

**DEPARTMENT  
OF COMMERCE**

# **Lesson Plan**

**B.COM 1<sup>ST</sup> SEM**

**2019-2020**

**Dyal Singh College, Karnal**  
**Session: 2019-20**  
**Lesson Plan**

**Class: B.com, Semester 1**

**Subject: BC-101 (Financial Accounting- I)**

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation to Students Meaning, need, objectives & scope of Financial accounting
<b>2</b> (22-07-2019 to 27-07-2019)	Book-keeping and accounting Branches of accounting Accounting principles: concepts and conventions
<b>3</b> (29-07-2019 to 03-08-2019)	Accounting cycle and accounting equation Journal; rules of journalizing Ledger & Trial Balance
<b>4</b> (05-08-2019 to 10-08-2019)	Rectification of Errors
<b>5</b> (12-08-2019 to 17-08-2019)	Topic Continued after taking queries from previous lecture Suspense Account Effect of Rectification on Profit
<b>6</b> (19-08-2019 to 24-08-2019)	Capital and Revenue: Concept and classification of income Capital and Revenue expenditure Capital and Revenue Receipts

<p><b>7</b> (26-08-2019 to 31-08-2019)</p>	<p>Depreciation provisions and reserves: concept and classification Methods of depreciation accounting.</p>
<p><b>8</b> (02-09-2019 to 07-09-2019)</p>	<p>Final Accounts: manufacturing, trading, profit &amp; loss account Balance sheet</p>
<p><b>9</b> (09-09-2019 to 14-09-2019)</p>	<p>Topic of Final Accounts Continued Adjustment Entries</p>
<p><b>10</b> (16-09-2019 to 21-09-2019)</p>	<p>Topic of Final Accounts Continued</p>
<p><b>11</b> (24-09-2019 to 28-09-2019)</p>	<p>Revision and Class Test</p>
<p><b>12</b> (30-09-2019 to 05-10-2019)</p>	<p>Accounts of Non-profit Organizations</p>
<p><b>13</b> (07-10-2019 to 12-10-2019)</p>	<p>Topic continued after taking queries from previous lecture</p>
<p><b>14</b> (14-10-2019 to 19-10-2019)</p>	<p>Consignment Accounts: accounting records Normal and abnormal Loss: Valuation of unsold stock</p>
<p><b>15</b> (21-10-2019 to 23-10-2019)</p>	<p>Topic continued after taking queries from previous lecture</p>

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2019-20)

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

**Subject: Micro Economics**

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students Topic 1 - Economics – Introduction
<b>2</b> (22-07-2019 to 27-07-2019)	Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture) Topic 2 – Micro and Macro Economics Activity Class (group discussion on recent topic in Economics)
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 3 – Theory of Demand Topic 4 – Elasticity of Demand
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 4 – Elasticity of Demand (Topic Continued after taking queries from previous lecture) Class Test
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 5 – Production Function And Law of Production Activity (Discussion on impact of share market in Economy)
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 5 – Production Function And Law of Production (Topic Continued after taking queries from previous lecture) Topic 6 – Theory of cost
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz)
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 7 – Price Determination Under Perfect Competition
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition

<b>10</b> (16-09-2019 to 21-09-2019)	Topic 9 – Price Determination Under Monopoly (After taking query of previous Chapter) Class Test Activity (Group Discussion/ presentation)
<b>11</b> (24-09-2019 to 28-09-2019)	Topic 10 - Price Determination Under Monopolistic Competition (After taking query of previous Chapter) Class Test
<b>12</b> (30-09-2019 to 05-10-2019)	Topic 11 – Cardinal Utility Analysis (After taking query of previous Chapter) (Group Discussion/ Presentation)
<b>13</b> (07-10-2019 to 12-10-2019)	Topic 11 – Cardinal Utility Analysis (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
<b>14</b> (14-10-2019 to 19-10-2019)	Topic 12 – Indifference Curve Approach Activity (Presentation/ Group Discussion)
<b>15</b> (21-10-2019 to 23-10-2019)	Topic 12 – Indifference Curve Approach ((Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan(2019-20)

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

**Subject: Principles of Business Management**

Week	Topics
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students  Topic 1 - Introduction to Management
<b>2</b>	Topic - 1 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture)

(22-07-2019 to 27-07-2019)	Topic 2 – Management: An Introduction Activity Class (group discussion/presentation/role playing/group activity)
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 3 – Management as Science, Art and Profession Test of Chapter No 1
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 4– Approaches to Management Topic Continued after taking queries from previous lecture
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 5 – Planning: Concept and Importance Topic Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 6- Types of Plans Test of Planning: Concept and Importance
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 7– Organising: Principles and Formal vs. Informal Organisation Topic Continued after taking queries from previous lecture
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 8– Organisation Structure: Meanings d Types Topic Continued after taking queries from previous lecture
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 9– Delegation of Authority: Meaning, Advantages and Barriers Topic Continued after taking queries from previous lecture
<b>10</b> (16-09-2019 to 21-09-2019)	Topic 10- Decentralisation and Centralisation Test of Delegation of Authority
<b>11</b> (24-09-2019 to 28-09-2019)	Topic 11- Staffing: Concept and Scope Topic Continued after taking queries from previous lecture
<b>12</b>	Topic 12- Directing: Principles and Elements

(30-09-2019 to 05-10-2019)	Topic Continued after taking queries from previous lecture
<b>13</b> (07-10-2019 to 12-10-2019)	Topic 13- Motivation: Meaning, Importance and Approaches Topic Continued after taking queries from previous lecture
<b>14</b> (14-10-2019 to 19-10-2019)	Topic 14- Leadership: Approaches and Styles Topic Continued after taking queries from previous lecture
<b>15</b> (21-10-2019 to 23-10-2019)	Topic 15 Controlling Process Topic 16- Control Techniques: Traditional and Modern Topic Continued after taking queries from previous lecture

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2019-20**

**Lesson Plan**

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

**Subject: Business Communication**

<b>Week</b>	<b>Topics</b>
1 (16-07-2019 to 20-07-2019)	Orientation of the students Business Communication (Introduction)
2 (22-07-2019 to 27-07-2019)	Topic 1- Business communication- Meaning Topic 2- Forms of electronic communication Activity Class (group discussion/presentation/role playing/group activity)
3 (29-07-2019 to 03-08-2019)	Topic 3- Models and processes of communication Theories of communication
4 (05-08-2019 to 10-08-2019)	Topic 4- Corporate Communication
5 (12-08-2019 to 17-08-2019)	Topic 4- Corporate Communication (Contd..) Topic 5- Audience Analysis Activity Class- (Group Discussion/Presentation/case study/Group Activity)



6 (19-08-2019 to 24-08-2019)	Topic 6- Formal and informal communication network Topic 7- Communication barriers Improving Communication Topic Continued after taking queries from previous lecture
7 (26-08-2019 to 31-08-2019)	Topic 8- Effective presentation skills- Introduction Class Test
8 (02-09-2019 to 07-09-2019)	Topic 8- Effective presentation skills- Individual and group Presentation Topic Continued after taking queries from previous lecture
9 (09-09-2019 to 14-09-2019)	Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (16-09-2019 to 21-09-2019)	Topic 10- Self development and communication Development of positive attitude Topic Continued after taking queries from previous lecture
11 (24-09-2019 to 28-09-2019)	Topic 11- SWOT Analysis Body language: Kinesics, proxemics and para language Problem Solving Session
12 (30-09-2019 to 05-10-2019)	Topic 12- Principles of effective listening: Oral, written and video session Problem Solving Session
13 (07-10-2019 to 12-10-2019)	Topic 13- Interviewing skills : Appearing and conducting Topic 14- Writing resume and business letters Problem solving session
14 (14-10-2019 to 19-10-2019)	Topic 15- Etiquettes in verbal, written and online communication Class Test
15 (21-10-2019 to 23-10-2019)	Revision and doubt session

  
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 HOD Commerce  
 Dyal Singh College, Karnal

# **Lesson Plan**

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

**2019-2020**

**Dyal Singh College, Karnal**  
**Session: 2019-20**  
**Lesson Plan**

Class: B.com, Semester 2

Subject: BC-201 (Financial Accounting- II)

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Branch Accounts: Dependent branch Debtor's system
2 (06-01-2020 to 11-01-2020)	Branch Accounts: Stock and Debtor system
3 (13-01-2020 to 18-01-2020)	Branch Accounts: Final accounts Branch Accounts: Wholesale Branch
4 (20-01-2020 to 25-01-2020)	Class Test
5 (27-01-2020 to 01-02-2020)	Hire purchase and installment purchase system Concept and legal provisions regarding hire-purchase contract
6 (03-02-2020 to 08-02-2020)	Accounting records for goods of substantial sale value
7 (10-02-2020 to 15-02-2020)	Class Test
8 (17-02-2020 to 22-02-2020)	Partnership account: characteristics of partnership Partnership deed; final accounts; adjustment after closing the accounts

9 (24-02-2020 to 29-02-2020)	Fixed and Fluctuating capital Goodwill, Joint life policy, Change in profit sharing ratio
10 (02-03-2020 to 07-03-2020)	Reconstitution of partnership firm: Admission of a Partner
11 (16-03-2020 to 21-03-2020)	Reconstitution of partnership firm: Retirement and Death of a partner
12 (23-03-2020 to 28-03-2020)	Dissolution of partnership: Modes & Accounting treatment
13 (30-03-2020 to 04-04-2020)	Dissolution of partnership: Modes & Accounting treatment
14 (06-04-2020 to 11-04-2020)	Class Test and Revision
15 (13-04-2020 to 15-04-2020)	Class Test and Revision

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2019-20)**

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

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

Week	Topics
1	Topic 1 – Nature and Scope of Macro Economics

(01-01-2020 to 04-01-2020)	
2 (06-01-2020 to 11-01-2020)	Topic 2 – Circular Flow of Income Activity : (class Test/Group Discussion)
3 (13-01-2020 to 18-01-2020)	Topic 3 – National Income: Concepts and Measurement Activity: (Class Test/ Presentation)
4 (20-01-2020 to 25-01-2020)	Topic 3 – National Income: Concepts and Measurement (Topic Continued after taking queries from previous lecture)
5 (27-01-2020 to 01-02-2020)	Topic 4 – Consumption Function Activity : (Group Discussion/Quiz)
6 (03-02-2020 to 08-02-2020)	Topic 4 – Consumption Function (Topic Continued after taking queries from previous lecture)
7 (10-02-2020 to 15-02-2020)	Topic 5 – Investment Function Activity : (Group Discussion/Quiz)
8 (17-02-2020 to 22-02-2020)	Topic 6 – Multiplier Activity: (Class Test/Presentation)
9 (24-02-2020 to 29-02-2020)	Topic 7- Principal of Acceleration Activity : (Group Discussion/Quiz)
10 (02-03-2020 to 07-03-2020)	Topic 8 – National Income Determination in a Three Sector Closed Economy Activity: (Class Test/ Presentation)
11 (16-03-2020 to 21-03-2020)	Topic 9 – Inflation Activity : (Group Discussion/Quiz)
12 (23-03-2020 to 28-03-2020)	Topic 10 – Business Cycles Class Test

13 (30-03-2020 to 04-04-2020)	Topic 11- Classical Theory Of Income and Employment Activity: (Class Test/ Presentation)
14 (06-04-2020 to 11-04-2020)	Topic 12 – Keynesian Theory of Income and Employment Activity : (Group Discussion/Quiz)
15 (13-04-2020 to 15-04-2020)	Revision

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2019-20)**

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

**Subject: Fundamental of Marketing**

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic 1: Marketing: An Introduction
2 (06-01-2020 to 11-01-2020)	Topic 2: Marketing Concepts
3 (13-01-2020 to 18-01-2020)	Class Test Topic 1: Marketing Topic 3: Marketing Management
4 (20-01-2020 to 25-01-2020)	Topic 4: Marketing Mix
5 (27-01-2020 to 01-02-2020)	Topic 5: Marketing Environment Presentation of students

6 (03-02-2020 to 08-02-2020)	Topic 6: Market Segmentation (Topic Continued after taking queries from previous lecture)
7 (10-02-2020 to 15-02-2020)	Class Test Topic 7 Consumer Behaviour (Topic Continued after taking queries from previous lecture)
8 (17-02-2020 to 22-02-2020)	Class Test Topic 8: Product Topic 9: Product Mix Strategies
9 (24-02-2020 to 29-02-2020)	Topic 10: Branding, Packaging and Labelling (Topic Continued after taking queries from previous lecture)
10 (02-03-2020 to 07-03-2020)	Class Test Topic 11: Product Life Cycle (Topic Continued after taking queries from previous lecture)
11 (16-03-2020 to 21-03-2020)	Topic 12: New Product Development Process (Topic Continued after taking queries from previous lecture) Class Test
12 (23-03-2020 to 28-03-2020)	Topic 13: Product Pricing  Class Test
13 (30-03-2020 to 04-04-2020)	Topic 14: Product Mix
14 (06-04-2020 to 11-04-2020)	Topic 15: Distribution Channels
15 (13-04-2020 to 18-04-2020)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com Semester-2<sup>nd</sup>**  
**Subject: Business Environment of Haryana**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1 – Haryana economy: nature, characteristics and problems
2 (06-01-2020 to 11-01-2020)	Topic 2 – concept of economic development Topic3- State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio. Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-01-2020 to 18-01-2020)	Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)
4 (20-01-2020 to 25-01-2020)	Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy Class Test
5 (27-01-2020 to 01-02-2020)	Topic 5 – Measures for development in agriculture, crop insurance. Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (03-02-2020 to 08-02-2020)	Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance Class Test
7 (10-02-2020 to 15-02-2020)	Topic 7 – credit needs of farmers; sources of credit: institutional and non-institutional sources Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (17-02-2020 to 22-02-2020)	Topic 8 – NABARD Topic 9 – rural indebtedness: causes, consequences and debt relief measures. Activity Class (group discussion/presentation/role playing/group activity /case study)



9 (24-02-2020 to 29-02-2020)	Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges Class Test
10 (02-03-2020 to 07-03-2020)	Topic 11 – SEZ, Growth of MNCs in Haryana. Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (16-03-2020 to 21-03-2020)	Topic 12 – Role of HSIIDC, HFC Class test
12 (23-03-2020 to 28-03-2020)	Topic 13 – HAFED, HKVIB Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (30-03-2020 to 04-04-2020)	Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization.
14 (06-04-2020 to 11-04-2020)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (13-04-2020 to 15-04-2020)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan(2019-20)**

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

**Subject: Income Tax Law-II**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07-2019)	Deductions under section 80C-80U
<b>2</b> (29-07-2019 to 03-08-2019)	Deductions
<b>3</b> (05-08-2019 to 10-08-2019)	Agriculture Income
<b>4</b> (12-08-2019 to 17-08-2019)	Total Income of Individual (Taking queries and class test)
<b>5</b> (19-08-2019 to 24-08-2019)	Total Income of HUF
<b>6</b> (26-08-2019 to 31-08-2019)	Total Income of Firm
<b>7</b> (02-09-2019 to 07-09-2019)	Income Tax Authorities
<b>8</b> (09-09-2019 to 14-09-2019)	Procedure of assessment
<b>9</b> (16-09-2019 to 21-09-2019)	Procedure of assessment (Taking queries and class test)
<b>10</b> (24-09-2019 to 28-09-2019)	TDS and TCS
<b>11</b> (30-09-2019 to 05-10-2019)	Rebate and relief of tax
<b>12</b> (07-10-2019 to 12-10-2019)	Advance Payment of Tax (Taking queries and class test)
<b>13</b> (14-10-2019 to 19-10-2019)	Recovery of Tax
<b>14</b> (21-10-2019 to 23-10-2019)	Refund of Tax

<b>15</b> (28/10/2019- 31/10/2019)	Revision
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**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com (Taxation) Semester-2<sup>nd</sup>**  
**Subject: Goods & Services Tax- I**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01- 2020)	Topic 1- GST: meaning, taxable person, levy and collection of GST
2 (06-01-2020 to 11-01- 2020)	Topic 2 –composition levy, power to grant exemption from tax; GST rates Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-01-2020 to 18-01- 2020)	Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration
4 (20-01-2020 to 25-01- 2020)	Topic 3 – special provisions relating to casual taxable person and non- resident taxable person Class Test
5 (27-01-2020 to 01-02- 2020)	Topic 3 –amendment of registration; cancellation of registration; revocation of cancellation of registration Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (03-02-2020 to 08-02- 2020)	Topic 4 – Time and place of supply of goods and services, value of taxable supply Class Test
7 (10-02-2020 to 15-02- 2020)	Topic 5 – Input tax credit: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)

8 (17-02-2020 to 22-02-2020)	Topic 5 – Input tax credit: eligibility and conditions for taking input tax credit; apportionment of credit and blocked credits Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (24-02-2020 to 29-02-2020)	Topic 5 – availability of credit in special circumstances Class Test
10 (02-03-2020 to 07-03-2020)	Topic 5 – taking input tax credit in respect of inputs and capital goods sent for job-work Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (16-03-2020 to 21-03-2020)	Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess. Class test
12 (23-03-2020 to 28-03-2020)	Topic 6 – Tax invoice credit and debit note: Performa Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (30-03-2020 to 04-04-2020)	Revision and Tests
14 (06-04-2020 to 11-04-2020)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (13-04-2020 to 15-04-2020)	Revision and Tests

  
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# **Lesson Plan**

**B.COM 3<sup>rd</sup> SEM**

**2019-2020**

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan  
Session 2019-20**

**Class and Section: B.Com Sem 3rd**  
**Subject: Corporate Accounts**

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation Issue of shares Forfeiture and re- issue of shares
<b>2</b> (22-07-2019 to 27-07-2019)	Book building concept and its process
<b>3</b> (29-07-2019 to 03-08-2019)	Issue of right shares and bonus shares Buy back of shares
<b>4</b> (05-08-2019 to 10-08-2019)	Numerical assessment and revision Test of previous topics
<b>5</b> (12-08-2019 to 17-08-2019)	Issue of preference shares
<b>6</b> (19-08-2019 to 24-08-2019)	Redemption of preference shares Test and numerical assessment
<b>7</b> (26-08-2019 to 31-08-2019)	Issue of debentures
<b>8</b> (02-09-2019 to 07-09-2019)	Redemption of debentures
<b>9</b> (09-09-2019 to 14-09-2019)	Test of debentures Introduction to final accounts

<b>10</b> (16-09-2019 to 21-09-2019)	Continuation of final accounts
<b>11</b> (24-09-2019 to 28-09-2019)	Introduction of Amalgamation of companies
<b>12</b> (30-09-2019 to 05-10-2019)	Continuation of amalgamation of companies
<b>13</b> (07-10-2019 to 12-10-2019)	Numerical assessment and revision along with doubt clearing session
<b>14</b> (14-10-2019 to 19-10-2019)	Internal reconstruction
<b>15</b> (21-10-2019 to 23-10-2019)	Test of internal reconstruction Doubt solving sessions Revision

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2019-20)

**Class:**

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

**Subject:**

**Business Statistics - I**

Week	Topics
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students Topic 1 - Introduction to Statistics

<b>2</b> (22-07-2019 to 27-07-2019)	Topic 2 – Collection of Data Activity Class (group discussion/presentation/role playing/group activity)
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 3 – Measures of Central Tendency
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean)
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 4 – Measures of Dispersion
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture  Class Test
<b>10</b> (16-09-2019 to 21-09-2019)	Topic – 5 Index Numbers – 1
<b>11</b> (24-09-2019 to 28-09-2019)	Topic – 5 Index Numbers – 1 Class Test
<b>12</b> (30-09-2019 to 05-10-2019)	Topic – 5 Index Numbers – 2 Topic Continued after taking queries from previous lecture
<b>13</b> (07-10-2019 to 12-10-2019)	Topic – 6 Time Series Analysis - 1



<b>14</b> (14-10-2019 to 19-10-2019)	Time Series Analysis -2
<b>15</b> (21-10-2019 to 23-10-2019)	Time Series Analysis -3

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session- 2019-20**

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

**Subject: Business Law**

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of business law Introduction to valid contracts
<b>2</b> (22-07-2019 to 27-07-2019)	Elements of valid contract Proposal of contract
<b>3</b> (29-07-2019 to 03-08-2019)	Acceptance and revocation Contractual capacity of parties
<b>4</b> (05-08-2019 to 10-08-2019)	Contractual capacity of parties contd... Free consent of parties
<b>5</b> (12-08-2019 to 17-08-2019)	Lawful consideration and object Agreements expressly declared as void
<b>6</b> (19-08-2019 to 24-08-2019)	Legal formalities – written and registered Contingent contracts

<p><b>7</b> (26-08-2019 to 31-08-2019)</p>	<p>Performance of contracts Discharge of contracts</p>
<p><b>8</b> (02-09-2019 to 07-09-2019)</p>	<p>Implied, Quasi or Constructive contracts Test+ revision</p>
<p><b>9</b> (09-09-2019 to 14-09-2019)</p>	<p>Consequences of breach of contract Contracts of indemnity and guarantee Contract of pledge and agency</p>
<p><b>10</b> (16-09-2019 to 21-09-2019)</p>	<p>Sale of goods act-1930 Contract of sale</p>
<p><b>11</b> (24-09-2019 to 28-09-2019)</p>	<p>Conditions and warranties</p>
<p><b>12</b> (30-09-2019 to 05-10-2019)</p>	<p>Transfer of property or ownership</p>
<p><b>13</b> (07-10-2019 to 12-10-2019)</p>	<p>Performance of the contract- delivery and payment Unpaid seller</p>
<p><b>14</b> (14-10-2019 to 19-10-2019)</p>	<p>Suits for breach of contract</p>
<p><b>15</b> (21-10-2019 to 23-10-2019)</p>	<p>Consumer protection act, 1986</p>

**Dyal Singh College, Karnal**  
**Session: 2019-20**  
**Lesson Plan**

Class: B.com, Semester 3

Subject: BC 304 (Company Law- I)

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Meaning of Company
<b>2</b> (22-07-2019 to 27-07-2019)	Characteristics of Companies Types of Companies Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
<b>3</b> (29-07-2019 to 03-08-2019)	Topic Continued after taking queries from previous lecture Conversion of private into public company & vice versa.
<b>4</b> (05-08-2019 to 10-08-2019)	Promotion and incorporation of companies: Basic Concepts Promoters: legal position, duty, liability and remuneration Class Test
<b>5</b> (12-08-2019 to 17-08-2019)	Topic Continued after taking queries from previous lecture Company and pre-incorporation contracts Incorporation procedure
<b>6</b> (19-08-2019 to 24-08-2019)	Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses

	Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
<b>7</b> (26-08-2019 to 31-08-2019)	Contents of Articles of Association  Model forms and alteration in Articles of Association
<b>8</b> (02-09-2019 to 07-09-2019)	Doctrine of indoor management  Doctrine of Constructive notice  Class Test
<b>9</b> (09-09-2019 to 14-09-2019)	Meaning of Prospectus  Contents and formalities of prospectus  Abridged prospectus  Deemed prospectus
<b>10</b> (16-09-2019 to 21-09-2019)	Red herring & shelf prospectus  Misstatement and remedies  Liabilities for misstatements  Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
<b>11</b> (24-09-2019 to 28-09-2019)	Revision and Class Test
<b>12</b> (30-09-2019 to 05-10-2019)	Types of Share Capital  Issue and allotment of shares and debentures

<p><b>13</b> (07-10-2019 to 12-10-2019)</p>	<p>Share Certificate</p> <p>Share warrant</p> <p>Reduction of share capital</p> <p>Buy-back of shares</p>
<p><b>14</b> (14-10-2019 to 19-10-2019)</p>	<p>Transfer &amp; transmission of shares and debentures</p> <p>Class Test</p>
<p><b>15</b> (21-10-2019 to 23-10-2019)</p>	<p>Depository system</p> <p>Borrowing powers and debentures</p>

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2019-20**

**Class and Section:**

**B. Com 3rd Semester**

**Subject:**

**Indian Financial System**

<b>Week</b>	<b>Topics</b>
<p>1 (16/7/2019 to 20/7/2019)</p>	<p>Orientation of the students</p> <p>Introduction to Indian financial System</p>
<p>2 (22/7/2019 to 27/7/2019)</p>	<p>Nature and role of financial System</p> <p>Financial System and Economic Development</p>
<p>3 (29/7/2019 to 3/8/2019)</p>	<p>Financial Markets</p> <p>Financial Instruments</p>

4 (5/8/2019 to 10/8/2019)	Instruments of Money Market Functions of Money Market Class (Group Discussion and Presentation)
5 (12/8/2019 to 17/8/2019)	Primary Market Secondary Market
6 (19/8/2019 to 24/8/2019)	Depository System NSDL CDSL
7 (26/8/2019 to 31/8/2019)	Formation of SEBI Recent Developments
8 (2/9/2019 to 7/9/2019)	Debt Market Presentations
9 (9/9/2019 to 14/9/2019)	Reserve Bank of India Credit Creation
10 (16/9/2019 to 21/9/2019)	Methods Of Credit Control Revision of above topics
11 (24/9/2019 to 28/9/2019)	Commercial Banking in India Recent Developments in Commercial Banking in India
12 (30/9/2019 to 5/10/2019)	Problem of Non-performing Assets in Commercial Banks
13 (7/10/2-19 to 12/10/2019)	Payment Banks E-banking in India
14 (14/10/2019 to 19/10/2019)	Development Banks

15 (21/10/2019 to 23/10/2019)	Payment Banks and E-Banking (Group discussion /presentation)
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**DYAL SINGH COLLEGE, KARNAL**

**Session: 2019-20**

**Lesson Plan**

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

**Subject: Rural Marketing**

<b>Week</b>	<b>Topics</b>
1 (16-07-2019 to 20-07-2019)	Orientation of the students Introduction to Rural Marketing
2 (22-07-2019 to 27-07-2019)	Topic 1- Introduction (Topic continued) Meaning, Nature, Characteristics and Opportunities of Rural Marketing Rural Marketing in India Activity Class (group discussion/presentation/role playing/group activity)
3 (29-07-2019 to 03-08-2019)	Topic 1- Revision Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.
4 (05-08-2019 to 10-08-2019)	Test Topic 2- Rural Consumer Behaviour
5 (12-08-2019 to 17-08-2019)	Topic 3-Segmentation of Rural Market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (19-08-2019 to 24-08-2019)	Topic 3- Segmentation of Rural Market (Contd..) Topic Continued after taking queries from previous lecture

<p>7 (26-08-2019 to 31-08-2019)</p>	<p>Topic 4- Rural Marketing Mix Class Test</p>
<p>8 (02-09-2019 to 07-09-2019)</p>	<p>Presentation and Revision Topic 5- Difference in Rural and Urban market Problems in Rural Marketing Topic Continued after taking queries from previous lecture</p>
<p>9 (09-09-2019 to 14-09-2019)</p>	<p>Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>10 (16-09-2019 to 21-09-2019)</p>	<p>Topic 6- Product planning, pricing, promotion and management of distribution channel for marketing of durables and non-durables in rural areas Topic Continued after taking queries from previous lecture</p>
<p>11 (24-09-2019 to 28-09-2019)</p>	<p>Topic 6- Planning and organising personal selling in rural market</p>
<p>12 (30-09-2019 to 05-10-2019)</p>	<p>Revision of Topics (5 and 6)</p>
<p>13 (07-10-2019 to 12-10-2019)</p>	<p>Topic 7- Innovation in Rural Market Topic 8- E-commerce in Rural Market Class Tests</p>



14 (14-10-2019 to 19-10-2019)	Topic 8- E-Choupal and other similar initiatives in rural market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (21-10-2019 to 23-10-2019)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2019-20**

**Lesson Plan**

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

**Subject: Foreign Trade of India**

<b>Week</b>	<b>Topics</b>
1 (16-07-2019 to 20-07-2019)	Orientation of the students Topic 1 –India’s Foreign Trade: Trends and Composition
2 (22-07-2019 to 27-07-2019)	Topic 1 – India’s Foreign Trade: Trends and Composition (Topic Continued after taking queries from previous lecture) Topic 2 – Direction of Foreign Trade Activity Class (group discussion/presentation/role playing/group activity)
3 (29-07-2019 to 03-08-2019)	Topic 3 – Balance of Payments Class Test
4 (05-08-2019 to 10-08-2019)	Topic 4 – World Trade Organization Revision and Class test - Oral
5 (12-08-2019 to 17-08-2019)	Topic 5 – Foreign Market Selection Activity Class (group discussion/presentation/role playing/group activity)

<p>6 (19-08-2019 to 24-08-2019)</p>	<p>Topic 6 – Foreign Market Entry Modes Revision and Class test - Oral</p>
<p>7 (26-08-2019 to 31-08-2019)</p>	<p>Topic 7 – International Product Planning Activity Class (group discussion/presentation/role playing/group activity)</p>
<p>8 (02-09-2019 to 07-09-2019)</p>	<p>Topic 8 – International Product Life Cycle Class Test</p>
<p>9 (09-09-2019 to 14-09-2019)</p>	<p>Topic 9 – Export Procedures and Documentation Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>10 (16-09-2019 to 21-09-2019)</p>	<p>Topic 10 – Incoterms/International Price Quotations Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (24-09-2019 to 28-09-2019)</p>	<p>Topic 11 – Methods of International Payment  Topic 12 – Foreign Trade Policy Class Test</p>
<p>12 (30-09-2019 to 05-10-2019)</p>	<p>Topic 13 – Special Economic Zones (SEZs)  Activity Class (group discussion/presentation/role playing/group activity /case study)</p>

13 (07-10-2019 to 12-10-2019)	Topic 14 – Export Oriented Units(EOUs) Topic 15 – Export Houses and Trading Houses
14 (14-10-2019 to 19-10-2019)	Topic 16 – World Bank Topic 17 – International Monetary Fund (IMF) Activity Class (group discussion/presentation/role playing/group activity /case study)
15 (21-10-2019 to 23-10-2019)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2019-20**

**Lesson Plan**

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

**Subject: INCOME TAX LAW**

<b>Week</b>	<b>Topics</b>
1 (16-07-2019 to 20-07-2019)	Orientation of the students Basic Concepts of Income Tax Law
2 (22-07-2019 to 27-07-2019)	Topic 1 – - Assessment procedure Assessment under section 143(1) Regular assessment under section 143(2) Activity Class (group discussion/presentation/role playing/group activity)
3 (29-07-2019 to 03-08-2019)	Topic 2 - Best judgement assessment Class test
4 (05-08-2019 to 10-08-2019)	Topic 3 – - Income escaping assessment under section 148 Issue of notice where income has escaped assessment and time limit for notice

	Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (12-08-2019 to 17-08-2019)	Topic 4 – Topic Continued after taking queries from previous lecture Time limit for completion of assessment and reassessment Topic 5 --- Return of Income
6 (19-08-2019 to 24-08-2019)	Topic 6 – Persons liable to file return Return of loss Revision and test Topic Continued after taking queries from previous lecture
7 (26-08-2019 to 31-08-2019)	Topic 7 – Belated Return filing Revised return Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (02-09-2019 to 07-09-2019)	Topic 8 -- Defective return E-filing of return Topic Continued after taking queries from previous lecture
9 (09-09-2019 to 14-09-2019)	Topic 9 -- - Filing of ITR (Income tax return) Problem Solving Session
10 (16-09-2019 to 21-09-2019)	Topic 10 Penalty Filing of ITR (Income tax return) Activity Class (group discussion/presentation/role playing/group activity /case study)

11 (24-09-2019 to 28-09-2019)	Topic 11 -- Offences and Prosecutions Revision and Class Test
12 (30-09-2019 to 05-10-2019)	Topic 13 – - Appeals to Income tax authority Activity Class- (Group Discussion/Presentation/case study/Group Activity)
13 (07-10-2019 to 12-10-2019)	Topic 14 -Post assessment procedure Topic 15- Refund- Who can claim and time limit for claiming refund Problem solving session
14 (14-10-2019 to 19-10-2019)	Topic 16 - Refund on Appeal Interest on Appeal Class Test
15 (21-10-2019 to 23-10-2019)	Revision and Tests

  
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**Lesson Plan**  
**B.COM 4thSEM**  
**2019-2020**

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com Semester-4<sup>th</sup>**  
**Subject: Corporate Accounting - II**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Orientation and introduction of new syllabus
2 (06-01-2020 to 11-01-2020)	introduction to valuation of goodwill and explaining the topic
3 (13-01-2020 to 18-01-2020)	test of valuation of goodwill introduction to different kinds of shares and their benefits
4 (20-01-2020 to 25-01-2020)	concept of valuation of shares, its calculation based on simple problems
5 (27-01-2020 to 01-02-2020)	test of valuation of shares introduction of holding companies and balance sheet of a company
6 (03-02-2020 to 08-02-2020)	accounts of holding companies
7 (10-02-2020 to 15-02-2020)	preparation of consolidated balance sheet

8 (17-02-2020 to 22-02-2020)	preparation of consolidated balance sheet along with one subsidiary company
9 (24-02-2020 to 29-02-2020)	accounts of holding company along with the relevant provisions of accounting standard 21.
10 (02-03-2020 to 07-03-2020)	doubt session test of holding company. introduction to banking organizations.
11 (16-03-2020 to 21-03-2020)	accounts of banking organizations with practical questions introduction to insurance companies
12 (23-03-2020 to 28-03-2020)	accounts of insurance companies
13 (30-03-2020 to 04-04-2020)	doubt session test of insurance company both practical and theory
14 (06-04-2020 to 11-04-2020)	liquidation of companies - theory and practical
15 (13-04-2020 to 15-04-2020)	doubt solving session test of full syllabus



# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2019-20)

**Class:**

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

**Subject:**

**Business Statistics - II**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1: Simple Correlation – Introduction
2 (06-01-2020 to 11-01-2020)	Topic 1: Simple Correlation (Karl Pearson's Coefficient of Correlation)
3 (13-01-2020 to 18-01-2020)	Class Test Topic 1: Simple Correlation (Rank Correlation)
4 (20-01-2020 to 25-01-2020)	Topic 1: Simple Correlation (Concurrent Deviation Method, Probable and Standard Error) Class Test
5 (27-01-2020 to 01-02-2020)	Topic 2: Regression Analysis
6 (03-02-2020 to 08-02-2020)	Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
7 (10-02-2020 to 15-02-2020)	Class Test Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
8 (17-02-2020 to 22-02-2020)	Class Test Topic 3: Probability - I
9	Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)

(24-02-2020 to 29-02-2020)	
10 (02-03-2020 to 07-03-2020)	Class Test Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
11 (16-03-2020 to 21-03-2020)	Topic 4: Probability - II (Bays' Theorem) (Topic Continued after taking queries from previous lecture) Class Test
12 (23-03-2020 to 28-03-2020)	Topic 5: Probability Distributions - I (Binomial Distribution)  Class Test
13 (30-03-2020 to 04-04-2020)	Topic 6: Probability Distributions - II (Poisson Distribution)  Class Test
14 (06-04-2020 to 11-04-2020)	Topic 7: Probability Distributions - III (Normal Distribution)  Class Test
15 (13-04-2020 to 18-04-2020)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com Semester-4<sup>th</sup>**  
**Subject: Business Laws-II**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01- 2020)	introduction to negotiable act 1881 its features and its types

2 (06-01-2020 to 11-01-2020)	negotiation, crossing and dishonor and discharge of negotiable instruments
3 (13-01-2020 to 18-01-2020)	indian partnership act, 1932 nature of firms, duties and rights of partners
4 (20-01-2020 to 25-01-2020)	relation of partners to third parties, liabilities of firm and partner, minor
5 (27-01-2020 to 01-02-2020)	reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration.
6 (03-02-2020 to 08-02-2020)	limited liability partnership act, 2008 its meaning and characteristics
7 (10-02-2020 to 15-02-2020)	incorporation of LLP, partners and the liability of LLP and partners.
8 (17-02-2020 to 22-02-2020)	accounts audit and taxation of LLPs conversion to LLP from private co./ firm/unlisted company
9 (24-02-2020 to 29-02-2020)	winding up and dissolution of LLP.
10 (02-03-2020 to 07-03-2020)	Information technology act 2000. its purpose, digital signature and electronic governance
11 (16-03-2020 to 21-03-2020)	acknowledgement and dispatch of electronic records certifying digital signature
12 (23-03-2020 to 28-03-2020)	penalties and other provisions
13	Right to information act, 2005

(30-03-2020 to 04-04-2020)	
14 (06-04-2020 to 11-04-2020)	important provisions of RTI act, 2005
15 (13-04-2020 to 15-04-2020)	revision and test.

**Dyal Singh College, Karnal**  
**Session: 2019-20**  
**Lesson Plan**

Class: B.com, Semester 4

Subject: BC 404 (Company Law- II)

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Membership in companies Company management and administration
2 (06-01-2020 to 11-01-2020)	Legal position of Directors Qualification and Appointment of Directors
3 (13-01-2020 to 18-01-2020)	Removal of Directors Powers of Directors Duties & liabilities of directors
4 (20-01-2020 to 25-01-2020)	Managerial Remuneration Key Management Personnel: Managing Director, Whole Time Director, Manager
5 (27-01-2020 to 01-02-2020)	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal Class Activity (Group Discussion/Presentation/Role Playing/Group activity)

6 (03-02-2020 to 08-02-2020)	Meetings: kinds of meetings, requisites of a valid meeting
7 (10-02-2020 to 15-02-2020)	Authority, notice & agenda, quorum, chairperson & conduct of meeting Resolutions Minutes & Proxy
8 (17-02-2020 to 22-02-2020)	Dividend; accounts of companies; audit & auditors
9 (24-02-2020 to 29-02-2020)	Class Test and Revision
10 (02-03-2020 to 07-03-2020)	Prevention of oppression & mismanagement
11 (16-03-2020 to 21-03-2020)	Compromise, Arrangement, Reconstruction and Amalgamation
12 (23-03-2020 to 28-03-2020)	Meaning of Winding up Modes of winding up
13 (30-03-2020 to 04-04-2020)	Procedure and Consequences of winding up
14 (06-04-2020 to 11-04-2020)	Class Test and Revision
15 (13-04-2020 to 15-04-2020)	Class Test and Revision

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2019-20**

**Class and Section:**

**B. Com 4th Semester**

**Subject:**

**Computerized Accounting System**

<b>WEEKS</b>	<b>Topics</b>
1  (1/1/2020 to 4/1/2020)	Orientation of the students  Introduction to Tally
2  (6/1/2020 to 11/1/2020)	Creation of Company-Licensing ,Tally Vault , Security Control
3  (13/1/2020 to 18/1/2020)	Splitting Company Data, Backup and restore
4  (20/1/2020 to 25/1/2020)	Voucher entry  Test
5  (27/1/2020 to 1/2/2020)	Accounting –Budget
6	Test and revision

(3/2/2020 to 8/2/2020)	
7  (10/2/2020 to 15/2/2020)	Accounting – Cost centre
8  (17/2/2020 to 22/2/2020)	Currency- Debit Note and Credit Note
9  (24/2/2020 to 29/2/2020)	Practicals on Debit note and credit note
10  (2/3/2020 to 7/3/2020)	Interest calculation
11  (16/3/2020 to 21/3/2020)	Balance Sheet and Profit and loss  Practicals
12  (23/3/2020 to 28/3/2020)	Introduction to payroll
13	Payroll Masters

(30/3/2020 to 4/4/2020)	Revision
14  (6/4/2020 to 11/4/2020)	Advanced Payroll Transactions
15  (13/4/2020 to 15/4/2020)	Revisions

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2019-20**

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

**Subject: Advertising**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1 – Advertising: Meaning, Scope and functions
2 (06-01-2020 to 11-01-2020)	Topic 2 – Promotion mix and advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-01-2020 to 18-01-2020)	Topic 3 – Advertising Process Topic 4- Communication process
4 (20-01-2020 to 25-01-2020)	Topic 5 – Types of advertising Class Test



<p>5 (27-01-2020 to 01-02-2020)</p>	<p>Topic 6 – Economic and social aspect of advertising Topic 7 – Legal and ethical aspects of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>6 (03-02-2020 to 08-02-2020)</p>	<p>Topic 8 – Advertising objectives and DAGMAR Approach Topic 9 – Advertising Budget Class Test</p>
<p>7 (10-02-2020 to 15-02-2020)</p>	<p>Topic 10 – Creative aspect of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>8 (17-02-2020 to 22-02-2020)</p>	<p>Topic 11 – Types of advertising media Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>9 (24-02-2020 to 29-02-2020)</p>	<p>Topic 12 – Media planning and scheduling Class Test</p>
<p>10 (02-03-2020 to 07-03-2020)</p>	<p>Topic 13 – Advertising agency and its role Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (16-03-2020 to 21-03-2020)</p>	<p>Topic 14 – Client agency relationship and advertising department Class test</p>

12 (23-03-2020 to 28-03-2020)	Topic 15 – Advertising and consumer behaviour Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (30-03-2020 to 04-04-2020)	Topic 16- Measuring advertising effectiveness
14 (06-04-2020 to 11-04-2020)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (13-04-2020 to 15-04-2020)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com(Hons.) Semester-4<sup>th</sup>**  
**Subject: Entrepreneurship Development**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1 – Entrepreneur: An overview
2 (06-01-2020 to 11-01-2020)	Topic 2 – Entrepreneurship Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-01-2020 to 18-01-2020)	Topic 3 – Setting Up of a New Business
4	Topic 4 – Life cycle of new business Class Test

(20-01-2020 to 25-01-2020)	
5 (27-01-2020 to 01-02-2020)	Topic 5 – Environmental Factors Affecting A New Business Topic 6 – Project Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (03-02-2020 to 08-02-2020)	Topic 6 – Project Planning (Topic Continued after taking queries from previous lecture) Topic 7 – Market and Demand Analysis Class Test
7 (10-02-2020 to 15-02-2020)	Topic 8 – Capital and Project Cost Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (17-02-2020 to 22-02-2020)	Topic 9 – Sources of Finance Topic 10 – Profit and Tax Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (24-02-2020 to 29-02-2020)	Topic 11 – Entrepreneurship and development programs Topic 12 – Institutional support to Entrepreneurship development Class Test
10 (02-03-2020 to 07-03-2020)	Topic 13 – Government Support and Incentives to New Enterprises  Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (16-03-2020 to 21-03-2020)	Topic 14 – Start up India Class test
12 (23-03-2020 to 28-03-2020)	Topic 15 – Skill India Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (30-03-2020 to 04-04-2020)	Revision and Tests
14 (06-04-2020 to 11-04-2020)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests

15 (13-04-2020 to 15-04-2020)	Revision and Tests
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## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan (2019-20)**

**Class:** B.COM 4th Semester  
**Subject:** GST

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1 - Introduction of GST
2 (06-01-2020 to 11-01-2020)	Topic 1 - Introduction of GST (Topic Continued after taking query from previous Chapter) Overview and Administration of GST
3 (13-01-2020 to 18-01-2020)	Topic 2 – Haryana Goods and service act 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz)
4 (20-01-2020 to 25-01-2020)	Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) Input Tax Credit Registration  Activity: Class Test
5 (27-01-2020 to 01-02-2020)	Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) Returns, Assessment and Audit Activity (Group Discussion/Quiz/Presentations)
6 (03-02-2020 to 08-02-2020)	Topic 3 – Integrated Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)
7	Topic 3 – Integrated Goods and Service Tax Act, 2017(Topic Continued after taking query from previous Chapter)

(10-02-2020 to 15-02-2020)	Returns, Assessment and Audit Activity (Group Discussion/Quiz/Presentations)
8 (17-02-2020 to 22-02-2020)	Topic 4 – Union Territory Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)
9 (24-02-2020 to 29-02-2020)	Topic 4 – Union Territory Goods and Service Tax Act, 2017 (Topic Continued after taking query from previous Chapter) Returns, Assessment and Audit Activity (Group Discussion/Quiz/Presentations)
10 (02-03-2020 to 07-03-2020)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 Activity: Class Test/Presentation
11 (16-03-2020 to 21-03-2020)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 (Topic Continued after taking query from previous Chapter) Activity: Class Test/Presentation
12 (23-03-2020 to 28-03-2020)	Presentations/Class Test/Quiz
13 (30-03-2020 to 04-04-2020)	Presentations/Class Discussion/Quiz
14 (06-04-2020 to 11-04-2020)	Revision
15 (13-04-2020 to 15-04-2020)	Revision

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan**  
**Session: 2019-20**  
**Class and Section: B. Com (Taxation) Semester-4<sup>th</sup>**  
**Subject: Corporate Tax- I**

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic 1 – Corporate Tax: Introduction
2 (06-01-2020 to 11-01-2020)	Topic 2 – Assessment of Companies: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-01-2020 to 18-01-2020)	Topic 3 – Assessment of companies: Contd
4 (20-01-2020 to 25-01-2020)	Topic 4 – Corporate Taxation- Important definitions Class Test
5 (27-01-2020 to 01-02-2020)	Topic 5 –Residential status and incidence of tax Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (03-02-2020 to 08-02-2020)	Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture) Class Test
7 (10-02-2020 to 15-02-2020)	Topic 6 – Tax management and Tax evasion Topic 7-Tax avoidance and Tax planning Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (17-02-2020 to 22-02-2020)	Topic 8 – Computation of Gross Total Income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)

9 (24-02-2020 to 29-02-2020)	Topic 8 – Computation of Gross Total Income of companies (Contd..) Class Test
10 (02-03-2020 to 07-03-2020)	Topic 9 – Deductions out of gross total income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (16-03-2020 to 21-03-2020)	Topic 10 – Computation of tax liability Class test
12 (23-03-2020 to 28-03-2020)	Topic 11 – Minimum alternative tax (MAT) Topic 12- Dividend distribution tax (DDT) Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (30-03-2020 to 04-04-2020)	Topic 13- Tax on shipping tonnage income of companies
14 (06-04-2020 to 11-04-2020)	Activity Class (group discussion/presentation/role playing/group activity /case study) Revision and Tests
15 (13-04-2020 to 15-04-2020)	Revision and Tests

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

**Lesson Plan**  
**B.COM 5th SEM**  
**2019-2020**



# Lesson Plan

**Class: B.Com 5th Semester (Odd)**  
**Subject: Cost Accounting (2019-20)**

Week	Date	Topics
1	July 16-20, 2019	<b>Orientation of the students and Introduction of the subject</b>
		<b>Nature and Scope of Cost Accounting</b>
	21-Jul-19	<b>Sunday</b>
2	July 22- 27, 2019	<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 Activity Class (presentation/group discussion/role playing/group activity)	
28-Jul-19	<b>Sunday</b>	
3	July 29- Aug 3, 2019	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	
04-Aug-19	<b>Sunday</b>	
4	Aug. 5- 10, 2019	Chapter Continued after taking queries from previous lecture
		Activity Class (group discussion/presentation/role playing/group activity)
11-Aug-19	<b>Sunday</b>	
5	Aug. 12-17, 2019	<b>Accounting For Labour</b>
		Chapter continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
18-Aug-19	<b>Sunday</b>	
6	Aug. 19-24, 2019	<b>Overheads</b>
		Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
25-Aug-19	<b>Sunday</b>	
7	Aug. 26-31, 2019	<b>Unit Costing</b>
		Chapter Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
01-Sep-19	<b>Sunday</b>	
8	Sep. 2-7, 2019	Chapter Continued after taking queries from previous lecture <b>Calculation of Quotation Price</b> Problem solving session and Collecting notebooks for checking of numerical assignments

9	08-Sep-19	<b>Sunday</b>
	Sep.9-14, 2019	<b>Job and Contract Costing</b> <b>Chapter</b> Continued after taking queries from previous lecture
	15-Sep-19	<b>Sunday</b>
10	Sep.16-21, 2019	Chapter Continued after taking queries from previous lecture  Problem solving session and Collecting notebooks for checking of numerical assignments
	22-Sep-19	<b>Sunday</b>
11	Sep.24-28, 2019	<b>Process Costing</b> <b>Chapter</b> Continued after taking queries from previous lecture
	29-Sep-19	<b>Sunday</b>
12	Sep. 30-Oct.5, 2019	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
	06-Oct-19	<b>Sunday</b>
13	Oct. 7-12, 2019	Chapter Continued after taking queries from previous lecture <b>Operating Costing</b> <b>Chapter</b> Continued after taking queries from previous lecture
	13-Oct-19	<b>Sunday</b>
14	Oct. 14-19, 2019	Chapter Continued after taking queries from previous lecture  Cost <b>Audit</b>
	20-Oct-19	<b>Sunday</b>
15	Oct. 21-23, 2019	Revision and Tests
	Oct. 24-30, 2019	<b>Vacations</b>
17	Oct. 31- Nov 2, 2019	Revision and Tests
	03-Nov-19	<b>Sunday</b>
18	Nov. 4-9, 2019	Revision and Tests
	10-Nov-19	<b>Sunday</b>
19	Nov. 11-16, 2019	Revision
	17-Nov-19	<b>Sunday</b>

	18-Nov-19	Revision
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**DYAL SINGH COLLEGE, KARNAL**  
**Session (2019-20)**  
**Lesson Plan**

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

<b>Week</b>	<b>Topics</b>
1 (16-07-19 to 20-07-19)	Orientation of the Students Topic 1- Nature and scope of Financial Management
2 (22-07-19 to 27-07-19)	Topic-1 Objectives and significance of Financial Management (Topic continued after taking queries from previous lecture) Topic-2 Recent Developments in Financial Management Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
3 (29-07-19 to 03-08-19)	Topic-3 Need & Importance, drafting a Financial Plan Activity Class
4 (05-08-19 to 10-08-19)	Topic-4 Capitalization, Over-capitalization and Under-capitalization (Oral Test from previous topics)
5 (12-08-19 to 17-08-19)	Topic-5 Financial forecasting: Meaning, Benefits and techniques of Financial Forecasting Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (19-08-19 to 24-08-19)	Topic-6 Sources of finance- short-term, Medium- term and Long- term class test
7 (26-08-19 to 31-08-19)	Topic-7 Cost of Capital : Significance, computation of cost of debt, equity & preference share capital
8 (02-09-19 to 07-09-19)	Topic-7 Cost of Capital: computation of cost of retained earnings and weighted average cost of capital (Topic continued after taking queries from previous lecture)
(09-09-19 to 14-09-19)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure

9 (16-09-19 to 21-09-19)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure (Topic continued after taking queries from previous lecture)
10 (24-09-19 to 28-09-19)	Topic-9 Capital Budgeting Decisions: Nature & Importance, Factors influencing capital expenditure decisions, techniques of capital budgeting
11 (30-09-19 to 05-10-19)	Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)
12 (07-10-19 to 12-10-19)	Topic-10 working Capital Management: Need, Types & determinants Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
13 (14-10-19 to 19-10-19)	Topic-11 Management of Cash Revision and Class test
14 (21-10-19 to 23-10-19)	Revision

**DYAL SINGH COLLEGE, KARNAL**  
**Session (2019-20)**

**Lesson Plan**

class : B.com Semester 5  
GST

Subject:

<b>Week</b>	<b>Topics</b>
1 (16-07-19 to 20-07-19)	Orientation of Students Topic-1 Meaning (overview of GST and Introduction of Tax Structure In India)
2 (22-07-19 to 27-07-19)	Topic-2 Taxable Person (Topic continued after taking queries from previous lecture) Activity Class (Group discussion/presentation/role Playing/group activity/case Study)
3 (29-07-19 to 03-08-19)	Topic-3 Registration: Procedure and documents required (oral test of previous topics)
4 (05-08-19 to 10-08-19)	Topic:4 Levy and Collection of GST

5 (12-08-19 to 17-08-19)	Topic-5 Time and Place of supply of goods and services Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (19-08-19 to 24-08-19)	Topic-6 Value of Taxable Supply class test
7 (26-08-19 to 31-08-19)	Topic-7 computation of Input Tax Credit and transfer of input tax credit
8 (02-09-19 to 07-09-19)	Topic-7 computation of Input Tax Credit and transfer of input tax credit (Topic continued after taking queries from previous lecture)
(09-09-19 to 14-09-19)	Topic-8 Tax Invoice Credit and debit note Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
9 (16-09-19 to 21-09-19)	Topic-9 Various returns to be filed under GST
10 (24-09-19 to 28-09-19)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
11 (30-09-19 to 05-10-19)	Topic-10 Payment of Tax including TDS Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
12 (07-10-19 to 12-10-19)	Topic-11 Interest provisions on delayed payment
13 (14-10-19 to 19-10-19)	Topic -12 Offences and penalties Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
14 (21-10-19 to 23-10-19)	Revision and class test

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan 2019-20**

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

<b>Week</b>	<b>Topics</b>
Week 1 July 16-20, 2019	Introduction to Income Tax
Week 2 July 22-27, 2019	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 July 29 – August 3, 2019	Residential Status of an individual, HUF, Firm, AOP, Company, Any other Person  Residential Status and Tax incidence- Scope of total income
Week 4 August 5-10 , 2019	Income Under the head Salaries- Meaning and Important concepts, Forms of salary, Exempt salaries, Taxable , exempt and partially taxable Allowances
Week 5 August 12-17 , 2019	Perquisites- Taxable and Tax-free , Deductions from Salary Income ,  Practical Questions on computation of Salary Income ,
Week 6 August 19- 24 , 2019	Practical Questions on computation of Salary Income , Class Test  Retirement benefits- Gratuity, Pension, Leave Salary , - Retrenchment Compensation, Voluntary retirement , Practical Questions on computation of Retirement Benefits, Class Test
Week 7 August 26-31 , 2019	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 September 2-7, 2019	Practical Questions on computation of Income from House Property, Class Test  Profits and Gains of Business or Profession (PGBP)- Important concepts, Expenses expressly allowed as a deduction
Week 9	Profits and Gains of Business or Profession (PGBP)- Expenses expressly disallowed ,Compulsory maintenance and audit of

September 9-14, 2019	accounts; Practical Questions on computation of PGBP , Class Test
Week 10 September 16-21, 2019	Determination of Income on Presumptive basis Depreciation Allowance, Practical Questions on computation of Depreciation Capital Gains- Introduction and important concepts
Week 11 September 24-28, 2019	Capital Gains- Important concepts continued, Computation of capital gains , Exempt Capital Gains , Practical Questions on computation of Capital gains , Class Test
Week 12 Sep. 30- October 5, 2019	Income from Other Sources – Important concepts, taxability of Specific incomes, Deductions from Income from other Sources, Practical Questions on computation of Income from other Sources, Class Test
Week 13 October 7 - 12, 2019	Agricultural Income, Exempt Incomes , Class Test
Week 14 October 14-19, 2019	Clubbing of Income and aggregation of Income, Class Test Set-off and Carry forward of Losses , Class Test
Week 15 October 21-23, 2019	Revision and Tests

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

#### **Lesson Plan(2019-20)**

**Class and Section:**

**B.Com 5th Semester**

**Subject:**

**Auditing**

<b>Week</b>	<b>Topics</b>
<b>1</b>	Orientation of the students

(16/7/2019 to 20/7/2019)	<b>Topic 1</b> - Introduction and meaning of Auditing
2 (22/7/2019 to 27/7/2019)	<b>Topic 1</b> - Objectives and Advantages of Auditing <b>Topic 2</b> - Types of Audits: Internal and External Audit
3 (29/7/2019 to 3/8/2019)	<b>Topic 2</b> - Types of Audits continued: proprietary and efficiency audit Activity Class (Discussion and Revision of topics covered in earlier week)
4 (5/8/2019 to 10/8/2019)	<b>Topic 3</b> – Audit Programme <b>Topic 4</b> - Audit working papers and evidences; Activity Class (Discussion and Revision of topics covered in earlier week)
5 (12/8/2019 to 17/8/2019)	<b>Topic 5</b> - Audit of E-commerce transactions <b>Topic 6</b> - Routine Checking and Test Checking Activity Class (Discussion and Revision of topics covered in earlier week)
6 (19/8/2019 to 24/8/2019)	<b>Topic 7</b> - Internal Control and internal checking system <b>Topic 8</b> - Vouching: meaning, objectives and importance of vouching Activity Class (Discussion and Revision of topics covered in earlier week)
7 (26/8/2019 to 31/8/2019)	<b>Topic 9</b> -: vouching of cash books, purchase book, sale book, bill receivable book, bill payable book Activity Class (Discussion and Revision of topics covered in earlier week)
8 (2/9/2019 to 7/9/2019)	<b>Topic 10</b> - journal proper and debtor creditor ledgers <b>Topic 11</b> - Verification of assets and liabilities. Activity Class (Discussion and Revision of topics covered in earlier week)
9 (9/9/2019 to 14/9/2019)	<b>Topic 12</b> – Audit of limited companies: company auditor – appointment, Activity Class (Discussion and Revision of topics covered in earlier week)
10 (16/9/2019 to 21/9/2019)	<b>Topic 12</b> - Continued (Company auditor powers, duties and liabilities) <b>Topic 13</b> - Directions of Comptroller and Auditor General of India Activity Class (Discussion and Revision of topics covered in earlier week)
11 (24/9/2019 to 28/9/2019)	<b>Topic 14</b> - Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)



<b>12</b> <b>(30/9/2019 to 5/10/2019)</b>	<b>Topic 15</b> - Investigation: meaning, Nature, Procedure and objectives, Activity Class (Discussion and Revision of topics covered in earlier week)
<b>13</b> <b>(7/10/2-19 to 12/10/2019)</b>	<b>Topic 16</b> - Investigation and Due Diligence Activity Class (Discussion and Revision of topics covered in earlier week)
<b>14</b> <b>(14/10/2019 to 19/10/2019)</b>	<b>Topic 17</b> - Professional ethics of auditing Activity Class (Discussion and Revision of topics covered in earlier week)
<b>15</b> <b>(21/10/2019 to 23/10/2019)</b>	Revisions

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan(2019-20)

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

**Subject: Supply Chain Management**

Week	Topics
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students Topic 1 - Introduction to Supply Chain Management
<b>2</b> (22-07-2019 to 27-07-2019)	Topic - 1 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture) Topic 2 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
<b>3</b>	Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management

(29-07-2019 to 03-08-2019)	
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 4– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 5– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 6– Supply Chain Coordination Test of Various Approaches of Supply Chain Management
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 7– Integrated Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 8– Supply Chain Management - A Total Cost Approach Topic Continued after taking queries from previous lecture Test of Supply Chain Coordination
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 9– Strategic SCM: Implementation and Management Discussed case studies of various Companies Topic Continued after taking queries from previous lecture
<b>10</b> (16-09-2019 to 21-09-2019)	<b>Topic – 10 Supply Chain Management and Marketing</b> Topic Continued after taking queries from previous lecture <b>Test of Supply Chain Integration</b>
<b>11</b> (24-09-2019 to 28-09-2019)	Topic -11 Role of Transportation in Supply Chain Topic Continued after taking queries from previous lecture Activity class( Group Discussion, presentation of students)
<b>12</b>	Topic -12 Warehousing

(30-09-2019 to 05-10-2019)	Topic Continued after taking queries from previous lecture
<b>13</b> (07-10-2019 to 12-10-2019)	Topic-13 Distribution Channels Topic Continued after taking queries from previous lecture
<b>14</b> (14-10-2019 to 19-10-2019)	Topic-14 Customer Service- Strategy and Practices Topic Continued after taking queries from previous lecture Topic -15 Information Technology for Supply Chain Management Test of Distribution Channels
<b>15</b> (21-10-2019 to 23-10-2019)	Topic 16 Recent Developments in Supply Chain Management Information Technology Topic-17 Third Party Logistics Presentation of Students

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2019-20)**

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

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students Basic Concepts of Indian Economy
<b>2</b> (22-07-2019 to 27-07-2019)	Topic - Features and Natural Resources

<b>3</b> (29-07-2019 to 03-08-2019)	Topic – Infrastructure: Importance and types Doubt and Discussion
<b>4</b> (05-08-2019 to 10-08-2019)	Topic – Infrastructure Programs in India Topic Continued after taking queries from previous lecture
<b>5</b> (12-08-2019 to 17-08-2019)	Topic – Agriculture Features and Importance Production and Productivity
<b>6</b> (19-08-2019 to 24-08-2019)	Topic- Rural Indebtness Agriculture Finance
<b>7</b> (26-08-2019 to 31-08-2019)	Topic- New Development in Agriculture Class Test
<b>8</b> (02-09-2019 to 07-09-2019)	Topic- Contract Farming Organic Farming
<b>9</b> (09-09-2019 to 14-09-2019)	Topic- Corporate Farming Industrial Development during Planning Period
<b>10</b> (16-09-2019 to 21-09-2019)	Topic- Industrial Policy Recent Trends National Manufacturing Policy Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>11</b> (24-09-2019 to 28-09-2019)	Topic – MSME Importance and problems Govt Policies on MSME
<b>12</b> (30-09-2019 to 05-10-2019)	Topic- Large Scale Industries (Iron, Steel, Cement, Petrochemical)
<b>13</b> (07-10-2019 to 12-10-2019)	Topic – Service Sector In India: Growth & Contribution Activity Class- (Group Discussion/Presentation/case study/Group Activity)

<b>14</b> (14-10-2019 to 19-10-2019)	Topic – Foreign Trade in India Problems of Indian Economy Unequal Distribution of Income & Wealth
<b>15</b> (21-10-2019 to 23-10-2019)	Revision

### DYAL SINGH COLLEGE, KARNAL

#### Lesson Plan(2019-20)

**Class and Section:**

**BCom (Honours) 5th Semester**

**Subject:**

**Fundamentals of Stock Market**

Week	Topics
<b>Week 1</b> (16/7/2019 to 20/7/2019)	Orientation of the students <b>Topic 1</b> - Security markets: primary and secondary market- overview
<b>Week 2</b> (22/7/2019 to 27/7/2019)	<b>Topic 2</b> – Primary market: role and functions Activity Class (Discussion and Revision of topics covered in week)
<b>Week 3</b> (July 29- Aug 3, 2019)	<b>Topic 3</b> - Methods of selling securities in primary market <b>Topic 4</b> - New financial instruments Activity Class (Discussion and Revision of topics covered in week)
<b>Week 4</b> (Aug. 5- 10,2019)	<b>Topic 4</b> - New financial instruments- Continued <b>Topic 5</b> - SEBI guidelines for public issues Activity Class (Discussion and Revision of topics covered in week)
<b>Week 5</b> (Aug. 12- 17,2019)	<b>Topic 6</b> – Stock exchanges Activity Class (Discussion and Revision of topics covered in week)
<b>Week 6</b> (Aug. 19- 24,2019)	<b>Topic 7</b> - Listing of securities in stock exchanges Activity Class (Discussion and Revision of topics covered in week)
<b>Week 7</b> (Aug. 26- 31,2019)	<b>Topic 8</b> - Trading mechanism Activity Class (Discussion and Revision of topics covered in week)

<b>Week8</b> (Sep. 2-7, 2019)	<b>Topic 9</b> - Screen based trading; Internet-based trading Activity Class (Discussion and Revision of topics covered in week)
<b>Week 9</b> (Sep.9-14,2019)	<b>Topic 10</b> - National stock exchange and Bombay stock exchange: Meaning and role Activity Class (Discussion and Revision of topics covered in earlier week)
<b>Week 10</b> (Sep.16-21,2019)	<b>Topic 11</b> - Organization and management of NSE and BSE <b>Topic 12</b> - Listing procedure in NSE and BSE Activity Class (Discussion and Revision of topics covered in earlier week)
<b>Week 11</b> (Sep.24-28,2019)	<b>Topic 13</b> - SEBI (Depositories and Participants) Regulations 1996 <b>Topic 14</b> - SEBI (Custodian of Securities) Regulations, 1996 Activity Class (Discussion and Revision of topics covered in week)
<b>Week 12</b> (Sep. 30-Oct.5, 2019)	<b>Topic 15</b> - National Securities Depository Ltd. (NSDL) <b>Topic 16</b> – Derivative trading: future and opinions: concept Activity Class (Discussion and Revision of topics covered in week)
<b>Week 13</b> (Oct. 7-12, 2019)	<b>Topic 17</b> - future and opinions meaning and importance <b>Topic 18</b> - Derivative trading - methods of trading Activity Class (Discussion and Revision of topics covered in week)
<b>Week 14</b> (Oct. 14-19, 2019)	<b>Topic 19</b> - Valuation of options <b>Topic 20</b> - Raising funds from international markets: FITs Euro issues, Revision and Presentations
<b>Week 15</b> (Oct. 21-23, 2019)	<b>Topic 21</b> - ADR's, GDR's and FDI <b>Topic 22</b> - SEBI guidelines for Raising funds from international markets Revision and Presentations

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

**Class and Section:**

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

**Subject:**

**Custom Procedure and Practice– I**

<b>Week</b>	<b>Topics</b>
<b>1</b>	Orientation of the students

(16-07-2019 to 20-07-2019)	Topic 1 - Introduction to Custom Duty
<b>2</b> (22-07-2019 to 27-07-2019)	Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 , Role of Custom in International Trade.
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 3 – Organization of Custom in India : Administrative and Operational Authorities Regulatory Framework of Custom Act.
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 4 – Harmonized System of Nomenclature (HSN) General Rules of Interpretation (GRI 6 Rules)
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD Basis of Duty- Ad valorem, specific duties
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 6 – Assessable Value , Baggage Test of General Rules of Interpretation.
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 7 – Bill of Entry, Bill of Export , Shipping Bill Test of Kinds and Basis of Duties.
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 8 – Bill of Lading, Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 9 – Suitable Goods, Dutiable Goods Test of Letter of Credit & Bill of Lading.
<b>10</b> (16-09-2019 to 21-09-2019)	Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer. Topic continued after taking doubts from previous classes.
<b>11</b> (24-09-2019 to 28-09-2019)	Topic 11 - DOB, FAS, CIF, GATT Rules. Activity Class (group discussion/presentation/role playing/group activity)
<b>12</b> (30-09-2019 to 05-10-2019)	Topic 12 - Prohibition of Importation and Exportation of Goods: Notified and Specified goods.
<b>13</b> (07-10-2019 to 12-10-2019)	Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.
<b>14</b> (14-10-2019 to 19-10-2019)	Revision and Test /group discussion/presentation/role playing/group activity

<b>15</b> (21-10-2019 to 23-10-2019)	Revision and Test /group discussion/presentation/role playing/group activity
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# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2019-20)

**Class and Section:**

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

**Subject:**

**Corporate Taxation – II**

Week	Topics
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the students Basic Concepts of Corporate Tax
<b>2</b> (22-07-2019 to 27-07-2019)	Topic 1- Tax Planning Regarding New Business a) Location of New Business b) Nature of Business Activity Class (group discussion/presentation/role playing/group activity)
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Tea, Coffee or Rubber Industry) (Tax Planning for Hotels and Hospitals) (Tax Planning for business of infrastructure facilities)
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Business of natural Gas) (Tax Planning for business u/s 44AD) (Tax Planning for Shipping Companies and Tonnage Tax Scheme)  Topic Continued after taking queries from previous lecture
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 2- Form of Business Organization Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>6</b> (19-08-2019 to 24-08-2019)	Topic 2- Form of Business Organization Topic Continued after taking queries from previous lecture



<b>7</b> (26-08-2019 to 31-08-2019)	Topic 3- Tax Planning and Managerial Decisions Class Test
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 3- Tax Planning and Managerial Decisions Topic Continued after taking queries from previous lecture
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 4- Tax Planning regarding Capital Structure Decisions Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>10</b> (16-09-2019 to 21-09-2019)	Topic 4- Tax Planning regarding Capital Structure Decisions Topic Continued after taking queries from previous lecture
<b>11</b> (24-09-2019 to 28-09-2019)	Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones Problem Solving Session
<b>12</b> (30-09-2019 to 05-10-2019)	Topic 6- Special Tax Provision for Undertaking Set up in Backward Areas Topic 7- Special Tax Provision for Undertaking Set up in Northern-estates Problem Solving Session
<b>13</b> (07-10-2019 to 12-10-2019)	Revision of Topics (1-4) Class Tests
<b>14</b> (14-10-2019 to 19-10-2019)	Topic 8- Tax Issues relation to Amalgamation of companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>15</b> (21-10-2019 to 23-10-2019)	Topic 9- Tax Issues relation to demerger of companies

  
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# **Lesson Plan**

**B.COM 6th SEM**

**2019-2020**

**Lesson Plan**  
**Class: B.Com 6th Semester**  
**Subject: Management Accounting**  
**(2019-20)**

<b>We ek</b>	<b>Date</b>	<b>Topics</b>
1	January 01-04, 2020	Orientation of the students and Introduction: Management Accounting
	05-Jan-20	Sunday
2	January 06-11, 2020	Management Reporting: need and types of report
	12-Jan-20	Sunday
3	January 13-18, 2020	Management Information Systems
	19-Jan-20	Sunday
4	January 20-25, 2020	Analysis of Financial System
	26-Jan-20	Sunday
5	January 27 – February 01, 2020	Ratio Analysis
	02-February-2020	Sunday
6	February 03-08, 2020	Ratio Analysis Continued
	09-February-2020	Sunday
7	February 10-15, 2020	Cash Flow Statement
	16-February-2020	Sunday
8	February 17-22, 2020	Cash Flow Statement
	23-February-2020	Sunday
9	February 24-29, 2020	Fund Flow Statement
	01-Mar-20	Sunday
10	March 02-07, 2020	Fund Flow Statement
	08-Mar-20	Sunday

11	March 16-21, 2020	Absorption vs variable Costing
	22-Mar-20	Sunday
12	March 23-28, 2020	Absorption vs variable Costing
	29-Mar-20	Sunday
13	March 30-April 04, 2020	Budgeting and Budgetary Control
	05-Apr-20	Sunday
14	April 06-11, 2020	Revision and Tests
	12-Apr-20	Sunday
15	April 13-18, 2020	Revision and Tests
	19-Apr-20	Sunday
16	April 20-25, 2020	Revision and Tests
	26-Apr-20	Sunday
17	April 27-30, 2020	Revision

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2019-20)

**Class:** B.COM 6th Semester  
**Subject:** Fundamentals of Insurance (BC-602)

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance
2 (06-01-2020 to 11-01-2020)	Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance
3 (13-01-2020 to 18-01-2020)	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 (20-01-2020 to 25-01-2020)	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 (27-01-2020 to 01-02-2020)	Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (03-02-2020 to 08-02-2020)	Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure
7 (10-02-2020 to 15-02-2020)	Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties
8 (17-02-2020 to 22-02-2020)	Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity
9 (24-02-2020 to 29-02-2020)	Topic-9 Marie Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (02-03-2020 to 07-03-2020)	Topic-10 Accident and Motor Insurance: Policy and claims settlement procedurew
11 (16-03-2020 to 21-03-2020)	Topic continued after taking queries from previous lecture Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
12 (23-03-2020 to 28-03-2020)	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 (30-03-2020 to 04-04-2020)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices
14 (06-04-2020 to 11-04-2020)	Revision and class test
15 (13-04-2020 to 15-04-2020)	Revision

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2019-20)

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

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic-1 meaning, nature, history of HRM
2 (06-01-2020 to 11-01-2020)	Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management
3 (13-01-2020 to 18-01-2020)	Topic-3 meaning, importance , objectives and process of Human Resource Planning Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
4 (20-01-2020 to 25-01-2020)	Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective
5 (27-01-2020 to 01-02-2020)	Topic-5 Job analysis: meaning, process of job analysis, methods of collecting job analysis data Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (03-02-2020 to 08-02-2020)	Topic-6 potential problems with job analysis; Job description and Job Specification Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
7 (10-02-2020 to 15-02-2020)	Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment
8 (17-02-2020 to 22-02-2020)	Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection
9 (24-02-2020 to 29-02-2020)	Topic-9 Placement, Induction and internal mobility Induction/orientation: meaning, objectives, content and responsibility for induction
10	Topic continued after taking queries from previous lecture Topic-10 internal mobility: meaning and need

(02-03-2020 to 07-03-2020)	Transfer: purpose ,types, benefits and problems, transfer policy, promotion: purpose, Basis of promotion, promotion policy, demotion: causes and demotion policy
11 (16-03-2020 to 21-03-2020)	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 (23-03-2020 to 28-03-2020)	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal
13 (30-03-2020 to 04-04-2020)	Topic continued after taking queries from previous lecture Performance appraisal complete
14 (06-04-2020 to 11-04-2020)	Revision and class test
15 (13-04-2020 to 15-04-2020)	Revision

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan 2019-2020**

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

<b>Week</b>	<b>Topics</b>
1 Jan 1-4, 2020	Revision of five heads of income
2 Jan. 6-11, 2020	Deductions from Total income- Sec 80C to 80U, Numerical Problems
Jan. 13-18, 2020	Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems
4 Jan. 20-25, 2020	Rebates and reliefs, Numerical Problems, Assessment of HUF- Computation of total income, Numerical Problems

5 Jan. 27- Feb. 1,2020	Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185, Numerical Problems
6 Feb. 3-8 , 2020	Income tax authorities
7 Feb. 10-15 , 2020	Return of income- meaning, forms, modes of filing return, e-filing , Due dates of filing the return, Belated, Revised and Defective Returns , Permanent Account Number , Other provisions
8 Feb. 17- 22 , 2020	Various types of assessments- Self assessment, Summary assessment, Scrutiny Assessment, Best Judgement assessment, Reassessment Rectification of mistakes
9 Feb. 24- 29 , 2020	Tax Deduction at source- introduction , Sec.192-TDS from Salaries
10 March 2-7 , 2020	Other provisions relating to TDS
11 March 16-21 , 2020	Advance Payment of Tax- liability, exemptions, payment of advance tax , Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical problems
12 March 23-28 , 2020	Recovery of tax and modes of recovery of tax , Refund of Tax , Procedure for claiming refund, interest on refund ,Numerical problems
13 March 30- April 4 , 2020	Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court and Supreme Court
14 April 6- 11, 2020	Penalties under Income Tax Act
15 April 13- 18, 2020	Offences and Prosecutions
16	Revision and Doubts clarification



April 20- 25, 2020	
17 April 27- 30, 2020	Revision and Doubts clarification

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

#### **Lesson Plan 2019-20**

**Class and Section:**

**B.Com 5th Semester**

**Subject:**

**Business Environment**

<b>WEEKS</b>	<b>TOPICS</b>
1  (1/1/2020 to 4/1/2020)	Orientation of the students Business environment: concept
2  (6/1/2020 to 11/1/2020)	Business environment: components, and importance  Activity Class (Discussion and Revision of topics covered in earlier week)
3  (13/1/2020 to 18/1/2020)	Environmental and organizational scanning: concept importance & techniques  Activity Class (Discussion and Revision of topics covered in earlier week)
4  (20/1/2020 to 25/1/2020)	Public, private and joint sectors in India  Activity Class (Discussion and Revision of topics covered in earlier week)
5  (27/1/2020 to 1/2/2020)	Economic systems: capitalist, socialist & mixed economy  Activity Class (Discussion and Revision of topics covered in earlier week)
6  (3/2/2020 to 8/2/2020)	Economic planning in India: achievement & failures,  Planning machinery in India  Activity Class (Discussion and Revision of topics covered in earlier week)
7	Role of Government: monetary policy

(10/2/2020 to 15/2/2020)	Activity Class (Discussion and Revision of topics covered in earlier week)
8  (17/2/2020 to 22/2/2020)	Fiscal policy  Make in India  Activity Class (Discussion and Revision of topics covered in earlier week)
9  (24/2/2020 to 29/2/2020)	Foreign investment: concept, need, types & barrier  Activity Class (Discussion and Revision of topics covered in earlier week)
10  (2/3/2020 to 7/3/2020)	Multinational corporations in India  Globalization of Indian business.  Activity Class (Discussion and Revision of topics covered in earlier week)
11  (16/3/2020 to 21/3/2020)	Competition Act  Activity Class (Discussion and Revision of topics covered in earlier week)
12  (23/3/2020 to 28/3/2020)	Foreign Exchange Management Act  Activity Class (Discussion and Revision of topics covered in earlier week)
13  (30/3/2020 to 4/4/2020)	Foreign exchange market: an overview  Activity Class (Discussion and Revision of topics covered in earlier week)
14  (6/4/2020 to 11/4/2020)	Revision and presentations
15  (13/4/2020 to 15/4/2020)	Revision and presentations

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan (2019-20)

**Class: B.Com 6th semester**

**Subject: Retail Management**

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic 1: Introduction to Retailing
2 (06-01-2020 to 11-01-2020)	Topic 2: Theories and Models in Retail
3 (13-01-2020 to 18-01-2020)	Class Test  Topic 1: Introduction to Retailing  presentation of Students
4 (20-01-2020 to 25-01-2020)	Topic 3: Retail Strategic Planning and Operations Management
5 (27-01-2020 to 01-02-2020)	Class Test  Group discussion  Presentation of students
6 (03-02-2020 to 08-02-2020)	Topic 4: Primary Retailing Strategies
7 (10-02-2020 to 15-02-2020)	Class Test  Topic 5: Merchandise Panning (Topic Continued after taking queries from previous lecture)
8	Class Test

(17-02-2020 to 22-02-2020)	Topic 6: Security Issues in Retailing  Presentation of Students
9  (24-02-2020 to 29-02-2020)	Topic 7: Store Design  (Topic Continued after taking queries from previous lecture)
10  (02-03-2020 to 07-03-2020)	Class Test  Topic 8: Store Layout  (Topic Continued after taking queries from previous lecture)
11  (16-03-2020 to 21-03-2020)	Topic 9: Organisational Structure in Retail Institutions  (Topic Continued after taking queries from previous lecture)  Class Test
12  (23-03-2020 to 28-03-2020)	Topic 10: Application of Information Technology in Retailing  Class Test
13  (30-03-2020 to 04-04-2020)	Topic 11: Foreign Direct Investment  Topic 12: Retail Store Management, Material Handling and Energy Management  Class Test
14  (06-04-2020 to 11-04-2020)	Topic 12: Retail Store Management, Material Handling and Energy Management
15  (13-04-2020 to 18-04-2020)	Revision and Tests

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan 2019-20**

**Class and Section:**

**B.Com 5th Semester**

**Subject:**

**Industrial Laws**

<b>WEEKS</b>	<b>TOPICS</b>
1 (1/1/2020 to 4/1/2020)	Orientation of the students Industrial relations: concepts, objectives and importance
2 (6/1/2020 to 11/1/2020)	Industrial relations: approaches, constituents of industrial relations, industrial unrest Activity Class (Discussion and Revision of topics covered in earlier week)
3 (13/1/2020 to 18/1/2020)	Factories Act, 1948: object, definitions, health, safety, welfare measures Activity Class (Discussion and Revision of topics covered in earlier week)
4 (20/1/2020 to 25/1/2020)	Factories Act, 1948: employment of women and young persons, leave with wages, special provisions, penalties and procedure Activity Class (Discussion and Revision of topics covered in earlier week)
5 (27/1/2020 to 1/2/2020)	Trade Union Act, 1926: object, definitions, registration of trade unions, rights and liabilities Activity Class (Discussion and Revision of topics covered in earlier week)
6 (3/2/2020 to 8/2/2020)	Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
7 (10/2/2020 to 15/2/2020)	The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation Activity Class (Discussion and Revision of topics covered in earlier week)
8 (17/2/2020 to 22/2/2020)	The Employees' Compensation Act, 1923: amount of compensation, notice and claim, medical examination Activity Class (Discussion and Revision of topics covered in earlier week)
9 (24/2/2020 to 29/2/2020)	Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes Activity Class (Discussion and Revision of topics covered in earlier week)
10 (2/3/2020 to 7/3/2020)	Industrial Disputes Act, 1947: procedure, powers and duties of authorities, award and settlement Activity Class (Discussion and Revision of topics covered in earlier week)

11 (16/3/2020 to 21/3/2020)	Industrial Disputes Act, 1947: strikes and lockouts, layoff and retrenchment, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
12 (23/3/2020 to 28/3/2020)	The Payment of Wages Act, 1936: object and scope, definitions, persons responsible to pay wages Activity Class (Discussion and Revision of topics covered in earlier week)
13 (30/3/2020 to 4/4/2020)	The Payment of Wages Act, 1936: fixation of wage periods, time of wage payment, deductions, records, authorities, claims, appeal Activity Class (Discussion and Revision of topics covered in earlier week)
14 (6/4/2020 to 11/4/2020)	Revision and Presentations
15 (13/4/2020 to 15/4/2020)	Revision and Presentations

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan (2019-20)

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

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

Week	Topics
1 (01-01-2020 to 04-01-2020)	Topic 1- Types of import: import by cargo, personal baggage, and stores.
2 (06-01-2020 to 11-01-2020)	Topic 2- Import by cargo: import by land, sea, air route and by post.
3 (13-01-2020 to 18-01-2020)	Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.

4 (20-01-2020 to 25-01-2020)	Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption.
5 (27-01-2020 to 01-02-2020)	Topic 5- Form no. 23 bill of entry for warehousing
6 (03-02-2020 to 08-02-2020)	Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.
7 (10-02-2020 to 15-02-2020)	Topic 7- Clearance procedure for import by post.
8 (17-02-2020 to 22-02-2020)	Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.
9 (24-02-2020 to 29-02-2020)	Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing.
10 (02-03-2020 to 07-03-2020)	Topic 10- Types of export: export of cargo and baggage
11 (16-03-2020 to 21-03-2020)	Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.
12 (23-03-2020 to 28-03-2020)	Topic 12- Clearance procedure- procedure and filling of relevant documents. ( Form no. 94, 95, 96, 98 )
13 (30-03-2020 to 04-04-2020)	Topic 13- Clearance procedure- procedure and filling of relevant documents. ( Form no. 99, 100)
14 (06-04-2020 to 11-04-2020)	Topic 14- Duty Drawback – Meaning, scheme, procedure and documentation.
15	Revision

(13-04-2020 to 15-04-2020)	
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## DYAL SINGH COLLEGE, KARNAL


### Lesson Plan (2019-20)

**Class:** B.COM VIth Semester  
**Subject:** Corporate Taxation-III

Week	Topics
1 (01-01-2020 to 04-01-2020)	Introduction Revision of Basic Concepts of Corporate Tax
2 (06-01-2020 to 11-01-2020)	Topic-1 Deduction of Tax at Source
3 (13-01-2020 to 18-01-2020)	Topic-2 Collection of Tax at Source Class Test
4 (20-01-2020 to 25-01-2020)	Topic-3 Advance Payment of Tax Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (27-01-2020 to 01-02-2020)	Topic-4 Tax Planning in respect of Managerial Remuneration Queries from Previous Chapter
6 (03-02-2020 to 08-02-2020)	Topic -4 Tax Planning in respect of Managerial Remuneration Topic Continued After Taking Queries from previous lecture
7 (10-02-2020 to 15-02-2020)	Topic-5 Tax Planning in Respect of Foreign Income a) Selling in Domestic and Foreign Income Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8	Topic-5 Tax Planning in Respect of Foreign Income



(17-02-2020 to 22-02-2020)	b) Avoidance of Double Taxation Agreements
9 (24-02-2020 to 29-02-2020)	Topic-5 Tax Planning in Respect of Foreign Income c) Foreign Collaborations and Joint Ventures Topic Continued After Taking Queries from previous lecture
10 (02-03-2020 to 07-03-2020)	Revision of Topics 1 to 5 Class Test
(08-03-2020 to 15-03-2020)	Holi Break
11 (16-03-2020 to 21-03-2020)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (23-03-2020 to 28-03-2020)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Topic Continued After Taking Queries from previous lecture
13 (30-03-2020 to 04-04-2020)	Topic-7 Filing of Tax Returns of Companies Group Discussion/ Presentation
14 (06-04-2020 to 11-04-2020)	Revision Of Syllabus
15 (13-04-2020 to 15-04-2020)	Revision Of Syllabus Class Test

  
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**M.COM Ist SEM**  
**2019-2020**

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

**Class and Section:**

**M.Com First Year**

**Subject:**

**Organisational Behaviour**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07-2019)	Orientation of the students Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior
<b>2</b> (29-07-2019 to 03-08-2019)	Topic 1 – Organisational Behaviour: Approaches, Scope, Significance (Continued after taking doubts)
<b>3</b> (05-08-2019 to 10-08-2019)	Topic 2 – Personality: Concept, Major Determinants,
<b>4</b> (12-08-2019 to 17-08-2019)	Topic 2 – Personality: Theories (Continued after taking doubts)
<b>5</b> (19-08-2019 to 24-08-2019)	Topic 3 – Perception : Introduction, Nature, Importance, Perceptual Sensitivity.
<b>6</b> (26-08-2019 to 31-08-2019)	Topic 3 – Perception: Factors, Distortion, Managerial Implication (Continued after taking doubts)
<b>7</b> (02-09-2019 to 07-09-2019)	Topic 4 – Learning: Introduction, Theories
<b>8</b> (09-09-2019 to 14-09-2019)	Topic 4 – Learning: Modeling, Shaping Behaviour, Significance (Continued after taking doubts)
<b>9</b> (16-09-2019 to 21-09-2019)	Topic 5 – Group Dynamics: Introduction, Meaning, Components Activity Class (group discussion/presentation/role playing/group activity)
<b>10</b> (24-09-2019 to 28-09-2019)	Topic 5 – Group Dynamics : Group Norms, Group Role, Group Status, Group Size, Group Leadership, Group Composition
<b>11</b> (30-09-2019 to 05-10-2019)	Topic 5 – Group Dynamics: Cohesiveness , Determinants, Consequences , Relation with productivity. (Topic Continued after taking queries from previous lecture)
<b>12</b> (07-10-2019 to 12-10-2019)	Topic 6 – Transactional Analysis: Introduction, Concept, Scope

<b>13</b> (14-10-2019 to 19-10-2019)	Topic 6- Transactional Analysis: Self Awareness, Ego States, Analysis of Life Position (Topic Continued after taking queries from previous lecture)
<b>14</b> (21-10-2019 to 23-10-2019)	Topic 6 - Transactional Analysis: Analysis of Games, Analysis of Stroking, Benefit of Transactional Analysis. . (Topic Continued after taking queries from previous lecture)
<b>15</b> (28/102019- 31/10/2019)	Revision

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

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

**Subject: Business Environment**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07- 2019)	Introduction of Business Environment Objective, Nature and Importance of Business Environment
<b>2</b> (29-07-2019 to 03-08- 2019)	Factor effecting Business Environment (Group discussion /presentation)
<b>3</b> (05-08-2019 to 10-08- 2019)	Interaction Matrix of different environmental factors Environmental scanning (Taking queries and Test)
<b>4</b> (12-08-2019 to 17-08- 2019)	Economic Planning In India Industrial Sickness and SSI
<b>5</b> (19-08-2019 to 24-08- 2019)	Privatization, Globlization and Disinvestment in PSU Industrial Sickness and SSI Business Ethics, Corporate Governance, Social responsibility of Business

<b>6</b> (26-08-2019 to 31-08-2019)	Fiscal Policy (Group discussion /presentation)
<b>7</b> (02-09-2019 to 07-09-2019)	Monetary Policy (Group discussion /presentation)
<b>8</b> (09-09-2019 to 14-09-2019)	Industrial Policy
<b>9</b> (16-09-2019 to 21-09-2019)	Exim Policy
<b>10</b> (24-09-2019 to 28-09-2019)	The Environment Protection Act
<b>11</b> (30-09-2019 to 05-10-2019)	Consumer Protection Act (Taking queries and Test)
<b>12</b> (07-10-2019 to 12-10-2019)	Competition Act
<b>13</b> (14-10-2019 to 19-10-2019)	FEMA
<b>14</b> (21-10-2019 to 23-10-2019)	RTI (Taking queries and Test)
<b>15</b> (28/10/2019-31/10/2019)	Revision

**DYAL SINGH COLLEGE, KARNAL**

**Session: 2019-20**

**Lesson Plan**

**Class and Section: M.Com Semester I<sup>st</sup>**

**Subject: Managerial Economics**

<b>Week</b>	<b>Topics</b>
1 (22-07-2019 to 27-07-2019)	Orientation of the students Topic 1- Managerial Economics – Introduction, Nature and scope.
2 (29-07-2019 to 03-08-2019)	Topic 2- Demand Function and concept of Indifference curve.  Activity Class (group discussion/presentation/role playing/group activity)
3 (05-08-2019 to 10-08-2019)	Topic 3 – Elasticity of Demand Class Test
4 (12-08-2019 to 17-08-2019)	Topic 4 – Demand Forecasting/Estimation
5 (19-08-2019 to 24-08-2019)	Topic 5 –Short run and Long Run Production Functions  Activity Class (group discussion/presentation/role playing/group activity)
6 (26-08-2019 to 31-08-2019)	Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run. Revision and Class Tests
7 (02-09-2019 to 07-09-2019)	Topic 7 – Market Structure and Business Decisions Activity Class (group discussion/presentation/role playing/group activity)
8 (09-09-2019 to 14-09-2019)	Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition. Class Test
9 (16-09-2019 to 21-09-2019)	Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly Activity Class (group discussion/presentation/role playing/group activity /case study)
10 (23-09-2019 to 28-09-2019)	Topic 10 – Price and Output Determination under Monopolistic Competition. Activity Class (group discussion/presentation/role playing/group activity /case study)

11 (30-09-2019 to 05-10-2019)	Topic 11 – Price and Output Determination under Oligopoly Class Tests
12 (07-10-2019 to 12-10-2019)	Topic 12 – Inflation, Types and Control Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (14-10-2019 to 19-10-2019)	Topic 13 – Business Cycles Activity Class (group discussion/presentation/role playing/group activity /case study)
14 (21-10-2019 to 26-10-2019)	Revision and Tests
15 (28-10-2019 to 31-10-2019)	Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2019-20 odd sem**

**Class and Section:**

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

**Subject:**

**Company Law**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07-2019)	Orientation of the students  Introduction of Company Law and its History
<b>2</b> (29-07-2019 to 03-08-2019)	Meaning and features of Company
<b>3</b> (05-08-2019 to 10-08-2019)	Types of Companies
<b>4</b> (12-08-2019 to 17-08-2019)	Winding of Companies  Activity Class (Group Discussion/Presentation/role Playing/Group Activity)
<b>5</b> (19-08-2019 to 24-08-2019)	Promotion and Incorporation of Company
<b>6</b> (26-08-2019 to 31-08-2019)	Memorandum Of Association and its Clauses  Student Presentation
<b>7</b> (02-09-2019 to 07-09-2019)	Doctrine of Ultra Virus  Discuss Case Study and Group Discussion
<b>8</b> (09-09-2019 to 14-09-2019)	Article of Association  ( Taking queries of previous lecture)
<b>9</b> (16-09-2019 to 21-09-2019)	Doctrine Of Indoor Management  (Topic Continued after taking queries from previous lecture)  Activity Class (group discussion/presentation/role playing/group activity)



**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

**Class and Section:**

**M. Com 1st Semester**

**Subject:**

**Accounting For Managerial Decisions**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07-2019)	Orientation of the students Topic 1 -Introduction to Management Accounting
<b>2</b> (29-07-2019 to 03-08-2019)	Topic 1 -Introduction to Management Accounting (Topic Continued after taking queries from previous lecture)
<b>3</b> (05-08-2019 to 10-08-2019)	Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation)
<b>4</b> (12-08-2019 to 17-08-2019)	Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres) Activity Class (group discussion/presentation/role playing/group activity)
<b>5</b> (19-08-2019 to 24-08-2019)	Topic 4 – Divisional Performance Budgeting
<b>6</b> (26-08-2019 to 31-08-2019)	Topic 5- Budgeting (essentials and kinds)
<b>7</b> (02-09-2019 to 07-09-2019)	Topic 6 – Standard Costing (types and setting standards) Topic 7 – Variance Analysis (material, labour and overheads)
<b>8</b> (09-09-2019 to 14-09-2019)	Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
<b>9</b> (16-09-2019 to 21-09-2019)	Topic 8 – Marginal Costing and Absorption Costing
<b>10</b> (24-09-2019 to 28-09-2019)	Topic 9 – Break Even Analysis

<b>11</b> (30-09-2019 to 05-10-2019)	Topic 10- Managerial Applications of Marginal Costing
<b>12</b> (07-10-2019 to 12-10-2019)	Topic 11 – Price level adjustment accounting Topic 12 – Value Chain Analysis
<b>13</b> (14-10-2019 to 19-10-2019)	Topic 13 – Activity Based Costing]
<b>14</b> (21-10-2019 to 23-10-2019)	Topic 14 – Quality Costing Topic 15 – Target and life cycle costing
<b>15</b> (28/10/2019-31/10/2019)	Revision

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan(2019-20)**

**Class and Section:**

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

**Subject:**

**Marketing Management**

WEEKS	TOPICS
<b>1</b> (22-07-2019 to 27-07-2019)	Orientation of the students Introduction to marketing and Evolution of marketing
<b>2</b> (29-07-2019 to 03-08-2019)	Marketing in new perspective, Marketing Mix
<b>3</b> (05-08-2019 to 10-08-2019)	Marketing Environment, Information System and Marketing Research

<b>4</b> (12-08-2019 to 17-08-2019)	Consumer Behaviour, Customer Relationship Marketing Class(Group Discussion and Presentation)
<b>5</b> (19-08-2019 to 24-08-2019)	Product Concept Test, Presentation
<b>6</b> (26-08-2019 to 31-08-2019)	Product Mix Strategies of Product Mix
<b>7</b> (02-09-2019 to 07-09-2019)	Presentations Group Discussion
<b>8</b> (09-09-2019 to 14-09-2019)	Price Determination Strategies of Price Determination
<b>9</b> (16-09-2019 to 21-09-2019)	Promotion Programme Test
<b>10</b> (24-09-2019 to 28-09-2019)	Test, Presentations
<b>11</b> (30-09-2019 to 05-10-2019)	Group Discussion Revision
<b>12</b> (07-10-2019 to 12-10-2019)	Diwali Vacation
<b>13</b> (14-10-2019 to 19-10-2019)	Supply Chain Management Marketing Channels
<b>14</b> (21-10-2019 to 23-10-2019)	Social, Ethical and legal aspects of Marketing Online Marketing
<b>15</b> (28/10/2019-31/10/2019)	Revision

  
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**M.COM 2nd  
SEM  
2019-2020**

# **DYAL SINGH COLLEGE, KARNAL**

## **Lesson Plan (2019-20)**

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

**Subject: Human Resource Management**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions.
2 (06-01-2020 to 11-01-2020)	Topic 2- HRM in dynamic environment
3 (13-01-2020 to 18-01-2020)	Topic 3- Building up skills for HRM Manager, Global HRM
4 (20-01-2020 to 25-01-2020)	Topic 4- HRM Planning
5 (27-01-2020 to 01-02-2020)	Topic 5 – Human Resource Information System
6 (03-02-2020 to 08-02-2020)	Topic 6- Human Resource Policy; Job Analysis
7 (10-02-2020 to 15-02-2020)	Topic 7- Recruitment; Selection
8 (17-02-2020 to 22-02-2020)	Topic 8- Induction and Placement

9 (24-02-2020 to 29-02-2020)	Topic 9- Work Force: Promotion, Transfer, Separation
10 (02-03-2020 to 07-03-2020)	Topic 10- Employee training and executive development; Career planning and development
11 (16-03-2020 to 21-03-2020)	Topic 11- Performance and potential appraisal; Empowerment
12 (23-03-2020 to 28-03-2020)	Topic 12- Quality of work life, Compensation & Incentives
13 (30-03-2020 to 04-04-2020)	Topic 13- Job satisfaction , Job stress Management
14 (06-04-2020 to 11-04-2020)	Revision and Test (Topic 1-6)
15 (13-04-2020 to 15-04-2020)	Revision and Test (Topic 7-13)

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

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

**Subject: International Business Environment**

<b>Week</b>	<b>Topics</b>
1 (1/1/2020 to 4/1/2020)	International Business: Nature, importance and scope, Framework for analyzing international business environment (Group discussion/presentation)

2 (6/1/2020 to 11/1/2020)	MNCs Nature and role Technology Transfers (Taking queries and test)
3 (13/1/2020 to 18/1/2020)	Foreign Investment (Group discussion/presentation)
4 (20/1/2020 to 25/1/2020)	WTO, UNCTAD
5 (27/1/2020 to 1/2/2020)	IMF, WORD BANK (Group discussion/presentation)
6 (3/2/2020 to 8/2/2020)	Generalized system of preferences
7 (10/2/2020 to 15/2/2020)	International Commodity Agreements Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA (Class Test)
8 (17/2/2020 to 22/2/2020)	Foreign Exchange Markets: Nature, participants, Foreign Exchange Determinants (Taking queries and test)
(24/2/2020 to 29/2/2020)	Foreign Exchange Arrangements in India Foreign Exchange Risk: Types and Management (Taking queries and test)
2/3/2020 to 6/3/2020	<b>Revision</b>

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan 2019-20**

**Class and Section:**

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

**Subject:**

**Strategic Marketing**

<b>WEEKS</b>	<b>Topics</b>
1 (1/1/2020 to 4/1/2020)	Concept of Strategies Strategic Marketing planning process
2 (6/1/2020 to 11/1/2020)	Corporate Growth Strategies
3 (13/1/2020 to 18/1/2020)	Business Strategies and their Marketing Implications
4 (20/1/2020 to 25/1/2020)	Environment Analysis Group Discussion
5 (27/1/2020 to 1/2/2020)	Industry and Competitors analysis
6 (3/2/2020 to 8/2/2020)	SWOT Analysis Portfolio Analysis
7 (10/2/2020 to 15/2/2020)	Market Segmentation, Targeting and positioning
8 (17/2/2020 to 22/2/2020)	Marketing Strategies for new market entries
9 (24/2/2020 to 29/2/2020)	<b>Revisions</b>
10 (2/3/2020 to 7/3/2020)	Marketing Strategies for mature markets and declining markets



11 (16/3/2020 to 21/3/2020)	Relationship between Different Business Strategies
12 (23/3/2020 to 28/3/2020)	Marketing Mix Group Discussions
13 (30/3/2020 to 4/4/2020)	Marketing Strategies implementations
14 (6/4/2020 to 11/4/2020)	Controlling Marketing Strategies
15 (13/4/2020 to 15/4/2020)	Revisions

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2019-20)**

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

**Subject: Financial Management and Policy**

<b>Week</b>	<b>Topics</b>
1 (1/1/2020 to 4/1/2020)	Orientation of the students Topic 1 -Introduction to Financial Management
2 (6/1/2020 to 11/1/2020)	Topic 2 – Time Value of Money
3 (13/1/2020 to 18/1/2020)	Topic 3 – Financial Forecasting Activity Class (group discussion/presentation/role playing/group activity)

4 (20/1/2020 to 25/1/2020)	Topic 4 – Sources of finance
5 (27/1/2020 to 1/2/2020)	Topic 5- Cost of Capital – Debenture
6 (3/2/2020 to 8/2/2020)	Topic 6- Cost of Capital – Preference Shares
7 (10/2/2020 to 15/2/2020)	Topic 7- Cost of Capital - Equity
8 (17/2/2020 to 22/2/2020)	Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)
9 (24/2/2020 to 29/2/2020)	Topic 8 Working Capital Management
10 2/3/2020 to 6/3/2020	Topic 10- Risk Analysis

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Session: 2019-20**

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

**Subject: Corporate Accounting**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Topic 1 – Issue and Forfeiture of Shares  Problem Solving Session

<p style="text-align: center;">2</p> <p style="text-align: center;">(06-01-2020 to 11-01-2020)</p>	<p>Topic 1 – Issue and Forfeiture of Shares (Topic Continued after taking queries from previous lecture)</p> <p>Topic 2 – Valuation of Shares</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p> <p>Problem Solving Session</p>
<p style="text-align: center;">3</p> <p style="text-align: center;">(13-01-2020 to 18-01-2020)</p>	<p>Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture)</p> <p>Topic 3 – Final Accounts of Companies</p> <p>Problem Solving Session</p> <p>Class Test</p>
<p style="text-align: center;">4</p> <p style="text-align: center;">(20-01-2020 to 25-01-2020)</p>	<p>Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture)</p> <p>Topic 4 – Amalgamation</p> <p>Problem Solving Session</p>
<p style="text-align: center;">5</p> <p style="text-align: center;">(27-01-2020 to 01-02-2020)</p>	<p>Topic 5 – Absorption and External Reconstruction</p> <p>Topic 6 – Internal Reconstruction</p> <p>Problem Solving Session</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p style="text-align: center;">6</p> <p style="text-align: center;">(03-02-2020 to 08-02-2020)</p>	<p>Topic 7 – Human Resource Accounting</p> <p>Topic 8 – Lease Accounting</p> <p>Problem Solving Session</p> <p>Class Test</p>
<p style="text-align: center;">7</p> <p style="text-align: center;">(10-02-2020 to 15-02-2020)</p>	<p>Topic 9 – Consolidated Financial Statement of Holding and subsidiary Companies</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p> <p>Class Test</p>
<p style="text-align: center;">8</p> <p style="text-align: center;">(17-02-2020 to 22-02-2020)</p>	<p>Topic 10 – Corporate Financial Reporting</p> <p>Topic 11 – Social Reporting</p> <p>Activity Class (group discussion/presentation/role playing/group activity /case study)</p> <p>Problem Solving Session</p>
<p style="text-align: center;">9</p> <p style="text-align: center;">(24-02-2020 to 29-02-2020)</p>	<p>Topic 12 – Segment, Periodic and Environment Reporting</p> <p>Topic 13 – Recent trends in corporate Reporting and Harmonization in Corporate Reports</p> <p>Problem Solving Session</p>

10 (02-03-2020 to 06-03-2020)	Problem Solving Session Revision and Tests

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan(2019-20) even sem**

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

**Subject: Business statistics**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Multiple regression  Solve practical questions and give written assignment
2 (06-01-2020 to 11-01-2020)	Take queries of previous topic  Multiple Correlation  Give assignment for practice for homework
3 (13-01-2020 to 18-01-2020)	Index Number  Class activity ( student presentation/group discussion/class test etc)

4  (20-01-2020 to 25-01-2020)	Test of adequacy  Class test
5  (27-01-2020 to 01-02-2020)	Chain base Index Number  Give assignment for practice for homework
6  (03-02-2020 to 08-02-2020)	Base Shifting  Splicing  Deflating  Class activity ( student presentation/group discussion/class test etc)
7  (10-02-2020 to 15-02-2020)	Problems in construction Index Number, consumer price index  Take queries of previous topic  Solve practical questions and give written assignment
8  (17-02-2020 to 22-02-2020)	Time series Analysis  Give assignment for practice for homework
9	Models of Time Series

(24-02-2020 to 29-02-2020)	Class activity ( student presentation/group discussion/class test etc)
10 (02-03-2020 to 07-03-2020)	Methods of constructing index number
11 (16-03-2020 to 21-03-2020)	Theory of Probability  Give assignment for practice for homework
12 (23-03-2020 to 28-03-2020)	Additional and Multiplication theorem  Conditional Probability and Bayes theorem  Solve practical questions and give written assignment
13 (30-03-2020 to 04-04-2020)	Probability distribution  Class activity ( student presentation/group discussion/class test etc)
14 (06-04-2020 to 11-04-2020)	Binomial distribution  Poisson distribution
15 (13-04-2020 to 15-04-2020)	Normal distribution and its parameter  Class activity ( student presentation/group discussion/class test etc)

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan (2022-23)**

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

**Subject: Business statistics**

<b>Week</b>	<b>Topics</b>
1 (01-02-2023 to 04-02-2023)	Multiple regression Solve practical questions and give written assignment
2 (06-02-2023 to 11-02-2023)	Take queries of previous topic Multiple Correlation Give assignment for practice for homework
3 (13-02-2023 to 18-02-2023)	Index Number Class activity ( student presentation/group discussion/class test etc)
4 (20-02-2023 to 25-02-2023)	Test of adequacy Class test
5 (27-02-2023 to 04-03-2023)	Chain base Index Number Give assignment for practice for homework
(05-03-2023 to 12-03-2023)	Base Shifting Splicing Deflating Class activity ( student presentation/group discussion/class test etc)
6 (13-03-2023 to 18-03-2023)	Problems in construction Index Number, consumer price index Take queries of previous topic Solve practical questions and give written assignment
7 (20-03-2023 to 25-03-2023)	Time series Analysis Give assignment for practice for homework
8	Models of Time Series

(27-03-2023 to 01-04-2023)	Class activity ( student presentation/group discussion/class test etc)
9 (03-04-2023 to 08-04-2023)	Methods of constructing index number
10 (10-04-2023 to 15-04-2023)	Theory of Probability Give assignment for practice for homework
11 (17-04-2023 to 22-04-2023)	Additional and Multiplication theorem Conditional Probability and Bayes theorem Solve practical questions and give written assignment
12 (24-04-2023 to 29-04-2023)	Probability distribution Binomial distribution Class activity ( student presentation/group discussion/class test etc)
13 (01-05-2023 to 06-05-2023)	Poisson distribution
14 (08-05-2023 to 13-05-2023)	Normal distribution and its parameter
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision  <b>(Dr. Mukta Jain)</b> HOD Commerce Dyal Singh College, Karnal



**M.COM 3rd**

**SEM**

**2019-2020**

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2019-20 (odd Semester)**

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

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

<b>Week</b>	<b>Topics</b>
1 16/7/2019-20/7/2019	Introduction of Financial Management
2 22/7/2019-27/7/2019	Scope and Objectives of Financial Management (Group discussion /presentation)
3 29/7/2019-3/8/2019	Dividend Decisions-Meaning of Dividend, Types of Dividends Dividend Policy, Types of Dividend Policy
4 5/8/2019-10/8/2019	Factor Effecting Dividend policy, Approaches of Dividend policy (Taking queries and Test)
5 12/8/2019-17/8/2019	Issue of Bonus Share and Procedural and legal aspects of Dividend policy
6 19/8/2019-24/8/2019	Buy Back of Shares (Group discussion /presentation)
7 26/8/2019-31/8/2019	Capital Structure, Factor affecting Capital structure decision

8 2/9/2019-7/9/2019	Different Theories of Capital Structure (Taking queries and Test)
9 9/9/2019-14/9/2019	Breakeven point, Indifference curve
10 16/9/2019-21/9/2019	EBIT-EPS Analysis (Taking queries and Test)
11 24/9/2019-28/9/2019	Leverage, Corporate Restructuring (Group discussion /presentation) (Taking queries and Test)
12 30/9/2019-5/10/2019	Merger, acquisition and takeover Procedural and legal aspects of Merger and takeover Valuation and financing of mergers and acquisitions
13 7/10/2019-12/10/2019	Post-merger problems & reorganization Taxation and financial aspects of mergers, takeover defense. An Overview of Mergers and takeovers in India
14 14/10/2019- 19/10/2019	Financial Restructuring and reorganization (Group discussion /presentation)
15 21/10/2019- 23/10/2019	Financial Management of Sick Units and Revision (Group discussion /presentation)

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2019-20 (odd Semester)**

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

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

<b>Week</b>	<b>Topics</b>
1 16/7/2019-20/7/2019	Orientation of the students Topic 1 -Introduction to Financial System

2 22/7/2019-27/7/2019	Topic 2 - Money Market Topic 3 - Capital Market - Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 29/7/2019-3/8/2019	Topic 4 - Capital Market - Primary Market
4 5/8/2019-10/8/2019	Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)
5 12/8/2019-17/8/2019	Topic 5 - Capital Market - Secondary Market
6 19/8/2019-24/8/2019	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)
7 26/8/2019-31/8/2019	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
8 2/9/2019-7/9/2019	Topic 6 – Role of SEBI Topic 7 - Capital Market – Government Securities Market
9 9/9/2019-14/9/2019	Topic 8 – Introduction to Development of banks Topic 9 – Types of Development Banks Activity Class (group discussion/presentation/role playing/group activity)
10 16/9/2019-21/9/2019	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
11 24/9/2019-28/9/2019	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
12 30/9/2019-5/10/2019	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)

13 7/10/2019-12/10/2019	Topic 10- Merchant Banking
14 14/10/2019- 19/10/2019	Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
15 21/10/2019- 23/10/2019	Topic 11 – Mutual Funds

## DYAL SINGH COLLEGE, KARNAL

### Lesson Plan(2019-20)

**Class:**  
**Subject:**

**M.COM IIIrd Semester**  
**Advertising Management**

Week	Topics
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the Students Topic 1- Advertising- Introduction
<b>2</b> (22-07-2019 to 27-07-2019)	Topic 1- Advertising- Introduction Continued After Taking Queries from previous lecture
<b>3</b> (29-07-2019 to 03-08-2019)	Topic 2- Communication Process Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>4</b> (05-08-2019 to 10-08-2019)	Topic 3- Advertising and Communication Mix Class Test
<b>5</b> (12-08-2019 to 17-08-2019)	Topic 4- Economic And Social Aspects of Advertising
<b>6</b>	Topic 5- Ethical Aspects of Advertising

(19-08-2019 to 24-08-2019)	Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>7</b> (26-08-2019 to 31-08-2019)	Topic 6- Objectives of Advertising DAGMAR Approach
<b>8</b> (02-09-2019 to 07-09-2019)	Topic 7- Advertising Budget Queries from Previous Chapter
<b>9</b> (09-09-2019 to 14-09-2019)	Topic 8- Message Designing and Ad Copy development Activity Class- (Slogans/Jingles writing)
<b>10</b> (16-09-2019 to 21-09-2019)	Topic 8- Message Designing and Ad Copy development Topic Continued After Taking Queries from previous lecture Activity Class- (Ad Copy Designing)
<b>11</b> (24-09-2019 to 28-09-2019)	Topic 9- Types of Advertising Media Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>12</b> (30-09-2019 to 05-10-2019)	Topic 10- Media Planning And Scheduling Class Test- Message Designing and Ad Copy development
<b>13</b> (07-10-2019 to 12-10-2019)	Topic 11- Advertising Agency And Its Role Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>14</b> (14-10-2019 to 19-10-2019)	Topic 12- Client Agency Relationship and Agency Remuneration Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>15</b> (21-10-2019 to 23-10-2019)	Topic 13- Measuring Advertising Effectiveness Activity Class- (Group Discussion/Presentation/case study/Group Activity)

**DYAL SINGH COLLEGE, KARNAL**  
**Lesson Plan 2019-20 (odd Semester)**

**Class and Section:**

**M. Com 3rd Semester**

**Subject:**

**Applications of Statistical Methods in Business**

<b>Week</b>	<b>Topics</b>
1 16/7/2019- 20/7/2019	Orientation of the students  Introduction of Probability and non-probability methods
2 22/7/2019- 27/7/2019	Probability and non-probability methods (Topic Continued after taking queries from previous lecture)  Sampling and Non Sampling Errors  Precision, Accuracy and Efficiency of sampling methods  Activity Class (group discussion/presentation/role playing/group activity)
3 29/7/2019- 3/8/2019	Law of large number  Central Limit theorem  Sampling distribution  (Practice session and taking queries )
4 5/8/2019- 10/8/2019	Hypothesis and Large Sampling Test-Z Test  Taking Class Test For Practice
5 12/8/2019- 17/8/2019	Small Sampling Test- T Test, F Test  (Practice session and taking queries ) (Assignment Given for Practice)
6 19/8/2019-	Continue Small Sampling Test- T Test, F Test

# DYAL SINGH COLLEGE, KARNAL

## Lesson Plan(2019-20)

**Class:**

**M.COM IIIrd Semester**


**Subject:**

**Entrepreneurial Development**

<b>Week</b>	<b>Topics</b>
<b>1</b> (16-07-2019 to 20-07-2019)	Orientation of the Students Topic - Introduction of Entrepreneurship: Nature and Scope
<b>2</b> (22-07-2019 to 27-07-2019)	Topic - Introduction of Entrepreneurship: Nature and Scope Factor Affecting Entrepreneurial Growth Continued After Taking Queries from previous lecture
<b>3</b> (29-07-2019 to 03-08-2019)	Topic - Stress Management Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>4</b> (05-08-2019 to 10-08-2019)	Topic - EDPs Class Test
<b>5</b> (12-08-2019 to 17-08-2019)	Topic - Small Enterprises & Ownership Structure Discussion of Research Paper
<b>6</b> (19-08-2019 to 24-08-2019)	Topic - Market Survey & Opportunity Identification Registration Procedure Reserved Items For SSI
<b>7</b> (26-08-2019 to 31-08-2019)	Topic – Project Selection For SSI Business opportunity for SSI Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>8</b> (02-09-2019 to 07-09-2019)	Topic - Data Collection For Small Ventures Queries from Previous Chapter



<b>9</b> (09-09-2019 to 14-09-2019)	Topic – Project Report Preparation Managerial and Operational Aspect for Small Business
<b>10</b> (16-09-2019 to 21-09-2019)	Topic- Human Relation & Performance in Organization Class Test
<b>11</b> (24-09-2019 to 28-09-2019)	Topic- Institution Supporting Entrepreneurial Growth Assignment Discussion
<b>12</b> (30-09-2019 to 05-10-2019)	Topic- Concept of Ecology Environmental Concepts & Case Study
<b>13</b> (07-10-2019 to 12-10-2019)	Topic – Air, Noise & Water Pollution Standards and Control
<b>14</b> (14-10-2019 to 19-10-2019)	Topic – Personal Protection Equipment for Safety of Work Place Activity Class- (Group Discussion/Presentation/case study/Group Activity)
<b>15</b> (21-10-2019 to 23-10-2019)	Topic- Activity on Environmental Issues

  
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**M.COM 4th**

**SEM**

**2019-2020**

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Class and Section:**

**M.Com 4th Sem (2019-20)**

**Subject:**

**Corporate tax planning and management**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07-2019)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
<b>2</b> (29-07-2019 to 03-08-2019)	Tax planning reference to setting up a new business
<b>3</b> (05-08-2019 to 10-08-2019)	Forms of business organization, location, aspects and nature of business
<b>4</b> (12-08-2019 to 17-08-2019)	Computation of total income and tax liability of companies
<b>5</b> (19-08-2019 to 24-08-2019)	Computation of total income and tax liability of companies (Taking queries and test)
<b>6</b> (26-08-2019 to 31-08-2019)	Tax Planning and financial management decision regarding Capital structure and Dividend policy (Group discussion/presentation)
<b>7</b> (02-09-2019 to 07-09-2019)	Tax Planning and financial management decision regarding Inter corporate dividend and Bonus Share
<b>8</b> (09-09-2019 to 14-09-2019)	Tax Planning and managerial decision regarding own and lease (Group discussion/presentation)
<b>9</b> (16-09-2019 to 21-09-2019)	Tax Planning and managerial decision regarding sale of assets used for scientific research (Group discussion/presentation)

<b>10</b> (24-09-2019 to 28-09-2019)	Make or buy decision (Class Test)
<b>11</b> (30-09-2019 to 05-10-2019)	shut down and continue decision
<b>12</b> (07-10-2019 to 12-10-2019)	Tax issues and planning in respect of Amalgamation (Taking queries and test)
<b>13</b> (14-10-2019 to 19-10-2019)	Tax issues and planning in respect of Merger and acquisitions
<b>14</b> (21-10-2019 to 23-10-2019)	Revision
<b>15</b> (28/10/2019- 31/10/2019)	Revision

**DYAL SINGH COLLEGE, KARNAL**

**Lesson Plan**

**Class and Section:**

**M.Com 4th Sem (2019-20)**

**Subject:**

**Project Planning and Control**

<b>Week</b>	<b>Topics</b>
<b>1</b> (22-07-2019 to 27-07- 2019)	Orientation of the students Topic 1 – Investment Opportunities
<b>2</b> (29-07-2019 to 03-08- 2019)	Topic 2 – Environmental Scanning Topic 3 – Government Regulatory Framework Activity Class (group discussion/presentation/role playing/group activity)
<b>3</b> (05-08-2019 to 10-08- 2019)	Topic 4 – Market and Demand Analysis
<b>4</b> (12-08-2019 to 17-08- 2019)	Topic 5 – Technical Analysis

<b>5</b> (19-08-2019 to 24-08-2019)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
<b>6</b> (26-08-2019 to 31-08-2019)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
<b>7</b> (02-09-2019 to 07-09-2019)	Topic 6- Cost of Project and means of financing
<b>8</b> (09-09-2019 to 14-09-2019)	Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)
<b>9</b> (16-09-2019 to 21-09-2019)	Topic 7 Capital Structure Planning
<b>10</b> (24-09-2019 to 28-09-2019)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
<b>11</b> (30-09-2019 to 05-10-2019)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
<b>12</b> (07-10-2019 to 12-10-2019)	Topic 8 Financial Institutions
<b>13</b> (14-10-2019 to 19-10-2019)	Topic 9 Social Cost Benefit Analysis
<b>14</b> (21-10-2019 to 23-10-2019)	Topic 10 Project Review and Control
<b>15</b> (28/10/2019-31/10/2019)	Revision

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2019-20)**

**Class:**  
**Subject:**

**M.COM IVth Semester**  
**Sales Management**

<b>Week</b>	<b>Topics</b>
1 (01-01-2020 to 04-01-2020)	Introduction of Syllabus Basics of sales
2 (06-01-2020 to 11-01-2020)	Topic-1 Sales Management – An Introduction
3 (13-01-2020 to 18-01-2020)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-( I Can Sell Anything)
4 (20-01-2020 to 25-01-2020)	Topic-3 Sales Planning Class Test
5 (27-01-2020 to 01-02-2020)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (03-02-2020 to 08-02-2020)	Topic-5 Sales Budget (Group Discussion)
7 (10-02-2020 to 15-02-2020)	Topic-6 Sales Organisation – Organising the Sales Efforts
8 (17-02-2020 to 22-02-2020)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (24-02-2020 to 29-02-2020)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (02-03-2020 to 07-03-2020)	Topic-9 Sales Force Management: Training, Development and Induction Case Studies
(15-03-2020 to 24-03-2020)	Holi Vacations

11 (16-03-2020 to 21-03-2020)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (23-03-2020 to 28-03-2020)	Topic-12 Sales Meeting And Contents  Topic-13 Control Process: Analysis of sales volume, Costs and Profitability
13 (30-03-2020 to 04-04-2020)	Topic-14 Controlling Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (06-04-2020 to 11-04-2020)	Topic- 15 Ethical Issues in Sales Management Revision of Chapters
15 (13-04-2020 to 15-04-2020)	Revision of Syllabus Class Test

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2022-23)**

**Class: M.COM IVth Semester**  
**Subject: Sales Management**

Week	Topics
1 (01-02-2023 to 04-02-2023)	Introduction of Syllabus Basics of sales
2 (06-02-2023 to 11-02-2023)	Topic-1 Sales Management – An Introduction

3 (13-02-2023 to 18-02-2023)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-( I Can Sell Anything)
4 (20-02-2023 to 25-02-2023)	Topic-3 Sales Planning Class Test
5 (27-02-2023 to 04-03-2023)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
(05-03-2023 to 12-03-2023)	Holi Break
6 (13-03-2023 to 18-03-2023)	Topic-5 Sales Budget (Group Discussion)
7 (20-03-2023 to 25-03-2023)	Topic-6 Sales Organisation – Organising the Sales Efforts
8 (27-03-2023 to 01-04-2023)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (03-04-2023 to 08-04-2023)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (10-04-2023 to 15-04-2023)	Topic-9 Sales Force Management: Training, Development and Induction Case Studies
11 (17-04-2023 to 22-04-2023)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (24-04-2023 to 29-04-2023)	Topic-12 Sales Meeting And Contents  (Case Studies/Group Discussion)
13	Topic-13



(01-05-2023 to 06-05-2023)	Control Process: Analysis of sales volume, Costs and Profitability
14 (08-05-2023 to 13-05-2023)	Topic-14 Controlling Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (15-05-2023 to 20-05-2023)	Topic- 15 Ethical Issues in Sales Management Revision of Chapters
16 (22-05-2023 to 26-05-2023)	Revision of Syllabus Class Test

## **DYAL SINGH COLLEGE, KARNAL**

### **Lesson Plan(2019-20)**

**Class:**

**M.COM IVth Semester**

**Subject:**

**Strategic HRM**

Week	Topics
1 (01-01-2020 to 04-01-2020)	Introduction Topic- Concept Of Strategies and Characteristics
2 (06-01-2020 to 11-01-2020)	Topic- Approaches of Strategic Decision Making Strategic Management Process
3 (13-01-2020 to 18-01-2020)	Topic- Developing of Strategic Mission Setting of Objectives Topic Continued After Taking queries from Previous Lecture
4 (20-01-2020 to 25-01-2020)	Topic- Environmental Appraisal Concept & Components Group Activity- Presentation/Group Discussion
5	Topic- Analyzing of external environment Organization Appraisal

(27-01-2020 to 01-02-2020)	
6 (03-02-2020 to 08-02-2020)	Topic-Dynamic of Internal Environment Topic Continued After Taking queries from Previous Lecture
7 (10-02-2020 to 15-02-2020)	Topic-Methods and Technique of organizational Appraisal Discussion on Research Paper Writing
8 (17-02-2020 to 22-02-2020)	Topic-Dynamics of Internal Environment Methods and techniques of organizational Appraisal
9 (24-02-2020 to 29-02-2020)	Topic- Generic Strategic Alternative Stability, Expansion, Retrenchment & Combination Strategies
10 (02-03-2020 to 07-03-2020)	Topic- Variation Strategies Internal & External Alternatives Class Test
11 (16-03-2020 to 21-03-2020)	Topic- Variation Strategies Horizontal & Vertical Alternatives Group Activity- Presentation/Group Discussion
12 (23-03-2020 to 28-03-2020)	Topic- International Level Strategic Alternative Topic- Strategic Choice Process, Technique & Marginal Factors
13 (30-03-2020 to 04-04-2020)	Topic: Strategic Implementation, Organisation Learning Topic- Strategy and Structural Decision
14 (06-04-2020 to 11-04-2020)	Topic- Behavioral Issue in Implementation Topic- Operational Decisions
15 (13-04-2020 to 15-04-2020)	Revision

  
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