

**DEPARTMENT
OF COMMERCE**

Lesson Plan

B.COM 1ST SEM

2021-2022

Dyal Singh College, Karnal
Session: 2021-22
Lesson Plan

Class: B.com, Semester 1

Subject: BC-101 (Financial Accounting- I)

Week	Topics
1 (1-10-2021)	Orientation to Students Meaning, need, objectives & scope of Financial accounting
2 (4-10-21 to 9-10-21)	Book-keeping and accounting Branches of accounting
3 (11-10-21 to 16-10-21)	Accounting principles: concepts and conventions
4 (18-10-21 to 23-10-21)	Accounting cycle and accounting equation
5 (25-10-2021 to 30-10-2021)	Meaning, need, objectives & scope of Financial accounting (Revision)
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Book-keeping and accounting (Revision) Branches of accounting (Revision) Accounting principles: concepts and conventions(Revision)
7 (15-11-2021 to 20-11-2021)	Accounting cycle and accounting equation (Revision) Journal; rules of journalizing Ledger & Trial Balance

<p>8 (22-11-2021 to 27-11-2021)</p>	<p>Rectification of Errors</p>
<p>9 (29-11-2021 to 4-12-2021)</p>	<p>Topic Continued after taking queries from previous lecture Suspense Account Effect of Rectification on Profit</p>
<p>10 (6-12-2021 to 11-12-2021)</p>	<p>Capital and Revenue: Concept and classification of income Capital and Revenue expenditure Capital and Revenue Receipts</p>
<p>11 (13-12-2021 to 19-12-2021)</p>	<p>Depreciation provisions and reserves: concept and classification Methods of depreciation accounting.</p>
<p>12 (20-12-2021 to 24-12-2021)</p>	<p>Final Accounts: manufacturing, trading, profit & loss account Balance sheet</p>
<p>13 (27-12-2021 to 1-1-2022)</p>	<p>Topic of Final Accounts Continued Adjustment Entries</p>
<p>14 (3-01-2022 to 8-01-2022)</p>	<p>Topic of Final Accounts Continued</p>
<p>15 (10-01-2022 to 15-01-2022)</p>	<p>Revision and Class Test</p>

16 (17-01-2022 to 22-01-2022)	Accounts of Non-profit Organizations
17 (24-01-2022 to 29-01-2022)	Topic continued after taking queries from previous lecture
18 (31-01-2022 to 05-02-2022)	Consignment Accounts: accounting records Normal and abnormal Loss: Valuation of unsold stock
19 (07-02-2022 to 12-02-2022)	Topic continued after taking queries from previous lecture
20 (14-02-2022 to 19-02-2022)	Revision
21 (21-02-2022 to 22-02-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.com 1st
Subject: Micro Economics

Week	Topics
1 (1-10-21 to 2-10-21)	Orientation of the students
2 (4-10-21 to	Topic 1 - Economics – Introduction

9-10-21)	
3 (11-10-21 to 16-10-21)	Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture)
4 (18-10-21 to 23-10-21)	Topic 2 – Micro and Macro Economics Activity Class (group discussion on recent topic in Economics)
5 (25-10-2021 to 30-10-2021)	Topic 3 – Theory of Demand
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Discussion on previous lecture/Class test/ Group Discussion/ Presentation
7 (15-11-2021 to 20-11-2021)	Topic 4 – Elasticity of Demand (Presentations)
8 (22-11-2021 to 27-11-2021)	Topic 4 – Elasticity of Demand (Topic Continued after taking queries from previous lecture) Class Test
9 (29-11-2021 to 4-12-2021)	Topic 5 – Production Function And Law of Production Activity (Discussion on impact of share market in Economy)
10 (6-12-2021 to 11-12-2021)	Topic 5 – Production Function And Law of Production (Topic Continued after taking queries from previous lecture) Topic 6 – Theory of cost
11 (13-12-2021 to 19-12-2021)	Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz)
12 (20-12-2021 to 24-12-2021)	Topic 7 – Price Determination Under Perfect Competition
13 (27-12-2021 to 1-1-2022)	Discussion on previous lecture/Class test/ Group Discussion/ Presentation

14 (3-01-2022 to 8-01-2022)	Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition
15 (10-01-2022 to 15-01-2022)	Topic 9 – Price Determination Under Monopoly (After taking query of previous Chapter) Class Test Activity (Group Discussion/ presentation)
16 (17-01-2022 to 22-01-2022)	Topic 10 - Price Determination Under Monopolistic Competition (After taking query of previous Chapter) Class Test
17 (24-01-2022 to 29-01-2022)	Topic 11 – Cardinal Utility Analysis (After taking query of previous Chapter) (Group Discussion/ Presentation)
18 (31-01-2022 to 05-02-2022)	Topic 11 – Cardinal Utility Analysis (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
19 (07-02-2022 to 12-02-2022)	Topic 12 – Indifference Curve Approach Activity (Presentation/ Group Discussion)
20 (14-02-2022 to 19-02-2022)	Topic 12 – Indifference Curve Approach ((Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test
21 (21-02-2022 to 22-02-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.com 1st Semester

Subject: Principles of Business Management

Week	Topics
1 1-10-2021	Orientation of the students
2 4-10-2021 to 9-10-2021	Topic 1 - Introduction to Management
3 11-10-2021 to 16-10-2021	Topic – 2 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture)
4 18-10-2021 to 23-10-2021	Presentation of students, test of chapter 1
1 (25-10-2021 to 30-10-2021)	Topic 3– Management: An Introduction Activity Class (group discussion/presentation/role playing/group activity)
(1-11- 2021 to 6-11-2021)	Holidays
2 (08-11-2021 to 13-10-2021)	Topic 3 – Management as Science, Art and Profession Class Discussion , Presentation and test of Chapter 3
3	Topic 4– Approaches to Management

(15-11-2021 to 20-11-2021)	Topic Continued after taking queries from previous lecture
4 (22-11-2021 to 27-11-2021)	Topic 5 – Planning: Concept and Importance Topic Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
5 (29-11-2021 to 4-12-2021)	Topic 6- Types of Plans Test of Planning: Concept and Importance
6 (6-12-2021 to 11-12-2021)	Topic 7– Organising: Principles and Formal vs. Informal Organisation Topic Continued after taking queries from previous lecture
7 (13-12-2021to 19-12-2021)	Topic 8– Organisation Structure: Meanings d Types Topic Continued after taking queries from previous lecture
8 (20-12-2021 to 24-12-2021)	Discussion of Chapter 8 Test of chapter 8 Group Discussion and presentation of students Test of Chapter 7
9 (27-12-2021 to 1-1-2022)	Topic 9– Delegation of Authority: Meaning, Advantages and Barriers Topic Continued after taking queries from previous lecture
10 (3-01-2022 to 8-01-2022)	Topic 10- Decentralisation and Centralisation Test of Delegation of Authority
11 (10-01-2022 to 15-01-2022)	Topic 11- Staffing: Concept and Scope Topic Continued after taking queries from previous lecture

12 (17-01-2022 to 22-01-2022)	Topic 12- Directing: Principles and Elements Topic Continued after taking queries from previous lecture
13 (24-01-2022 to 29-01-2022)	Topic 13- Motivation: Meaning, Importance and Approaches Topic Continued after taking queries from previous lecture
14 (31-01-2022 to 05-02-2022)	Topic 14- Leadership: Approaches and Styles Topic Continued after taking queries from previous lecture
15 (07-02-2022 to 12-02-2022)	Topic 15- Controlling: Meaning and Process Topic Continued after taking queries from previous lecture
16 (14-02-2022 to 19-02-2022)	Topic 16- Control Techniques: Traditional and Modern Topic Continued after taking queries from previous lecture
17 (21-02-2022 to 22-02-2022)	Revision of all Chapters

DYAL SINGH COLLEGE, KARNAL

Session: 2021-22

Lesson Plan

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

Subject: Business Communication

Week	Topics
1 (1-10-2021)	Orientation of the students Business Communication (Introduction)
2 (4-10-21 to	Topic 1- Business communication- Meaning

9-10-21)	Topic 2- Forms of electronic communication Activity Class (group discussion/presentation/role playing/group activity)
3 (11-10-21 to 16-10-21)	Topic 3- Models and processes of communication Theories of communication
4 (18-10-21 to 23-10-21)	Topic 4- Corporate Communication
5 (25-10-2021 to 30-10-2021)	Topic 4- Corporate Communication (Contd..) Topic 5- Audience Analysis Activity Class- (Group Discussion/Presentation/case study/Group Activity)
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Topic 6- Formal and informal communication network
7 (15-11-2021 to 20-11-2021)	Topic 6- Formal and informal communication network (Cont...) Class Test
8 (22-11-2021 to 27-11-2021)	Topic 7- Communication barriers Improving Communication Topic Continued after taking queries from previous lecture
9 (29-11-2021 to 4-12-2021)	Topic 8- Effective presentation skills- Introduction Class Test
10 (6-12-2021 to 11-12-2021)	Topic 8- Effective presentation skills- Individual and group Presentation Topic Continued after taking queries from previous lecture
11 (13-12-2021to 19-12-2021)	Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (20-12-2021 to 24-12-2021)	Topic 10- Self development and communication Development of positive attitude Topic Continued after taking queries from previous lecture

13 (27-12-2021 to 1-1-2022)	Topic 11- SWOT Analysis Body language: Kinesics, proxemics and para language Problem Solving Session
14 (3-01-2022 to 8-01-2022)	Topic 12- Principles of effective listening: Oral, written and video session Problem Solving Session
15 (10-01-2022 to 15-01-2022)	Topic 13- Interviewing skills : Appearing and conducting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
16 (17-01-2022 to 22-01-2022)	Topic 14- Writing resume and business letters Problem solving session
17 (24-01-2022 to 29-01-2022)	Topic 15- Etiquettes in verbal, written and online communication Class Test
18 (31-01-2022 to 05-02-2022)	Revision and doubt session
19 (07-02-2022 to 12-02-2022)	Class Tests
20 (14-02-2022 to 19-02-2022)	Previous year question paper discussion
21 (21-02-2022 to 22-02-2022)	Revision


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HOD Commerce
Dyal Singh College, Karnal

Lesson Plan

B.COM 2nd SEM

2021-2022

Dyal Singh College, Karnal
Session: 2021-22
Lesson Plan

Class: B.com, Semester 2

Subject: BC-201 (Financial Accounting- II)

Week	Topics
1 (01-04-2022 to 02-04-2022)	Branch Accounts: Dependent branch Debtor's system
2 (04-04-2022 to 09-04-2022)	Branch Accounts: Stock and Debtor system
3 (11-04-2022 to 16-04-2022)	Branch Accounts: Final accounts Branch Accounts: Wholesale Branch
4 (18-04-2022 to 23-04-2022)	Hire purchase and installment purchase system Concept and legal provisions regarding hire-purchase contract
5 (25-04-2022 to 30-04-2022)	Accounting records for goods of substantial sale value
6 (02-05-2022 to 07-05-2022)	Class Test
7 (09-05-2022 to 14-05-2022)	Partnership account: characteristics of partnership Partnership deed; final accounts; adjustment after closing the accounts
8 (16-05-2022 to 21-05-2022)	Fixed and Fluctuating capital Goodwill, Joint life policy, Change in profit sharing ratio
9 (23-05-2022 to 28-05-2022)	Reconstitution of partnership firm: Admission of a Partner

10 (30-05-2022 to 04-06-2022)	Reconstitution of partnership firm: Retirement and Death of a partner
11 (06-06-2022 to 12-06-2022)	Dissolution of partnership: Modes & Accounting treatment
12 (13-06-2022 to 18-06-2022)	Dissolution of partnership: Modes & Accounting treatment
13 (20-06-2022 to 25-06-2022)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.COM 2nd Semester

Subject: (BC-202) Macro Economics

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Nature and Scope of Macro Economics
2 (04-04-2022 to 09-04-2022)	Topic 2 – Circular Flow of Income Activity : (class Test/Group Discussion)
3 (11-04-2022 to 16-04-2022)	Topic 3 – National Income: Concepts and Measurment Activity: (Class Test/ Presentation)
4 (18-04-2022 to 23-04-2022)	Topic 4 – Consumption Function Class Test
5 (25-04-2022 to 30-04-2022)	Topic 5 – Investment Function Activity : (Group Discussion/Quiz)
6 (02-05-2022 to 07-05-2022)	Topic 6 – Multiplier Activity: (Class Test/Presentation)

7 (09-05-2022 to 14-05-2022)	Topic 7- Principal of Acceleration Activity : (Group Discussion/Quiz)
8 (16-05-2022 to 21-05-2022)	Topic 8 – National Income Determination in a Three Sector Closed Economy Activity: (Class Test/ Presentation)
9 (23-05-2022 to 28-05-2022)	Topic 9 – Inflation Activity : (Group Discussion/Quiz)
10 (30-05-2022 to 04-06-2022)	Topic 10 – Business Cycles Class Test
11 (06-06-2022 to 12-06-2022)	Topic 11- Classical Theory Of Income and Employment Activity: (Class Test/ Presentation)
12 (13-06-2022 to 18-06-2022)	Topic 12 – Keynesian Theory of Income and Employment Activity : (Group Discussion/Quiz)
13 (20-06-2022 to 25-06-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class:

B.Com 2nd semester

Subject: Fundamentals of Marketing

Week	Topics
1	Topic 1: Marketing: An Introduction

(01-04-2022 to 02-04-2022)	
2 (04-04-2022 to 09-04-2022)	Topic 2: Marketing Concepts
3 (11-04-2022 to 16-04-2022)	Class Test Topic 1: Marketing Topic 3: Marketing Management
4 (18-04-2022 to 23-04-2022)	Topic 4: Marketing Mix
5 (25-04-2022 to 30-04-2022)	Topic 5: Marketing Environment Presentation of students
6 (02-05-2022 to 07-05-2022)	Topic 6: Market Segmentation (Topic Continued after taking queries from previous lecture)
7 (09-05-2022 to 14-05-2022)	Class Test Topic 7 Consumer Behaviour (Topic Continued after taking queries from previous lecture)
8 (16-05-2022 to 21-05-2022)	Class Test Topic 8: Product Topic 9: Product Mix Strategies
9 (23-05-2022 to 28-05-2022)	Topic 10: Branding, Packaging and Labelling (Topic Continued after taking queries from previous lecture)
10 (30-05-2022 to 04-06-2022)	Class Test Topic 11: Product Life Cycle (Topic Continued after taking queries from previous lecture)
11 (06-06-2022 to 12-06-2022)	Topic 12: New Product Development Process (Topic Continued after taking queries from previous lecture) Class Test
12 (13-06-2022 to 18-06-2022)	Topic 13: Product Pricing Class Test
13	Topic 14: Product Mix

(20-06-2022 to 25-06-2022)	Class Test
14 (27-06-2022 to 02-07-2022)	Topic 15: Distribution Channels Class Test
15 (03-07-2022 to 09-07-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2021-22
Class and Section: B. Com Semester-2nd
Subject: Business Environment of Haryana

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Haryana economy: nature, characteristics and problems
2 (04-04-2022 to 09-04-2022)	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 (11-04-2022 to 16-04-2022)	Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)
4 (18-04-2022 to 23-04-2022)	Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy Class Test

5 (25-04-2022 to 30-04-2022)	Topic 5 – Measures for development in agriculture, crop insurance. Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (02-05-2022 to 07-05-2022)	Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance Class Test
7 (09-05-2022 to 14-05-2022)	Topic 7 – credit needs of farmers; sources of credit: institutional and non-institutional sources Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (16-05-2022 to 21-05-2022)	Topic 8 – NABARD Topic 9 – rural indebtedness: causes, consequences and debt relief measures. Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (23-05-2022 to 28-05-2022)	Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges Class Test
10 (30-05-2022 to 04-06-2022)	Topic 11 – SEZ, Growth of MNCs in Haryana. Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (06-06-2022 to 11-06-2022)	Topic 12 – Role of HSIIDC, HFC Topic 13 – HAFED, HKVIB Activity Class (group discussion/presentation/role playing/group activity /case study) Class test

12 (13-06-2022 to 18-06-2022)	Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization.
13 (20-06-2022 to 25-06-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section: B. Com 2nd Semester

Subject: Income Tax Law-II

Week	Topics
1 (1/4/22-2/4/22)	Deductions under section 80C-80U
2 (4/4/22-9/4/22)	Deductions
3 (11/4/22-16/4/22)	Agriculture Income
4 (18/4/22-23/4/22)	Total Income of Individual (Taking queries and class test)

5 (25/4/22- 30/4/22)	Total Income of HUF
6 (2/5/22-7/5/22)	Total Income of Firm
7 (9/5/22- 14/5/22)	Income Tax Authorities (Taking queries and class test)
8 (16/5/22- 21/5/22)	Procedure of assessment
9 (23/5/22- 28/5/22)	TDS and TCS Rebate and relief of tax
10 (30/6/22- 4/6/22)	Rebate and relief of tax (Taking queries and class test)
11 (6/6/22- 11/6/22)	Advance Payment of Tax
12 (13/6/22- 18/6/22)	Recovery of Tax Refund of Tax
13 (20/6/22- 25/6/22)	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2021-22
Class and Section: B. Com (Taxation) 2nd Semester
Subject: Goods & Services Tax-I

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1- GST: meaning, taxable person, levy and collection of GST
2 (04-04-2022 to 09-04-2022)	Topic 2 –composition levy, power to grant exemption from tax; GST rates Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (11-04-2022 to 16-04-2022)	Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration
4 (18-04-2022 to 23-04-2022)	Topic 3 – special provisions relating to casual taxable person and non-resident taxable person Class Test
5 (25-04-2022 to 30-04-2022)	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 (02-05-2022 to 07-05-2022)	Topic 4 – Time and place of supply of goods and services, value of taxable supply Class Test
7 (09-05-2022 to 14-05-2022)	Topic 5 – Input tax credit: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (16-05-2022 to 21-05-2022)	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 (23-05-2022 to 28-05-2022)	Topic 5 – availability of credit in special circumstances Class Test

<p>10 (30-05-2022 to 04-06-2022)</p>	<p>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)</p>
<p>11 (06-06-2022 to 11-06-2022)</p>	<p>Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess. Class test</p>
<p>12 (13-06-2022 to 18-06-2022)</p>	<p>Topic 6 – Tax invoice credit and debit note: Performa Activity Class (group discussion/presentation/role playing/group activity /case study)</p>
<p>13 (20-06-2022 to 25-06-2022)</p>	<p>Revision and Tests</p>


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

Lesson Plan

B.COM 3rd SEM

2021-2022

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session- 2021-22

Class and Section: B.Com Sem 3rd

Subject: Corporate Accounts

Week	Topics
1 (1-10-2021)	Orientation of students
2 (4-10-21 to 9-10-21)	Issue of shares
3 (11-10-21 to 16-10-21)	Forfeiture and re- issue of shares
4 (18-10-21 to 23-10-21)	Book building concept and its process
5 (25-10-2021 to 30-10-2021)	Issue of right shares and bonus shares Buy back of shares
(31-10-2021 to 7-11-2021)	Diwali Vocations
6 (08-11-2021 to 13-10-2021)	Revision and test
7 (15-11-2021 to 20-11-2021)	Issue of preference shares
8 (22-11-2021 to 27-11-2021)	Redemption of preference shares
9 (29-11-2021 to 4-12-2021)	Test and numerical assessment

10 (6-12-2021 to 11-12-2021)	Issue of debentures
11 (13-12-2021to 19-12-2021)	Redemption of debentures
12 (20-12-2021 to 24-12-2021)	Test and revision
13 (27-12-2021 to 1-1-2022)	Introduction to final accounts
14 (3-01-2022 to 8- 01-2022)	Continuation of final accounts
15 (10-01-2022 to 15-01-2022)	Revision and test
16 (17-01-2022 to 22-01-2022)	Introduction of Amalgamation of companies
17 (24-01-2022 to 29-01-2022)	Continuation of amalgamation of companies
18 (31-01-2022 to 05-02-2022)	Numerical assessment and revision along with doubt clearing session
19 (07-02-2022 to 12-02-2022)	Test and revision of previous topics
20 (14-02-2022 to 19-02-2022)	Internal reconstruction
21 (21-02-2022 to 22-02-2022)	Test and revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class:

B.Com 3rd Semester

Subject:

Business Statistics - I

Week	Topics
1 (01-10-2021)	Orientation of the students
2 (04-10-2021 to 09-10-2021)	Topic 1 - Introduction to Statistics
3 (11-10-2021 to 16-10-2021)	Topic - 1 Introduction to Statistics (Topic Continued after taking queries from previous lecture) Topic 2 – Collection of Data Activity Class (group discussion/presentation/role playing/group activity)
4 (18-10-2021 to 23-10-2021)	Topic 3 – Measures of Central Tendency
5 (25-10-2021 to 30-10-2021)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
7 (15-11-2021 to 20-11-2021)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean)
8 (22-11-2021 to 27-11-2021)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean)
9 (29-11-2021 to 4-12-2021)	Topic 4 – Measures of Dispersion

<p>10 (6-12-2021 to 11-12-2021)</p>	<p>Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture</p>
<p>11 (13-12-2021to 19-12-2021)</p>	<p>Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture Class Test</p>
<p>12 (20-12-2021 to 24-12-2021)</p>	<p>Topic – 5 Index Numbers – 1 Class Test</p>
<p>13 (27-12-2021 to 1-1-2022)</p>	<p>Topic – 5 Index Numbers - 1 Topic Continued after taking queries from previous lecture</p>
<p>14 (03-01-2022 to 8-01-2022)</p>	<p>Topic – 5 Index Numbers – 2 Class Test</p>
<p>15 (10-01-2022 to 15-01-2022)</p>	<p>Topic – 5 Index Numbers – 2 Topic Continued after taking queries from previous lecture</p>
<p>16 (17-01-2022 to 22-01-2022)</p>	<p>Time Series Analysis - 1</p>
<p>17 (24-01-2022 to 29-01-2022)</p>	<p>Time Series Analysis -2</p>
<p>18 (31-01-2022 to 05-02-2022)</p>	<p>Time Series Analysis -3</p>
<p>19 (07-02-2022 to 12-02-2022)</p>	<p>Revision and Class Test</p>

20 (14-02-2022 to 19-02-2022)	Revision and Class Test
21 (21-02-2022 to 22-02-2022)	Revision and Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: – 2021-22

Class and Section:- B.Com 3rd Sem

Subject: - Business Law

Week	Topics
1 (1-10-2021)	Orientation of business law
2 (4-10-21 to 9-10-21)	Introduction to valid contracts
3 (11-10-21 to 16-10-21)	Elements of valid contract Proposal of contract
4 (18-10-21 to 23-10-21)	Acceptance and revocation Contractual capacity of parties
5 (25-10-2021 to 30-10-2021)	Contractual capacity of parties contd... Free consent of parties
(31-10-2021 to 7-11-2021)	Diwali Vocations

6 (08-11-2021 to 13-10-2021)	Test and revision
7 (15-11-2021 to 20-11-2021)	Lawful consideration and object Agreements expressly declared as void
8 (22-11-2021 to 27-11-2021)	Legal formalities – written and registered Contingent contracts
9 (29-11-2021 to 4-12-2021)	Performance of contracts Discharge of contracts
10 (6-12-2021 to 11-12-2021)	Test and revision
11 (13-12-2021to 19-12-2021)	Implied, Quasi or Constructive contracts
12 (20-12-2021 to 24-12-2021)	Consequences of breach of contract Contracts of indemnity and guarantee

13 (27-12-2021 to 1-1-2022)	Contract of pledge and agency
14 (3-01-2022 to 8-01-2022)	Sale of goods act-1930 Contract of sale
15 (10-01-2022 to 15-01-2022)	Conditions and warranties
16 (17-01-2022 to 22-01-2022)	Transfer of property or ownership
17 (24-01-2022 to 29-01-2022)	Performance of the contract- delivery and payment Unpaid seller
18 (31-01-2022 to 05-02-2022)	Suits for breach of contract

19 (07-02-2022 to 12-02-2022)	Test and revision
20 (14-02-2022 to 19-02-2022)	Consumer protection act, 1986
21 (21-02-2022 to 22-02-2022)	Test and revision

Dyal Singh College, Karnal
Session: 2021-22
Lesson Plan

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

Week	Topics
1 (1-10-2021)	Meaning of Company
2 (4-10-21 to 9-10-21)	Characteristics of Companies Types of Companies
3 (11-10-21 to 16-10-21)	Class Activity (Group Discussion/Presentation/Role Playing/Group activity)

<p>4 (18-10-21 to 23-10-21)</p>	<p>Conversion of private into public company & vice versa.</p>
<p>5 (25-10-2021 to 30-10-2021)</p>	<p>Meaning of Company (Revision)</p>
<p>(31-10-2021 to 7-11-2021)</p>	<p>Diwali Vocations</p>
<p>6 (08-11-2021 to 13-10-2021)</p>	<p>Characteristics of Companies (Revision) Types of Companies (Revision) Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p>7 (15-11-2021 to 20-11-2021)</p>	<p>Topic Continued after taking queries from previous lecture Conversion of private into public company & vice versa (Revision)</p>
<p>8 (22-11-2021 to 27-11-2021)</p>	<p>Promotion and incorporation of companies: Basic Concepts Promoters: legal position, duty, liability and remuneration Class Test</p>
<p>9 (29-11-2021 to 4-12-2021)</p>	<p>Topic Continued after taking queries from previous lecture Company and pre-incorporation contracts Incorporation procedure</p>
<p>10 (6-12-2021 to 11-12-2021)</p>	<p>Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p>11 (13-12-2021to 19-12-2021)</p>	<p>Contents of Articles of Association Model forms and alteration in Articles of Association</p>

<p>12 (20-12-2021 to 24-12-2021)</p>	<p>Doctrine of indoor management</p> <p>Doctrine of Constructive notice</p> <p>Class Test</p>
<p>13 (27-12-2021 to 1-1-2022)</p>	<p>Meaning of Prospectus</p> <p>Contents and formalities of prospectus</p> <p>Abridged prospectus</p> <p>Deemed prospectus</p>
<p>14 (3-01-2022 to 8-01-2022)</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>15 (10-01-2022 to 15-01-2022)</p>	<p>Revision and Class Test</p>
<p>16 (17-01-2022 to 22-01-2022)</p>	<p>Types of Share Capital</p> <p>Issue and allotment of shares and debentures</p>
<p>17 (24-01-2022 to 29-01-2022)</p>	<p>Share Certificate</p> <p>Share warrant</p> <p>Reduction of share capital</p>

	Buy-back of shares
18 (31-01-2022 to 05-02-2022)	Transfer & transmission of shares and debentures Class Test
19 (07-02-2022 to 12-02-2022)	Depository system Borrowing powers and debentures Class Test
20 (14-02-2022 to 19-02-2022)	Revision
21 (21-02-2022 to 22-02-2022)	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2021-22)

Class and Section: **B. Com 3rd Semester**
Subject: **Indian Financial System**

Week	
Week 1 (1/10/2021)	Orientation of the students Introduction to Indian financial System
Week 2 (4/10/2021 to 9/10/2021)	Nature and role of financial System Financial System and Economic Development

Week 3 (11/10/2021 to 16/10/2021)	Financial Markets Financial Instruments
Week 4 (18/10/2021 to 23/10/2021)	Instruments of Money Market Functions of Money Market Class (Group Discussion and Presentation)
Week 5 (25/10/ 2021 to 30/10/2021)	Primary Market Secondary Market
Week 6 (1/11/2021 to 6/11/2021)	Depository System NSDL CDSL
Week 7 (8/11/2021 to 13/11/2021)	Test
Week 8 (15/11/2021 to 20/11/2021)	Formation of SEBI Recent Developments
Week 9 (22/11/2021 to 27/11/2021)	Debt Market Presentations
Week 10 (29/11/2021 to 4/12/2021)	Revision
Week 11 (6/12/2021 to 11/12/2021)	Reserve Bank of India Credit Creation
Week 12 (13/12/2021 to 18/12/2021)	Methods Of Credit Control Revision of above topics
Week 13 (20/12/2021 to 24/12/2021)	Test
Week 14 (27/12/2021 to 1/1/2022)	Commercial Banking in India Recent Developments in Commercial Banking in India

Week 15 (3/1/2022 to 8/1/2022)	Revision
Week 16 (10/1/2022 to 15/1/2022)	Problem of Non-performing Assets in Commercial Banks
Week 17 (17/1/2022 to 22/1/2022)	Payment Banks E-banking in India
Week 18 (24/1/2022 to 29/1/2022)	Test
Week 19 (31/1/2022 to 5/2/2022)	Development Banks
Week 20 (7/2/2022 to 12/2/2022)	Payment Banks and E-Banking (Group discussion /presentation)
Week 21 (14/2/2022 to 19/2/2022)	Revision
Week 22 (21/2/2022 to 22/2/2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Session: 2021-22

Lesson Plan

Class and Section: B.Com Semester 3rd

Subject: Rural Marketing

Week	Topics
1 (1-10-2021)	Orientation of the students Introduction to Rural Marketing

2 (4-10-21 to 9-10-21)	Topic 1- Introduction (Topic continued) Meaning, Nature, Characteristics and Opportunities of Rural Marketing Rural Marketing in India
3 (11-10-21 to 16-10-21)	Activity Class (group discussion/presentation/role playing/group activity)
4 (18-10-21 to 23-10-21)	Topic 1- Revision Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.
5 (25-10-2021 to 30-10- 2021)	Test Topic 2- Rural Consumer Behaviour
(31-10-2021 to 7-11- 2021)	Diwali Vocations
6 (08-11-2021 to 13-10- 2021)	Topic 3-Segmentation of Rural Market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
7 (15-11-2021 to 20-11- 2021)	Topic 3- Segmentation of Rural Market (Contd..) Topic Continued after taking queries from previous lecture
8 (22-11-2021 to 27-11- 2021)	Topic 4- Rural Marketing Mix Class Test
9 (29-11-2021 to 4-12- 2021)	Presentation and Revision
10 (6-12-2021 to 11-12- 2021)	Topic 5- Difference in Rural and Urban market Problems in Rural Marketing Topic Continued after taking queries from previous lecture
11 (13-12-2021to 19-12- 2021)	Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)

12 (20-12-2021 to 24-12-2021)	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
13 (27-12-2021 to 1-1-2022)	Topic 6- Planning and organising personal selling in rural market
14 (3-01-2022 to 8-01-2022)	Revision of Topics (5 and 6)
15 (10-01-2022 to 15-01-2022)	Topic 7- Innovation in Rural Market
16 (17-01-2022 to 22-01-2022)	Topic 8- E-commerce in Rural Market Class Tests
17 (24-01-2022 to 29-01-2022)	Topic 8- E-Choupal and other similar initiatives in rural market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
18 (31-01-2022 to 05-02-2022)	Presentation and revision of chapter 1
19 (07-02-2022 to 12-02-2022)	Revision and Tests
20 (14-02-2022 to 19-02-2022)	Revision and Tests
21 (21-02-2022 to 22-02-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Session: 2021-22

Lesson Plan

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

Subject: Foreign Trade of India

Week	Topics
1 (1-10-2021)	Orientation of the students Topic 1 – Overview of India’s Foreign Trade
2 (4-10-21 to 9-10-21)	Topic 1 – India’s Foreign Trade: Trends and Composition
3 (11-10-21 to 16-10-21)	Topic 2 – Direction of Foreign Trade Activity Class (group discussion/presentation/role playing/group activity)
4 (18-10-21 to 23-10-21)	Topic 3 – Balance of Payments Class Test
5 (25-10-2021 to 30-10- 2021)	Topic 4 – World Trade Organization Activity Class (group discussion/presentation/role playing/group activity /case study)
(31-10-2021 to 7-11- 2021)	Diwali Vocations
6 (08-11-2021 to 13-10- 2021)	Topic 5 – Foreign Market Selection
7 (15-11-2021 to 20-11- 2021)	Topic 6 – Foreign Market Entry Modes Test of World Trade Organization
8 (22-11-2021 to 27-11- 2021)	Topic 7 – International Product Planning Activity Class (group discussion/presentation/role playing/group activity)
9 (29-11-2021 to 4-12- 2021)	Topic 8 – International Product Life Cycle

10 (6-12-2021 to 11-12-2021)	Topic 9 – Export Procedures and Documentation Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (13-12-2021to 19-12-2021)	Topic 10 – Incoterms/International Price Quotations Test of Foreign Market Entry Modes
12 (20-12-2021 to 24-12-2021)	Topic 11 – Methods of International Payment Test of Foreign Market Entry Modes
13 (27-12-2021 to 1-1-2022)	Topic 12 – Foreign Trade Policy
14 (3-01-2022 to 8-01-2022)	Topic 13 – Special Economic Zones (SEZs)
15 (10-01-2022 to 15-01-2022)	Topic 14 – Export Oriented Units (EOUs) Class test
16 (17-01-2022 to 22-01-2022)	Topic 15 – Export Houses and Trading Houses
17 (24-01-2022 to 29-01-2022)	Topic 16 – World Bank
18 (31-01-2022 to 05-02-2022)	Topic 17 – International Monetary Fund (IMF) Activity Class (group discussion/presentation/role playing/group activity /case study)
19 (07-02-2022 to 12-02-2022)	Revision and Tests
20 (14-02-2022 to 19-02-2022)	Revision and Tests
21 (21-02-2022 to 22-02-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Session: 2021-22

Lesson Plan

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

Subject: INCOME TAX LAW

Week	Topics
1 (1-10-2021)	Orientation of the students Basic Concepts of Income Tax Law
2 (4-10-21 to 9-10-21)	Topic 1- Assessment procedure Topic -2 Assessment under section 143(1) Topic 3 -Regular assessment under section 143(2) Class Activity (group discussion/presentation/role playing/group activity)
3 (11-10-21 to 16-10-21)	Topic -4 Best judgement assessment Class test
4 (18-10-21 to 23-10-21)	Presentation and group discussion
5 (25-10-2021 to 30-10-2021)	Topic 5- Income escaping assessment under section 148 Topic 6 Issue of notice where income has escaped assessment and time limit for notice Class Activity- (Group Discussion/Presentation/case study/Group Activity)
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Topic 7- Test Topic 8-Time limit for completion of assessment and reassessment Topic Continued after taking queries from previous lecture
7 (15-11-2021 to 20-11-2021)	Class test Topic 9- Return of Income
8 (22-11-2021 to 27-11-2021)	Topic 10- Persons liable to file return Topic 11- Return of loss Topic 12 -Revision and test Topic Continued after taking queries from previous lecture

<p>9 (29-11-2021 to 4-12-2021)</p>	<p>Topic 13- Belated Return filing Topic 14-Revised return Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>10 (6-12-2021 to 11-12-2021)</p>	<p>Topic 15- Defective return Topic 16-E-filing of return Topic Continued after taking queries from previous lecture</p>
<p>11 (13-12-2021to 19-12-2021)</p>	<p>Group activity Topic 17- Filing of ITR (Income tax return) Problem Solving Session</p>
<p>12 (20-12-2021 to 24-12-2021)</p>	<p>Topic 18- Penalty Topic 19-Filing of ITR (Income tax return) Problem Solving Session</p>
<p>13 (27-12-2021 to 1-1-2022)</p>	<p>Topic 20- Offences and Prosecutions Revision and Class Test</p>
<p>14 (3-01-2022 to 8-01-2022)</p>	<p>Topic 21- Appeals to Income tax authority Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (10-01-2022 to 15-01-2022)</p>	<p>Topic 22- Post assessment procedure Refund- Who can claim and time limit for claiming refund Problem solving session</p>
<p>16 (17-01-2022 to 22-01-2022)</p>	<p>Topic 23- Refund on Appeal Interest on Appeal Class Test</p>
<p>17 (24-01-2022 to 29-01-2022)</p>	<p>Revision and doubt session</p>
<p>18 (31-01-2022 to 05-02-2022)</p>	<p>Revision and doubt session</p>

19 (07-02-2022 to 12-02-2022)	Revision and doubt session
20 (14-02-2022 to 19-02-2022)	Revision and doubt session
21 (21-02-2022 to 22-02-2022)	Revision and doubt session

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class:
Subject:

B.com 3rd sem
GST

Week	Topics
1 (1-10-2021 TO 2-10-2022)	Topic 1 - GST – Introduction
2 (4-10-21 to 9-10-21)	Topic - 1 Accounts and Record (After taking queries from previous lecture) Activity Class (Class discussion on GST impact on Economy)
3 (11-10-21 to 16-10-21)	Topic 2 - Various returns to be filled under GST

<p>4 (18-10-21 to 23-10-21)</p>	<p>Topic 2 – Various returns to be filled under GST (Topic Continued after taking queries from previous lecture) Class Test</p>
<p>5 (25-10-2021 to 30-10-2021)</p>	<p>Class Test, Presentation, Group Discussion</p>
<p>(31-10-2021 to 7-11-2021)</p>	<p>Diwali Vocations</p>
<p>6 (08-11-2021 to 13-10-2021)</p>	<p>Discussion on previous lecture/Class test/ Group Discussion/ Presentation</p>
<p>7 (15-11-2021 to 20-11-2021)</p>	<p>Topic 3 – Payment of Tax Activity (Class Discussion/case study)</p>
<p>8 (22-11-2021 to 27-11-2021)</p>	<p>Topic 3 – Payment of Tax (Topic Continued after taking queries from previous lecture) Class Test</p>
<p>9 (29-11-2021 to 4-12-2021)</p>	<p>Topic 4 – Reverse Charge Mechanism (RCM) Activity (Presentation/Group Discussion)</p>
<p>10 (6-12-2021 to 11-12-2021)</p>	<p>Topic 4 – Reverse Charge Mechanism (RCM) (Topic Continued after taking queries from previous lecture) Class Test</p>
<p>11 (13-12-2021to 19-12-2021)</p>	<p>Topic 5 – Interest Provision On Delayed Payment (After taking a queries on previous chapter)</p>
<p>12 (20-12-2021 to 24-12-2021)</p>	<p>Discussion on previous Chapter/Class test/ Group Discussion/ Presentations</p>
<p>13 (27-12-2021 to 1-1-2022)</p>	<p>Topic 6 – Assessment</p>

14 (3-01-2022 to 8-01-2022)	Topic 6 – Assessment (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ presentations)
15 (10-01-2022 to 15-01-2022)	Topic 7 Audit Class Test
16 (17-01-2022 to 22-01-2022)	Topic 8 – Inspection (After taking query of previous Chapter) (Group Discussion/ Presentations)
17 (24-01-2022 to 29-01-2022)	Topic 8 – Inspection (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
18 (31-01-2022 to 05-02-2022)	Topic 9 – Offences and Penalty Activity (Presentation/ Group Discussion)
19 (07-02-2022 to 12-02-2022)	Topic 10 – Offences and Penalty (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test
20 (14-02-2022 to 19-02-2022)	Revision
21 (21-02-2022 to 22-02-2022)	Revision


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

Lesson Plan

B.COM 4thSEM

2021-2022

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2021-22
Class and Section: B. Com Semester-4th
Subject: Corporate Accounting - II

Week	Topics
1 (01-04-2022 to 02-04-2022)	introduction to valuation of goodwill and explaining the topic
2 (04-04-2022 to 09-04-2022)	test of valuation of goodwill introduction to different kinds of shares and their benefits
3 (11-04-2022 to 16-04-2022)	concept of valuation of shares, its calculation based on simple problems
4 (18-04-2022 to 23-04-2022)	test of valuation of shares introduction of holding companies and balance sheet of a company
5 (25-04-2022 to 30-04-2022)	accounts of holding companies
6 (02-05-2022 to 07-05-2022)	preparation of consolidated balance sheet
7 (09-05-2022 to 14-05-2022)	preparation of consolidated balance sheet along with one subsidiary company
8 (16-05-2022 to 21-05-2022)	accounts of holding company along with the relevant provisions of accounting standard 21.
9 (23-05-2022 to 28-05-2022)	doubt session test of holding company. introduction to banking organizations.
10 (30-05-2022 to 04-06-2022)	accounts of banking organizations with practical questions introduction to insurance companies
11 (06-06-2022 to 11-06-2022)	accounts of insurance companies

12 (13-06-2022 to 18-06-2022)	liquidation of companies - theory and practical
13 (20-06-2022 to 25-06-2022)	doubt solving session test of full syllabus

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class: B.Com 4th Semester
Subject: Business Statistics - II

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1: Simple Correlation – Introduction
2 (04-04-2022 to 09-04-2022)	Topic 1: Simple Correlation (Karl Pearson’s Coefficient of Correlation)
3 (11-04-2022 to 16-04-2022)	Class Test Topic 1: Simple Correlation (Rank Correlation)
4 (18-04-2022 to 23-04-2022)	Topic 1: Simple Correlation (Concurrent Deviation Method, Probable and Standard Error) Class Test
5 (25-04-2022 to 30-04-2022)	Topic 2: Regression Analysis
6 (02-05-2022 to 07-05-2022)	Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
7 (09-05-2022 to 14-05-2022)	Class Test Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)

8 (16-05-2022 to 21-05-2022)	Class Test Topic 3: Probability - I
9 (23-05-2022 to 28-05-2022)	Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
10 (30-05-2022 to 04-06-2022)	Class Test Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
11 (06-06-2022 to 12-06-2022)	Topic 4: Probability - II (Bays' Theorem) (Topic Continued after taking queries from previous lecture) Class Test
12 (13-06-2022 to 18-06-2022)	Topic 5: Probability Distributions - I (Binomial Distribution) Class Test
13 (20-06-2022 to 25-06-2022)	Topic 6: Probability Distributions - II (Poisson Distribution) Class Test
14 (27-06-2022 to 02-07-2022)	Topic 7: Probability Distributions - III (Normal Distribution) Class Test
15 (03-07-2022 to 09-07-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2021-22

Class and Section: B. Com Semester-4th

Subject: Business Laws-II

Week	Topics
1	introduction to negotiable act 1881 its features and its types

(01-04-2022 to 02-04-2022)	
2 (04-04-2022 to 09-04-2022)	negotiation, crossing and dishonor and discharge of negotiable instruments
3 (11-04-2022 to 16-04-2022)	indian partnership act, 1932 nature of firms, duties and rights of partners
4 (18-04-2022 to 23-04-2022)	relation of partners to third parties, liabilities of firm and partner, minor
5 (25-04-2022 to 30-04-2022)	reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration.
6 (02-05-2022 to 07-05-2022)	limited liability partnership act, 2008 its meaning and characteristics
7 (09-05-2022 to 14-05-2022)	incorporation of LLP, partners and the liability of LLP and partners.
8 (16-05-2022 to 21-05-2022)	accounts audit and taxation of LLPs conversion to LLP from private co./ firm/unlisted company
9 (23-05-2022 to 28-05-2022)	winding up and dissolution of LLP.
10 (30-05-2022 to 04-06-2022)	Information technology act 2000. its purpose, digital signature and electronic governance
11 (06-06-2022 to 11-06-2022)	acknowledgement and dispatch of electronic records certifying digital signature
12 (13-06-2022 to 18-06-2022)	penalties and other provisions
13 (20-06-2022 to 25-06-2022)	Right to information act, 2005 important provisions of RTI act, 2005 revision and test

Dyal Singh College, Karnal
Session: 2021-22
Lesson Plan

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

Week	Topics
1 (01-04-2022 to 02-04-2022)	Membership in companies Company management and administration
2 (04-04-2022 to 09-04-2022)	Legal position of Directors Qualification and Appointment of Directors
3 (11-04-2022 to 16-04-2022)	Removal of Directors Powers of Directors Duties & liabilities of directors
4 (18-04-2022 to 23-04-2022)	Managerial Remuneration Key Management Personnel: Managing Director, Whole Time Director, Manager
5 (25-04-2022 to 30-04-2022)	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
6 (02-05-2022 to 07-05-2022)	Meetings: kinds of meetings, requisites of a valid meeting
7 (09-05-2022 to 14-05-2022)	Authority, notice & agenda, quorum, chairperson & conduct of meeting Resolutions Minutes & Proxy
8 (16-05-2022 to 21-05-2022)	Dividend; accounts of companies; audit & auditors
9 (23-05-2022 to 28-05-2022)	Prevention of oppression & mismanagement
10	Compromise, Arrangement, Reconstruction and Amalgamation

(30-05-2022 to 04-06-2022)	
11 (06-06-2022 to 12-06-2022)	Meaning of Winding up Modes of winding up
12 (13-06-2022 to 18-06-2022)	Procedure and Consequences of winding up
13 (20-06-2022 to 25-06-2022)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

B. Com 4th Semester

Subject:

Computerized Accounting System

WEEKS	Topics
1 (1/4/2022 to 2/4/2022)	Orientation of the students Introduction to Tally
2 (4/4/2022 to 9/4/2022)	Creation of Company-Licensing ,Tally Vault , Security Control
3 (11/4/022 to 16/2/2022)	Splitting Company Data, Backup and restore
4 (18/4/2022 to 23/4/2022)	Voucher entry Test

5 (25/4/2022 to 30/4/2022)	Accounting –Budget
6 (2/5/2022 to 7/5/2022)	Test and revision
7 (9/5/2022 to 14/5/2022)	Accounting – Cost centre
8 (16/5/2022 to 21/5/2022)	Currency- Debit Note and Credit Note
9 (23/5/2022 to 28/5/2022)	Practicals on Debit note and credit note
10 (30/5/2022 to 4/6/4022)	Interest calculation
11 (6/6/2022 to 11/6/2022)	Balance Sheet and Profit and loss Practicals
12 (13/6/2022 to 18/6/2022)	Introduction to payroll
13 (20/6/2022 to 25/6/2022)	Payroll Masters Advanced Payroll Transactions Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2021-22

Class and Section: B. Com Semester-4th

Subject: Advertising

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Advertising: Meaning, Scope and functions
2 (04-04-2022 to 09-04-2022)	Topic 2 – Promotion mix and advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (11-04-2022 to 16-04-2022)	Topic 3 – Advertising Process Topic 4- Communication process
4 (18-04-2022 to 23-04-2022)	Topic 5 – Types of advertising Class Test
5 (25-04-2022 to 30-04-2022)	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 (02-05-2022 to 07-05-2022)	Topic 8 – Advertising objectives and DAGMAR Approach Topic 9 – Advertising Budget Class Test
7 (09-05-2022 to 14-05-2022)	Topic 10 – Creative aspect of advertising Topic 11 – Types of advertising media Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (16-05-2022 to 21-05-2022)	Topic 12 – Media planning and scheduling Topic 13 – Advertising agency and its role Class Test
9 (23-05-2022 to 28-05-2022)	Topic 14 – Client agency relationship and advertising department Class test
10 (30-05-2022 to 04-06-2022)	Topic 15 – Advertising and consumer behaviour Activity Class (group discussion/presentation/role playing/group activity /case study)

11 (06-06-2022 to 11-06-2022)	Topic 16- Measuring advertising effectiveness
12 (13-06-2022 to 18-06-2022)	Revision and Tests
13 (20-06-2022 to 25-06-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2021-22
Class and Section: B. Com (Hons.) Semester-4th
Subject: Entrepreneurship Development

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Entrepreneur: An overview
2 (04-04-2022 to 09-04-2022)	Topic 2 – Entrepreneurship Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (11-04-2022 to 16-04-2022)	Topic 3 – Setting Up of a New Business
4 (18-04-2022 to 23-04-2022)	Topic 4 – Life cycle of new business Class Test
5 (25-04-2022 to 30-04-2022)	Topic 5 – Environmental Factors Affecting A New Business Topic 6 – Project Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (02-05-2022 to 07-05-2022)	Topic 6 – Project Planning (Topic Continued after taking queries from previous lecture) Topic 7 – Market and Demand Analysis Class Test

7 (09-05-2022 to 14-05-2022)	Topic 8 – Capital and Project Cost Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (16-05-2022 to 21-05-2022)	Topic 9 – Sources of Finance Topic 10 – Profit and Tax Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (23-05-2022 to 28-05-2022)	Topic 11 – Entrepreneurship and development programs Topic 12 – Institutional support to Entrepreneurship development Class Test
10 (30-05-2022 to 04-06-2022)	Topic 13 – Government Support and Incentives to New Enterprises Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (06-06-2022 to 11-06-2022)	Topic 14 – Start up India Topic 15 – Skill India Activity Class (group discussion/presentation/role playing/group activity /case study)
12 (13-06-2022 to 18-06-2022)	Revision and Tests
13 (20-06-2022 to 25-06-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.COM 4th Semester
Subject: GST

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 - Introduction of GST

2 (04-04-2022 to 09-04-2022)	Topic 1 - Introduction of GST (Topic Continued after taking query from previous Chapter) Overview and Administration of GST
3 (11-04-2022 to 16-04-2022)	Topic 2 – Haryana Goods and service act 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz)
4 (18-04-2022 to 23-04-2022)	Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) Input Tax Credit Registration Activity: Class Test
5 (25-04-2022 to 30-04-2022)	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 (02-05-2022 to 07-05-2022)	Topic 3 – Integrated Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)
7 (09-05-2022 to 14-05-2022)	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 (16-05-2022 to 21-05-2022)	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 (23-05-2022 to 28-05-2022)	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 (30-05-2022 to 04-06-2022)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 Activity: Class Test/Presentation
11 (06-06-2022 to 12-06-2022)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 (Topic Continued after taking query from previous Chapter) Activity: Class Test/Presentation
12	Presentations/Class Test/Quiz

(13-06-2022 to 18-06-2022)	
13 (20-06-2022 to 25-06-2022)	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan
Session: 2021-22
Class and Section: B. Com (Taxation) Semester-4th
Subject: Corporate Tax-I

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Corporate Tax: Introduction
2 (04-04-2022 to 09-04-2022)	Topic 2 – Assessment of Companies: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (11-04-2022 to 16-04-2022)	Topic 3 – Assessment of companies: Contd
4 (18-04-2022 to 23-04-2022)	Topic 4 – Corporate Taxation- Important definitions Class Test
5 (25-04-2022 to 30-04-2022)	Topic 5 –Residential status and incidence of tax Activity Class (group discussion/presentation/role playing/group activity /case study)
6 (02-05-2022 to 07-05-2022)	Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture) Class Test
7 (09-05-2022 to 14-05-2022)	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 (16-05-2022 to 21-05-2022)	Topic 8 – Computation of Gross Total Income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (23-05-2022 to 28-05-2022)	Topic 8 – Computation of Gross Total Income of companies (Contd..) Class Test
10 (30-05-2022 to 04-06-2022)	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 (06-06-2022 to 11-06-2022)	Topic 11 – Minimum alternative tax (MAT) Topic 12- Dividend distribution tax (DDT) Activity Class (group discussion/presentation/role playing/group activity /case study)
12 (13-06-2022 to 18-06-2022)	Topic 13- Tax on shipping tonnage income of companies.
13 (20-06-2022 to 25-06-2022)	Revision and Tests


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

Lesson Plan

B.COM 5th SEM

2021-2022

Lesson Plan

Class: B.Com 5th Semester
Subject: Cost Accounting (Session 2021-22)

We ek	Date	Topics
1	Oct 4-9, 2021	Orientation of the students and Introduction of the subject
		Nature and Scope of Cost Accounting
	10-Oct- 21	Sunday
2	Oct 11- 16, 2021	Cost Concept and classification methods and techniques
	17-Oct- 21	Sunday
3	Oct 18- 23, 2021	Accounting for Material – I
		Chapter Continued after taking queries from previous lecture Activity Class (presentation/group discussion/role playing/group activity)
	24-Oct- 21	Sunday
4	Oct 25- 30, 2021	Accounting for Material – II Problem solving session and Collecting notebooks for checking of numerical
5	Oct 31- Nov 7, 2021	Diwali Holidays
6	Nov. 8-13 , 2021	Accounting For Labour
	14-Nov- 21	Sunday
7	Nov.15- 20, 202 1	Chapter Continued after taking queries from previous lecture
		Activity Class (group discussion/presentation/role playing/group activity)
	21-Nov- 21	Sunday
8	Nov. 22- 27, 2021	Overheads Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments

	28-Nov-21	Sunday	
9	Nov. 29-Dec. 4, 2021	Unit Costing Chapter Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)	
	05-Dec-21	Sunday	
10	Dec. 6 - 11, 20 21	Chapter Continued after taking queries from previous lecture Calculation of Quotation Price Problem solving session and Collecting notebooks for checking of numerical assignments	
	12-Dec-21	Sunday	
11	Dec. 13-18, 2021	Job and Contract Costing Chapter Continued after taking queries from previous lecture	
	19-Dec-21	Sunday	
12	Dec. 20-24, 2021	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments	
	26-Dec-21	Sunday	
13	Dec 27, 2021 - Jan 1, 2022	Process Costing -1 er Continued after taking queries from previous lecture	Chapt
	02-Jan-22	Sunday	
14	Jan 3-8, 2022	Processs Costing -2 Problem solving session and Collecting notebooks for checking of numerical assignments	
	09-Jan-22	Sunday	
15	Jan. 10-15, 2022	Operating Costing apter Continued after taking queries from previous lecture	Ch
	16-Jan-22	Sunday	
16	Jan. 17-22, 2022	Chapter Continued after taking queries from previous lecture	
	23-Jan-22	Sunday	
17	Jan. 24-29, 2022	Cost Audit	
	30-Jan-22	Sunday	

1 8	Jan 31, Feb1- 5, 2022	Revision and Tests
	06-Feb- 22	Sunday
19	Feb. 7- 12,202 2	Revision and Tests
	13-Feb- 22	Sunday
20	Feb. 14- 19, 2022	Revision and Tests
	20-Feb- 22	Sunday
21	Feb. 21- 22, 2022	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Session (2021-22)

Lesson Plan

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

Week	Topics
1 (01-10-21 to 02-10-21)	Orientation of the Students
2 (04-10-21 to 08-10-21)	Topic 1- Nature and scope of Financial Management Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
3 (11-10-21 to 15-10-21)	Topic-1 Objectives and significance of Financial Management (Topic continued after taking queries from previous lecture)
4 (18-10-21 to 22-10-21)	Topic-2 Recent Developments in Financial Management Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
5 (25-10-21 to 30-10-21)	Topic-3 Need & Importance, drafting a Financial Plan Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
(31-10-21 to 07-11-21)	Diwali Vacations

6 (08-11-21 to 13-11-21)	Topic-4 Capitalization, Over-capitalization and Under-capitalization (Oral Test from previous topics)
7 (15-11-21 to 20-11-21)	Topic-4 Capitalization, Over-capitalization and Under-capitalization (Topic continued after taking queries from previous lecture) (Oral Test from previous topics)
8 (22-11-21 to 27-11-21)	Topic-5 Financial forecasting: Meaning, Benefits and techniques of Financial Forecasting
9 (29-11-21 to 04-12-21)	Topic-6 Sources of finance- short-term, Medium- term and Long-term and class test
10 (06-12-21 to 11-12-21)	Topic-7 Cost of Capital : Significance, computation of cost of debt, equity & preference share capital
11 (13-11-21 to 18-11-21)	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)
12 (20-12-21 to 24-12-21)	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)
13 (27-12-21 to 01-01-22)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure
14 (03-01-22 to 08-01-22)	Topic-8 Capital structure Decisions: Meaning and Determination of Capital Structure, Theories of Capital Structure (Topic continued after taking queries from previous lecture)
15 (10-01-22 to 15-01-22)	Topic-9 Capital Budgeting Decisions: Nature & Importance, Factors influencing capital expenditure decisions, techniques of capital budgeting
16 (17-01-22 to 22-01-22)	Topic-9 Capital Budgeting Decisions: techniques of capital budgeting (Topic continued after taking queries from previous lecture)
17 (24-01-22 to 29-01-22)	Topic-10 working Capital Management: Need, Types & determinants Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)

18 (31-01-22 to 05-02-22)	Topic-10 working Capital Management: forecasting of working capital requirements (Topic continued after taking queries from previous lecture)
19 (07-02-22 to 12-02-22)	Topic-11 Management of Cash
20 (14-02-22 to 19-02-22)	Revision and Class Test
21 (21-02-22 to 22-02-22)	Revision of Topic

DYAL SINGH COLLEGE, KARNAL
Lesson Plan(2021-22)

class : B.com
Semester 5
Subject: GST

Week	Topics
1 (01-10-21 to 02-10-21)	Orientation of Students Topic-1 Meaning (overview of GST and Introduction of Tax Structure In India)
2 (04-10-21 to 08-10-21)	Topic-2 Taxable Person (Topic continued after taking queries from previous lecture) Activity Class (Group discussion/presentation/role Playing/group activity/case Study)
3 (11-10-21 to 15-10-21)	Topic-3 Registration: Procedure and documents required (oral test of previous topics)
4 (18-10-21 to 22-10-21)	Topic:4 Levy and Collection of GST
5 (25-10-21 to 30-10-21)	Topic-5 Time and Place of supply of goods and services Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
(31-10-21 to 07-11-21)	Topic-6 Value of Taxable Supply class test

6 (08-11-21 to 13-11-21)	Topic-7 computation of Input Tax Credit and transfer of input tax credit
7 (15-11-21 to 20-11-21)	Topic-7 computation of Input Tax Credit and transfer of input tax credit (Topic continued after taking queries from previous lecture)
8 (22-11-21 to 27-11-21)	Topic-8 Tax Invoice Credit and debit note Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
9 (29-11-21 to 04-12-21)	Topic-8 Tax Invoice Credit and debit note (Topic continued after taking queries from previous lecture) Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (06-12-21 to 11-12-21)	Topic-9 Various returns to be filed under GST
11 (13-11-21 to 18-11-21)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
12 (20-12-21 to 24-12-21)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
13 (27-12-21 to 01-01-22)	Topic-10 Payment of Tax including TDS Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
14 (03-01-22 to 08-01-22)	Topic-10 Payment of Tax including TDS (Topic continued after taking queries from previous lecture) Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
15 (10-01-22 to 15-01-22)	Topic-11 Interest provisions on delayed payment
16 (17-01-22 to 22-01-22)	Topic-11 Interest provisions on delayed payment (Topic continued after taking queries from previous lecture)
17 (24-01-22 to 29-01-22)	Topic -12 Offences and penalties Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
18 (31-01-22 to 05-02-22)	Topic -12 Offences and penalties (Topic continued after taking queries from previous lecture)

	Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
19 (07-02-22 to 12-02-22)	Revision and class test
20 (14-02-22 to 19-02-22)	Revision and class test
21 (21-02-22 to 22-02-22)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

B. Com. – 5th Semester Income Tax – I

Week	Topics
Week 1 - Oct. 1	Orientation
Week 2 Oct. 4-9 ,2021	Introduction to Income Tax
Week 3 Oct. 11-16 ,2021	Important Concepts – Tax, Person, Assessee, Previous Year, Assessment Year, Casual Income, Income, Gross Total income, Total Income
Week 4 Oct. 18- 23 ,2021	Agricultural income, Tax Evasion, Avoidance and Tax Planning and Management
Week 5 Oct.25-30 ,2021	Important Concepts , Agricultural income, Tax Evasion, Avoidance and Tax Planning and Management – Revision
Nov 1- Nov.6, 2021	Diwali Vacations

Week 6 Nov. 8- 13, 2021	Residential Status of an individual, HUF, Firm, AOP, Company, Any other Person
Week 7 Nov. 15-20, 2021	Residential Status and Tax incidence- Scope of total income Practical Problems
Week 8 Nov.22-27, 2021	Income Under the head Salaries- Meaning and Important concepts, Forms of salary, Exempt salaries, Taxable , exempt and partially taxable Allowances
Week 9 Nov. 29 -Dec. 4,2021	Perquisites- Taxable and Tax-free , Deductions from Salary Income , Practical Questions on computation of Salary Income
Week 10 Dec. 6- 11, 2021	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 11 Dec. 13-18 , 2021	Income from House Property – Important concepts, Exempt property income , Determination of Annual Value of a let-out and self-occupied house ; Co-ownership, Deductions u/s 24
Week 12 Dec. 20-- 24, 2021	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 13 Dec. 27 2021- Jan 1, 2022	Profits and Gains of Business or Profession - Expenses expressly disallowed ,Compulsory maintenance and audit of accounts; Practical Questions on computation of PGBP , Class Test
Week 14 Jan. 3-8, 2022	Determination of Income on Presumptive basis Depreciation Allowance, Practical Questions on computation of Depreciation Capital Gains- Introduction and important concepts

Week 15 Jan. 10- 15, 2022	Capital Gains- Important concepts continued, Computation of capital gains , Exempt Capital Gains , Practical Questions on computation of Capital gains , Class Test
Week 16 Jan. 17 - 22, 2022	Income from Other Sources – Important concepts, taxability of Specific incomes, Deductions from Income from other Sources, Practical Questions on computation of Income from other Sources, Class Test
Week 17 Jan. 24 -29, 2022	Agricultural Income, Exempt Incomes , Class Test
Week 18 Jan. 31- Feb 5, 2022	Clubbing of Income and aggregation of Income, Class Test
Week 19 Feb. 7- 12 , 2022	Set-off and Carry forward of Losses , Class Test
Week 20 Feb. 14- 19 , 2022	Revision and Tests
Week 21 Feb. 21- 22 , 2022	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class and Section:

B.Com 5th Semester

Subject:

Auditing

Week	Topics
Week 1 (1/10/2021)	Orientation of the students
Week 2 (4/10/2021 to 9/10/2021)	<u>Topic 1</u> - Introduction and meaning of Auditing
Week 3	<u>Topic 1 Continued</u> - Objectives and Advantages of Auditing Activity Class (Discussion and Revision of topics covered in earlier week)

(11/10/2021 to 16/10/2021)	
Week 4 (18/10/2021 to 23/10/2021)	Topic 2 - Types of Audits: Internal and External Audit Activity Class (Discussion and Revision of topics covered in earlier week)
Week 5 (25/10/ 2021 to 30/10/2021)	Topic 2 continued - Types of Audits continued: proprietary and efficiency audit Activity Class (Discussion and Revision of topics covered in earlier week)
Week 6 (1/11/2021 to 6/11/2021)	Topic 3 – Audit Programme Activity Class (Discussion and Revision of topics covered in earlier week)
Week 7 (8/11/2021 to 13/11/2021)	Topic 4 - Audit working papers and evidences; Activity Class (Discussion and Revision of topics covered in earlier week)
Week 8 (15/11/2021 to 20/11/2021)	Topic 5 - Audit of E-commerce transactions Activity Class (Discussion and Revision of topics covered in earlier week)
Week 9 (22/11/2021 to 27/11/2021)	Topic 6 - Routine Checking and Test Checking Activity Class (Discussion and Revision of topics covered in earlier week)
Week 10 (29/11/2021 to 4/12/2021)	Topic 7 - Internal Control and internal checking system Activity Class (Discussion and Revision of topics covered in earlier week)
Week 11 (6/12/2021 to 11/12/2021)	Topic 8 - Vouching: meaning, objectives and importance of vouching Activity Class (Discussion and Revision of topics covered in earlier week)
Week 12 (13/12/2021 to 18/12/2021)	Topic 9 -: 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)
Week 13 (20/12/2021 to 24/12/2021)	Topic 10 - journal proper and debtor creditor ledgers Activity Class (Discussion and Revision of topics covered in earlier week)
Week 14 (27/12/2021 to 1/1/2022)	Topic 11 - Verification of assets and liabilities. Activity Class (Discussion and Revision of topics covered in earlier week)

Week 15 (3/1/2022 to 8/1/2022)	Topic 12 – Audit of limited companies: company auditor – appointment, Activity Class (Discussion and Revision of topics covered in earlier week)
Week 16 (10/1/2022 to 15/1/2022)	Topic 12 - continued (Company auditor powers, duties and liabilities) Activity Class (Discussion and Revision of topics covered in earlier week)
Week 17 (17/1/2022 to 22/1/2022)	Topic 13 - Directions of Comptroller and Auditor General of India Activity Class (Discussion and Revision of topics covered in earlier week)
Week 18 (24/1/2022 to 29/1/2022)	Topic 14 - Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)
Week 19 (31/1/2022 to 5/2/2022)	Topic 14 - Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)
Week 20 (7/2/2022 to 12/2/2022)	Topic 15 - Investigation: meaning, Nature, Procedure and objectives, Activity Class (Discussion and Revision of topics covered in earlier week)
Week 21 (14/2/2022 to 19/2/2022)	Topic 16 - Investigation and Due Diligence Activity Class (Discussion and Revision of topics covered in earlier week)
Week 22 (21/2/2022 to 22/2/2022)	Topic 17 - Professional ethics of auditing Activity Class (Discussion and Revision of topics covered in earlier week)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class:

B.com 5th Semester

Subject: Supply Chain Management

Week	Topics
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1 (01-10-2021)	Orientation of the students
2 (04-10-2021 to 9-10-2021)	Topic 1 - Introduction to Supply Chain Management
3 (11-10-2021 to 16-10-2021)	Topic – 2 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture)
4 (18-10-2021 to 23-10-2021)	Topic 3 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management
1 (25-10-2021 to 30-10-2021)	Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management
(1-10-2021 to 6-11-2021)	Holidays
2 (08-11-2021 to 13-10-2021)	Topic 4– Supply Chain Management- Approaches and Importance Topic Continued after taking queries from previous lecture
3 (15-11-2021 to 20-11-2021)	Topic 5– Supply Chain Coordination Test of Various Approaches of Supply Chain Management
4 (22-11-2021 to 27-11-2021)	Topic 6– Integrated Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
5 (29-11-2021 to 4-12-2021)	Topic 7– Supply Chain Management - A Total Cost Approach

<p style="text-align: center;">6</p> <p>(6-12-2021 to 11-12-2021)</p>	<p>Topic Continued after taking queries from previous lecture</p> <p>Test and presentation of Supply Chain Coordination</p>
<p style="text-align: center;">7</p> <p>(13-12-2021to 19-12-2021)</p>	<p>Discussion of chapter 8</p>
<p style="text-align: center;">8</p> <p>(20-12-2021 to 24-12-2021)</p>	<p>Problem and Discussion of all chapters</p> <p>Test of Chapter 8</p> <p>Presentation of students</p>
<p style="text-align: center;">9</p> <p>(27-12-2021 to 1-1-2022)</p>	<p>Topic 9– Strategic SCM: Implementation and Management</p> <p>Discussed case studies of various Companies</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">10</p> <p>(3-01-2022 to 8-01-2022)</p>	<p style="background-color: #00FF00;">Topic – 10 Supply Chain Management and Marketing</p>
<p style="text-align: center;">11</p> <p>(10-01-2022 to 15-01-2022)</p>	<p>Topic -11 Role of Transportation in Supply Chain</p> <p>Topic Continued after taking queries from previous lecture</p> <p>Activity class(Group Discussion, presentation of students)</p>
<p style="text-align: center;">12</p> <p>(17-01-2022 to 22-01-2022)</p>	<p>Topic -12 Warehousing</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">13</p> <p>(24-01-2022 to 29-01-2022)</p>	<p>Topic-13 Distribution Channels</p> <p>Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">14</p> <p>(31-01-2022 to 05-02-2022)</p>	<p>Topic-14 Customer Service- Strategy and Practices</p> <p>Topic Continued after taking queries from previous lecture</p> <p>Topic -15 Information Technology for Supply Chain Management</p> <p>Test of Distribution Channels</p>

15 (07-02-2022 to 12-02-2022)	Topic -16 Recent Developments in Supply Chain Management Information Technology Topic Continued after taking queries from previous lecture
16 (14-02-2022 to 19-02-2022)	Topic-17 Third Party Logistics Presentation of Students
17 (21-02-2022 to 22-02-2022)	Revision of full syllabus Test of full syllabus

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

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

Week	Topics
1 (1-10-2021)	Orientation of the students
2 (4-10-21 to 9-10-21)	Basic Concepts of Indian Economy
3 (11-10-21 to 16-10-21)	Topic - Features and Natural Resources
4 (18-10-21 to 23-10-21)	Topic – Infrastructure: Importance and types Doubt and Discussion
5 (25-10-2021 to 30-10-2021)	Topic – Infrastructure Programs in India Topic Continued after taking queries from previous lecture

(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Topic – Agriculture Features and Importance Production and Productivity
7 (15-11-2021 to 20-11-2021)	Topic – Agriculture Features and Importance Production and Productivity (Revision)
8 (22-11-2021 to 27-11-2021)	Topic- Rural Indebtness Agriculture Finance
9 (29-11-2021 to 4-12-2021)	Topic- New Development in Agriculture Class Test
10 (6-12-2021 to 11-12-2021)	Topic- Contract Farming Organic Farming
11 (13-12-2021to 19-12-2021)	Topic- Corporate Farming Industrial Development during Planning Period
12 (20-12-2021 to 24-12-2021)	Topic- Industrial Policy Recent Trends National Manufacturing Policy Activity Class- (Group Discussion/Presentation/case study/Group Activity)
13 (27-12-2021 to 1-1-2022)	Topic – MSME Importance and problems Govt Policies on MSME
14 (3-01-2022 to 8-01-2022)	Topic- Large Scale Industries (Iron, Steel, Cement, Petrochemical)
15 (10-01-2022 to 15-01-2022)	Revision of Topics Class Tests

16 (17-01-2022 to 22-01-2022)	Topic – Service Sector In India: Growth & Contribution Activity Class- (Group Discussion/Presentation/case study/Group Activity)
17 (24-01-2022 to 29-01-2022)	Topic – Foreign Trade in India Problems of Indian Economy Unequal Distribution of Income & Wealth
18 (31-01-2022 to 05-02-2022)	Topic – Foreign Trade in India Problems of Indian Economy Unequal Distribution of Income & Wealth
19 (07-02-2022 to 12-02-2022)	Revision
20 (14-02-2022 to 19-02-2022)	Test Discussion
21 (21-02-2022 to 22-02-2022)	Previous year papers discussion

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section:

BCom (Honours) 5th Semester

Subject:

Fundamentals of Stock Market

Week	Topics
Week 1 (1/10/2021)	Orientation of the students
Week 2 (4/10/2021 to 9/10/2021)	<u>Topic 1</u> - Security markets: primary and secondary market- overview
Week 3 (11/10/2021 to 16/10/2021)	<u>Topic 2</u> – Primary market: role and functions Activity Class (Discussion and Revision of topics covered in week)

Week 4 (18/10/2021 to 23/10/2021)	Topic 3 - Methods of selling securities in primary market Activity Class (Discussion and Revision of topics covered in week)
Week 5 (25/10/ 2021 to 30/10/2021)	Topic 4 - New financial instruments Activity Class (Discussion and Revision of topics covered in week)
Week 6 (1/11/2021 to 6/11/2021)	Diwali Vacations
Week 7 (8/11/2021 to 13/11/2021)	Topic 5 - SEBI guidelines for public issues Activity Class (Discussion and Revision of topics covered in week)
Week 8 (15/11/2021 to 20/11/2021)	Topic 6 – Stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 9 (22/11/2021 to 27/11/2021)	Topic 7 - Listing of securities in stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 10 (29/11/2021 to 4/12/2021)	Topic 8 - Trading mechanism Activity Class (Discussion and Revision of topics covered in week)
Week 11 (6/12/2021 to 11/12/2021)	Topic 9 - Screen based trading; Internet-based trading Activity Class (Discussion and Revision of topics covered in week)
Week 12 (13/12/2021 to 18/12/2021)	Topic 10 - National stock exchange and Bombay stock exchange: Meaning and role Activity Class (Discussion and Revision of topics covered in week)
Week 13 (20/12/2021 to 24/12/2021)	Topic 11 - Organization and management of NSE and BSE Activity Class (Discussion and Revision of topics covered in week)
Week 14 (27/12/2021 to 1/1/2022)	Topic 12 - Listing procedure in NSE and BSE Activity Class (Discussion and Revision of topics covered in earlier week)
Week 15 (3/1/2022 to 8/1/2022)	Topic 13 - SEBI (Depositories and Participants) Regulations 1996 Activity Class (Discussion and Revision of topics covered in earlier week)

Week 16 (10/1/2022 to 15/1/2022)	Topic 14 - SEBI (Custodian of Securities) Regulations, 1996 Activity Class (Discussion and Revision of topics covered in week)
Week 17 (17/1/2022 to 22/1/2022)	Topic 15 - National Securities Depository Ltd. (NSDL) Topic 16 – Derivative trading: future and options: concept Activity Class (Discussion and Revision of topics covered in week)
Week 18 (24/1/2022 to 29/1/2022)	Topic 17 - future and options meaning and importance Topic 18 - Derivative trading - methods of trading Activity Class (Discussion and Revision of topics covered in week)
Week 19 (31/1/2022 to 5/2/2022)	Topic 19 - Valuation of options Revision and Presentations of topic 1 to 4
Week 20 (7/2/2022 to 12/2/2022)	Topic 20 - Raising funds from international markets: FITs Euro issues, Revision and Presentations of topic 5 to 8
Week 21 (14/2/2022 to 19/2/2022)	Topic 21 - ADR's, GDR's and FDI Revision and Presentations of topic 9 to 17
Week 22 (21/2/2022 to 22/2/2022)	Topic 22 - SEBI guidelines for Raising funds from international markets Revision and Presentations of topic 18 to 22

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section:

B.Com (Tax) 5th Semester Section D

Subject:

Custom Procedure and Practices - I

Week	Topics
1 (1-10-2021)	Orientation of the students Topic 1 - Introduction to Custom Duty
2 (4-10-21 to 9-10-21)	Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 , Role of Custom in International Trade.
3 (11-10-21 to 16-10-21)	Topic 3 – Organization of Custom in India : Administrative and Operational Authorities Regulatory Framework of Custom Act.
4 (18-10-21 to	Topic 4 – Harmonized System of Nomenclature (HSN)

23-10-21)	General Rules of Interpretation (GRI 6 Rules)
5 (25-10-2021 to 30-10-2021)	Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD Basis of Duty- Ad valorem, specific duties
(31-10-2021 to 7-11-2021)	Topic 6 – Assessable Value Test of General Rules of Interpretation
6 (08-11-2021 to 13-10-2021)	Topic 7 – Bill of Entry Test of Kinds and Basis of Duties.
7 (15-11-2021 to 20-11-2021)	Topic 8 – Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
8 (22-11-2021 to 27-11-2021)	Topic 9 – Suitable Goods, Dutiable Goods Test of Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
9 (29-11-2021 to 4-12-2021)	Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer. Topic continued after taking doubts from previous classes
10 (6-12-2021 to 11-12-2021)	Topic 11 - DOB, FAS, CIF Activity Class (group discussion/presentation/role playing/group activity)
11 (13-12-2021to 19-12-2021)	Topic 12 - Prohibition of Importation and Exportation of Goods
12 (20-12-2021 to 24-12-2021)	Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.
13 (27-12-2021 to 1-1-2022)	Topic 14- GATT Rules, Notified and Specified goods.
14 (3-01-2022 to 8-01-2022)	Topic 15- Bill of Export , Shipping Bill
15 (10-01-2022 to 15-01-2022)	Topic 16- Baggage
16 (17-01-2022 to 22-01-2022)	Topic 17- Bill of Lading,

17 (24-01-2022 to 29-01-2022)	Topic 18- Role of Custom in International Trade.
18 (31-01-2022 to 05-02-2022)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 1-5)
19 (07-02-2022 to 12-02-2022)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 6-10)
20 (14-02-2022 to 19-02-2022)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 11-14)
21 (21-02-2022 to 22-02-2022)	Revision and Test /group discussion/presentation/role playing/group activity (Topic 15-18)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section:

B.Com 5th Semester (Taxation)

Subject:

Corporate Taxation – II

Week	Topics
1 (1-10-2021)	Orientation of the students
2 (4-10-21 to 9-10-21)	Basic Concepts of Corporate Tax
3 (11-10-21 to 16-10-21)	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)
4 (18-10-21 to 23-10-21)	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)

<p style="text-align: center;">5 (25-10-2021 to 30-10-2021)</p>	<p>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)</p> <p>Topic Continued after taking queries from previous lecture</p>
<p>(31-10-2021 to 7-11-2021)</p>	<p>Diwali Vacations</p>
<p style="text-align: center;">6 (08-11-2021 to 13-10-2021)</p>	<p>Topic 1- Tax Planning Regarding New Business (Revision)</p>
<p style="text-align: center;">7 (15-11-2021 to 20-11-2021)</p>	<p>Topic 2- Form of Business Organization</p>
<p style="text-align: center;">8 (22-11-2021 to 27-11-2021)</p>	<p>Topic 2- Form of Business Organization Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">9 (29-11-2021 to 4-12-2021)</p>	<p>Topic 3- Tax Planning and Managerial Decisions Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">10 (6-12-2021 to 11-12-2021)</p>	<p>Topic 4- Tax Planning regarding Capital Structure Decisions Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p style="text-align: center;">11 (13-12-2021to 19-12-2021)</p>	<p>Topic 4- Tax Planning regarding Capital Structure Decisions Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">12 (20-12-2021 to 24-12-2021)</p>	<p>Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones Problem Solving Session</p>
<p style="text-align: center;">13 (27-12-2021 to 1-1-2022)</p>	<p>Topic 6- Special Tax Provision for Undertaking Set up in Backward Areas Problem Solving Session</p>

14 (3-01-2022 to 8-01-2022)	Revision of Topics (3-4) Class Tests
15 (10-01-2022 to 15-01-2022)	Topic 7- Special Tax Provision for Undertaking Set up in Northern-estates Problem Solving Session
16 (17-01-2022 to 22-01-2022)	Topic 8- Tax Issues relation to Amalgamation of companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)
17 (24-01-2022 to 29-01-2022)	Revision of Topics (4-8)
18 (31-01-2022 to 05-02-2022)	Topic 9- Tax Issues relation to merger of companies Problem solving session
19 (07-02-2022 to 12-02-2022)	Topic 10- Tax Issues relation to Demerger of companies Class Test
20 (14-02-2022 to 19-02-2022)	Revision of Full Syllabus
21 (21-02-2022 to 22-02-2022)	Class Tests


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

Lesson Plan
B.COM 6th SEM
2021-2022

Lesson Plan
Class: B.Com 6th Semester
Subject: Management Accounting
(2021-22)

Week	Date	Topics
1	April 01-02, 2022	Orientation of the students and Introduction: Management Accounting
	03-Apr-22	Sunday
2	April 04-09, 2022	Management Reporting: need and types of report
	10-Apr-22	Sunday
3	April 11-16, 2022	Management Information Systems
	17-Apr-22	Sunday
4	April 18-23, 2022	Analysis of Financial System
	24-Apr-22	Sunday
5	April 25-30, 2022	Ratio Analysis
	01-May-22	Sunday
6	May 02-07, 2022	Ratio Analysis Continued
	08-May-22	Sunday
7	May 09-14, 2022	Cash Flow Statement
	15-May-22	Sunday
8	May 16-21, 2022	Cash Flow Statement
	22-May-22	Sunday
9	May 23-28, 2022	Fund Flow Statement
	29-May-22	Sunday
10	May 30-June 04, 2022	Fund Flow Statement
	05-Jun-22	Sunday
11	June 06-12, 2022	Absorption vs variable Costing
	13-Jun-22	Sunday
12	June 13-18, 2022	Budgeting and Budgetary Control
	19-Jun-22	Sunday
13	June 20-25, 2022	Revision and Test
	26-Jun-22	Sunday
14	June 27-30, July 1-2, 2022	Revision and Test
	03-Jul-22	Sunday
15	July 4-9, 2022	Revision and Test
	10-Jul-22	Sunday
	July 11-16, 2022	Revision and Test

16	17-Jul-22	Sunday
17	18-19 July, 2022	Revision and Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.COM 6th Semester

Subject: Fundamentals of Insurance (BC-602)

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance
2 (04-04-2022 to 09-04-2022)	Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance
3 (11-04-2022 to 16-04-2022)	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 (18-04-2022 to 23-04-2022)	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 (25-04-2022 to 30-04-2022)	Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (02-05-2022 to 07-05-2022)	Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure
7 (09-05-2022 to 14-05-2022)	Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties
8 (16-05-2022 to 21-05-2022)	Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity
9 (23-05-2022 to 28-05-2022)	Topic-9 Marie Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10	Topic-10 Accident and Motor Insurance: Policy and claims settlement procedur

(30-05-2022 to 04-06-2022)	
11 (06-06-2022 to 12-06-2022)	Topic continued after taking queries from previous lecture Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
12 (13-06-2022 to 18-06-2022)	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 (20-06-2022 to 25-06-2022)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: B.COM 6th Semester

Subject: Human Resource Management (BC-603)

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic-1 meaning, nature, history of HRM
2 (04-04-2022 to 09-04-2022)	Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management
3 (11-04-2022 to 16-04-2022)	Topic-3 meaning, importance , objectives and process of Human Resource Planning Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
4 (18-04-2022 to 23-04-2022)	Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective
5 (25-04-2022 to 30-04-2022)	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	Topic-6 potential problems with job analysis; Job description and Job Specification

(02-05-2022 to 07-05-2022)	Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
7 (09-05-2022 to 14-05-2022)	Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment
8 (16-05-2022 to 21-05-2022)	Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection
9 (23-05-2022 to 28-05-2022)	Topic-9 Placement, Induction and internal mobility Induction/orientation: meaning, objectives, content and responsibility for induction
10 (30-05-2022 to 04-06-2022)	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 (06-06-2022 to 12-06-2022)	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 (13-06-2022 to 18-06-2022)	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal
13 (20-06-2022 to 25-06-2022)	Revision and Class test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

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

Week	Topics
1 April 1-2, 2022	Revision of five heads of income
2 April 4-9, 2022	Deductions from Total income- Sec 80C to 80U, Numerical Problems, Rebates and reliefs, Numerical Problems,

3 April 11-16, 2022	Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems
4 April 18-23, 2022	Assessment of HUF- Computation of total income, Numerical Problems Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185
5 April 25-30, 2022	Numerical Problems on taxation of firms, Income tax authorities
6 May 2- 7, 2022	Return of income- meaning, forms, modes of filing return, e-filing , Due dates of filing the return, Belated, Revised and Defective Returns , Permanent Account Number , Other provisions
7 May 9-14, 2022	Various types of assessments , Tax Deduction at source- introduction , Sec.192-TDS from Salaries
8 May 16- 21, 2022	Other provisions relating to TDS , Advance Payment of Tax- liability, exemptions
9 May 23- 28, 2022	Payment of advance tax , Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical problems , Recovery of tax
10 May 30- June 4, 2022	Refund of Tax , Procedure for claiming refund, interest on refund ,Numerical problems , Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court and Supreme Court
11 June 6-12, 2022	Penalties under Income Tax Act , Offences and Prosecutions
12 June 13-16, 2022	Revision and Doubts clarification

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

B.Com 5th Semester

Subject:

Business Environment

WEEKS	TOPICS
1 (1/4/2022 to 2/4/2022)	Orientation of the students Business environment: concept
2 (4/4/2022 to 9/4/2022)	Business environment: components, and importance Activity Class (Discussion and Revision of topics covered in earlier week)
3 (11/4/022 to 16/2/2022)	Environmental and organizational scanning: concept importance & techniques Activity Class (Discussion and Revision of topics covered in earlier week)
4 (18/4/2022 to 23/4/2022)	Public, private and joint sectors in India Activity Class (Discussion and Revision of topics covered in earlier week)
5 (25/4/2022 to 30/4/2022)	Economic systems: capitalist, socialist & mixed economy Activity Class (Discussion and Revision of topics covered in earlier week)
6 (2/5/2022 to 7/5/2022)	Economic planning in India: achievement & failures, Planning machinery in India Activity Class (Discussion and Revision of topics covered in earlier week)
7 (9/5/2022 to 14/5/2022)	Role of Government: monetary policy Activity Class (Discussion and Revision of topics covered in earlier week)
8 (16/5/2022 to 21/5/2022)	Fiscal policy Make in India Activity Class (Discussion and Revision of topics covered in earlier week)
9 (23/5/2022 to 28/5/2022)	Foreign investment: concept, need, types & barrier Activity Class (Discussion and Revision of topics covered in earlier week)
10 (30/5/2022 to 4/6/4022)	Multinational corporations in India Globalization of Indian business. Activity Class (Discussion and Revision of topics covered in earlier week)
11 (6/6/2022 to 11/6/2022)	Competition Act Activity Class (Discussion and Revision of topics covered in earlier week)
12 (13/6/2022 to 18/6/2022)	Foreign Exchange Management Act Foreign exchange market: an overview Activity Class (Discussion and Revision of topics covered in earlier week)
13 (20/6/2022 to 25/6/2022)	Revisions

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class:

B.Com 6th semester

Subject: Retail Management

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1: Introduction to Retailing
2 (04-04-2022 to 09-04-2022)	Topic 2: Theories and Models in Retail
3 (11-04-2022 to 16-04-2022)	Class Test Topic 1: Introduction to Retailing presentation of Students
4 (18-04-2022 to 23-04-2022)	Topic 3: Retail Strategic Planning and Operations Management
5 (25-04-2022 to 30-04-2022)	Class Test Group discussion Presentation of students
6 (02-05-2022 to 07-05-2022)	Topic 4: Primary Retailing Strategies
7 (09-05-2022 to 14-05-2022)	Class Test Topic 5: Merchandise Planning (Topic Continued after taking queries from previous lecture)
8 (16-05-2022 to 21-05-2022)	Class Test Topic 6: Security Issues in Retailing Presentation of Students
9 (23-05-2022 to 28-05-2022)	Topic 7: Store Design (Topic Continued after taking queries from previous lecture)
10	Class Test Topic 8: Store Layout (Topic Continued after taking queries from previous lecture)

(30-05-2022 to 04-06-2022)	
11 (06-06-2022 to 12-06-2022)	Topic 9: Organisational Structure in Retail Institutions (Topic Continued after taking queries from previous lecture) Class Test
12 (13-06-2022 to 18-06-2022)	Topic 10: Application of Information Technology in Retailing Class Test
13 (20-06-2022 to 25-06-2022)	Topic 11: Foreign Direct Investment Class Test
14 (27-06-2022 to 02-07-2022)	Topic 12: Retail Store Management, Material Handling and Energy Management Class Test
15 (03-07-2022 to 09-07-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class:

B.Com 6th semester

Subject: Retail Management

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1: Introduction to Retailing
2 (04-04-2022 to 09-04-2022)	Topic 2: Theories and Models in Retail
3	Class Test Topic 1: Introduction to Retailing

(11-04-2022 to 16-04-2022)	presentation of Students
4 (18-04-2022 to 23-04-2022)	Topic 3: Retail Strategic Planning and Operations Management
5 (25-04-2022 to 30-04-2022)	Class Test Group discussion Presentation of students
6 (02-05-2022 to 07-05-2022)	Topic 4: Primary Retailing Strategies
7 (09-05-2022 to 14-05-2022)	Class Test Topic 5: Merchandise Planning (Topic Continued after taking queries from previous lecture)
8 (16-05-2022 to 21-05-2022)	Class Test Topic 6: Security Issues in Retailing Presentation of Students
9 (23-05-2022 to 28-05-2022)	Topic 7: Store Design (Topic Continued after taking queries from previous lecture)
10 (30-05-2022 to 04-06-2022)	Class Test Topic 8: Store Layout (Topic Continued after taking queries from previous lecture)
11 (06-06-2022 to 12-06-2022)	Topic 9: Organisational Structure in Retail Institutions (Topic Continued after taking queries from previous lecture) Class Test
12 (13-06-2022 to 18-06-2022)	Topic 10: Application of Information Technology in Retailing Class Test
13 (20-06-2022 to 25-06-2022)	Topic 11: Foreign Direct Investment Class Test
14 (27-06-2022 to 02-07-2022)	Topic 12: Retail Store Management, Material Handling and Energy Management Class Test
15	

(03-07-2022 to 09-07-2022)	Revision and Tests
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

B.Com 5th Semester

Subject:

Industrial Laws

WEEKS	TOPICS
1 (1/4/2022 to 2/4/2022)	Orientation of the students Industrial relations: concepts, objectives and importance
2 (4/4/2022 to 9/4/2022)	Industrial relations: approaches, constituents of industrial relations, industrial unrest Activity Class (Discussion and Revision of topics covered in earlier week)
3 (11/4/2022 to 16/2/2022)	Factories Act, 1948: object, definitions, health, safety, welfare measures Activity Class (Discussion and Revision of topics covered in earlier week)
4 (18/4/2022 to 23/4/2022)	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 (25/4/2022 to 30/4/2022)	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 (2/5/2022 to 7/5/2022)	Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
7 (9/5/2022 to 14/5/2022)	The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation Activity Class (Discussion and Revision of topics covered in earlier week)
8 (16/5/2022 to 21/5/2022)	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 (23/5/2022 to 28/5/2022)	Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes Activity Class (Discussion and Revision of topics covered in earlier week)
10 (30/5/2022 to 4/6/4022)	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 (6/6/2022 to 11/6/2022)	Industrial Disputes Act, 1947: strikes and lockouts, layoff and retrenchment, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
12 (13/6/2022 to 18/6/2022)	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 (20/6/2022 to 25/6/2022)	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 (2021-22)

Class: B.COM 6th Semester

Subject: Custom Procedure and Practices – II

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1- Types of import: import by cargo, personal baggage, and stores.
2 (04-04-2022 to 09-04-2022)	Topic 2- Import by cargo: import by land, sea, air route and by post.
3 (11-04-2022 to 16-04-2022)	Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.
4 (18-04-2022 to 23-04-2022)	Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption.
5	Topic 5- Form no. 23 bill of entry for warehousing

(25-04-2022 to 30-04-2022)	
6 (02-05-2022 to 07-05-2022)	Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.
7 (09-05-2022 to 14-05-2022)	Topic 7- Clearance procedure for import by post.
8 (16-05-2022 to 21-05-2022)	Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.
9 (23-05-2022 to 28-05-2022)	Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing.
10 (30-05-2022 to 04-06-2022)	Topic 10- Types of export: export of cargo and baggage
11 (06-06-2022 to 12-06-2022)	Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.
12 (13-06-2022 to 18-06-2022)	Topic 12- Clearance procedure- procedure and filling of relevant documents.
13 (20-06-2022 to 25-06-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class:

B.COM Vith Semester

Subject:

Corporate Taxation-III

Week	Topics
1	Orientation of the Students

(01-04-2022 to 02-04-2022)	Revision of Basic Concepts of Corporate Tax
2 (04-04-2022 to 09-04-2022)	Topic-1 Deduction of Tax at Source
3 (11-04-2022 to 16-04-2022)	Topic-2 Collection of Tax at Source Class Test
4 (18-04-2022 to 23-04-2022)	Topic-3 Advance Payment of Tax Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5 (25-04-2022 to 30-04-2022)	Topic-4 Tax Planning in respect of Managerial Remuneration Queries from Previous Chapter
6 (02-05-2022 to 07-05-2022)	Topic -4 Tax Planning in respect of Managerial Remuneration Topic Continued After Taking Queries from previous lecture
7 (09-05-2022 to 14-05-2022)	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 (16-05-2022 to 21-05-2022)	Topic-5 Tax Planning in Respect of Foreign Income b) Avoidance of Double Taxation Agreements
9 (23-05-2022 to 28-05-2022)	Topic-5 Tax Planning in Respect of Foreign Income c) Foreign Collaborations and Joint Ventures Topic Continued After Taking Queries from previous lecture
10 (30-05-2022 to 04-06-2022)	Revision of Topics 1 to 5 Class Test
11 (06-06-2022 to 12-06-2022)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation

(13-06-2022 to 18-06-2022)	Topic Continued After Taking Queries from previous lecture
13 (20-06-2022 to 25-06-2022)	Topic-7 Filing of Tax Returns of Companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (27-06-2022 to 02-07-2022)	Revision Of Syllabus
15 (03-07-2022 to 09-07-2022)	Class Tests


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M.COM Ist SEM
2021-2022

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section:

M.Com First Year

Subject:

Organisational Behaviour

Week	Topics
1 (12-11-2021 to 13-11-2021)	Orientation of the students Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior
2 (15-11-2021 to 20-11-2021)	Topic 1 – Approaches, Scope, Significance (Continued after taking doubts)
3 (22-11-2021 to 27-11-2021)	Topic 2 – Personality: Concept, Major Determinants
4 (29-11-2021 to 4-12-2021)	Topic 2 – Personality: Situational Factors, Major personality Attributes (Continued after taking doubts)
5 (6-12-2021 to 11-12-2021)	Topic 2 – Personality: Theories (Continued after taking doubts)
6 (13-12-2021 to 19-12-2021)	Topic 3 – Perception : Introduction, Nature, Importance
7 (20-12-2021 to 24-12-2021)	Topic 3 – Perception : Perpetual Sensitivity, Internal and external factors. (Continued after taking doubts)
8 (27-12-2021 to 1-1-2022)	Topic 3 – Perception: Distortion in perception , Managerial Implication of perception, managing the perception process .(Continued after taking doubts)
9 (3-01-2022 to 8-01-2022)	Topic 4 – Learning : Introduction, Concept, Scope
10 (10-01-2022 to 15-01-2022)	Topic 4 – Learning: Theories and Models (Continued after taking doubts)
11 (17-01-2022 to 22-01-2022)	Topic 4 – Learning: Shaping Behaviour, Significance ,Relation with Organisational Behaviour (Continued after taking doubts)

12 (24-01-2022 to 29-01-2022)	Topic 5 – Group Dynamics: Introduction, Meaning, Components Activity Class (group discussion/presentation/role playing/group activity)
13 (31-01-2022 to 05-02-2022)	Topic 5 – Group Dynamics : Group Norms, Group Role, Group Status, Group Size, Group Leadership, Group Composition
14 (07-02-2022 to 12-02-2022)	Topic 5 – Group Dynamics: Cohesiveness , Determinants, Consequences , Relation with productivity. (Topic Continued after taking queries from previous lecture)
15 (14-02-2022 to 19-02-2022)	Topic 6 – Transactional Analysis: Introduction, Concept, Scope
16 (21-02-2022 to 26-02-2022)	Topic 6 –Analysis of Self Awareness, Analysis of Ego States, Analysis of Life Position (Topic Continued after taking queries from previous lecture)
17 (28-02-2022 to 05-03-2022)	Topic 6 – Analysis of Games, Analysis of Stroking, Benefit of Transactional Analysis. (Topic Continued after taking queries from previous lecture)
18 (07-03-2022 to 12-03-2022)	Revision Classes
19 (14-03-2022 to 16-03-2022)	Revision Classes

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2021-22)

Class and Section: M. Com 1st Semester
Subject: Business Environment

Week	Topics
1 (12-11-2021 to 13-11-2021)	Introduction of Business Environment Objective, Nature and Importance of Business Environment
2 (15-11-2021 to 20-11-2021)	Factor effecting Business Environment (Group discussion /presentation)

3 (22-11-2021 to 27-11-2021)	Interaction Matrix of different environmental factors Environmental scanning (Taking queries and Test)
4 (29-11-2021 to 4-12-2021)	Economic Planning in India
5 (6-12-2021 to 11-12-2021)	Privatization, Globalization and Disinvestment in PSU
6 (13-12-2021to 19-12-2021)	Industrial Sickness
7 (20-12-2021 to 24-12-2021)	Small Scale Industries (Group discussion /presentation)
8 (27-12-2021 to 1-1-2022)	Business Ethics, Corporate Governance,
9 (3-01-2022 to 8-01-2022)	Social responsibility of Business
10 (10-01-2022 to 15-01-2022)	Fiscal Policy
11 (17-01-2022 to 22-01-2022)	Monetary Policy (Taking queries and Test)
12 (24-01-2022 to 29-01-2022)	Exim Policy
13 (31-01-2022 to 05-02-2022)	The Environment Protection Act (Taking queries and Test)

14 (07-02-2022 to 12-02-2022)	Consumer Protection Act
15 (14-02-2022 to 19-02-2022)	Competition Act
16 (21-02-2022 to 26-02-2022)	FEMA
17 (28-02-2022 to 05-03-2022)	RTI (Taking queries and Test)
18 (07-03-2022 to 12-03-2022)	Revision
19 (14-03-2022 to 16-03-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Session: 2021-22

Lesson Plan

Class and Section: M.Com Semester Ist

Subject: Managerial Economics

Week	Topics
1 (12-11-2021 to 13-11-2021)	Orientation of the students Topic 1- Managerial Economics – Introduction, Nature and scope.
2 (15-11-2021 to 20-11-2021)	Topic 2- Demand Function and concept of Indifference curve. Activity Class (group discussion/presentation/role playing/group activity)
3 (22-11-2021 to 27-11-2021)	Topic 3 – Elasticity of Demand Class Test

4 (29-11-2021 to 04-12-2021)	Topic 4 – Demand Forecasting/Estimation
5 (06-12-2021 to 11-12-2021)	Topic 5 –Short run and Long Run Production Functions Activity Class (group discussion/presentation/role playing/group activity)
6 (13-12-2021 to 18-12-2021)	Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run. Revision and Class Tests
7 (20-12-2021 to 24-12-2021)	Topic 7 – Market Structure and Business Decisions Activity Class (group discussion/presentation/role playing/group activity)
8 (27-12-2021 to 01-01-2022)	Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition. Class Test
9 (03-01-2022 to 08-01-2022)	Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly
10 (10-01-2022 to 15-01-2022)	Topic 10 – Price and Output Determination under Monopolistic Competition. Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-01-2022 to 22-01-2022)	Topic 11 – Price and Output Determination under Oligopoly Class Tests

12 (24-01-2022 to 29-01-2022)	Topic 12 – Inflation, Types and Control Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (31-01-2022 to 05-02-2022)	Topic 13 – Business Cycles- Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
14 (7-02-2022 to 12-02-2022)	Topic 14 – Phases of Business Cycles Class Test
15 (14-02-2022 to 19-02-2022)	Topic 15 – Theories of Business Cycles Revision and Tests
16 (21-02-2022 to 26-02-2022)	Revision and Tests
17 (28-02-2022 to 05-03-2022)	Revision and Tests
18 (07-03-2022 to 12-03-2022)	Activity Class (group discussion/presentation/role playing/group activity /case study)
19 (14-03-2022 to 16-03-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22 odd sem

Class and Section:

M.Com 1st sem

Subject:

Company Law

Week	Topics
1 (12-11-2021 to 13-11-2021)	Orientation of the students Introduction of Company Law and its History
2 (15-11-2021 to 20-11-2021)	Meaning and features of Company
3 (22-11-2021 to 27-11-2021)	Types of Companies
4 (29-11-2021 to 4-12-2021)	Winding of Companies Activity Class (Group Discussion/Presentation/role Playing/Group Activity)
5 (6-12-2021 to 11-12-2021)	Promotion and Incorporation of Company
6 (13-12-2021 to 19-12-2021)	Memorandum Of Association and its Clauses Student Presentation
7 (20-12-2021 to 24-12-2021)	Doctrine of Ultra Virus Discuss Case Study and Group Discussion
8 (27-12-2021 to 1-1-2022)	Article of Association (Taking queries of previous lecture)
9 (3-01-2022 to 8- 01-2022)	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 (2021-22)

Class and Section:

M. Com 1st Semester

Subject:

Accounting For Managerial Decisions

Week	Topics
1 (12-11-2021 to 13-11-2021)	Orientation of the students Topic 1 -Introduction to Management Accounting
2 (15-11-2021 to 20-11-2021)	Topic 1 -Introduction to Management Accounting (Topic Continued after taking queries from previous lecture)
3 (22-11-2021 to 27-11-2021)	Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation)
4 (29-11-2021 to 4-12-2021)	Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres) Activity Class (group discussion/presentation/role playing/group activity)
5 (6-12-2021 to 11-12-2021)	Topic 4 – Divisional Performance Budgeting
6 (13-12-2021to 19-12-2021)	Topic 5- Budgeting (essentials and kinds)
7 (20-12-2021 to 24-12-2021)	Topic 6 – Standard Costing (types and setting standards) Topic 7 – Variance Analysis (material, labour and overheads)
8 (27-12-2021 to 1-1-2022)	Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture)
9 (3-01-2022 to 8-01-2022)	Topic 7 – Variance Analysis (material, labour and overheads) (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)

10 (10-01-2022 to 15-01-2022)	Topic 8 – Marginal Costing and Absorption Costing
11 (17-01-2022 to 22-01-2022)	Topic 9 – Break Even Analysis
12 (24-01-2022 to 29-01-2022)	Topic 9 – Break Even Analysis (Topic Continued after taking queries from previous lecture)
13 (31-01-2022 to 05-02-2022)	Topic 10- Managerial Applications of Marginal Costing
14 (07-02-2022 to 12-02-2022)	Topic 11 – Price level adjustment accounting Topic 12 – Value Chain Analysis
15 (14-02-2022 to 19-02-2022)	Topic 13 – Activity Based Costing] Topic 14 – Quality Costing
16 (21-02-2022 to 26-02-2022)	Topic 15 – Target and life cycle costing
17 (28-02-2022 to 05-03-2022)	Revision Classes
18 (07-03-2022 to 12-03-2022)	Revision Classes
19 (14-03-2022 to 16-03-2022)	Revision Classes

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class and Section:

MCom 1st Sem

Subject:

Marketing Management

Week	Topics
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1 (12-11-2021 to 13-11-2021)	Orientation of the students Introduction to marketing and Evolution of marketing
2 (15-11-2021 to 20-11-2021)	Marketing in new perspective
3 (22-11-2021 to 27-11-2021)	Marketing Mix
4 (29-11-2021 to 4-12-2021)	Marketing Environment
5 (6-12-2021 to 11-12-2021)	Information System and Marketing Research
6 (13-12-2021 to 19-12-2021)	Consumer Behaviour, Customer Relationship Marketing
7 (20-12-2021 to 24-12-2021)	Product Concept Class (Group Discussion and Presentation)
8 (27-12-2021 to 1-1-2022)	Product Mix Strategies of Product Mix Test, Presentation
9 (3-01-2022 to 8- 01-2022)	Price Determination Strategies of Price Determination Presentations Group Discussion
10 (10-01-2022 to 15-01-2022)	Promotion Programme Test, Presentations
11 (17-01-2022 to 22-01-2022)	Supply Chain Management
12 (24-01-2022 to 29-01-2022)	Group Discussion Revision
13 (31-01-2022 to 05-02-2022)	Marketing Channels

14 (07-02-2022 to 12-02-2022)	Revision and presentations
15 (14-02-2022 to 19-02-2022)	Social, Ethical and legal aspects of Marketing
16 (21-02-2022 to 26-02-2022)	Group Discussion Revision
17 (28-02-2022 to 05-03-2022)	Online Marketing
18 (07-03-2022 to 12-03-2022)	Revision and presentations
19 (14-03-2022 to 16-03-2022)	Revision and presentations

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**M.COM 2nd
SEM
2021-2022**

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class: M.COM 2nd Semester

Subject: Human Resource Management

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions.
2 (04-04-2022 to 09-04-2022)	Topic 2- HRM in dynamic environment
3 (11-04-2022 to 16-04-2022)	Topic 3- Building up skills for HRM Manager, Global HRM
4 (18-04-2022 to 23-04-2022)	Topic 4- HRM Planning
5 (25-04-2022 to 30-04-2022)	Topic 5 – Human Resource Information System
6 (02-05-2022 to 07-05-2022)	Topic 6- Human Resource Policy; Job Analysis
7 (09-05-2022 to 14-05-2022)	Topic 7- Recruitment; Selection
8 (16-05-2022 to 21-05-2022)	Topic 8- Induction and Placement
9 (23-05-2022 to 28-05-2022)	Topic 9- Work Force: Promotion, Transfer, Separation
10 (30-05-2022 to 04-06-2022)	Topic 10- Employee training and executive development; Career planning and development
11 (06-06-2022 to 12-06-2022)	Topic 11- Performance and potential appraisal; Empowerment

12 (13-06-2022 to 18-06-2022)	Topic 12- Quality of work life, Compensation & Incentives
13 (20-06-2022 to 25-06-2022)	Topic 13- Job satisfaction , Job stress Management

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section: M. Com 2nd Semester

Subject: International Business Environment

Week	Topics
1 (1/4/22-2/4/22)	International Business: Nature, importance and scope
2 (4/4/22-9/4/22)	Framework for analyzing international business environment (Group discussion/presentation)
3 (11/4/22-16/4/22)	MNCs Nature and role (Taking queries and test)
4 (18/4/22-23/4/22)	Technology Transfers
5 (25/4/22-30/4/22)	Foreign Investment (Group discussion/presentation)

6 (2/5/22-7/5/22)	WTO, UNCTAD
7 (9/5/22-14/5/22)	IMF, WORD BANK (Group discussion/presentation)
8 (16/5/22-21/5/22)	Generalized system of preferences
9 (23/5/22-28/5/22)	International Commodity Agreements (Class Test)
10 (30/6/22-4/6/22)	Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA
11 (6/6/22-11/6/22)	Foreign Exchange Markets: Nature, participants, Foreign Exchange Determinants (Taking queries and test)
12 (13/6/22-18/6/22)	Foreign Exchange Arrangements in India Foreign Exchange Risk: Types and Management (Taking queries and test)
13 (20/6/22-25/6/22)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

MCom 2nd Semester

Subject:

Strategic Marketing

WEEKS	Topics
1 (1/4/2022 to 2/4/2022)	Concept of Strategies Strategic Marketing planning process

2 (4/4/2022 to 9/4/2022)	Corporate Growth Strategies
3 (11/4/022 to 16/2/2022)	Business Strategies and their Marketing Implications
4 (18/4/2022 to 23/4/2022)	Environment Analysis Group Discussion
5 (25/4/2022 to 30/4/2022)	Industry and Competitors analysis
6 (2/5/2022 to 7/5/2022)	SWOT Analysis Portfolio Analysis
7 (9/5/2022 to 14/5/2022)	Market Segmentation, Targeting and positioning
8 (16/5/2022 to 21/5/2022)	Marketing Strategies for new market entries
9 (23/5/2022 to 28/5/2022)	Revisions
10 (30/5/2022 to 4/6/4022)	Marketing Strategies for mature markets and declining markets
11 (6/6/2022 to 11/6/2022)	Relationship between Different Business Strategies

12 (13/6/2022 to 18/6/2022)	Marketing Mix Group Discussions
13 (20/6/2022 to 25/6/2022)	Marketing Strategies implementations Controlling Marketing Strategies

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section: M. Com 2nd Semester

Subject: Financial Management and Policy

Week	Topics
1 (1/4/22-2/4/22)	Orientation of the students Topic 1 -Introduction to Financial Management
2 (4/4/22-9/4/22)	Topic 2 – Time Value of Money
3 (11/4/22-16/4/22)	Topic 3 – Financial Forecasting Activity Class (group discussion/presentation/role playing/group activity)
4 (18/4/22-23/4/22)	Topic 4 – Sources of finance
5 (25/4/22-30/4/22)	Topic 5- Cost of Capital – Debenture

6 (2/5/22-7/5/22)	Topic 6- Cost of Capital – Preference Shares
7 (9/5/22-14/5/22)	Topic 7- Cost of Capital - Equity
8 (16/5/22-21/5/22)	Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)
9 (23/5/22-28/5/22)	Topic 8 Working Capital Management
10 (30/6/22-4/6/22)	Topic 8 Working Capital Management (Topic Continued after taking queries from previous lecture)
11 (6/6/22-11/6/22)	Topic 9 – Capital Budgeting Decisions Activity Class (group discussion/presentation/role playing/group activity)
12 (13/6/22-18/6/22)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)
13 (20/6/22-25/6/22)	Topic 10- Risk Analysis

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2021-22

Class and Section: M. Com 2nd Semester

Subject: Corporate Accounting

Week	Topics
1 (01-04-2022 to 02-04-2022)	Topic 1 – Issue and Forfeiture of Shares Problem Solving Session

<p style="text-align: center;">2 (04-04-2022 to 09-04-2022)</p>	<p>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</p>
<p style="text-align: center;">3 (11-04-2022 to 16-04-2022)</p>	<p>Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture) Topic 3 – Final Accounts of Companies Problem Solving Session Class Test</p>
<p style="text-align: center;">4 (18-04-2022 to 23-04-2022)</p>	<p>Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture) Topic 4 – Amalgamation Problem Solving Session</p>
<p style="text-align: center;">5 (25-04-2022 to 30-04-2022)</p>	<p>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)</p>
<p style="text-align: center;">6 (02-05-2022 to 07-05-2022)</p>	<p>Topic 5 – Absorption and External Reconstruction (Topic Continued after taking queries from previous lecture) Topic 6 – Internal Reconstruction Problem Solving Session</p>
<p style="text-align: center;">7 (09-05-2022 to 14-05-2022)</p>	<p>Topic 6 – Internal Reconstruction (Topic Continued after taking queries from previous lecture) Topic 7 – Human Resource Accounting Problem Solving Session</p>
<p style="text-align: center;">8 (16-05-2022 to 21-05-2022)</p>	<p>Topic 8 – Lease Accounting Activity Class (group discussion/presentation/role playing/group activity /case study) Class Test</p>

9 (23-05-2022 to 28-05-2022)	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 (30-05-2022 to 04-06-2022)	Topic 10 – Corporate Financial Reporting Topic 11 – Social Reporting Problem Solving Session Class Test
11 (06-06-2022 to 11-06-2022)	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 (13-06-2022 to 18-06-2022)	Problem Solving Session Revision and Tests
13 (20-06-2022 to 25-06-2022)	Problem Solving Session Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22) even sem

Class: M.COM 2nd Semester

Subject: Business statistics

Week	Topics
1 (01-04-2022 to 02-04-2022)	Multiple regression Solve practical questions and give written assignment
2	Take queries of previous topic

(04-04-2022 to 09-04-2022)	Multiple Correlation Give assignment for practice for homework
3 (11-04-2022 to 16-04-2022)	Index Number Class activity (student presentation/group discussion/class test etc)
4 (18-04-2022 to 23-04-2022)	Test of adequacy Class test
5 (25-04-2022 to 30-04-2022)	Chain base Index Number Give assignment for practice for homework
6 (02-05-2022 to 07-05-2022)	Base Shifting Splicing Deflating Class activity (student presentation/group discussion/class test etc)
7 (09-05-2022 to 14-05-2022)	Problems in construction Index Number, consumer price index Take queries of previous topic Solve practical questions and give written assignment
8 (16-05-2022 to 21-05-2022)	Time series Analysis Give assignment for practice for homework
9 (23-05-2022 to 28-05-2022)	Models of Time Series Class activity (student presentation/group discussion/class test etc)
10	Methods of constructing index number

(30-05-2022 to 04-06-2022)	
11 (06-06-2022 to 12-06-2022)	Theory of Probability Give assignment for practice for homework
12 (13-06-2022 to 18-06-2022)	Additional and Multiplication theorem Conditional Probability and Bayes theorem Solve practical questions and give written assignment
13 (20-06-2022 to 25-06-2022)	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

SEM

2021-2022

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

M. Com 3rd Semester

Subject:

Advanced Financial Management

Week	Topics
1. (1/10/21-2/10/21)	Introduction of Financial Management
2 (4/10/21-9/10/21)	Scope and Objectives of Financial Management (Group discussion /presentation)
3 (11/10/21-16/10/21)	Dividend Decisions-Meaning of Dividend, Types of Dividends Dividend Policy, Types of Dividend Policy
4 (18/10/21-23/10/21)	Factor Effecting Dividend policy, Approaches of Dividend policy (Taking queries and Test)
5 (25/10/2021-30/10/2021)	Issue of Bonus Share and Procedural and legal aspects of Dividend policy
6 (08/11/2021-13/11/2021)	Buy Back of Shares (Group discussion /presentation)
7 (15/11/21-20/11/21)	Capital Structure, Factor affecting Capital structure decision
8 (22/11/21-27/11/21)	Different Theories of Capital Structure (Taking queries and Test)
9 (29/11/21-4/12/21)	Breakeven point, Indifference curve
10 (6/12/21-11/12/21)	EBIT-EPS Analysis (Taking queries and Test)

11 (10-10-2022 to 15-10-2022)	Leverage (Taking queries and Test)
12 (13-12-2021 to 18/12/21)	Corporate Restructuring (Group discussion /presentation)
13 (20/12/2021-24/12/21)	Merger, acquisition and takeover Procedural and legal aspects of Merger and takeover Valuation and financing of mergers and acquisitions
14 (27/12/2021 to 1/1/22)	Post-merger problems & reorganization
15 (3/1/2022 to 8/1/2022)	Taxation and financial aspects of mergers, takeover defense. An Overview of Mergers and takeovers in India
16 (10/1/2022 to 15/1/2022)	Taking queries and class test
17 (17/1/2022 to 22/1/2022)	Revision
18 (24/1/2022 to 29/1/2022)	Financial Restructuring and reorganization
19 (31/1/2022 to 5/2/2022)	Financial Management of Sick Units (Group discussion /presentation)
20 (7/2/2022 to 12/2/2022)	Revision
21 (14/2/2022 to 19/2/2022)	Revision
22 (21/2/2022 to 22/2/2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2021-22

Class and Section:

M. Com 3rd Semester

Subject:

Financial Institutions and Markets

Week	Topics
1. (1/10/21-2/10/21)	Orientation of the students Topic 1 -Introduction to Financial System
2 (4/10/21-9/10/21)	Topic 2 - Money Market Topic 3 - Capital Market - Introduction Activity Class (group discussion/presentation/role playing/group activity)
3 (11/10/21-16/10/21)	Topic 4 - Capital Market - Primary Market
4 (18/10/21-23/10/21)	Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)
5 (25/10/2021-30/10/2021)	Topic 5 - Capital Market - Secondary Market
6 (08/11/2021-13/11/2021)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)
7 (15/11/21-20/11/21)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
8 (22/11/21-27/11/21)	Topic 6 – Role of SEBI Topic 7 - Capital Market – Government Securities Market
9 (29/11/21-4/12/21)	Topic 8 – Introduction to Development of banks Topic 9 – Types of Development Banks Activity Class (group discussion/presentation/role playing/group activity)

10 (6/12/21-11/12/21)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
11 (10-10-2022 to 15-10-2022)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
12 (13-12-2021 to 18/12/21)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
13 (20/12/2021-24/12/21)	Topic 10- Merchant Banking
14 (27/12/2021 to 1/1/22)	Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
15 (3/1/2022 to 8/1/2022)	Topic 11 – Mutual Funds
16 (10/1/2022 to 15/1/2022)	Topic 11 – Mutual Funds (Topic Continued after taking queries from previous lecture)
17 (17/1/2022 to 22/1/2022)	Revision Classes
18 (24/1/2022 to 29/1/2022)	Financial Management of Sick Units (Group discussion /presentation)
19 (31/1/2022 to 5/2/2022)	Revision
20 (7/2/2022 to 12/2/2022)	Revision
21 (14/2/2022 to 19/2/2022)	Revision
22 (21/2/2022 to 22/2/2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class:

M.COM IIIrd Semester

Subject:

Advertising Management

Week	Topics
1 (1-10-2021)	Orientation of the Students
2 (4-10-21 to 9-10-21)	Topic 1- Advertising- Introduction
3 (11-10-21 to 16-10-21)	Topic 2- Communication Process Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (18-10-21 to 23-10-21)	Topic 3- Advertising and Communication Mix Class Test
5 (25-10-2021 to 30- 10-2021)	Topic 4- Economic And Social Aspects of Advertising
(31-10-2021 to 7-11- 2021)	Diwali Vacations
6 (08-11-2021 to 13- 10-2021)	Revision of Topics (1-4)
7 (15-11-2021 to 20- 11-2021)	Topic 5- Ethical Aspects of Advertising Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (22-11-2021 to 27- 11-2021)	Topic 6- Objectives of Advertising DAGMAR Approach
9 (29-11-2021 to 4-12- 2021)	Topic 7- Advertising Budget Queries from Previous Chapter
10	

(6-12-2021 to 11-12-2021)	Topic 8- Message Designing and Ad Copy development Activity Class- (Slogans/Jingles writing)
11 (13-12-2021 to 19-12-2021)	Topic 8- Message Designing and Ad Copy development Topic Continued After Taking Queries from previous lecture Activity Class- (Ad Copy Designing)
12 (20-12-2021 to 24-12-2021)	Topic 9- Types of Advertising Media Activity Class- (Group Discussion/Presentation/case study/Group Activity)
13 (27-12-2021 to 1-1-2022)	Topic 9- Types of Advertising Media Topic Continued After Taking Queries from previous lecture Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (3-01-2022 to 8-01-2022)	Topic 10- Media Planning And Scheduling Class Test- Message Designing and Ad Copy development
15 (10-01-2022 to 15-01-2022)	Topic 11- Advertising Agency And Its Role Activity Class- (Group Discussion/Presentation/case study/Group Activity)
16 (17-01-2022 to 22-01-2022)	Topic 12- Client Agency Relationship and Agency Remuneration Activity Class- (Group Discussion/Presentation/case study/Group Activity)
17 (24-01-2022 to 29-01-2022)	Topic 13- Measuring Advertising Effectiveness
18 (31-01-2022 to 05-02-2022)	Topic 13- Measuring Advertising Effectiveness Topic Continued After Taking Queries from previous lecture Activity Class- (Group Discussion/Presentation/case study/Group Activity)
19 (07-02-2022 to 12-02-2022)	Revision of Topics (5-10)
20 (14-02-2022 to 19-02-2022)	Revision of Topics (11-13)
21 (21-02-2022 to 22-02-2022)	Class Tests

DYAL SINGH COLLEGE, KARNAL
Lesson Plan 2021-22 (odd Semester)

Class and Section:
Subject:

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

Week	Topics
1 (25/10/2021- 30/10/2021)	Orientation of the students Introduction of Probability and non-probability methods
2 (08/11/2021- 13/11/2021)	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 (15/11/21- 20/11/21)	Law of large number Central Limit theorem Sampling distribution (Practice session and taking queries)
4 (22/11/21- 27/11/21)	Hypothesis and Large Sampling Test-Z Test Taking Class Test For Practice
5 (29/11/21- 4/12/21)	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(2021-22)

Class:

M.COM IIIrd Semester

Subject:

Entrepreneurial Development

Week	Topics
1 (1-10-2021)	Orientation of the Students Topic - Introduction of Entrepreneurship: Nature and Scope
2 (4-10-21 to 9-10-21)	Topic - Introduction of Entrepreneurship: Nature and Scope Factor Affecting Entrepreneurial Growth Continued After Taking Queries from previous lecture
3 (11-10-21 to 16-10-21)	Topic - Stress Management Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (18-10-21 to 23-10-21)	Topic - EDPs Class Test
5 (25-10-2021 to 30-10-2021)	Topic - Small Enterprises & Ownership Structure Discussion of Research Paper
(31-10-2021 to 7-11-2021)	Diwali Vacations
6 (08-11-2021 to 13-10-2021)	Topic - Market Survey & Opportunity Identification Registration Procedure Reserved Items For SSI
7 (15-11-2021 to 20-11-2021)	Topic – Project Selection For SSI Business opportunity for SSI Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (22-11-2021 to 27-11-2021)	Topic - Data Collection For Small Ventures Queries from Previous Chapter
9 (29-11-2021 to 4-12-2021)	Topic - Data Collection For Small Ventures Queries from Previous Chapter
10 (6-12-2021 to 11-12-2021)	Topic – Project Report Preparation Managerial and Operational Aspect for Small Business

11 (13-12-2021 to 19-12-2021)	Topic- Human Relation & Performance in Organization Class Test
12 (20-12-2021 to 24-12-2021)	Topic- Human Relation & Performance in Organization Case Studies
13 (27-12-2021 to 1-1-2022)	Topic- Institution Supporting Entrepreneurial Growth Assignment Discussion
14 (3-01-2022 to 8-01-2022)	Topic- Concept of Ecology Environmental Concepts & Case Study
15 (10-01-2022 to 15-01-2022)	Topic – Air, Noise & Water Pollution Standards and Control
16 (17-01-2022 to 22-01-2022)	Topic – Air, Noise & Water Pollution Standards and Control(Revision)
17 (24-01-2022 to 29-01-2022)	Topic – Personal Protection Equipment for Safety of Work Place Activity Class- (Group Discussion/Presentation/case study/Group Activity)
18 (31-01-2022 to 05-02-2022)	Topic- Activity on Environmental Issues
19 (07-02-2022 to 12-02-2022)	Revision
20 (14-02-2022 to 19-02-2022)	Revision Class Tests
21 (21-02-2022 to 22-02-2022)	Class Tests


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M.COM 4th

SEM

2021-2022

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section: M. Com 4th Semester

Subject: Corporate tax planning and management

Week	Topics
1 (1/4/22-2/4/22)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
2 (4/4/22-9/4/22)	Tax planning reference to setting up a new business
3 (11/4/22-16/4/22)	Forms of business organization, location, aspects and nature of business
4 (18/4/22-23/4/22)	Computation of total income and tax liability of companies
5 (25/4/22-30/4/22)	Computation of total income and tax liability of companies (Taking queries and test)
6 (2/5/22-7/5/22)	Tax Planning and financial management decision regarding Capital structure and Dividend policy (Group discussion/presentation)
7 (9/5/22-14/5/22)	Tax Planning and financial management decision regarding Inter corporate dividend and Bonus Share
8 (16/5/22-21/5/22)	Tax Planning and managerial decision regarding own and lease (Group discussion/presentation)
9 (23/5/22-28/5/22)	Tax Planning and managerial decision regarding sale of assets used for scientific research (Group discussion/presentation)

10 (30/6/22-4/6/22)	Make or buy decision (Class Test)
11 (6/6/22-11/6/22)	shut down and continue decision
12 (13/6/22-18/6/22)	Tax issues and planning in respect of Amalgamation, Merger and acquisitions (Taking queries and test)
13 (20/6/22-25/6/22)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2021-22)

Class and Section: M. Com 4th Semester

Subject: Project Planning and Control

Week	Topics
1 (1/4/22-2/4/22)	Orientation of the students Topic 1 – Investment Opportunities
2 (4/4/22-9/4/22)	Topic 2 – Environmental Scanning Topic 3 – Government Regulatory Framework Activity Class (group discussion/presentation/role playing/group activity)
3 (11/4/22-16/4/22)	Topic 4 – Market and Demand Analysis
4 (18/4/22-23/4/22)	Topic 5 – Technical Analysis

5 (25/4/22-30/4/22)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
6 (2/5/22-7/5/22)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
7 (9/5/22-14/5/22)	Topic 6- Cost of Project and means of financing
8 (16/5/22-21/5/22)	Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)
9 (23/5/22-28/5/22)	Topic 7 Capital Structure Planning
10 (30/6/22-4/6/22)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
11 (6/6/22-11/6/22)	Topic 8 Financial Institutions
12 (13/6/22-18/6/22)	Topic 9 Social Cost Benefit Analysis
13 (20/6/22-25/6/22)	Topic 10 Project Review and Control

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22)

Class: M.COM IVth Semester
Subject: Sales Management

Week	Topics
1 (01-04-2022 to 02-04-2022)	Introduction of Syllabus Basics of sales
2 (04-04-2022 to 09-04-2022)	Topic-1 Sales Management – An Introduction
3 (11-04-2022 to 16-04-2022)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-(I Can Sell Anything)
4 (18-04-2022 to 23-04-2022)	Topic-3 Sales Planning Class Test
5 (25-04-2022 to 30-04-2022)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (02-05-2022 to 07-05-2022)	Topic-5 Sales Budget (Group Discussion)
7 (09-05-2022 to 14-05-2022)	Topic-6 Sales Organisation – Organising the Sales Efforts
8 (16-05-2022 to 21-05-2022)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (23-05-2022 to 28-05-2022)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (30-05-2022 to 04-06-2022)	Topic-9 Sales Force Management: Training, Development and Induction Case Studies

11 (06-06-2022 to 12-06-2022)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (13-06-2022 to 18-06-2022)	Topic-12 Sales Meeting And Contents Topic-13 Control Process: Analysis of sales volume, Costs and Profitability
13 (20-06-2022 to 25-06-2022)	Topic-14 Controlling Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (27-06-2022 to 02-07-2022)	Topic- 15 Ethical Issues in Sales Management Revision of Chapters
15 (03-07-2022 to 09-07-2022)	Revision of Syllabus Class Test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2021-22) even sem

Class: M.COM 4th Semester

Subject: Service Marketing

Week	Topics
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1 (01-04-2022 to 02-04-2022)	Service marketing –Concept,characteristics and classification
2 (04-04-2022 to 09-04-2022)	Take queries of previous topic Buying Process for services Student presentation on previous topic
3 (11-04-2022 to 16-04-2022)	Consumer expectation of services Class activity (student presentation/group discussion/class test etc)
4 (18-04-2022 to 23-04-2022)	Consumer perception of services Class test
5 (25-04-2022 to 30-04-2022)	Service Quality Student presentation on previous topic
6 (02-05-2022 to 07-05-2022)	Relationship Marketing Service Market Segmentation Customer retention strategy Class activity (student presentation/group discussion/class test etc)
7 (09-05-2022 to 14-05-2022)	Service Development Process Service blueprinting Take queries of previous topic give written assignment
8 (16-05-2022 to 21-05-2022)	Service Delivery Customers feedback Service recovery

9 (23-05-2022 to 28-05-2022)	Physical environment of services Pricing of services Approaches of Pricing Class activity (student presentation/group discussion/class test etc)
10 (30-05-2022 to 04-06-2022)	Distribution of service channels Key intermediaries
11 (06-06-2022 to 12-06-2022)	Managing Service Employees Give assignment for homework
12 (13-06-2022 to 18-06-2022)	Revision Class test Student presentation
13 (20-06-2022 to 25-06-2022)	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(2021-22)

Class:


M.COM IVth Semester

Subject:

Strategic HRM

Week	Topics
1 (01-04-2022 to 02-04-2022)	Introduction Topic- Concept Of Strategies and Characteristics
2 (04-04-2022 to 09-04-2022)	Topic- Approaches of Strategic Decision Making Strategic Management Process
3	Topic- Developing of Strategic Mission Setting of Objectives

(11-04-2022 to 16-04-2022)	Topic Continued After Taking queries from Previous Lecture
4 (18-04-2022 to 23-04-2022)	Topic- Environmental Appraisal Concept & Components Group Activity- Presentation/Group Discussion
5 (25-04-2022 to 30-04-2022)	Topic- Analyzing of external environment Organization Appraisal
6 (02-05-2022 to 07-05-2022)	Topic-Dynamic of Internal Environment Topic Continued After Taking queries from Previous Lecture
7 (09-05-2022 to 14-05-2022)	Topic-Methods and Technique of organizational Appraisal Discussion on Research Paper Writing
8 (16-05-2022 to 21-05-2022)	Topic-Dynamics of Internal Environment Methods and techniques of organizational Appraisal
9 (23-05-2022 to 28-05-2022)	Topic- Generic Strategic Alternative Stability, Expansion, Retrenchment & Combination Strategies
10 (30-05-2022 to 04-06-2022)	Topic- Variation Strategies Internal & External Alternatives Class Test
11 (06-06-2022 to 11-06-2022)	Topic- Variation Strategies Horizontal & Vertical Alternatives Group Activity- Presentation/Group Discussion
12 (13-06-2022 to 18-06-2022)	Topic- International Level Strategic Alternative Topic- Strategic Choice Process, Technique & Marginal Factors
13 (20-06-2022 to 25-06-2022)	Topic: Strategic Implementation, Organisation Learning Class Activity: Case Studies


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