br>Pricing of services<br>Approaches of Pricing<br><br>Class activity ( student presentation/group discussion/class test etc) |
| 10<br>(04-03-2019 to<br>09-03-2019) | Distribution of service channels<br>Key intermediaries   |
| 11<br>(11-03-2019 to<br>16-03-2019) | Managing Service Employees<br><br>Give assignment for homework   |
| 12<br>(25-03-2019 to<br>30-03-2019) | Revision<br><br>Class test<br>Student presentation   |

|                                     |  |
|-------------------------------------|--|
| 13<br>(01-04-2019 to<br>06-04-2019) | Managing service customers and enhancing customer participation<br><br>Customer protection<br><br>Ethics in Services<br><br>Class activity ( student presentation/group discussion/class test etc) |
| 14<br>(08-04-2019 to<br>13-04-2019) | Customer protection  |
| 15<br>15-04-2019                    | Ethics in Services<br><br>Class activity ( student presentation/group discussion/class test etc)   |

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2018-19)**

**Class:**

**M.COM IVth Semester**

**Subject:**

**Strategic HRM**

| Week                               | Topics  |
|------------------------------------|---|
| 1<br>(01-01-2019 to<br>05-01-2019) | Introduction<br>Topic- Concept Of Strategies and Characteristics  |
| 2<br>(07-01-2019 to<br>12-01-2019) | Topic- Approaches of Strategic Decision Making<br>Strategic Management Process  |
| 3<br>(14-01-2019 to<br>19-01-2019) | Topic- Developing of Strategic Mission<br>Setting of Objectives<br>Topic Continued After Taking queries from Previous Lecture |
| 4<br>(21-01-2019 to<br>25-01-2019) | Topic- Environmental Appraisal<br>Concept & Components<br>Group Activity- Presentation/Group Discussion                       |
| 5<br>(28-01-2019 to<br>02-02-2019) | Topic- Analyzing of external environment<br>Organization Appraisal  |
| 6                                  | Topic-Dynamic of Internal Environment   |

|                                     |  |
|-------------------------------------|--|
| (04-02-2019 to<br>09-02-2019)       | Topic Continued After Taking queries from Previous Lecture   |
| 7<br>(11-02-2019 to<br>16-02-2019)  | Topic-Methods and Technique of organizational Appraisal<br>Discussion on Research Paper Writing                    |
| 8<br>(18-02-2019 to<br>23-02-2019)  | Topic-Dynamics of Internal Environment<br>Methods and techniques of organizational Appraisal                       |
| 9<br>(25-02-2019 to<br>02-03-2019)  | Topic- Generic Strategic Alternative<br>Stability, Expansion, Retrenchment & Combination Strategies                |
| 10<br>(04-03-2019 to<br>09-03-2019) | Topic- Variation Strategies<br>Internal & External Alternatives<br>Class Test                                      |
| 11<br>(11-03-2019 to<br>16-03-2019) | Topic- Variation Strategies<br>Horizontal & Vertical Alternatives<br>Group Activity- Presentation/Group Discussion |
| 12<br>(25-03-2019 to<br>30-03-2019) | Topic- International Level Strategic Alternative<br>Topic- Strategic Choice Process, Technique & Marginal Factors  |
| 13<br>(01-04-2019 to<br>06-04-2019) | Topic: Strategic Implementation,<br>Organisation Learning<br>Class Activity: Case Studies                          |
| 14<br>(08-04-2019 to<br>13-04-2019) | Topic- Strategy and Structural Decision<br>Class Test  |
| 15<br>15-04-2019                    | Topic- Behavioral Issue in Implementation<br>Topic- Operational Decisions  |

  
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