

**DEPARTMENT
OF COMMERCE**

Lesson Plan

B.COM 1ST SEM

2020-2021

Dyal Singh College, Karnal
Session: 2020-21
Lesson Plan

Class: B.com, Semester 1

Subject: BC-101 (Financial Accounting- I)

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation to Students Meaning, need, objectives & scope of Financial accounting
2 (09-11-2020 to 14-11-2020)	Book-keeping and accounting Branches of accounting Accounting principles: concepts and conventions
3 (16-11-2020 to 21-11-2020)	Accounting cycle and accounting equation Journal; rules of journalizing Ledger & Trial Balance
4 (23-11-2020 to 28-11-2020)	Rectification of Errors
5 (30-11-2020 to 05-12-2020)	Topic Continued after taking queries from previous lecture Suspense Account Effect of Rectification on Profit
6 (07-12-2020 to 12-12-2020)	Capital and Revenue: Concept and classification of income Capital and Revenue expenditure Capital and Revenue Receipts

<p>7 (14-12-2020 to 19-12-2020)</p>	<p>Depreciation provisions and reserves: concept and classification Methods of depreciation accounting.</p>
<p>8 (21-12-2020 to 24-12-2020)</p>	<p>Final Accounts: manufacturing, trading, profit & loss account Balance sheet</p>
<p>9 (27-12-2020 to 02-01-2021)</p>	<p>Topic of Final Accounts Continued Adjustment Entries</p>
<p>10 (04-01-2021 to 9-01-2021)</p>	<p>Topic of Final Accounts Continued</p>
<p>11 (11-01-2021 to 16-01-2021)</p>	<p>Revision and Class Test</p>
<p>12 (18-01-2021 to 23-01-2021)</p>	<p>Accounts of Non-profit Organizations</p>
<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Topic continued after taking queries from previous lecture</p>
<p>14 (01-02-2021 to 6-02-2021)</p>	<p>Consignment Accounts: accounting records Normal and abnormal Loss: Valuation of unsold stock</p>
<p>15 (08-02-2021 to 13-02-2021)</p>	<p>Topic continued after taking queries from previous lecture</p>

16 (15-02-2021 to 20-02-2021)	Revision
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.com 1st sem
Subject: Micro Economics

Week	Topics
1 (02-11-2020 to 07-11-2020))	Orientation of the students Topic 1 - Economics – Introduction
2 (09-11-2020 to 14-11-2020)	Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture) Topic 2 – Micro and Macro Economics Activity Class (group discussion on recent topic in Economics)
3 (16-11-2020 to 21-11-2020)	Topic 3 – Theory of Demand Topic 4 – Elasticity of Demand
4 (23-11-2020 to 28-11-2020)	Topic 4 – Elasticity of Demand (Topic Continued after taking queries from previous lecture) Class Test
5 (30-11-2020 to 05-12-2020)	Topic 5 – Production Function And Law of Production Activity (Discussion on impact of share market in Economy)
6 (07-12-2020 to 12-12-2020)	Topic 5 – Production Function And Law of Production (Topic Continued after taking queries from previous lecture) Topic 6 – Theory of cost
7 (14-12-2020 to 19-12-2020)	Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz)
8	Topic 7 – Price Determination Under Perfect Competition

(21-12-2020 to 24-12-2020)	
9 (27-12-2020 to 02-01-2021)	Discussion on previous lecture/Class test/ Group Discussion/ Presentation
10 (04-01-2021 to 9-01-2021)	Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition
11 (11-01-2021 to 16-01-2021)	Topic 9 – Price Determination Under Monopoly (After taking query of previous Chapter) Class Test Activity (Group Discussion/ presentation)
12 (18-01-2021 to 23-01-2021)	Topic 10 - Price Determination Under Monopolistic Competition (After taking query of previous Chapter) Class Test
13 (25-01-2021 to 30-01-2021)	Topic 11 – Cardinal Utility Analysis (After taking query of previous Chapter) (Group Discussion/ Presentation)
14 (01-02-2021 to 6-02-2021)	Topic 11 – Cardinal Utility Analysis (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
15 (08-02-2021 to 13-02-2021)	Topic 12 – Indifference Curve Approach Activity (Presentation/ Group Discussion)
16 (15-02-2021 to 20-02-2021)	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(2020-21)

Class: B.com 1st Semester

Subject: Principles of Business Management

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Topic 1 - Introduction to Management
2 (09-11-2020 to 14-11-2020)	Topic - 1 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture) Topic 2 – Management: An Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 (16-11-2020 to 21-11-2020)	Topic 3 – Management as Science, Art and Profession Test of Chapter No 1
4 (23-11-2020 to 28-11-2020)	Topic 4– Approaches to Management Topic Continued after taking queries from previous lecture
5 (30-11-2020 to 05-12-2020)	Topic 5 – Planning: Concept and Importance Topic Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
6 (07-12-2020 to 12-12-2020)	Topic 6- Types of Plans Test of Planning: Concept and Importance
7	Topic 7– Organising: Principles and Formal vs. Informal Organisation

(14-12-2020 to 19-12-2020)	Topic Continued after taking queries from previous lecture
8 (21-12-2020 to 24-12-2020)	Topic 8– Organisation Structure: Meanings d Types Topic Continued after taking queries from previous lecture
9 (27-12-2020 to 02-01-2021)	Topic 9– Delegation of Authority: Meaning, Advantages and Barriers Topic Continued after taking queries from previous lecture
10 (04-01-2021 to 9-01-2021)	Topic 10- Decentralisation and Centralisation Test of Delegation of Authority
11 (11-01-2021 to 16-01-2021)	Topic 11- Staffing: Concept and Scope Topic Continued after taking queries from previous lecture
12 (18-01-2021 to 23-01-2021)	Topic 12- Directing: Principles and Elements Topic Continued after taking queries from previous lecture
13 (25-01-2021 to 30-01-2021)	Topic 13- Motivation: Meaning, Importance and Approaches Topic Continued after taking queries from previous lecture
14 (01-02-2021 to 6-02-2021)	Topic 14- Leadership: Approaches and Style Topic Continued after taking queries from previous lecture
15 (08-02-2021 to 13-02-2021)	Topic 15- Controlling: Meaning and Process Topic Continued after taking queries from previous lecture
16 (15-02-2021 to 20-02-2021)	Topic 16- Control Techniques: Traditional and Modern Topic Continued after taking queries from previous lecture

DYAL SINGH COLLEGE, KARNAL

Session: 2020-21


Lesson Plan

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

Subject: Business Communication

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Business Communication (Introduction)
2 (09-11-2020 to 14-11-2020)	Topic 1- Business communication- Meaning Topic 2- Forms of electronic communication Activity Class (group discussion/presentation/role playing/group activity)
3 (16-11-2020 to 21-11-2020)	Topic 3- Models and processes of communication Theories of communication
4 (23-11-2020 to 28-11-2020)	Topic 4- Corporate Communication
5 (30-11-2020 to 05-12-2020)	Topic 4- Corporate Communication (Contd..) Topic 5- Audience Analysis Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (07-12-2020 to 12-12-2020)	Topic 6- Formal and informal communication network Topic 7- Communication barriers Improving Communication Topic Continued after taking queries from previous lecture
7 (14-12-2020 to 19-12-2020)	Topic 8- Effective presentation skills- Introduction Class Test
8 (21-12-2020 to 26-12-2020)	Topic 8- Effective presentation skills- Individual and group Presentation Topic Continued after taking queries from previous lecture

9 (28-12-2020 to 02-01-2021)	Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (04-01-2021 to 09-01-2021)	Topic 10- Self development and communication Development of positive attitude Topic Continued after taking queries from previous lecture
11 (11-01-2021 to 16-01-2021)	Topic 11- SWOT Analysis Body language: Kinesics, proxemics and para language Problem Solving Session
12 (18-01-2021 to 23-01-2021)	Topic 12- Principles of effective listening: Oral, written and video session Problem Solving Session
13 (25-01-2021 to 30-01-2021)	Topic 13- Interviewing skills : Appearing and conducting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (01-02-2021 to 06-02-2021)	Topic 14- Writing resume and business letters Prblem solving session
15 (8-02-2021 to 13-02-2021)	Topic 15- Etiquettes in verbal, written and online communication Cass Test
16 (15-02-2021 to 20-02-2021)	Revision and doubt session


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

Lesson Plan

B.COM 2nd SEM

2020-2021

Dyal Singh College, Karnal
Session: 2020-21
Lesson Plan

Class: B.com, Semester 2

Subject: BC-201 (Financial Accounting- II)

Week	Topics
1 (15-04-2021 to 17-04-2021)	Branch Accounts: Dependent branch Debtor's system
2 (19-04-2021 to 24-04-2021)	Branch Accounts: Stock and Debtor system
3 (26-04-2021 to 01-05-2021)	Branch Accounts: Final accounts Branch Accounts: Wholesale Branch
4 (03-05-2021 to 08-05-2021)	Hire purchase and installment purchase system Concept and legal provisions regarding hire-purchase contract
5 (10-05-2021 to 15-05-2021)	Accounting records for goods of substantial sale value
6 (17-05-2021 to 22-05-2021)	Class Test
7 (24-05-2021 to 29-05-2021)	Partnership account: characteristics of partnership Partnership deed; final accounts; adjustment after closing the accounts
8 31-05-2021 to 05-06-2021)	Fixed and Fluctuating capital Goodwill, Joint life policy, Change in profit sharing ratio
9	Reconstitution of partnership firm: Admission of a Partner

(07-06-2021 to 12-06-2021)	
10 (14-06-2021 to 21-06-2021)	Reconstitution of partnership firm: Retirement and Death of a partner
11 (21-06-2021 to 26-06-2021)	Dissolution of partnership: Modes & Accounting treatment
12 (28-06-2022 to 03-07-2021)	Dissolution of partnership: Modes & Accounting treatment
13 (04-07-2021 to 06-07-2021)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.COM 2nd Semester

Subject: (BC-202) Macro Economics

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1 – Nature and Scope of Macro Economics
2 (19-04-2021 to 24-04-2021)	Topic 2 – Circular Flow of Income Activity : (class Test/Group Discussion)
3 (26-04-2021 to 01-05-2021)	Topic 3 – National Income: Concepts and Measurement Activity: (Class Test/ Presentation)
4 (03-05-2021 to 08-05-2021)	Topic 4 – Consumption Function Class Test

5 (10-05-2021 to 15-05-2021)	Topic 5 – Investment Function Activity : (Group Discussion/Quiz)
6 (17-05-2021 to 22-05-2021)	Topic 6 – Multiplier Activity: (Class Test/Presentation)
7 (24-05-2021 to 29-05-2021)	Topic 7- Principal of Acceleration Activity : (Group Discussion/Quiz)
8 31-05-2021 to 05-06-2021)	Topic 8 – National Income Determination in a Three Sector Closed Economy Activity: (Class Test/ Presentation)
9 (07-06-2021 to 12-06-2021)	Topic 9 – Inflation Activity : (Group Discussion/Quiz)
10 (14-06-2021 to 21-06-2021)	Topic 10 – Business Cycles Class Test
11 (21-06-2021 to 26-06-2021)	Topic 11- Classical Theory Of Income and Employment Activity: (Class Test/ Presentation)
12 (28-06-2022 to 03-07-2021)	Topic 12 – Keynesian Theory of Income and Employment Activity : (Group Discussion/Quiz)
13 (04-07-2021 to 06-07-2021)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class:

B.Com 2nd Semester

Subject: Fundamentals of Marketing

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1: Marketing: An Introduction
2 (19-04-2021 to 24-04-2021)	Topic 2: Marketing Concepts
3 (26-04-2021 to 01-05-2021)	Class Test Topic 1: Marketing Topic 3: Marketing Management
4 (03-05-2021 to 08-05-2021)	Topic 4: Marketing Mix
5 (10-05-2021 to 15-05-2021)	Topic 5: Marketing Environment Presentation of students
6 (17-05-2021 to 22-05-2021)	Topic 6: Market Segmentation (Topic Continued after taking queries from previous lecture)
7 (24-05-2021 to 29-05-2021)	Class Test Topic 7 Consumer Behaviour (Topic Continued after taking queries from previous lecture)
8 31-05-2021 to 05-06-2021)	Class Test Topic 8: Product Topic 9: Product Mix Strategies
9 (07-06-2021 to 12-06-2021)	Topic 10: Branding, Packaging and Labelling (Topic Continued after taking queries from previous lecture)
10 (14-06-2021 to 21-06-2021)	Class Test Topic 11: Product Life Cycle (Topic Continued after taking queries from previous lecture)
11	Topic 12: New Product Development Process (Topic Continued after taking queries from previous lecture)

(21-06-2021 to 26-06-2021)	Class Test
12 (28-06-2021 to 03-07-2021)	Topic 13: Product Pricing Class Test
13 (04-07-2021 to 10-07-2021)	Topic 14: Product Mix Topic 15: Distribution Channels Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2020-21

Class and Section: B. Com Semester-2nd

Subject: Business Environment of Haryana

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1 – Haryana economy: nature, characteristics and problems
2 (19-04-2021 to 24-04-2021)	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 (26-04-2021 to 01-05-2021)	Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)
4 (03-05-2021 to 08-05-2021)	Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy Class Test
5 (10-05-2021 to 15-05-2021)	Topic 5 – Measures for development in agriculture, crop insurance. Activity Class (group discussion/presentation/role playing/group activity /case study)

<p>6 (17-05-2021 to 22-05-2021)</p>	<p>Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance Class Test</p>
<p>7 (24-05-2021 to 29-05-2021)</p>	<p>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)</p>
<p>8 (31-05-2021 to 05-06-2021)</p>	<p>Topic 8 – NABARD Topic 9 – rural indebtedness: causes, consequences and debt relief measures. Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>9 (07-06-2021 to 12-06-2021)</p>	<p>Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges Class Test</p>
<p>10 (14-06-2021 to 19-06-2021)</p>	<p>Topic 11 – SEZ, Growth of MNCs in Haryana. Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>11 (21-06-2021 to 26-06-2021)</p>	<p>Topic 12 – Role of HSIIDC, HFC Topic 13 – HAFED, HKVIB Class test</p>
<p>12 (28-06-2021 to 03-07-2021)</p>	<p>Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization. Activity Class (group discussion/presentation/role playing/group activity /case study)</p>

13 (04-07-2021 to 06-07-2021)	Revision and Tests
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: B. Com 2nd Semester

Subject: Income Tax Law-II

Week	Topics
1 (15/4/21-17/4/21)	Deductions under section 80C-80U
2 (19/4/21-24/4/21)	Deductions (Taking queries and class test)
3 (26/4/21-30/4/21)	Agriculture Income
4 (3/5/21-8/5/21)	Total Income of Individual

5 (10/5/21- 15/5/21)	Total Income of HUF
6 (17/5/21- 22/5/21)	Total Income of Firm
7 (24/5/21- 29/5/21)	Income Tax Authorities (Taking queries and class test)
8 (31/5/21-5/6/21)	Procedure of assessment (Taking queries and class test)
9 (7/6/21-12/6/21)	TDS and TCS
10 (14/6/21- 19/6/21)	Recovery of Tax Refund of Tax
11 (21/6/21- 26/6/21)	Rebate and relief of tax
12 (28/6/21-3/7/21)	Advance Payment of Tax
13 (5/7/21-6/7/21)	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2020-21
Class and Section: B. Com (Taxation) Semester-2nd
Subject: Goods & Services Tax-I

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1- GST: meaning, taxable person, levy and collection of GST
2 (19-04-2021 to 24-04-2021)	Topic 2 –composition levy, power to grant exemption from tax; GST rates Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (26-04-2021 to 01-05-2021)	Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration
4 (03-05-2021 to 08-05-2021)	Topic 3 – special provisions relating to casual taxable person and non-resident taxable person Class Test
5 (10-05-2021 to 15-05-2021)	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 (17-05-2021 to 22-05-2021)	Topic 4 – Time and place of supply of goods and services, value of taxable supply Class Test
7 (24-05-2021 to 29-05-2021)	Topic 5 – Input tax credit: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (31-05-2021 to 05-06-2021)	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 (07-06-2021 to 12-06-2021)	Topic 5 – availability of credit in special circumstances Class Test
10 (14-06-2021 to 19-06-2021)	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 (21-06-2021 to 26-06-2021)	Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess. Class test

12 (28-06-2021 to 03-07-2021)	Topic 6 – Tax invoice credit and debit note: Performa Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (04-07-2021 to 06-07-2021)	Revision and Tests

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Dyal Singh College, Karnal

Lesson Plan

B.COM 3rd SEM

2020-2021

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session – 2020-21

Class and Section: B.Com Sem 3rd

Subject: Corporate Accounts

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation Issue of shares
2 (09-11-2020 to 14-11-2020)	Forfeiture and re- issue of shares
3 (16-11-2020 to 21-11-2020)	Book building concept and its process
4 (23-11-2020 to 28-11-2020)	Issue of right shares and bonus shares Buy back of shares
5 (30-11-2020 to 05-12-2020)	Numerical assessment and revision Test of previous topics
6 (07-12-2020 to 12-12-2020)	Issue of preference shares
7 (14-12-2020 to 19-12-2020)	Redemption of preference shares
8 (21-12-2020 to 24-12-2020)	Test and numerical assessment
9 (27-12-2020 to 02-01-2021)	Issue of debentures
10 (04-01-2021 to 9-01-2021)	Redemption of debentures

11 (11-01-2021 to 16-01-2021)	Test of debentures Introduction to final accounts
12 (18-01-2021 to 23-01-2021)	Continuation of final accounts
13 (25-01-2021 to 30-01-2021)	Introduction of Amalgamation of companies
14 (01-02-2021 to 6-02-2021)	Continuation of amalgamation of companies
15 (08-02-2021 to 13-02-2021)	Numerical assessment and revision along with doubt clearing session
16 (15-02-2021 to 20-02-2021)	Internal reconstruction Test of internal reconstruction Doubt solving sessions Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class:

B.Com 3rd Semester

Subject:

Business Statistics - I

Week Topics	
1 (02-11-2020 to 07-11- 2020)	Orientation of the students Topic 1 - Introduction to Statistics
2 (09-11-2020 to 14-11- 2020)	Topic 2 – Collection of Data Activity Class (group discussion/presentation/role playing/group activity)

3 (16-11-2020 to 21-11-2020)	Topic 3 – Measures of Central Tendency
4 (23-11-2020 to 28-11-2020)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
5 (30-11-2020 to 05-12-2020)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
6 (07-12-2020 to 12-12-2020)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean)
7 (14-12-2020 to 19-12-2020)	Topic 4 – Measures of Dispersion
8 (21-12-2020 to 24-12-2020)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture
9 (27-12-2020 to 02-01-2021)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture Class Test
10 (04-01-2021 to 9-01-2021)	Topic – 5 Index Numbers – 1 Class Test
11 (11-01-2021 to 16-01-2021)	Topic – 5 Index Numbers – 2 Class Test
12 (18-01-2021 to 23-01-2021)	Topic – 5 Index Numbers – 2 Topic Continued after taking queries from previous lecture
13 (25-01-2021 to 30-01-2021)	Time Series Analysis - 1

14 (01-02-2021 to 6-02-2021)	Time Series Analysis -2
15 (08-02-2021 to 13-02-2021)	Time Series Analysis -3
16 (15-02-2021 to 20-02-2021)	Revision and Class Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session- 2020 - 21

Class and Section:- B.Com 3rd Sem

Subject: - Business Law

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of business law Introduction to valid contract
2 (09-11-2020 to 14-11-2020)	Elements of valid contract Proposal of contract
3 (16-11-2020 to 21-11-2020)	Acceptance and revocation Contractual capacity of parties
4 (23-11-2020 to 28-11-2020)	Contractual capacity of parties contd... Free consent of parties
5 (30-11-2020 to 05-12-2020)	Lawful consideration and object Agreements expressly declared as void
6	Legal formalities – written and registered

(07-12-2020 to 12-12-2020)	Contingent contracts
7 (14-12-2020 to 19-12-2020)	Performance of contracts Discharge of contracts
8 (21-12-2020 to 24-12-2020)	Implied, Quasi or Constructive contracts
9 (27-12-2020 to 02-01-2021)	Consequences of breach of contract Contracts of indemnity and guarantee
10 (04-01-2021 to 9-01-2021)	Contract of pledge and agency
11 (11-01-2021 to 16-01-2021)	Sale of goods act-1930 Contract of sale
12 (18-01-2021 to 23-01-2021)	Conditions and warranties
13 (25-01-2021 to 30-01-2021)	Transfer of property or ownership

Dyal Singh College, Karnal
Session: 2020-21
Lesson Plan

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

Week	Topics
1 (02-11-2020 to 07-11-2020)	Meaning of Company

<p style="text-align: center;">2</p> <p>(09-11-2020 to 14-11-2020)</p>	<p>Characteristics of Companies</p> <p>Types of Companies</p> <p>Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p style="text-align: center;">3</p> <p>(16-11-2020 to 21-11-2020)</p>	<p>Topic Continued after taking queries from previous lecture</p> <p>Conversion of private into public company & vice versa.</p>
<p style="text-align: center;">4</p> <p>(23-11-2020 to 28-11-2020)</p>	<p>Promotion and incorporation of companies: Basic Concepts</p> <p>Promoters: legal position, duty, liability and remuneration</p> <p>Class Test</p>
<p style="text-align: center;">5</p> <p>(30-11-2020 to 05-12-2020)</p>	<p>Topic Continued after taking queries from previous lecture</p> <p>Company and pre-incorporation contracts</p> <p>Incorporation procedure</p>
<p style="text-align: center;">6</p> <p>(07-12-2020 to 12-12-2020)</p>	<p>Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses</p> <p>Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p style="text-align: center;">7</p> <p>(14-12-2020 to 19-12-2020)</p>	<p>Contents of Articles of Association</p> <p>Model forms and alteration in Articles of Association</p>
<p style="text-align: center;">8</p> <p>(21-12-2020 to 24-12-2020)</p>	<p>Doctrine of indoor management</p> <p>Doctrine of Constructive notice</p> <p>Class Test</p>

<p>9 (27-12-2020 to 02-01-2021)</p>	<p>Meaning of Prospectus</p> <p>Contents and formalities of prospectus</p> <p>Abridged prospectus</p> <p>Deemed prospectus</p>
<p>10 (04-01-2021 to 9-01-2021)</p>	<p>Red herring & shelf prospectus</p> <p>Misstatement and remedies</p> <p>Liabilities for misstatements</p> <p>Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p>11 (11-01-2021 to 16-01-2021)</p>	<p>Revision and Class Test</p>
<p>12 (18-01-2021 to 23-01-2021)</p>	<p>Types of Share Capital</p> <p>Issue and allotment of shares and debentures</p>
<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Share Certificate</p> <p>Share warrant</p> <p>Reduction of share capital</p> <p>Buy-back of shares</p>
<p>14 (01-02-2021 to 6-02-2021)</p>	<p>Transfer & transmission of shares and debentures</p> <p>Class Test</p>

<p>15 (08-02-2021 to 13-02-2021)</p>	<p>Depository system</p> <p>Borrowing powers and debentures</p> <p>Class Test</p>
<p>16 (15-02-2021 to 20-02-2021)</p>	<p>Revision</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21

Class and Section:

B. Com 3rd Semester

Subject:

Indian Financial System

Week	Topics
<p>1 (2/11/2020 to 7/11/2020)</p>	<p>Orientation of the students Introduction to Indian financial System</p>
<p>2 (9/11/2020 to 14/11/2020)</p>	<p>Nature and role of financial System Financial System and Economic Development</p>
<p>3 (16/11/2020 to 21/11/2020)</p>	<p>Financial Markets Financial Instruments</p>
<p>4 (23/11/2020 to 28/11/2020)</p>	<p>Instruments of Money Market Functions of Money Market Class (Group Discussion and Presentation)</p>
<p>5 (30/11/2020 to 5/12/2020)</p>	<p>Primary Market Secondary Market</p>

6 (7/12/2020 to 12/12/2020)	Depository System NSDL CDSL
7 (14/12/2020 to 19/12/2020)	Formation of SEBI Recent Developments
8 (21/12/2020 to 24/12/2020)	Debt Market Presentations
9 (27/12/2020 to 2/1/2021)	Reserve Bank of India Credit Creation
10 (4/1/2021 to 9/1/2021)	Methods Of Credit Control Revision of above topics
11 (11/1/2021 to 16/1/2021)	Commercial Banking in India Recent Developments in Commercial Banking in India
12 (18/1/2021 to 23/1/2021)	Problem of Non-performing Assets in Commercial Banks
13 (25/1/2021 to 30/1/2021)	Payment Banks E-banking in India
14 (1/2/2021 to 6/2/2021)	Development Banks
15 (8/2/2021 to 13/2/2021)	Payment Banks and E-Banking (Group discussion /presentation)
16 (15/2/2021 to 20/2/2021)	Revision

DYAL SINGH COLLEGE, KARNAL

Session: 2020-21

Lesson Plan

Class and Section: B.Com Semester 3rd

Subject: Rural Marketing

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Introduction to Rural Marketing
2 (09-11-2020 to 14-11-2020)	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 (16-11-2020 to 21-11-2020)	Topic 1- Revision Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.
4 (23-11-2020 to 28-11-2020)	Test Topic 2- Rural Consumer Behaviour
5 (30-11-2020 to 05-12-2020)	Topic 3-Segmentation of Rural Market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (07-12-2020 to 12-12-2020)	Topic 3- Segmentation of Rural Market (Contd..) Topic Continued after taking queries from previous lecture
7 (14-12-2020 to 19-12-2020)	Topic 4- Rural Marketing Mix Class Test

<p>8 (21-12-2020 to 26-12-2020)</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 (28-12-2020 to 02-01-2021)</p>	<p>Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>10 (04-01-2021 to 09-01-2021)</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 (11-01-2021 to 16-01-2021)</p>	<p>Topic 6- Planning and organising personal selling in rural market</p>
<p>12 (18-01-2021 to 23-01-2021)</p>	<p>Revision of Topics (5 and 6)</p>
<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Topic 7- Innovation in Rural Market Topic 8- E-commerce in Rural Market Class Tests</p>

14 (01-02-2021 to 06-02-2021)	Topic 8- E-Choupal and other similar initiatives in rural market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (8-02-2021 to 13-02-2021)	Revision and Tests
16 (15-02-2021 to 20-02-2021)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Session: 2020-21

Lesson Plan

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

Subject: Foreign Trade of India

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Topic 1 – India’s Foreign Trade: Trends and Composition
2 (09-11-2020 to 14-11-2020)	Topic 1 – India’s Foreign Trade: Trends and Composition(Topic Continued after taking queries from previous lecture)
3 (16-11-2020 to 21-11-2020)	Topic 2 – Direction of Foreign Trade Activity Class (group discussion/presentation/role playing/group activity)

<p>4 (23-11-2020 to 28-11-2020)</p>	<p>Topic 3 – Balance of Payments</p>
<p>5 (30-11-2020 to 05-12-2020)</p>	<p>Topic 4 – World Trade Organization Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>6 (07-12-2020 to 12-12-2020)</p>	<p>Topic 5 – Foreign Market Selection</p>
<p>7 (14-12-2020 to 19-12-2020)</p>	<p>Topic 6 – Foreign Market Entry Modes Test of World Trade Organization</p>
<p>8 (21-12-2020 to 26-12-2020)</p>	<p>Topic 7 – International Product Planning Activity Class (group discussion/presentation/role playing/group activity)</p>
<p>9 (28-12-2020 to 02-01-2021)</p>	<p>Topic 8 – International Product Life Cycle</p>
<p>10 (04-01-2021 to 09-01-2021)</p>	<p>Topic 9 – Export Procedures and Documentation Activity Class (group discussion/presentation/role playing/group activity /case study)</p>

<p>11 (11-01-2021 to 16-01-2021)</p>	<p>Topic 10 – Incoterms/International Price Quotations Test of Foreign Market Entry Modes</p>
<p>12 (18-01-2021 to 23-01-2021)</p>	<p>Topic 11 – Methods of International Payment Test of Foreign Market Entry Modes</p>
<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Topic 12 – Foreign Trade Policy Topic 13 – Special Economic Zones (SEZs)</p>
<p>14 (01-02-2021 to 06-02-2021)</p>	<p>Topic 14 – Export Oriented Units (EOUs) Class test Topic 15 – Export Houses and Trading Houses</p>
<p>15 (8-02-2021 to 13-02-2021)</p>	<p>Topic 16 – World Bank Topic 17 – International Monetary Fund (IMF) Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>16 (15-02-2021 to 20-02-2021)</p>	<p>Revision and Tests</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2020-21

Lesson Plan

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

Subject: INCOME TAX LAW

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Basic Concepts of Income Tax Law
2 (09-11-2020 to 14-11-2020)	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 (16-11-2020 to 21-11-2020)	Topic 2 – Best judgement assessment Class test /Presentation and group discussion
4 (23-11-2020 to 28-11-2020)	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 (30-11-2020 to 05-12-2020)	Topic 4 – Time limit for completion of assessment and reassessment Topic Continued after taking queries from previous lecture
6 (07-12-2020 to 12-12-2020)	Topic 5 Return of Income ((Group Discussion/Presentation/case study/Group Activity)
7 (14-12-2020 to 19-12-2020)	Topic 6 -Persons liable to file return Return of loss Revision and test Topic Continued after taking queries from previous lecture

<p>8 (21-12-2020 to 26-12-2020)</p>	<p>Topic 7 -- - Belated Return filing Revised return Class activity - (Group Discussion/Presentation/case study/Group Activity)</p>
<p>9 (28-12-2020 to 02-01-2021)</p>	<p>Topic 8 -- Defective return E-filing of return Topic Continued after taking queries from previous lecture</p>
<p>10 (04-01-2021 to 09-01-2021)</p>	<p>Topic 9 - Filing of ITR (Income tax return) Problem Solving Session Topic 10- Penalty</p>
<p>11 (11-01-2021 to 16-01-2021)</p>	<p>Topic 11-- Offences and Prosecutions Revision and Class Test</p>
<p>12 (18-01-2021 to 23-01-2021)</p>	<p>Topic 12- Appeals to Income tax authority Class Activity- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Topic 13- - Post assessment procedure Topic 8- Refund- Who can claim and time limit for claiming refund Problem solving session</p>

14 (01-02-2021 to 06-02-2021)	Topic 14 – - Refund on Appeal Interest on Appeal Class Test
15 (8-02-2021 to 13-02-2021)	Presentations plus group discussion Doubt session
16 (15-02-2021 to 20-02-2021)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.com 3rd sem
Subject: GST

Week	Topics
1 (02-11-2020 to 07-11-2020))	Topic 1 - GST – Introduction
2 (09-11-2020 to 14-11-2020)	Topic - 1 Accounts and Record (After taking queries from previous lecture) Activity Class (Class discussion on GST impact on Economy)
3 (16-11-2020 to 21-11-2020)	Topic 2 - Various returns to be filled under GST

4 (23-11-2020 to 28-11-2020)	Topic 2 – Various returns to be filled under GST (Topic Continued after taking queries from previous lecture) Class Test
5 (30-11-2020 to 05-12-2020)	Topic 3 – Payment of Tax Activity (Class Discussion/case study)
6 (07-12-2020 to 12-12-2020)	Topic 3 – Payment of Tax (Topic Continued after taking queries from previous lecture) Class Test
7 (14-12-2020 to 19-12-2020)	Topic 4 – Reverse Charge Mechanism (RCM) Activity (Presentation/Group Discussion)
8 (21-12-2020 to 24-12-2020)	Topic 5 – Interest Provision On Delayed Payment (After taking a queries on previous chapter)
9 (27-12-2020 to 02-01-2021)	Discussion on previous Chapter/Class test/ Group Discussion/ Presentations
10 (04-01-2021 to 9-01-2021)	Topic 6 – Assessment
11 (11-01-2021 to 16-01-2021)	Topic 6 – Assessment (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ presentations)
12 (18-01-2021 to 23-01-2021)	Topic 7 Audit Class Test
13 (25-01-2021 to 30-01-2021)	Topic 8 – Inspection (After taking query of previous Chapter) (Group Discussion/ Presentations)
14 (01-02-2021 to 6-02-2021)	Topic 11 – Inspection (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
15	Topic 12 – Offences and Penalty Activity (Presentation/ Group Discussion)

(08-02-2021 to 13-02-2021)	
16 (15-02-2021 to 20-02-2021)	Topic 12 – Offences and Penalty (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test

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Lesson Plan
B.COM 4thSEM
2020-2021

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2020-21
Class and Section: B. Com Semester-4th
Subject: Corporate Accounting - II

Week	Topics
1 (15-04-2021 to 17-04-2021)	introduction to valuation of goodwill and explaining the topic
2 (19-04-2021 to 24-04-2021)	test of valuation of goodwill introduction to different kinds of shares and their benefits
3 (26-04-2021 to 01-05-2021)	concept of valuation of shares, its calculation based on simple problems
4 (03-05-2021 to 08-05-2021)	test of valuation of shares introduction of holding companies and balance sheet of a company
5 (10-05-2021 to 15-05-2021)	accounts of holding companies
6 (17-05-2021 to 22-05-2021)	preparation of consolidated balance sheet
7 (24-05-2021 to 29-05-2021)	preparation of consolidated balance sheet along with one subsidiary company
8 (31-05-2021 to 05-06-2021)	accounts of holding company along with the relevant provisions of accounting standard 21.
9 (07-06-2021 to 12-06-2021)	doubt session test of holding company. introduction to banking organizations.
10 (14-06-2021 to 19-06-2021)	accounts of banking organizations with practical questions introduction to insurance companies

11 (21-06-2021 to 26-06-2021)	accounts of insurance companies
12 (28-06-2021 to 03-07-2021)	liquidation of companies - theory and practical
13 (04-07-2021 to 06-07-2021)	doubt solving session test of full syllabus

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class:

B.Com 4th Semester

Subject:

Business Statistics - II

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1: Simple Correlation – Introduction
2 (19-04-2021 to 24-04-2021)	Topic 1: Simple Correlation (Karl Pearson’s Coefficient of Correlation)
3 (26-04-2021 to 01-05-2021)	Class Test Topic 1: Simple Correlation (Rank Correlation)
4 (03-05-2021 to 08-05-2021)	Topic 1: Simple Correlation (Concurrent Deviation Method, Probable and Standard Error) Class Test
5 (10-05-2021 to 15-05-2021)	Topic 2: Regression Analysis
6 (17-05-2021 to 22-05-2021)	Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture) Class Test
7 (24-05-2021 to 29-05-2021)	Class Test Topic 3: Probability - I

8 31-05-2021 to 05-06-2021)	Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
9 (07-06-2021 to 12-06-2021)	Class Test Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
10 (14-06-2021 to 21-06-2021)	Topic 4: Probability - II (Bays' Theorem) (Topic Continued after taking queries from previous lecture) Class Test
11 (21-06-2021 to 26-06-2021)	Topic 5: Probability Distributions - I (Binomial Distribution) Class Test
12 (28-06-2022 to 03-07-2021)	Topic 6: Probability Distributions - II (Poisson Distribution) Class Test
13 (04-07-2021 to 10-07-2021)	Topic 7: Probability Distributions - III (Normal Distribution) Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2020-21

Class and Section: B. Com Semester-4th

Subject: Business Laws-II

Week	Topics
1 (15-04-2021 to 17-04-2021)	introduction to negotiable act 1881 its features and its types
2 (19-04-2021 to 24-04-2021)	negotiation, crossing and dishonor and discharge of of negotiable instruments
3 (26-04-2021 to 01-05-2021)	indian partnership act, 1932 nature of firms, duties and rights of partners

4 (03-05-2021 to 08-05-2021)	relation of partners to third parties, liabilities of firm and partner, minor
5 (10-05-2021 to 15-05-2021)	reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration.
6 (17-05-2021 to 22-05-2021)	limited liability partnership act, 2008 its meaning and characteristics
7 (24-05-2021 to 29-05-2021)	incorporation of LLP, partners and the liability of LLP and partners.
8 (31-05-2021 to 05-06-2021)	accounts audit and taxation of LLPs conversion to LLP from private co./ firm/unlisted company
9 (07-06-2021 to 12-06-2021)	winding up and dissolution of LLP.
10 (14-06-2021 to 19-06-2021)	Information technology act 2000. its purpose, digital signature and electronic governance
11 (21-06-2021 to 26-06-2021)	acknowledgement and dispatch of electronic records certifying digital signature
12 (28-06-2021 to 03-07-2021)	penalties and other provisions
13 (04-07-2021 to 06-07-2021)	Right to information act, 2005 important provisions of RTI act, 2005 revision and test

Dyal Singh College, Karnal
Session: 2020-21
Lesson Plan

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

Week	Topics
1 (15-04-2021 to 17-04-2021)	Membership in companies Company management and administration
2 (19-04-2021 to 24-04-2021)	Legal position of Directors Qualification and Appointment of Directors
3 (26-04-2021 to 01-05-2021)	Removal of Directors Powers of Directors Duties & liabilities of directors
4 (03-05-2021 to 08-05-2021)	Managerial Remuneration Key Management Personnel: Managing Director, Whole Time Director, Manager
5 (10-05-2021 to 15-05-2021)	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
6 (17-05-2021 to 22-05-2021)	Meetings: kinds of meetings, requisites of a valid meeting
7 (24-05-2021 to 29-05-2021)	Authority, notice & agenda, quorum, chairperson & conduct of meeting Resolutions Minutes & Proxy
8 31-05-2021 to 05-06-2021)	Dividend; accounts of companies; audit & auditors
9 (07-06-2021 to 12-06-2021)	Prevention of oppression & mismanagement
10	Compromise, Arrangement, Reconstruction and Amalgamation

(14-06-2021 to 21-06-2021)	
11 (21-06-2021 to 26-06-2021)	Meaning of Winding up Modes of winding up
12 (28-06-2022 to 03-07-2021)	Procedure and Consequences of winding up
13 (04-07-2021 to 06-07-2021)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class and Section:

B. Com 4th Semester

Subject:

Computerized Accounting System

Week	Topics
1 (06-01-2021 to 9-01-2021)	Orientation of the students Introduction to Tally
2 (11-01-2021 to 16-01-2021)	Creation of Company-Licensing ,Tally Vault , Security Control Splitting Company Data, Backup and restore
3 (18-01-2021 to 23-01-2021)	Voucher entry Test
4 (25-01-2021 to 30-01-2021)	Accounting –Budget
5 (01-02-2021 to 6-02-2021)	Accounting – Cost centre Currency- Debit Note and Credit Note

6 (08-02-2021 to 13-02- 2021)	Interest calculation Balance Sheet and Profit and loss Practicals
7 (15-02-2021 to 20-02- 2021)	Introduction to payroll
8 (22-02-2021 to 27-02- 2021)	Payroll Masters Revision
9 (1-03-2021 to 06-03- 2021)	Advanced Payroll Transactions
10 (8-03-2021 to 13-03- 2021)	Revisions

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2020-21
Class and Section: B. Com Semester-4th
Subject: Advertising

Week	Topics
1 (15-04-2021 to 17-04- 2021)	Topic 1 – Advertising: Meaning, Scope and functions
2 (19-04-2021 to 24-04- 2021)	Topic 2 – Promotion mix and advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (26-04-2021 to 01-05- 2021)	Topic 3 – Advertising Process Topic 4- Communication process
4	Topic 5 – Types of advertising

(03-05-2021 to 08-05-2021)	Class Test
5 (10-05-2021 to 15-05-2021)	Topic 6 – Economic and social aspect of advertising Topic 7 – Legal and ethical aspects of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (17-05-2021 to 22-05-2021)	Topic 8 – Advertising objectives and DAGMAR Approach Topic 9 – Advertising Budget Class Test
7 (24-05-2021 to 29-05-2021)	Topic 10 – Creative aspect of advertising Topic 11 – Types of advertising media Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (31-05-2021 to 05-06-2021)	Topic 12 – Media planning and scheduling Topic 13 – Advertising agency and its role Class Test
9 (07-06-2021 to 12-06-2021)	Topic 14 – Client agency relationship and advertising department Class test
10 (14-06-2021 to 19-06-2021)	Topic 15 – Advertising and consumer behaviour Activity Class (group discussion/presentation/role playing/group activity /case study)

11 (21-06-2021 to 26-06-2021)	Topic 16- Measuring advertising effectiveness
12 (28-06-2021 to 03-07-2021)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
13 (04-07-2021 to 06-07-2021)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2020-21

Class and Section: B. Com(hons.) Semester-4th

Subject: Entrepreneurship Development

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1 – Entrepreneur: An overview
2 (19-04-2021 to 24-04-2021)	Topic 2 – Entrepreneurship Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (26-04-2021 to 01-05-2021)	Topic 3 – Setting Up of a New Business
4 (03-05-2021 to 08-05-2021)	Topic 4 – Life cycle of new business Class Test

5 (10-05-2021 to 15-05-2021)	Topic 5 – Environmental Factors Affecting A New Business Topic 6 – Project Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (17-05-2021 to 22-05-2021)	Topic 6 – Project Planning (Topic Continued after taking queries from previous lecture) Topic 7 – Market and Demand Analysis Class Test
7 (24-05-2021 to 29-05-2021)	Topic 8 – Capital and Project Cost Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (31-05-2021 to 05-06-2021)	Topic 9 – Sources of Finance Topic 10 – Profit and Tax Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (07-06-2021 to 12-06-2021)	Topic 11 – Entrepreneurship and development programs Topic 12 – Institutional support to Entrepreneurship development Class Test
10 (14-06-2021 to 19-06-2021)	Topic 13 – Government Support and Incentives to New Enterprises Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (21-06-2021 to 26-06-2021)	Topic 14 – Start up India Topic 15 – Skill India Activity Class (group discussion/presentation/role playing/group activity /case study)
12 (28-06-2021 to 03-07-2021)	Revision and Tests
13 (04-07-2021 to 06-07-2021)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.COM 4th Semester
Subject: GST

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1 - Introduction of GST
2 (19-04-2021 to 24-04-2021)	Topic 1 - Introduction of GST (Topic Continued after taking query from previous Chapter) Overview and Administration of GST
3 (26-04-2021 to 01-05-2021)	Topic 2 – Haryana Goods and service act 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz)
4 (03-05-2021 to 08-05-2021)	Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) Input Tax Credit Registration Activity: Class Test
5 (10-05-2021 to 15-05-2021)	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 (17-05-2021 to 22-05-2021)	Topic 3 – Integrated Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)
7 (24-05-2021 to 29-05-2021)	Topic 3 – Integrated Goods and Service Tax Act, 2017(Topic Continued after taking query from previous Chapter) Returns, Assessment and Audit Activity (Group Discussion/Quiz/Presentations)
8 31-05-2021 to 05-06-2021)	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 (07-06-2021 to 12-06-2021)	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 (14-06-2021 to 21-06-2021)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 Activity: Class Test/Presentation
11 (21-06-2021 to 26-06-2021)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 (Topic Continued after taking query from previous Chapter) Activity: Class Test/Presentation
12 (28-06-2022 to 03-07-2021)	Presentations/Class Test/Quiz
13 (04-07-2021 to 06-07-2021)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2020-21

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

Subject: Corporate Tax- I

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1 – Corporate Tax: Introduction
2 (19-04-2021 to 24-04-2021)	Topic 2 – Assessment of Companies: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (26-04-2021 to 01-05-2021)	Topic 3 – Assessment of companies: Contd
4 (03-05-2021 to 08-05-2021)	Topic 4 – Corporate Taxation- Important definitions Class Test
5 (10-05-2021 to 15-05-2021)	Topic 5 –Residential status and incidence of tax Activity Class (group discussion/presentation/role playing/group activity /case study)

6 (17-05-2021 to 22-05-2021)	Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture) Class Test
7 (24-05-2021 to 29-05-2021)	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 (31-05-2021 to 05-06-2021)	Topic 8 – Computation of Gross Total Income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (07-06-2021 to 12-06-2021)	Topic 8 – Computation of Gross Total Income of companies (Contd..) Class Test
10 (14-06-2021 to 19-06-2021)	Topic 9 – Deductions out of gross total income of companies Topic 10 – Computation of tax liability Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (21-06-2021 to 26-06-2021)	Topic 11 – Minimum alternative tax (MAT) Topic 12- Dividend distribution tax (DDT) Activity Class (group discussion/presentation/role playing/group activity /case study)
12 (28-06-2021 to 03-07-2021)	Topic 13- Tax on shipping tonnage income of companies
13 (04-07-2021 to 06-07-2021)	Revision and Tests


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

Lesson Plan
B.COM 5th SEM
2020-2021

Lesson Plan

Class: B.Com 5th Semester

Subject: Cost Accounting (2020-21)

Week	Date	Topics
1	Nov 2-7, 2020	Orientation of the students and Introduction of the subject
		Nature and Scope of Cost Accounting
	08-Nov- 20	Sunday
2	Nov 9-14, 2020	Cost Concept and classification methods and techniques
		Chapter Continued
		Accounting for Material – I
		Chapter Continued after taking queries from previous lecture Activity Class (presentation/group discussion/role playing/group activity)
	15-Nov- 20	Sunday
3	Nov. 16- 21, 2020	Problem solving session and Collecting notebooks for checking of numerical assignments
		Accounting for Material – II
	22-Nov- 20	Sunday
4	Nov. 23- 28, 2020	Chapter Continued after taking queries from previous lecture
		Activity Class (group discussion/presentation/role playing/group activity)
	29-Nov- 20	Sunday
5	Nov 30- Dec. 5, 2020	Accounting For Labour Chapter continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
	06-Dec- 20	Sunday
6	Dec 7-12, 2020	Overheads Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical
	13-Dec- 20	Sunday
7	Dec. 14- 19, 2020	Unit Costing Chapter Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)

	20-Dec-20	Sunday
8	Dec 21-26, 2020	Chapter Continued after taking queries from previous lecture Calculation of Quotation Price Problem solving session and Collecting notebooks for checking of numerical assignments
9	27-Dec-20	Sunday
	Dec. 28 2020-Jan 2, 2021	Job and Contract Costing Chapter Continued after taking queries from previous lecture
	03-Jan-21	Sunday
10	Jan 4-9, 2021	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
	10-Jan-21	Sunday
11	Jan. 11-16, 2021	Process Costing Chapter Continued after taking queries from previous lecture
	17-Jan-21	Sunday
12	Jan 18-23, 2021	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
		Standard Costing
	24-Jan-21	Sunday
13	Jan 25-30, 2021	Chapter Continued after taking queries from previous lecture Operating Costing Chapter Continued after taking queries from previous lecture
	31-Jan-21	Sunday
14	Feb 1-6, 2021	Chapter Continued after taking queries from previous lecture Cost Audit
	07-Feb-21	Sunday
15	Feb 8-13, 2021	Revision and Tests
	14-Feb-21	Sunday
16	Feb 15-20, 2021	Revision and Tests

DYAL SINGH COLLEGE, KARNAL
Session (2020-21)
Lesson Plan

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

Week	Topics
1 (02-11-20 to 07-11-20)	Orientation of the Students Topic 1- Nature and scope of Financial Management
2 (09-11-20 to 14-11-20)	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 (12-09-22 to 17-09-22)	Topic-3 Need & Importance, drafting a Financial Plan Activity Class
4 (16-11-20 to 21-11-20)	Topic-4 Capitalization, Over-capitalization and Under-capitalization (Oral Test from previous topics)
5 (23-11-20 to 28-11-20)	Topic-5 Financial forecasting: Meaning, Benefits and techniques of Financial Forecasting Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (30-11-20 to 05-12-20)	Topic-6 Sources of finance- short-term, Medium- term and Long- term class test
7 (07-12-20 to 12-12-20)	Topic-7 Cost of Capital : Significance, computation of cost of debt, equity & preference share capital
8 (14-12-20 to 19-12-20)	Topic-7 Cost of Capital: computation of cost of retained earnings and weighted average cost of capital (Topic continued after taking queries from previous lecture)
9 (21-12-20 to 26-12-20)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure
10 (28-12-20 to 02-01-21)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure (Topic continued after taking queries from previous lecture)

11 (04-01-21 to 09-01-21)	Topic-9 Capital Budgeting Decisions: Nature & Importance, Factors influencing capital expenditure decisions, techniques of capital budgeting
12 (11-01-21 to 16-01-21)	Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)
13 (18-01-21 to 23-01-21)	Topic-10 working Capital Management: Need, Types & determinants Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
14 (25-01-21 to 30-01-21)	Topic-10 working Capital Management: forecasting of working capital requirements (Topic continued after taking queries from previous lecture)
15 (01-02-21 to 06-02-21)	Topic-11 Management of Cash
16 (08-02-21 to 13-02-21)	Revision and Class Test
17 (15-02-21 to 20-02-21)	Revision of Topic

DYAL SINGH COLLEGE, KARNAL
Session (2020-21)
Lesson Plan

class : B.com Semester 5

Subject: GST

Week	Topics
1 (02-11-20 to 07-11-20)	Orientation of Students Topic-1 Meaning (overview of GST and Introduction of Tax Structure In India)
2 (09-11-20 to 14-11-20)	Topic-2 Taxable Person (Topic continued after taking queries from previous lecture) Activity Class (Group discussion/presentation/role Playing/group activity/case Study)
3 (12-09-22 to 17-09-22)	Topic-3 Registration: Procedure and documents required (oral test of previous topics)

4 (16-11-20 to 21-11-20)	Topic:4 Levy and Collection of GST
5 (23-11-20 to 28-11-20)	Topic-5 Time and Place of supply of goods and services Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (30-11-20 to 05-12-20)	Topic-6 Value of Taxable Supply class test
7 (07-12-20 to 12-12-20)	Topic-7 computation of Input Tax Credit and transfer of input tax credit
8 (14-12-20 to 19-12-20)	Topic-7 computation of Input Tax Credit and transfer of input tax credit (Topic continued after taking queries from previous lecture)
9 (21-12-20 to 26-12-20)	Topic-8 Tax Invoice Credit and debit note Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (28-12-20 to 02-01-21)	Topic-9 Various returns to be filed under GST
11 (04-01-21 to 09-01-21)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
12 (11-01-21 to 16-01-21)	Topic-10 Payment of Tax including TDS Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
13 (18-01-21 to 23-01-21)	Topic-11 Interest provisions on delayed payment
14 (25-01-21 to 30-01-21)	Topic -12 Offences and penalties Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
15 (01-02-21 to 06-02-21)	Revision and class test
16 (08-02-21 to 13-02-21)	Revision and class test
17 (15-02-21 to 20-02-21)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21

B. Com. – 5th Semester Income Tax – I

Week	Topics
Week 1 Nov. 2- 7 , 2020	Introduction to Income Tax
Week 2 Nov. 9- 14, 2020	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 Nov. 16-21, 2020	Residential Status of an individual, HUF, Firm, AOP, Company, Any other Person , Residential Status and Tax incidence- Scope of total income, Practical Problems on residential status
Week 4 Nov.23-28, 2020	Income Under the head Salaries- Meaning and Important concepts, Forms of salary, Exempt salaries, Taxable , exempt and partially taxable Allowances
Week 5 Nov. 30 -Dec. 5,2020	Perquisites- Taxable and Tax-free , Deductions from Salary Income , Practical Questions on computation of Salary Income
Week 6 Dec. 7- 12, 2020	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 Dec. 14-19 , 2020	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 Dec. 20 -- 24, 2020	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 Dec. 27 2020- Jan 2 , 2021	Profits and Gains of Business or Profession (PGBP)- Expenses expressly disallowed ,Compulsory maintenance and audit of accounts; Practical Questions on computation of PGBP , Class Test
Week 10 Jan. 4-9, 2021	Determination of Income on Presumptive basis Depreciation Allowance, Practical Questions on computation of Depreciation Capital Gains- Introduction and important concepts
Week 11 Jan. 11- 16, 2021	Capital Gains- Important concepts continued,Computation of capital gains , Exempt Capital Gains , Practical Questions on computation of Capital gains , Class Test
Week 12 Jan. 18 - 23, 2021	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 Jan. 25 -30, 2021	Agricultural Income, Exempt Incomes , Class Test
Week 14 Feb. 1 - 6, 2021	Clubbing of Income and aggregation of Income, Class Test
Week 15 Feb. 8- 13 , 2021	Set-off and Carry forward of Losses , Class Test
Week 16	Revision and Tests

Feb. 15- 20 , 2021

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class and Section:

B.Com 5th Semester

Subject:

Auditing

Week	Topics
1 (2/11/2020 to 7/11/2020)	Orientation of the students <u>Topic 1</u> - Introduction and meaning of Auditing
2 (9/11/2020 to 14/11/2020)	<u>Topic 1</u> - Objectives and Advantages of Auditing <u>Topic 2</u> - Types of Audits: Internal and External Audit
3 (16/11/2020 to 21/11/2020)	<u>Topic 2</u> - Types of Audits continued: proprietary and efficiency audit Activity Class (Discussion and Revision of topics covered in earlier week)
4 (23/11/2020 to 28/11/2020)	<u>Topic 3</u> – Audit Programme <u>Topic 4</u> - Audit working papers and evidences; Activity Class (Discussion and Revision of topics covered in earlier week)
5 (30/11/2020 to 5/12/2020)	<u>Topic 5</u> - Audit of E-commerce transactions <u>Topic 6</u> - Routine Checking and Test Checking Activity Class (Discussion and Revision of topics covered in earlier week)
6 (7/12/2020 to 12/12/2020)	<u>Topic 7</u> - Internal Control and internal checking system <u>Topic 8</u> - Vouching: meaning, objectives and importance of vouching Activity Class (Discussion and Revision of topics covered in earlier week)
7 (14/12/2020 to 19/12/2020)	<u>Topic 9</u> -: vouching of cash books, purchase book, sale book, bill receivable book, bill payable book Activity Class (Discussion and Revision of topics covered in earlier week)

<p align="center">8 (21/12/2020 to 24/12/2020)</p>	<p>Topic 10 - journal proper and debtor creditor ledgers Topic 11 - Verification of assets and liabilities. Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">9 (27/12/2020 to 2/1/2021)</p>	<p>Topic 12 – Audit of limited companies: company auditor – appointment, Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">10 (4/1/2021 to 9/1/2021)</p>	<p>Topic 12 - continued (Company auditor powers, duties and liabilities) Topic 13 - Directions of Comptroller and Auditor General of India Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">11 (11/1/2021 to 16/1/2021)</p>	<p>Topic 14 - Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">12 (18/1/2021 to 23/1/2021)</p>	<p>Topic 15 - Investigation: meaning, Nature, Procedure and objectives, Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">13 (25/1/2021 to 30/1/2021)</p>	<p>Topic 16 - Investigation and Due Diligence Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">14 (1/2/2021 to 6/2/2021)</p>	<p>Topic 17 - Professional ethics of auditing Activity Class (Discussion and Revision of topics covered in earlier week)</p>
<p align="center">15 (8/2/2021 to 13/2/2021)</p>	<p>Revisions of topic 1 to 8</p>
<p align="center">16 (15/2/2021 to 20/2/2021)</p>	<p>Revisions of topic 9 to 17</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class: B.Com 5th Semester

Subject: Supply Chain Management

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Topic 1 - Introduction to Supply Chain Management
2 (09-11-2020 to 14-11-2020)	Topic - 1 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture) Topic 2 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
3 (16-11-2020 to 21-11-2020)	Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management
4 (23-11-2020 to 28-11-2020)	Topic 4– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
5 (30-11-2020 to 05-12-2020)	Topic 5– Supply Chain Management- Approaches and Impostance Topic Continued after taking queries from previous lecture
6 (07-12-2020 to 12-12-2020)	Topic 6– Supply Chain Coordination Test of Various Approaches of Supply Chain Management
7	Topic 7– Integrated Supply Chain Management

(14-12-2020 to 19-12-2020)	Activity Class (group discussion/presentation/role playing/group activity)
8 (21-12-2020 to 24-12-2020)	Topic 8– Supply Chain Management - A Total Cost Approach Topic Continued after taking queries from previous lecture Test of Supply Chain Coordination
9 (27-12-2020 to 02-01-2021)	Topic 9– Strategic SCM: Implementation and Management Discussed case studies of various Companies Topic Continued after taking queries from previous lecture
10 (04-01-2021 to 9-01-2021)	Topic – 10 Supply Chain Management and Marketing Topic Continued after taking queries from previous lecture Test of Supply Chain Integration
11 (11-01-2021 to 16-01-2021)	Topic -11 Role of Transportation in Supply Chain Topic Continued after taking queries from previous lecture Activity class(Group Discussion, presentation of students)
12 (18-01-2021 to 23-01-2021)	Topic -12 Warehousing Topic Continued after taking queries from previous lecture
13 (25-01-2021 to 30-01-2021)	Topic-13 Distribution Channels Topic Continued after taking queries from previous lecture
14 (01-02-2021 to 6-02-2021)	Topic-14 Customer Service- Strategy and Practices Topic Continued after taking queries from previous lecture Topic -15 Information Technology for Supply Chain Management Test of Distribution Channels
15 (08-02-2021 to 13-02-2021)	Topic -16 Recent Developments in Supply Chain Management Information Technology Topic Continued after taking queries from previous lecture

16 (15-02-2021 to 20-02-2021)	Topic-17 Third Party Logistics Presentation of Students
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class: B.Com 5th Semester (Taxation)
Subject: Indian Economy

Week	Topics
1 (02-11-2020 to 07- 11-2020)	Orientation of the students Basic Concepts of Indian Economy
2 (09-11-2020 to 14- 11-2020)	Topic - Features and Natural Resources
3 (16-11-2020 to 21- 11-2020)	Topic – Infrastructure: Importance and types Doubt and Discussion
4 (23-11-2020 to 28- 11-2020)	Topic – Infrastructure Programs in India Topic Continued after taking queries from previous lecture
5 (30-11-2020 to 05- 12-2020)	Topic – Agriculture Features and Importance Production and Productivity
6 (07-12-2020 to 12- 12-2020)	Topic- Rural Indebtness Agriculture Finance
7 (14-12-2020 to 19- 12-2020)	Topic- New Development in Agriculture Class Test

8 (21-12-2020 to 24-12-2020)	Topic- Contract Farming Organic Farming
9 (27-12-2020 to 02-01-2021)	Topic- Corporate Farming Industrial Development during Planning Period
10 (04-01-2021 to 9-01-2021)	Topic- Industrial Policy Recent Trends National Manufacturing Policy Activity Class- (Group Discussion/Presentation/case study/Group Activity)
11 (11-01-2021 to 16-01-2021)	Topic – MSME Importance and problems Govt Policies on MSME
12 (18-01-2021 to 23-01-2021)	Topic- Large Scale Industries (Iron, Steel, Cement, Petrochemical)
13 (25-01-2021 to 30-01-2021)	Revision of Topics Class Tests
14 (01-02-2021 to 6-02-2021)	Topic – Service Sector In India: Growth & Contribution Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (08-02-2021 to 13-02-2021)	Topic – Foreign Trade in India Problems of Indian Economy Unequal Distribution of Income & Wealth
16 (15-02-2021 to 20-02-2021)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class and Section:

BCom (Honours) 5th Semester

Subject:

Fundamentals of Stock Market

Week	Topics
Week 1 (Nov 2-7,2020)	Orientation of the students Topic 1 - Security markets: primary and secondary market- overview
Week 2 (Nov 9-14,2020)	Topic 2 – Primary market: role and functions Activity Class (Discussion and Revision of topics covered in week)
Week 3 (Nov. 16-21,2020)	Topic 3 - Methods of selling securities in primary market Topic 4 - New financial instruments Activity Class (Discussion and Revision of topics covered in week)
Week 4 (Nov. 23-28,2020)	Topic 4 - New financial instruments- Continued Topic 5 - SEBI guidelines for public issues Activity Class (Discussion and Revision of topics covered in week)
Week 5 (Nov 30- Dec. 5,2020)	Topic 6 – Stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 6 (Dec 7-12,2020)	Topic 7 - Listing of securities in stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 7 (Dec. 14-19,2020)	Topic 8 - Trading mechanism Activity Class (Discussion and Revision of topics covered in week)
Week8 (Dec 21-24, 2020)	Topic 9 - Screen based trading; Internet-based trading Activity Class (Discussion and Revision of topics covered in week)
Week 9 (Dec. 27 2020- Jan 2,2021)	Topic 10 - National stock exchange and Bombay stock exchange: Meaning and role Activity Class (Discussion and Revision of topics covered in earlier week)
Week 10 (Jan 4-9,2021)	Topic 11 - Organization and management of NSE and BSE Topic 12 - Listing procedure in NSE and BSE Activity Class (Discussion and Revision of topics covered in earlier week)
Week 11 (Jan. 11-16,2021)	Topic 13 - SEBI (Depositories and Participants) Regulations 1996 Topic 14 - SEBI (Custodian of Securities) Regulations, 1996

	Activity Class (Discussion and Revision of topics covered in week)
Week 12 (Jan 18-23, 2021)	Topic 15 - National Securities Depository Ltd. (NSDL) Topic 16 – Derivative trading: future and opinions: concept Activity Class (Discussion and Revision of topics covered in week)
Week 13 (Jan 25-30, 2021)	Topic 17 - future and opinions meaning and importance Topic 18 - Derivative trading - methods of trading Activity Class (Discussion and Revision of topics covered in week)
Week 14 (Feb 1-6, 2021)	Topic 19 - Valuation of options Topic 20 - Raising funds from international markets: FITs Euro issues, Revision and Presentations of topic 1 to 5
Week 15 (Feb 8-13,2021)	Topic 21 - ADR's, GDR's and FDI Revision and Presentations of topic 6to 10
Week 16 (Feb 15-20, 2021)	Topic 22 - SEBI guidelines for Raising funds from international markets Revision and Presentations of topic 11 to 22

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section:

B.Com (Tax) 5th Semester Section D

Subject:

Custom Procedure and Practices - I

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Topic 1 - Introduction to Custom Duty
2 (09-11-2020 to 14-11-2020)	Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 , Role of Custom in International Trade.

3 (16-11-2020 to 21-11-2020)	Topic 3 – Organization of Custom in India : Administrative and Operational Authorities Regulatory Framework of Custom Act.
4 (23-11-2020 to 28-11-2020)	Topic 4 – Harmonized System of Nomenclature (HSN) General Rules of Interpretation (GRI 6 Rules)
5 (30-11-2020 to 05-12-2020)	Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD Basis of Duty- Ad valorem, specific duties
6 (07-12-2020 to 12-12-2020)	Topic 6 – Assessable Value , Baggage Test of General Rules of Interpretation
7 (14-12-2020 to 19-12-2020)	Topic 7 – Bill of Entry, Bill of Export , Shipping Bill Test of Kinds and Basis of Duties.
8 (21-12-2020 to 24-12-2020)	Topic 8 – Bill of Lading, Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
9 (27-12-2020 to 02-01-2021)	Topic 9 – Suitable Goods, Dutiable Goods Test of Letter of Credit & Bill of Lading. Activity Class (group discussion/presentation/role playing/group activity)
10 (04-01-2021 to 9-01-2021)	Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer. Topic continued after taking doubts from previous classes
11 (11-01-2021 to 16-01-2021)	Topic 11 - DOB, FAS, CIF, GATT Rules. Activity Class (group discussion/presentation/role playing/group activity)
12 (18-01-2021 to 23-01-2021)	Topic 12 - Prohibition of Importation and Exportation of Goods: Notified and Specified goods.
13 (25-01-2021 to 30-01-2021)	Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.
14 (01-02-2021 to 6-02-2021)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 1-4)

15 (08-02-2021 to 13-02-2021)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 5-9)
16 (15-02-2021 to 20-02-2021)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 10-13)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section:

B.Com 5th Semester (Taxation)

Subject:

Corporate Taxation – II

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the students Basic Concepts of Corporate Tax
2 (09-11-2020 to 14-11-2020)	Topic 1- Tax Planning Regarding New Business a) Location of New Business b) Nature of Business Activity Class (group discussion/presentation/role playing/group activity)
3 (16-11-2020 to 21-11-2020)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Tea, Coffee or Rubber Industry) (Tax Planning for Hotels and Hospitals) (Tax Planning for business of infrastructure facilities)
4 (23-11-2020 to 28-11-2020)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Business of natural Gas) (Tax Planning for business u/s 44AD) (Tax Planning for Shipping Companies and Tonnage Tax Scheme) Topic Continued after taking queries from previous lecture
5 (30-11-2020 to 05-12-2020)	Topic 2- Form of Business Organization Activity Class- (Group Discussion/Presentation/case study/Group Activity)

6 (07-12-2020 to 12-12-2020)	Topic 2- Form of Business Organization Topic Continued after taking queries from previous lecture
7 (14-12-2020 to 19-12-2020)	Topic 3- Tax Planning and Managerial Decisions Class Test
8 (21-12-2020 to 24-12-2020)	Topic 3- Tax Planning and Managerial Decisions Topic Continued after taking queries from previous lecture
9 (27-12-2020 to 02-01-2021)	Topic 4- Tax Planning regarding Capital Structure Decisions Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (04-01-2021 to 9-01-2021)	Topic 4- Tax Planning regarding Capital Structure Decisions Topic Continued after taking queries from previous lecture
11 (11-01-2021 to 16-01-2021)	Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones Problem Solving Session
12 (18-01-2021 to 23-01-2021)	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
13 (25-01-2021 to 30-01-2021)	Revision of Topics (1-4) Class Tests
14 (01-02-2021 to 6-02-2021)	Topic 8- Tax Issues relation to Amalgamation of companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (08-02-2021 to 13-02-2021)	Topic 9- Tax Issues relation to merger of companies Problem solving session

<p>16 (15-02-2021 to 20-02-2021)</p>	<p>Topic 10- Tax Issues relation to Demerger of companies Class Test</p>
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Lesson Plan
B.COM 6th SEM
2020-2021

Lesson Plan
Class: B.Com 6th Semester
Subject: Management Accounting
(2020-21)

We ek	Date	Topics
1	April 15-17, 2021	Orientation of the students and Introduction: Management Accounting
	01-Apr-21	Sunday
2	April 19-24, 2021	Management Reporting: need and types of report
	25-Apr-21	Sunday
3	April 26-May 01, 2021	Management Information Systems
	02-May-21	Sunday
4	May 03-08, 2021	Analysis of Financial System
	09-May-21	Sunday
5	May 10-15, 2021	Ratio Analysis
	16-May-21	Sunday
6	May 17-22, 2021	Ratio Analysis Continued
	23-May-21	Sunday
7	May 24-29, 2021	Cash Flow Statement
	30-May-21	Sunday
8	May 31-June 05, 2021	Fund Flow Statement
	06-Jun-21	Sunday
9	June 07-12, 2021	Absorption vs variable Costing
	13-Jun-21	Sunday
10	June 14-21, 2021	Budgeting and Budgetary Control
	22-Jun-21	Sunday
11	June 21-26, 2021	Revision and Test
	27-Jun-21	Sunday
12	June 28-July 03, 2021	Revision and Test
	04-Jul-21	Sunday
13	July 05-10, 2021	Revision and Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.COM 6th Semester

Subject: Fundamentals of Insurance (BC-602)

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance
2 (19-04-2021 to 24-04-2021)	Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance
3 (26-04-2021 to 01-05-2021)	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 (03-05-2021 to 08-05-2021)	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 (10-05-2021 to 15-05-2021)	Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (17-05-2021 to 22-05-2021)	Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure
7 (24-05-2021 to 29-05-2021)	Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties
8 31-05-2021 to 05-06-2021)	Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity
9 (07-06-2021 to 12-06-2021)	Topic-9 Marie Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (14-06-2021 to 21-06-2021)	Topic-10 Accident and Motor Insurance: Policy and claims settlement procedurerew
11	Topic continued after taking queries from previous lecture Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)

(21-06-2021 to 26-06-2021)	
12 (28-06-2021 to 03-07-2021)	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 (04-07-2021 to 06-07-2021)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

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

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic-1 meaning, nature, history of HRM
2 (19-04-2021 to 24-04-2021)	Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management
3 (26-04-2021 to 01-05-2021)	Topic-3 meaning, importance , objectives and process of Human Resource Planning Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
4 (03-05-2021 to 08-05-2021)	Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective
5 (10-05-2021 to 15-05-2021)	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 (17-05-2021 to 22-05-2021)	Topic-6 potential problems with job analysis; Job description and Job Specification Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)

7 (24-05-2021 to 29-05-2021)	Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment
8 31-05-2021 to 05-06-2021)	Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection
9 (07-06-2021 to 12-06-2021)	Topic-9 Placement, Induction and internal mobility Induction/orientation: meaning, objectives, content and responsibility for induction
10 (14-06-2021 to 21-06-2021)	Topic continued after taking queries from previous lecture Topic-10 internal mobility: meaning and need Transfer: purpose ,types, benefits and problems, transfer policy, promotion: purpose, Basis of promotion, promotion policy, demotion: causes and demotion policy
11 (21-06-2021 to 26-06-2021)	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 (28-06-2022 to 03-07-2021)	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal
13 (04-07-2021 to 06-07-2021)	Revision and Class test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21

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

Week	Topics
1 April 15-17, 2021	Revision of five heads of income
2 April 19-24, 2021	Deductions from Total income- Sec 80C to 80U, Numerical Problems Rebates and reliefs , Numerical Problems

3 April 26 – May 1, 2021	Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems
4 May 3- 8, 2021	Numerical Problems on taxation of Individuals contd., Assessment of HUF- Computation of total income, Numerical Problems
5 May 10- 15, 2021	Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185, Numerical Problems on Taxation of Firms
6 May 17- 22, 2021	, Income tax authorities , Return of income- meaning, forms, modes of filing return, e-filing , Due dates of filing the return, Types of Returns , Permanent Account Number , Other provisions
7 May 24- 29, 2021	Various types of assessments , Tax Deduction at source- introduction , Sec.192-TDS from Salaries, Other provisions relating to TDS
8 May 31- June 5, 2021	Tax Deduction at source contd., Advance Payment of Tax- liability, exemptions, payment of advance tax Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical problems
9 June 7-12, 2021	Recovery of tax and modes of recovery of tax , Refund of Tax , Procedure for claiming refund, interest on refund ,Numerical problems
10 June 14-21, 2021	Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court and Supreme Court
11 June 21-26, 2021	Penalties under Income Tax Act ,
12 June 28- July 3, 2021	Offences and Prosecutions
13 July 4- 10, 2021	Revision and Doubts clarification

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21

Class and Section:

B.Com 5th Semester

Subject:

Business Environment

WEEKS	TOPICS
1 (15/4/2021 to 17/4/2021)	Orientation of the students Business environment: concept
2 (19/4/2021 to 24/4/2021)	Business environment: components, and importance Activity Class (Discussion and Revision of topics covered in earlier week)
3 (26/4/2021 to 1/5/2021)	environmental and organizational scanning: concept importance & techniques Activity Class (Discussion and Revision of topics covered in earlier week)
4 (3/5/2021 to 8/5/2021)	Public, private and joint sectors in India Activity Class (Discussion and Revision of topics covered in earlier week)
5 (10/5/2021 to 15/5/2021)	Economic systems: capitalist, socialist & mixed economy Activity Class (Discussion and Revision of topics covered in earlier week)
6 (17/5/2021 to 22/5/2021)	Economic planning in India: achievement & failures Planning machinery in India Activity Class (Discussion and Revision of topics covered in earlier week)
7 (24/5/2021 to 29/5/2021)	Role of Government: monetary policy Activity Class (Discussion and Revision of topics covered in earlier week)
8 (31/5/2021 to 5/6/2021)	Fiscal policy Make in India Activity Class (Discussion and Revision of topics covered in earlier week)
9	Foreign investment: concept, need, types & barrier

(7/6/2021 to 12/6/2021)	Activity Class (Discussion and Revision of topics covered in earlier week)
10 (14/6/2021 to 19/6/2021)	Multinational corporations in India Globalization of Indian business. Activity Class (Discussion and Revision of topics covered in earlier week)
11 (21/6/2021 to 26/6/2021)	Competition Act Activity Class (Discussion and Revision of topics covered in earlier week)
12 (28/6/2021 to 3/7/2021)	Foreign Exchange Management Act Foreign exchange market: an overview Activity Class (Discussion and Revision of topics covered in earlier week)
13 (5/7/2021 to 6/7/2021)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class:

B.Com 6th semester

Subject: Retail Management

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1: Introduction to Retailing
2 (19-04-2021 to 24-04-2021)	Topic 2: Theories and Models in Retail
3	Class Test

(26-04-2021 to 01-05-2021)	Topic 1: Introduction to Retailing presentation of Students
4 (03-05-2021 to 08-05-2021)	Topic 3: Retail Strategic Planning and Operations Management
5 (10-05-2021 to 15-05-2021)	Class Test Group discussion Presentation of students
6 (17-05-2021 to 22-05-2021)	Topic 4: Primary Retailing Strategies
7 (24-05-2021 to 29-05-2021)	Class Test Topic 5: Merchandise Planning (Topic Continued after taking queries from previous lecture)
8 31-05-2021 to 05-06-2021)	Class Test Topic 6: Security Issues in Retailing Presentation of Students
9 (07-06-2021 to 12-06-2021)	Topic 7: Store Design (Topic Continued after taking queries from previous lecture)
10 (14-06-2021 to 21-06-2021)	Class Test Topic 8: Store Layout (Topic Continued after taking queries from previous lecture)
11 (21-06-2021 to 26-06-2021)	Topic 9: Organisational Structure in Retail Institutions (Topic Continued after taking queries from previous lecture) Class Test

12 (28-06-2022 to 03-07-2021)	Topic 10: Application of Information Technology in Retailing Class Test
13 (04-07-2021 to 10-07-2021)	Topic 11: Foreign Direct Investment Topic 12: Retail Store Management, Material Handling and Energy Management Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21

Class and Section:

B.Com 5th Semester

Subject:

Industrial Laws

WEEKS	TOPICS
1 (15/4/2021 to 17/4/2021)	Orientation of the students Industrial relations: concepts, objectives and importance
2 (19/4/2021 to 24/4/2021)	Industrial relations: approaches, constituents of industrial relations, industrial unrest Activity Class (Discussion and Revision of topics covered in earlier week)
3 (26/4/2021 to 1/5/2021)	Factories Act, 1948: object, definitions, health, safety, welfare measures Activity Class (Discussion and Revision of topics covered in earlier week)
4 (3/5/2021 to 8/5/2021)	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 (10/5/2021 to 15/5/2021)	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 (17/5/2021 to 22/5/2021)	Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties Activity Class (Discussion and Revision of topics covered in earlier week)

7 (24/5/2021 to 29/5/2021)	The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation Activity Class (Discussion and Revision of topics covered in earlier week)
8 (31/5/2021 to 5/6/2021)	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 (7/6/2021 to 12/6/2021)	Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes Activity Class (Discussion and Revision of topics covered in earlier week)
10 (14/6/2021 to 19/6/2021)	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 (21/6/2021 to 26/6/2021)	Industrial Disputes Act, 1947: strikes and lockouts, layoff and retrenchment, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
12 (28/6/2021 to 3/7/2021)	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 (5/7/2021 to 6/7/2021)	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)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class: B.COM (Taxation) 6th Semester

Subject: Custom Procedure and Practices – II

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1- Types of import: import by cargo, personal baggage, and stores.

2 (19-04-2021 to 24-04-2021)	Topic 2- Import by cargo: import by land, sea, air route and by post.
3 (26-04-2021 to 01-05-2021)	Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.
4 (03-05-2021 to 08-05-2021)	Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption.
5 (10-05-2021 to 15-05-2021)	Topic 5- Form no. 23 bill of entry for warehousing
6 (17-05-2021 to 22-05-2021)	Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.
7 (24-05-2021 to 29-05-2021)	Topic 7- Clearance procedure for import by post.
8 31-05-2021 to 05-06-2021)	Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.
9 (07-06-2021 to 12-06-2021)	Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing.
10 (14-06-2021 to 21-06-2021)	Topic 10- Types of export: export of cargo and baggage
11 (21-06-2021 to 26-06-2021)	Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.
12 (28-06-2022 to 03-07-2021)	Topic 12- Clearance procedure- procedure and filling of relevant documents.
13 (04-07-2021 to 06-07-2021)	Revision


DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

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

Week	Topics
1 (15-04-2021 to 17-04-2021)	Introduction Revision of Basic Concepts of Corporate Tax
2 (19-04-2021 to 24-04-2021)	Topic-1 Deduction of Tax at Source
3 (26-04-2021 to 01-05-2021)	Topic-2 Collection of Tax at Source Class Test
4 (03-05-2021 to 08-05-2021)	Topic-3 Advance Payment of Tax Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (10-05-2021 to 15-05-2021)	Topic-4 Tax Planning in respect of Managerial Remuneration Queries from Previous Chapter
6 (17-05-2021 to 22-05-2021)	Topic -4 Tax Planning in respect of Managerial Remuneration Topic Continued After Taking Queries from previous lecture
7 (24-05-2021 to 29-05-2021)	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 31-05-2021 to 05-06-2021)	Topic-5 Tax Planning in Respect of Foreign Income b) Avoidance of Double Taxation Agreements
9 (07-06-2021 to 12-06-2021)	Topic-5 Tax Planning in Respect of Foreign Income c) Foreign Collaborations and Joint Ventures Topic Continued After Taking Queries from previous lecture
10	Revision of Topics 1 to 5

(14-06-2021 to 21-06-2021)	Class Test
11 (21-06-2021 to 26-06-2021)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (28-06-2022 to 03-07-2021)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Topic Continued After Taking Queries from previous lecture
13 (04-07-2021 to 06-07-2021)	Topic-7 Filing of Tax Returns of Companies Revision Of Syllabus


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Lesson Plan (2020-21)

Class and Section:

M.Com First Year

Subject:

Organisational Behaviour

Week	Topics
1 (06-01-2021 to 9-01-2021)	Orientation of the students Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior, Approaches, Scope, Significance
2 (11-01-2021 to 16-01-2021)	Topic 2 – Personality: Concept, Major Determinants,
3 (18-01-2021 to 23-01-2021)	Topic 2 – Personality: Theories (Continued after taking doubts)
4 (25-01-2021 to 30-01-2021)	Topic 3 – Perception : Introduction, Nature, Importance, Perceptual Sensitivity
5 (01-02-2021 to 6-02-2021)	Topic 3 – Perception: Factors, Distortion, Managerial Implication (Continued after taking doubts)
6 (08-02-2021 to 13-02-2021)	Topic 4 – Learning: Introduction, Theories
7 (15-02-2021 to 20-02-2021)	Topic 4 – Learning: Modeling, Shaping Behaviour, Significance (Continued after taking doubts)
8 (22-02-2021 to 27-02-2021)	Topic 5 – Group Dynamics: Introduction, Meaning, Components, Group Dynamics : Group Norms, Group Role, Group Status, Group Size, Group Leadership, Group Composition
9 (1-03-2021 to 06-03-2021)	Topic 5 – Group Dynamics: Cohesiveness , Determinants, Consequences , Relation with productivity. (Topic Continued after taking queries from previous lecture)
10 (8-03-2021 to 13-03-2021)	Topic 6 – Transactional Analysis: Introduction, Concept, Scope, Transactional Analysis: Self Awareness, Ego States, Analysis of Life Position, Analysis of Games, Analysis of Stroking.

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: M. Com 1st Semester

Subject: Business Environment

Week	Topics
1 6/1/21-9/1/21	Introduction of Business Environment Objective, Nature and Importance of Business Environment
2 11/1/21- 16/1/21	Factor effecting Business Environment (Group discussion /presentation)
3 18/1/21-23/1/21	Interaction Matrix of different environmental factors Environmental scanning (Taking queries and Test)
4 25/1/21-30/1/21	Economic Planning In India Industrial Sickness and SSI
5 1/2/21-6/2/21	Privatization, Globlization and Disinvestment in PSU Industrial Sickness and SSI Business Ethics, Corporate Governance, Social responsibility of Business
6 8/2/21-13/2/21	Fiscal Policy and Monetary Policy (Group discussion /presentation)
7 15/2/21-20/2/21	Industrial Policy and Exim Policy
8 22/2/21-27/2/21	The Environment Protection Act, Consumer Protection Act (Taking queries and Test)
9 1/3/21-6/3/21	Competition Act, FEMA
10 8/3/21-13/3/21	RTI (Taking queries and Test)

DYAL SINGH COLLEGE, KARNAL

Session: 2020-21

Lesson Plan

Class and Section: M.Com Semester 1st

Subject: Managerial Economics

Week	Topics
1 (06-01-2021 to 09-01-2021)	Orientation of the students Topic 1- Managerial Economics – Introduction, Nature and scope.
2 (11-01-2021 to 16-01-2021)	Topic 2- Demand Function and concept of Indifference curve. Activity Class (group discussion/presentation/role playing/group activity)
3 (18-01-2021 to 23-01-2021)	Topic 3 – Elasticity of Demand Topic 4 – Demand Forecasting/Estimation
4 (25-01-2021 to 30-01-2021)	Topic 5 –Short run and Long Run Production Functions Revision and Class test - Oral
5 (01-02-2021 to 06-02-2021)	Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run. Activity Class (group discussion/presentation/role playing/group activity)
6 (08-02-2021 to 13-02-2021)	Topic 7 – Market Structure and Business Decisions Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition. Activity Class (group discussion/presentation/role playing/group activity)
7 (15-02-2021 to 20-02-2021)	Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly Class Test
8 (22-02-2021 to 27-02-2021)	Topic 10 – Price and Output Determination under Monopolistic Competition. Topic 11 – Price and Output Determination under Oligopoly
9	Topic 12 – Inflation, Types and Control

(01-03-2021 to 06-03-2021)	Topic 13 – Business Cycles Activity Class (group discussion/presentation/role playing/group activity /case study)
10 (08-03-2021 to 13-03-2021)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2020-21 odd sem

Class and Section:

M.Com 1st sem

Subject:

Company Law

Week	Topics
1 (06-01-2021 to 9-01-2021)	Orientation of the students Introduction of Company Law and its History
2 (11-01-2021 to 16-01-2021)	Meaning and features of Company
3 (18-01-2021 to 23-01-2021)	Types of Companies
4 (25-01-2021 to 30-01-2021)	Winding of Companies Activity Class (Group Discussion/Presentation/role Playing/Group Activity)
5 (01-02-2021 to 6-02-2021)	Promotion and Incorporation of Company
6 (08-02-2021 to 13-02-2021)	Memorandum Of Association and its Clauses Student Presentation
7 (15-02-2021 to 20-02-2021)	Doctrine of Ultra Virus Discuss Case Study and Group Discussion
8 (22-02-2021 to 27-02-2021)	Article of Association (Taking queries of previous lecture)
9 (1-03-2021 to 06-03-2021)	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 (2020-21)

Class and Section: M. Com 1st Semester

Subject: Accounting For Managerial Decisions

Week	Topics
1 6/1/21-9/1/21	Orientation of the students Topic 1 -Introduction to Management Accounting
2 11/1/21- 16/1/21	Topic 1 -Introduction to Management Accounting (Topic Continued after taking queries from previous lecture)
3 18/1/21- 23/1/21	Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation)
4 25/1/21- 30/1/21	Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres) Activity Class (group discussion/presentation/role playing/group activity)
5 1/2/21-6/2/21	Topic 4 – Divisional Performance Budgeting Topic 5- Budgeting (essentials and kinds)
6 8/2/21-13/2/21	Topic 6 – Standard Costing (types and setting standards) Topic 7 – Variance Analysis (material, labour and overheads) Activity Class (group discussion/presentation/role playing/group activity)
7 15/2/21- 20/2/21	Topic 8 – Marginal Costing and Absorption Costing Topic 9 – Break Even Analysis
8 22/2/21- 27/2/21	Topic 11 – Price level adjustment accounting (Topic 12 – Value Chain Analysis)
9 1/3/21-6/3/21	Topic 13 – Activity Based Costing] Topic 14 – Quality Costing
10 8/3/21-13/3/21	Topic 15 – Target and life cycle costing)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class and Section:

MCom FirstSemester

Subject:

Marketing Management

Week	Topics
1 (06-01-2021 to 9-01-2021)	Orientation of the students Introduction to marketing and Evolution of marketing
2 (11-01-2021 to 16-01-2021)	Marketing in new perspective Marketing Mix
3 (18-01-2021 to 23-01-2021)	Marketing Environment, Information System and Marketing Research
4 (25-01-2021 to 30-01-2021)	Consumer Behaviour, Customer Relationship Marketing Class(Group Discussion and Presentation)
5 (01-02-2021 to 6-02-2021)	Product Concept Test, Presentation
6 (08-02-2021 to 13-02-2021)	Product Mix Strategies of Product Mix
7 (15-02-2021 to 20-02-2021)	Price Determination Strategies of Price Determination
8 (22-02-2021 to 27-02-2021)	Promotion Programme Supply Chain Management
9 (1-03-2021 to 06-03-2021)	Marketing Channels Social, Ethical and legal aspects of Marketing
10 (8-03-2021 to 13-03-2021)	Online Marketing Test


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Lesson Plan (2020-21)

Class: M.COM 2nd Semester

Subject: Human Resource Management

Week	Topics
1 (15-04-2021 to 17-04-2021)	Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions.
2 (19-04-2021 to 24-04-2021)	Topic 2- HRM in dynamic environment
3 (26-04-2021 to 01-05-2021)	Topic 3- Building up skills for HRM Manager, Global HRM
4 (03-05-2021 to 08-05-2021)	Topic 4- HRM Planning
5 (10-05-2021 to 15-05-2021)	Topic 5 – Human Resource Information System
6 (17-05-2021 to 22-05-2021)	Topic 6- Human Resource Policy; Job Analysis
7 (24-05-2021 to 29-05-2021)	Topic 7- Recruitment; Selection
8 31-05-2021 to 05-06-2021)	Topic 8- Induction and Placement
9 (07-06-2021 to 12-06-2021)	Topic 9- Work Force: Promotion, Transfer, Separation
10 (14-06-2021 to 21-06-2021)	Topic 10- Employee training and executive development; Career planning and development

11 (21-06-2021 to 26-06-2021)	Topic 11- Performance and potential appraisal; Empowerment
12 (28-06-2022 to 03-07-2021)	Topic 12- Quality of work life, Compensation & Incentives
13 (04-07-2021 to 06-07-2021)	Topic 13- Job satisfaction , Job stress Management

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: M. Com 2nd Semester

Subject: International Business Environment

Week	Topics
1 (15/4/21- 17/4/21)	International Business: Nature, importance and scope
2 (19/4/21- 24/4/21)	Framework for analyzing international business environment (Group discussion/presentation)
3 (26/4/21- 30/4/21)	MNCs Nature and role (Taking queries and test)
4 (3/5/21-8/5/21)	Technology Transfers
5 (10/5/21- 15/5/21)	Foreign Investment (Group discussion/presentation)

6 (17/5/21- 22/5/21)	WTO, UNCTAD
7 (24/5/21- 29/5/21)	IMF, WORD BANK (Group discussion/presentation)
8 (31/5/21- 5/6/21)	Generalized system of preferences
9 (7/6/21- 12/6/21)	International Commodity Agreements (Class Test)
10 (14/6/21- 19/6/21)	Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA
11 (21/6/21- 26/6/21)	Foreign Exchange Markets: Nature, participants, Foreign Exchange Determinants (Taking queries and test)
12 (28/6/21- 3/7/21)	Foreign Exchange Risk: Types and Management (Taking queries and test)
13 (5/7/21-6/7/21)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class and Section:

MCom FirstSemester

Subject:

Marketing Management

Week	Topics
1 (06-01-2021 to 9-01-2021)	Orientation of the students Introduction to marketing and Evolution of marketing
2 (11-01-2021 to 16-01-2021)	Marketing in new perspective Marketing Mix
3 (18-01-2021 to 23-01-2021)	Marketing Environment, Information System and Marketing Research
4 (25-01-2021 to 30-01-2021)	Consumer Behaviour, Customer Relationship Marketing Class(Group Discussion and Presentation)
5 (01-02-2021 to 6-02-2021)	Product Concept Test, Presentation
6 (08-02-2021 to 13-02-2021)	Product Mix Strategies of Product Mix
7 (15-02-2021 to 20-02-2021)	Price Determination Strategies of Price Determination
8 (22-02-2021 to 27-02-2021)	Promotion Programme Supply Chain Management
9 (1-03-2021 to 06-03-2021)	Marketing Channels Social, Ethical and legal aspects of Marketing
10 (8-03-2021 to 13-03-2021)	Online Marketing Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: M. Com 2nd Semester

Subject: Financial Management and Policy

Week	Topics
1 (15/4/21-17/4/21)	Orientation of the students Topic 1 -Introduction to Financial Management
2 (19/4/21-24/4/21)	Topic 2 – Time Value of Money
3 (26/4/21-30/4/21)	Topic 3 – Financial Forecasting Activity Class (group discussion/presentation/role playing/group activity)
4 (3/5/21-8/5/21)	Topic 4 – Sources of finance
5 (10/5/21-15/5/21)	Topic 5- Cost of Capital – Debenture
6 (17/5/21-22/5/21)	Topic 6- Cost of Capital – Preference Shares
7 (24/5/21-29/5/21)	Topic 7- Cost of Capital - Equity
8 (31/5/21-5/6/21)	Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)

9 (7/6/21-12/6/21)	Topic 8 Working Capital Management
10 (14/6/21-19/6/21)	Topic 8 Working Capital Management (Topic Continued after taking queries from previous lecture)
11 (21/6/21-26/6/21)	Topic 9 – Capital Budgeting Decisions Activity Class (group discussion/presentation/role playing/group activity)
12 (28/6/21-3/7/21)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)
13 (5/7/21-6/7/21)	Topic 10- Risk Analysis

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2020-21

Class and Section: M. Com 2nd Semester

Subject: Corporate Accounting

Week	Topics
1 (16-04-2021 to 17-04-2021)	Topic 1 – Issue and Forfeiture of Shares Problem Solving Session
2 (19-04-2021 to 24-04-2021)	Topic 1 – Issue and Forfeiture of Shares (Topic Continued after taking queries from previous lecture) Topic 2 – Valuation of Shares Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
3 (26-04-2021 to 01-05-2021)	Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture) Topic 3 – Final Accounts of Companies Problem Solving Session Class Test

4 (03-05-2021 to 08-05-2021)	Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture) Topic 4 – Amalgamation Problem Solving Session
5 (10-05-2021 to 15-05-2021)	Topic 4 – Amalgamation (Topic Continued after taking queries from previous lecture) Topic 5 – Absorption and External Reconstruction Problem Solving Session Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (17-05-2021 to 22-05-2021)	Topic 5 – Absorption and External Reconstruction (Topic Continued after taking queries from previous lecture) Topic 6 – Internal Reconstruction Problem Solving Session Class Test
7 (24-05-2021 to 29-05-2021)	Topic 6 – Internal Reconstruction (Topic Continued after taking queries from previous lecture) Topic 7 – Human Resource Accounting Problem Solving Session
8 (31-05-2021 to 05-06-2021)	Topic 8 – Lease Accounting Activity Class (group discussion/presentation/role playing/group activity /case study) Class Test

9 (07-06-2021 to 12-06-2021)	Topic 9 – Consolidated Financial Statement of Holding and subsidiary Companies Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
10 (14-06-2021 to 19-06-2021)	Topic 10 – Corporate Financial Reporting Topic 11 – Social Reporting Problem Solving Session Class Test
11 (21-06-2021 to 26-06-2021)	Topic 12 – Segment, Periodic and Environment Reporting Topic 13 – Recent trends in corporate Reporting and Harmonisation in Corporate Reports Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
12 (28-06-2021 to 03-07-2021)	Problem Solving Session Revision and Tests
13 (05-07-2021 to 06-07-2021)	Problem Solving Session Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21) even sem

Class: M.COM 2nd Semester

Subject: Business statistics

Week	Topics
1 (15-04-2021 to 17-04-2021)	Multiple regression Solve practical questions and give written assignment

2 (19-04-2021 to 24-04-2021)	Take queries of previous topic Multiple Correlation Give assignment for practice for homework
3 (26-04-2021 to 01-05-2021)	Index Number Class activity (student presentation/group discussion/class test etc)
4 (03-05-2021 to 08-05-2021)	Test of adequacy Class test
5 (10-05-2021 to 15-05-2021)	Chain base Index Number Give assignment for practice for homework
6 (17-05-2021 to 22-05-2021)	Base Shifting Splicing Deflating Class activity (student presentation/group discussion/class test etc)
7 (24-05-2021 to 29-05-2021)	Problems in construction Index Number, consumer price index Take queries of previous topic Solve practical questions and give written assignment
8 31-05-2021 to 05-06-2021)	Time series Analysis Give assignment for practice for homework

9 (07-06-2021 to 12-06-2021)	Models of Time Series Class activity (student presentation/group discussion/class test etc)
10 (14-06-2021 to 21-06-2021)	Methods of constructing index number
11 (21-06-2021 to 26-06-2021)	Theory of Probability Give assignment for practice for homework
12 (28-06-2022 to 03-07-2021)	Additional and Multiplication theorem Conditional Probability and Bayes theorem Solve practical questions and give written assignment
13 (04-07-2021 to 06-07-2021)	Probability distribution Binomial distribution Poisson distribution Normal distribution and its parameter Class activity (student presentation/group discussion/class test etc)


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M.COM 3rd

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2020-2021

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2020-21 (odd Semester)

Class and Section:
Subject:

M. Com 3rd Semester
Advanced Financial Management

Week	Topics
1 2/11/2020to7/11/2020	Introduction of Financial Management
2 9/11/20to14/11/20	Scope and Objectives of Financial Management (Group discussion /presentation)
3 (16/11/20to21/11/20)	Dividend DecisionstoMeaning of Dividend, Types of Dividends Dividend Policy, Types of Dividend Policy
4 (23/11/20to28/11/20)	Factor Effecting Dividend policy, Approaches of Dividend policy (Taking queries and Test)
5 (30/11/20to5/12/20)	Issue of Bonus Share and Procedural and legal aspects of Dividend policy
6 (7/12/20to12/12/20)	Buy Back of Shares (Group discussion /presentation)
7 (14/12/20to19/12/20)	Capital Structure, Factor affecting Capital structure decision
8 (21/12/20to26/12/20)	Different Theories of Capital Structure (Taking queries and Test)
9 (28/12/2020to2/1/21)	Breakeven point, Indifference curve

10 (4/1/21to9/1/21)	EBITtoEPS Analysis (Taking queries and Test)
11 (11/1/21to16/1/21)	Leverage (Taking queries and Test)
12 (18/1/2021 to 23/1/2021)	Corporate Restructuring (Group discussion /presentation)
13 (25/1/2021 to 30/1/2021)	Merger, acquisition and takeover Procedural and legal aspects of Merger and takeover Valuation and financing of mergers and acquisitions
14 (1/2/21to6/2/21)	Postmerger problems &reorganization Taxation and financial aspects of mergers, takeover defense. An Overview of Mergers and takeovers in India
15 (8/2/2021 to 13/2/2021)	Financial Restructuring and reorganization (Group discussion /presentation)
16 (15/2/2021 to 20/2/2021)	Financial Management of Sick Units and Revision (Group discussion /presentation)

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2020-21 (odd Semester)

Class and Section:
Subject:

M. Com 3rd Semester
Financial Institutions and Markets

Week	Topics
1 2/11/2020to7/11/2020	Orientation of the students Topic 1 -Introduction to Financial System
2 9/11/20to14/11/20	Topic 2 - Money Market Topic 3 - Capital Market - Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 (16/11/20to21/11/20)	Topic 4 - Capital Market - Primary Market
4 (23/11/20to28/11/20)	Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)
5 (30/11/20to5/12/20)	Topic 5 - Capital Market - Secondary Market
6 (7/12/20to12/12/20)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)
7 (14/12/20to19/12/20)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
8 (21/12/20to26/12/20)	Topic 6 – Role of SEBI Topic 7 - Capital Market – Government Securities Market
9 (28/12/2020to2/1/21)	Topic 8 – Introduction to Development of banks Topic 9 – Types of Development Banks Activity Class (group discussion/presentation/role playing/group activity)
10 (4/1/21to9/1/21)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)

11 (11/1/21to16/1/21)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
12 (18/1/2021 to 23/1/2021)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
13 (25/1/2021 to 30/1/2021)	Topic 10- Merchant Banking
14 (1/2/21 to 6/2/21)	Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
15 (8/2/2021 to 13/2/2021)	Topic 11 – Mutual Funds
16 (15/2/2021 to 20/2/2021)	Topic 11 – Mutual Funds (Topic Continued after taking queries from previous lecture)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class:

M.COM IIIrd Semester

Subject:

Advertising Management

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the Students Topic 1- Advertising- Introduction
2 (09-11-2020 to 14-11-2020)	Topic 1- Advertising- Introduction Continued After Taking Queries from previous lecture

3 (16-11-2020 to 21-11-2020)	Topic 2- Communication Process Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (23-11-2020 to 28-11-2020)	Topic 3- Advertising and Communication Mix Class Test
5 (30-11-2020 to 05-12-2020)	Topic 4- Economic And Social Aspects of Advertising
6 (07-12-2020 to 12-12-2020)	Topic 5- Ethical Aspects of Advertising Activity Class- (Group Discussion/Presentation/case study/Group Activity)
7 (14-12-2020 to 19-12-2020)	Topic 6- Objectives of Advertising DAGMAR Approach
8 (21-12-2020 to 24-12-2020)	Topic 7- Advertising Budget Queries from Previous Chapter
9 (27-12-2020 to 02-01-2021)	Topic 8- Message Designing and Ad Copy development Activity Class- (Slogans/Jingles writing)
10 (04-01-2021 to 9-01-2021)	Topic 8- Message Designing and Ad Copy development Topic Continued After Taking Queries from previous lecture Activity Class- (Ad Copy Designing)
11 (11-01-2021 to 16-01-2021)	Topic 9- Types of Advertising Media Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (18-01-2021 to 23-01-2021)	Topic 10- Media Planning And Scheduling Class Test- Message Designing and Ad Copy development

<p>13 (25-01-2021 to 30-01-2021)</p>	<p>Topic 11- Advertising Agency And Its Role Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>14 (01-02-2021 to 6-02-2021)</p>	<p>Topic 12- Client Agency Relationship and Agency Remuneration Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (08-02-2021 to 13-02-2021)</p>	<p>Topic 13- Measuring Advertising Effectiveness</p>
<p>16 (15-02-2021 to 20-02-2021)</p>	<p>Topic 13- Measuring Advertising Effectiveness Topic Continued After Taking Queries from previous lecture Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2020-21 (odd Semester)

Class and Section:

M. Com 3rd Semester

Subject:

Applications of Statistical Methods in Business

Week	Topics
1 2/11/2020to7/11/2020	Orientation of the students Introduction of Probability and non-probability methods
2 9/11/20to14/11/20	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 (16/11/20to21/11/20)	Law of large number Central Limit theorem Sampling distribution (Practice session and taking queries)
4 (23/11/20to28/11/20)	Hypothesis and Large Sampling Test-Z Test Taking Class Test For Practice
5 (30/11/20to5/12/20)	Small Sampling Test- T Test, F Test (Practice session and taking queries) (Assignment Given for Practice)
6	Continue Small Sampling Test- T Test, F Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class:


M.COM IIIrd Semester

Subject:

Entrepreneurial Development

Week	Topics
1 (02-11-2020 to 07-11-2020)	Orientation of the Students Topic - Introduction of Entrepreneurship: Nature and Scope
2 (09-11-2020 to 14-11-2020)	Topic - Introduction of Entrepreneurship: Nature and Scope Factor Affecting Entrepreneurial Growth Continued After Taking Queries from previous lecture
3 (16-11-2020 to 21-11-2020)	Topic - Stress Management Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (23-11-2020 to 28-11-2020)	Topic - EDPs Class Test
5 (30-11-2020 to 05-12-2020)	Topic - Small Enterprises & Ownership Structure Discussion of Research Paper
6 (07-12-2020 to 12-12-2020)	Topic - Market Survey & Opportunity Identification Registration Procedure Reserved Items For SSI
7 (14-12-2020 to 19-12-2020)	Topic – Project Selection For SSI Business opportunity for SSI Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8	

(21-12-2020 to 24-12-2020)	Topic - Data Collection For Small Ventures Queries from Previous Chapter
9 (27-12-2020 to 02-01-2021)	Diwali Vacations
10 (04-01-2021 to 9-01-2021)	Topic – Project Report Preparation Managerial and Operational Aspect for Small Business
11 (11-01-2021 to 16-01-2021)	Topic- Human Relation & Performance in Organization Class Test
12 (18-01-2021 to 23-01-2021)	Topic- Institution Supporting Entrepreneurial Growth Assignment Discussion
13 (25-01-2021 to 30-01-2021)	Topic- Concept of Ecology Environmental Concepts & Case Study
14 (01-02-2021 to 6-02-2021)	Topic – Air, Noise & Water Pollution Standards and Control
15 (08-02-2021 to 13-02-2021)	Topic – Personal Protection Equipment for Safety of Work Place Activity Class- (Group Discussion/Presentation/case study/Group Activity)
16 (15-02-2021 to 20-02-2021)	Topic- Activity on Environmental Issues


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M.COM 4th

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2020-2021

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: M. Com 4thSemester

Subject: Corporate tax planning and management

Week	Topics
1 (15/4/21-17/4/21)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
2 (19/4/21-24/4/21)	Tax planning reference to setting up a new business
3 (26/4/21-30/4/21)	Forms of business organization, location, aspects and nature of business
4 (3/5/21-8/5/21)	Computation of total income and tax liability of companies
5 (10/5/21-15/5/21)	Computation of total income and tax liability of companies (Taking queries and test)
6 (17/5/21-22/5/21)	Tax Planning and financial management decision regarding Capital structure and Dividend policy (Group discussion/presentation)

7 (24/5/21-29/5/21)	Tax Planning and financial management decision regarding Inter corporate dividend and Bonus Share
8 (31/5/21-5/6/21)	Tax Planning and managerial decision regarding own and lease (Group discussion/presentation)
9 (7/6/21-12/6/21)	Tax Planning and managerial decision regarding sale of assets used for scientific research (Group discussion/presentation)
10 (14/6/21-19/6/21)	Make or buy decision (Class Test)
11 (21/6/21-26/6/21)	shut down and continue decision
12 (28/6/21-3/7/21)	Tax issues and planning in respect of Amalgamation, Merger and acquisitions (Taking queries and test)
13 (5/7/21-6/7/21)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2020-21)

Class and Section: M. Com 4thSemester

Subject: Project Planning and Control

Week	Topics
1 (15/4/21-17/4/21)	Orientation of the students Topic 1 – Investment Opportunities

2 (19/4/21-24/4/21)	Topic 2 – Environmental Scanning Topic 3 – Government Regulatory Framework Activity Class (group discussion/presentation/role playing/group activity)
3 (26/4/21-30/4/21)	Topic 4 – Market and Demand Analysis
4 (3/5/21-8/5/21)	Topic 5 – Technical Analysis
5 (10/5/21-15/5/21)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
6 (17/5/21-22/5/21)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
7 (24/5/21-29/5/21)	Topic 6- Cost of Project and means of financing
8 (31/5/21-5/6/21)	Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)
9 (7/6/21-12/6/21)	Topic 7 Capital Structure Planning
10 (14/6/21-19/6/21)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
11 (21/6/21-26/6/21)	Topic 8 Financial Institutions

12 (28/6/21- 3/7/21)	Topic 9 Social Cost Benefit Analysis
13 (5/7/21-6/7/21)	Topic 10 Project Review and Control

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class: M.COM IVth Semester
Subject: Sales Management

Week	Topics
1 (15-04-2021 to 17-04-2021)	Introduction of Syllabus Basics of sales
2 (19-04-2021 to 24-04-2021)	Topic-1 Sales Management – An Introduction
3 (26-04-2021 to 01-05-2021)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-(I Can Sell Anything)
4 (03-05-2021 to 08-05-2021)	Topic-3 Sales Planning Class Test
5 (10-05-2021 to 15-05-2021)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (17-05-2021 to 22-05-2021)	Topic-5 Sales Budget (Group Discussion)
7	Topic-6 Sales Organisation – Organising the Sales Efforts

(24-05-2021 to 29-05-2021)	
8 31-05-2021 to 05-06-2021)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (07-06-2021 to 12-06-2021)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (14-06-2021 to 21-06-2021)	Topic-9 Sales Force Management: Training, Development and Induction Case Studies
11 (21-06-2021 to 26-06-2021)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (28-06-2022 to 03-07-2021)	Topic-12 Sales Meeting And Contents Topic-13 Control Process: Analysis of sales volume, Costs and Profitability
13 (04-07-2021 to 06-07-2021)	Topic-14 Controlling Sales Personnel Topic- 15 Ethical Issues in Sales Management

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21) even sem

Class: M.COM 4th Semester

Subject: Service Marketing

Week	Topics
1 (15-04-2021 to 17-04-2021)	Service marketing –Concept, characteristics and classification
2 (19-04-2021 to 24-04-2021)	Take queries of previous topic Buying Process for services Student presentation on previous topic
3 (26-04-2021 to 01-05-2021)	Consumer expectation of services Class Activity (student presentation/group discussion/class test etc)
4 (03-05-2021 to 08-05-2021)	Consumer perception of services Class test
5 (10-05-2021 to 15-05-2021)	Service Quality Student presentation on previous topic
6 (17-05-2021 to 22-05-2021)	Relationship Marketing Service Market Segmentation Customer retention strategy Class activity (student presentation/group discussion/class test etc)

7 (24-05-2021 to 29-05-2021)	Service Development Process Service blueprinting Take queries of previous topic give written assignment
8 31-05-2021 to 05-06-2021)	Service Delivery Customers feedback Service recovery
9 (07-06-2021 to 12-06-2021)	Physical environment of services Pricing of services Approaches of Pricing Class activity (student presentation/group discussion/class test etc)
10 (14-06-2021 to 21-06-2021)	Distribution of service channels Key intermediaries
11 (21-06-2021 to 26-06-2021)	Managing Service Employees Give assignment for homework
12 (28-06-2022 to 03-07-2021)	Revision Class test Student presentation
13 (04-07-2021 to 06-07-2021)	Managing service customers and enhancing customer participation Customer protection Ethics in Services Class activity (student presentation/group discussion/class test etc)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2020-21)

Class:


M.COM IVth Semester

Subject:

Strategic HRM

Week	Topics
1 (15-04-2021 to 17-04-2021)	Introduction Topic- Concept Of Strategies and Characteristics
2 (19-04-2021 to 24-04-2021)	Topic- Approaches of Strategic Decision Making Strategic Management Process
3 (26-04-2021 to 01-05-2021)	Topic- Developing of Strategic Mission Setting of Objectives Topic Continued After Taking queries from Previous Lecture
4 (03-05-2021 to 08-05-2021)	Topic- Environmental Appraisal Concept & Components Group Activity- Presentation/Group Discussion
5 (10-05-2021 to 15-05-2021)	Topic- Analyzing of external environment Organization Appraisal
6 (17-05-2021 to 22-05-2021)	Topic-Dynamic of Internal Environment Topic Continued After Taking queries from Previous Lecture
7 (24-05-2021 to 29-05-2021)	Topic-Methods and Technique of organizational Appraisal Discussion on Research Paper Writing
8 (31-05-2021 to 05-06-2021)	Topic-Dynamics of Internal Environment Methods and techniques of organizational Appraisal

9 (07-06-2021 to 12-06-2021)	Topic- Generic Strategic Alternative Stability, Expansion, Retrenchment & Combination Strategies
10 (14-06-2021 to 19-06-2021)	Topic- Variation Strategies Internal & External Alternatives Class Test
11 (21-06-2021 to 26-06-2021)	Topic- Variation Strategies Horizontal & Vertical Alternatives Group Activity- Presentation/Group Discussion
12 (28-06-2021 to 03-07-2021)	Topic- International Level Strategic Alternative Topic- Strategic Choice Process, Technique & Marginal Factors
13 (04-07-2021 to 06-07-2021)	Topic: Strategic Implementation, Organisation Learning Class Activity: Case Studies


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