

**DEPARTMENT
OF COMMERCE**

Lesson Plan

B.COM 1ST SEM

2022-2023

Dyal Singh College, Karnal
Session: 2022-23
Lesson Plan

Class: B.com, Semester 1

Subject: BC-101 (Financial Accounting- I)

Week	Topics
1 (01-09-2022 to 03-09- 2022)	Orientation to Students Meaning, need, objectives & scope of Financial accounting
2 (05-09-2022 to 10-09- 2022)	Book-keeping and accounting Branches of accounting Accounting principles: concepts and conventions
3 (12-09-2022 to 17-09- 2022)	Accounting cycle and accounting equation Journal; rules of journalizing Ledger & Trial Balance
4 (19-09-2022 to 24-09- 2022)	Rectification of Errors
5 (26-09-2022 to 01-10- 2022)	Topic Continued after taking queries from previous lecture Suspense Account Effect of Rectification on Profit
6	Capital and Revenue: Concept and classification of income

(03-10-2022 to 08-10- 2022)	Capital and Revenue expenditure Capital and Revenue Receipts
7 (10-10-2022 to 15-10- 2022)	Depreciation provisions and reserves: concept and classification Methods of depreciation accounting.
8 (17-10-2022 to 21-10- 2022)	Final Accounts: manufacturing, trading, profit & loss account Balance sheet
(22-10-2022 to 26-10- 2022)	Diwali Vacations
9 (27-10-2022 to 29-10- 2022)	Topic of Final Accounts Continued Adjustment Entries
10 (31-10-2022 to 05-11- 2022)	Topic of Final Accounts Continued
11 (07-11-2022 to 12-11- 2022)	Revision and Class Test
12 (14-11-2022 to 19-11- 2022)	Accounts of Non-profit Organizations
13 (21-11-2022 to 26-11- 2022)	Topic continued after taking queries from previous lecture

14 (28-11-2022 to 03-12- 2022)	Consignment Accounts: accounting records Normal and abnormal Loss: Valuation of unsold stock
15 (05-12-2022 to 10-12- 2022)	Topic continued after taking queries from previous lecture
16 (12-12-2022 to 17-12- 2022)	Revision
17 (18-12-2022 to 24-12- 2022)	Revision

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2022-2023)

Class: B.com 1st sem
Subject: (BC-102) Micro Economics

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Economics – Introduction
2 (05-09-2022 to 10-09-2022)	Topic - 1 Nature and Scope of Economics (Topic Continued after taking queries from previous lecture) Topic 2 – Micro and Macro Economics Activity Class (group discussion on recent topic in Economics)
3 (12-09-2022 to 17-09-2022)	Topic 3 – Theory of Demand Topic 4 – Elasticity of Demand
4	Topic 4 – Elasticity of Demand

(19-09-2022 to 24-09-2022)	(Topic Continued after taking queries from previous lecture) Class Test
5 (26-09-2022 to 01-10-2022)	Topic 5 – Production Function And Law of Production Activity (Discussion on impact of share market in Economy)
6 (03-10-2022 to 08-10-2022)	Topic 5 – Production Function And Law of Production (Topic Continued after taking queries from previous lecture) Topic 6 – Theory of cost
7 (10-10-2022 to 15-10-2022)	Topic 6 – Theory of cost (Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz)
8 (17-10-2022 to 21-10-2022)	Topic 7 – Price Determination Under Perfect Competition
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Discussion on previous lecture/Class test/ Group Discussion/ Presentation
10 (31-10-2022 to 05-11-2022)	Topic 8 – Equilibrium of Firm And Industry Under Perfect Competition
11 (07-11-2022 to 12-11-2022)	Topic 9 – Price Determination Under Monopoly (After taking query of previous Chapter) Class Test Activity (Group Discussion/ presentation)

12 (14-11-2022 to 19-11-2022)	Topic 10 - Price Determination Under Monopolistic Competition (After taking query of previous Chapter) Class Test
13 (21-11-2022 to 26-11-2022)	Topic 11 – Cardinal Utility Analysis (After taking query of previous Chapter) (Group Discussion/ Presentation)
14 (28-11-2022 to 03-12-2022)	Topic 11 – Cardinal Utility Analysis (Topic Continued after taking queries from previous lecture) Class Test Activity (Group Discussion/ Presentation/Quiz)
15 (05-12-2022 to 10-12-2022)	Topic 12 – Indifference Curve Approach Activity (Presentation/ Group Discussion)
16 (12-12-2022 to 17-12-2022)	Topic 12 – Indifference Curve Approach ((Topic Continued after taking queries from previous lecture) Activity (Presentation/Group Discussion/Quiz) Class Test
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 1st Semester A and B

Subject:

Principles of Business Management

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Introduction to Management
2	Topic - 1 Introduction to Business And Commerce(Topic Continued after taking queries from previous lecture) Topic 2 – Management: An Introduction Activity Class (group discussion/presentation/role playing/group activity)

(05-09-2022 to 10-09-2022)	
3 (12-09-2022 to 17-09-2022)	Topic 3 – Management as Science, Art and Profession Test of Chapter No 1
4 (19-09-2022 to 24-09-2022)	Topic 4– Approaches to Management Topic Continued after taking queries from previous lecture
5 (26-09-2022 to 01-10-2022)	Topic 5 – Planning: Concept and Importance Topic Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
6 (03-10-2022 to 08-10-2022)	Topic 6- Types of Plans Test of Planning: Concept and Importance
7 (10-10-2022 to 15-10-2022)	Topic 7– Organising: Principles and Formal vs. Informal Organisation Topic Continued after taking queries from previous lecture
8 (17-10-2022 to 21-10-2022)	Topic 8– Organisation Structure: Meanings d Types Topic Continued after taking queries from previous lecture
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 9– Delegation of Authority: Meaning, Advantages and Barriers Topic Continued after taking queries from previous lecture
10 (31-10-2022 to 05-11-2022)	Topic 10- Decentralisation and Centralisation Test of Delegation of Authority
11 (07-11-2022 to 12-11-2022)	Topic 11- Staffing: Concept and Scope Topic Continued after taking queries from previous lecture

12 (14-11-2022 to 19-11-2022)	Topic 12- Directing: Principles and Elements Topic Continued after taking queries from previous lecture
13 (21-11-2022 to 26-11-2022)	Topic 13- Motivation: Meaning, Importance and Approaches Topic Continued after taking queries from previous lecture
14 (28-11-2022 to 03-12-2022)	Topic 14- Leadership: Approaches and Styles Topic Continued after taking queries from previous lecture
15 (05-12-2022 to 10-12-2022)	Topic 15- Controlling: Meaning and Process Topic Continued after taking queries from previous lecture
16 (12-12-2022 to 17-12-2022)	Topic 16- Control Techniques: Traditional and Modern Topic Continued after taking queries from previous lecture
17 (18-12-2022 to 24-12-2022)	Revision of all Chapters

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 1st Semester

Subject:

Business Communication

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Business Communication (Introduction)
2 (05-09-2022 to 10-09-2022)	Topic 1- Business communication- Meaning Topic 2- Forms of electronic communication Activity Class (group discussion/presentation/role playing/group activity)

3 (12-09-2022 to 17-09-2022)	Topic 3- Models and processes of communication Theories of communication
4 (19-09-2022 to 24-09-2022)	Topic 4- Corporate Communication
5 (26-09-2022 to 01-10-2022)	Topic 4- Corporate Communication (Contd..) Topic 5- Audience Analysis Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (03-10-2022 to 08-10-2022)	Topic 6- Formal and informal communication network Topic 7- Communication barriers Improving Communication Topic Continued after taking queries from previous lecture
7 (10-10-2022 to 15-10-2022)	Topic 8- Effective presentation skills- Introduction Class Test
8 (17-10-2022 to 21-10-2022)	Topic 8- Effective presentation skills- Individual and group Presentation Topic Continued after taking queries from previous lecture
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 9- Practices in Business Communication Group discussion, Seminars, Mock interviews and report writing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (31-10-2022 to 05-11-2022)	Topic 10- Self development and communication Development of positive attitude Topic Continued after taking queries from previous lecture
11 (07-11-2022 to 12-11-2022)	Topic 11- SWOT Analysis Body language: Kinesics, proxemics and para language Problem Solving Session
12 (14-11-2022 to 19-11-2022)	Topic 12- Principles of effective listening: Oral, written and video session Problem Solving Session
13 (21-11-2022 to 26-11-2022)	Revision of Topics 11 and 12 Class Tests

14 (28-11-2022 to 03-12-2022)	Topic 13- Interviewing skills : Appearing and conducting Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic 14- Writing resume and business letters Problem solving session
16 (12-12-2022 to 17-12-2022)	Topic 15- Etiquettes in verbal, written and online communication Class Test
17 (18-12-2022 to 24-12-2022)	Revision and doubt session


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Lesson Plan

B.COM 2nd SEM

2022-2023

DYAL SINGH COLLEGE, KARNAL

Session: 2022-23

Lesson Plan

Class: B.Com2nd Semester

Subject: BC 201(Financial Accounting II)

Week	Topics
1 (01-02-2023 to 04-02-2023)	Branch Accounts: Dependent branch Debtor's system
2 (06-02-2023 to 11-02-2023)	Branch Accounts: Stock and Debtor system
3 (13-02-2023 to 18-02-2023)	Branch Accounts: Final accounts Branch Accounts: Wholesale Branch
4 (20-02-2023 to 25-02-2023)	Class Test
5 (27-02-2023 to 04-03-2023)	Hire purchase and installment purchase system
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Concept and legal provisions regarding hire-purchase contract
7 (20-03-2023 to 25-03-2023)	Accounting records for goods of substantial sale value

8 (27-03-2023 to 01-04-2023)	Class Test
9 (03-04-2023 to 08-04-2023)	Partnership account: characteristics of partnership Partnership deed; final accounts; adjustment after closing the accounts
10 (10-04-2023 to 15-04-2023)	Fixed and Fluctuating capital Goodwill, Joint life policy, Change in profit sharing ratio
11 (17-04-2023 to 22-04-2023)	Reconstitution of partnership firm: Admission of a Partner
12 (24-04-2023 to 29-04-2023)	Reconstitution of partnership firm: Retirement and Death of a partner
13 (01-05-2023 to 06-05-2023)	Dissolution of partnership: Modes & Accounting treatment
14 (08-05-2023 to 13-05-2023)	Dissolution of partnership: Modes & Accounting treatment
15 (15-05-2023 to 20-05-2023)	Class Test and Revision
16 (22-05-2023 to 26-05-2023)	Class Test and Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class: B.COM 2nd Semester

Subject: (BC-202) Macro Economics

Week	Topics
1 (01-02-2023 to 04-02-2023)	Overview of Subject
2 (06-02-2023 to 11-02-2023)	Topic 1 – Nature and Scope of Macro Economics
3 (13-02-2023 to 18-02-2023)	Topic 2 – Circular Flow of Income Activity : (class Test/Group Discussion)
4 (20-02-2023 to 25-02-2023)	Topic 3 – National Income: Concepts and Measurement Activity: (Class Test/ Presentation)
5 (27-02-2023 to 04-03-2023)	Topic 3 – National Income: Concepts and Measurement (Topic Continued after taking queries from previous lecture)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 4 – Consumption Function Activity : (Group Discussion/Quiz)
7 (20-03-2023 to 25-03-2023)	Topic 4 – Consumption Function (Topic Continued after taking queries from previous lecture)
8 (27-03-2023 to 01-04-2023)	Topic 5 – Investment Function Activity : (Group Discussion/Quiz)
9 (03-04-2023 to 08-04-2023)	Topic 6 – Multiplier Activity: (Class Test/Presentation)
10	Topic 7- Principal of Acceleration Activity : (Group Discussion/Quiz)

(10-04-2023 to 15-04-2023)	
11 (17-04-2023 to 22-04-2023)	Topic 8 – National Income Determination in a Three Sector Closed Economy Activity: (Class Test/ Presentation)
12 (24-04-2023 to 29-04-2023)	Topic 9 – Inflation Activity : (Group Discussion/Quiz)
13 (01-05-2023 to 06-05-2023)	Topic 10 – Business Cycles Class Test
14 (08-05-2023 to 13-05-2023)	Topic 11- Classical Theory Of Income and Employment Activity: (Class Test/ Presentation)
15 (15-05-2023 to 20-05-2023)	Topic 12 – Keynesian Theory of Income and Employment Activity : (Group Discussion/Quiz)
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

B.Com 2nd Semester

Subject:

Business Environment of Haryana

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1 – Haryana economy: nature, characteristics and problems
2 (06-02-2023 to 11-02-2023)	Topic 2 – concept of economic development Topic3- State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio. Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-02-2023 to 18-02-2023)	Topic 3 – State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio (Contd..)

4 (20-02-2023 to 25-02-2023)	Topic 4 – Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy Class Test
5 (27-02-2023 to 04-03-2023)	Topic 5 – Measures for development in agriculture, crop insurance. Activity Class (group discussion/presentation/role playing/group activity /case study)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 6 – Agriculture credit: agriculture finance, types of agriculture finance Class Test
7 (20-03-2023 to 25-03-2023)	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 (27-03-2023 to 01-04-2023)	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 (03-04-2023 to 08-04-2023)	Topic 10 – Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges Class Test
10 (10-04-2023 to 15-04-2023)	Topic 11 – SEZ, Growth of MNCs in Haryana. Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-04-2023 to 22-04-2023)	Topic 12 – Role of HSIIDC, HFC Topic 13 – HAFED, HKVIB Activity Class (group discussion/presentation/role playing/group activity /case study) Class test
12 (24-04-2023 to 29-04-2023)	Topic 14- Haryana budget: objectives and policies, sources of revenues and its utilization.
13 (01-05-2023 to 06-05-2023)	Revision and Tests

14 (08-05-2023 to 13-05-2023)	Revision and Tests
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2022-23)

Class and Section: B. Com 2nd Semester

Subject: Income Tax Law-II

Week	Topics
1 (01-02-2023 to 04-02-2023)	Deductions under section 80C-80U
2 (06-02-2023 to 11-02-2023)	Deductions
3 (13-02-2023 to 18-02-2023)	Agriculture Income
4 (20-02-2023 to 25-02-2023)	Total Income of Individual
5 (27-02-2023 to 04-03-2023)	Total Income of Individual
	Total Income of HUF

(05-03-2023 to 12-03-2023)	
6 (13-03-2023 to 18-03-2023)	Total Income of Firm
7 (20-03-2023 to 25-03-2023)	Total Income of Firm
8 (27-03-2023 to 01-04-2023)	Income Tax Authorities
9 (03-04-2023 to 08-04-2023)	Procedure of assessment
10 (10-04-2023 to 15-04-2023)	TDS and TCS
11 (17-04-2023 to 22-04-2023)	Rebate and relief of tax
12 (24-04-2023 to 29-04-2023)	Advance Payment of Tax
13 (01-05-2023 to 06-05-2023)	Recovery of Tax
14 (08-05-2023 to 13-05-2023)	Refund of Tax
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

B.Com 2nd Semester

Subject:

Goods & Services Tax- I

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1- GST: meaning, taxable person, levy and collection of GST
2 (06-02-2023 to 11-02-2023)	Topic 2 –composition levy, power to grant exemption from tax; GST rates Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-02-2023 to 18-02-2023)	Topic 3 – Registration: procedure and documents required; persons liable for registration; compulsory registration in certain cases; procedure for registration; deemed registration
4 (20-02-2023 to 25-02-2023)	Topic 3 – special provisions relating to casual taxable person and non-resident taxable person Class Test
5 (27-02-2023 to 04-03-2023)	Topic 3 –amendment of registration; cancellation of registration; revocation of cancellation of registration Activity Class (group discussion/presentation/role playing/group activity /case study)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 4 – Time and place of supply of goods and services, value of taxable supply Class Test
7 (20-03-2023 to 25-03-2023)	Topic 5 – Input tax credit: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (27-03-2023 to 01-04-2023)	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 (03-04-2023 to 08-04-2023)	Topic 5 – availability of credit in special circumstances Class Test
10 (10-04-2023 to 15-04-2023)	Topic 5 – taking input tax credit in respect of inputs and capital goods sent for job-work Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-04-2023 to 22-04-2023)	Topic 5 – manner of distribution of credit by input service distributor; manner of recovery of credit distributed in excess. Class test
12 (24-04-2023 to 29-04-2023)	Topic 6 – Tax invoice credit and debit note: Performa Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (01-05-2023 to 06-05-2023)	Revision and Tests
14 (08-05-2023 to 13-05-2023)	Revision and Tests
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests


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Lesson Plan

B.COM 3rd SEM

2022-2023

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session- 2022-23

Class :- B.Com 3rd semester

Subject :- CORPORATE ACCOUNTS

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation Issue of shares
2 (05-09-2022 to 10-09-2022)	Forfeiture and re- issue of shares
3 (12-09-2022 to 17-09-2022)	Book building concept and its process
4 (19-09-2022 to 24-09-2022)	Issue of right shares and bonus shares Buy back of shares
5 (26-09-2022 to 01-10-2022)	Numerical assessment and revision Test of previous topics
6 (03-10-2022 to 08-10-2022)	Issue of preference shares
7 (10-10-2022 to 15-10-2022)	Redemption of preference shares
8 (17-10-2022 to 21-10-2022)	Test and numerical assessment
(22-10-2022 to 26-10-2022)	DIWALI VACATIONS
9	Issue of debentures

(27-10-2022 to 29-10-2022)	
10 (31-10-2022 to 05-11-2022)	Redemption of debentures
11 (07-11-2022 to 12-11-2022)	Test of debentures Introduction to final accounts
12 (14-11-2022 to 19-11-2022)	Continuation of final accounts
13 (21-11-2022 to 26-11-2022)	Introduction of Amalgamation of companies
14 (28-11-2022 to 03-12-2022)	Continuation of amalgamation of companies
15 (05-12-2022 to 10-12-2022)	Numerical assessment and revision along with doubt clearing session
16 (12-12-2022 to 17-12-2022)	Internal reconstruction
17 (18-12-2022 to 24-12-2022)	Test of internal reconstruction Doubt solving sessions Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class: B.Com 3rd Semester

Subject: Business Statistics - I

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Introduction to Statistics
2 (05-09-2022 to 10-09-2022)	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)
3 (12-09-2022 to 17-09-2022)	Topic 3 – Measures of Central Tendency
4 (19-09-2022 to 24-09-2022)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
5 (26-09-2022 to 01-10-2022)	Topic 3 – Measures of Central Tendency Topic Continued after taking queries from previous lecture Class Test
6 (03-10-2022 to 08-10-2022)	Topic 3 – Measures of Central Tendency (Geometric Mean and Harmonic Mean)
7 (10-10-2022 to 15-10-2022)	Topic 4 – Measures of Dispersion
8 (17-10-2022 to 21-10-2022)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 4 – Measures of Dispersion Topic Continued after taking queries from previous lecture Class Test

<p>10 (31-10-2022 to 05-11-2022)</p>	<p>Topic – 5 Index Numbers – 1</p> <p>Class Test</p>
<p>11 (07-11-2022 to 12-11-2022)</p>	<p>Topic – 5 Index Numbers - 1</p> <p>Topic Continued after taking queries from previous lecture</p>
<p>12 (14-11-2022 to 19-11-2022)</p>	<p>Topic – 5 Index Numbers – 2</p> <p>Class Test</p>
<p>13 (21-11-2022 to 26-11-2022)</p>	<p>Topic – 5 Index Numbers – 2</p> <p>Topic Continued after taking queries from previous lecture</p>
<p>14 (28-11-2022 to 03-12-2022)</p>	<p>Topic – 6 Time Series Analysis - 1</p>
<p>15 (05-12-2022 to 10-12-2022)</p>	<p>Topic – 6 Time Series Analysis -2</p>
<p>16 (12-12-2022 to 17-12-2022)</p>	<p>Topic – 6 Time Series Analysis -3</p>
<p>17 (18-12-2022 to 24-12-2022)</p>	<p>Revision and Class Tests</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: – 2022-23

Class :- B.Com 3rd semester

Subject: Business Law

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of business law
2 (05-09-2022 to 10-09-2022)	Introduction to valid contracts
3 (12-09-2022 to 17-09-2022)	Elements of valid contract Proposal of contract
4 (19-09-2022 to 24-09-2022)	Acceptance and revocation Contractual capacity of parties
5 (26-09-2022 to 01-10-2022)	Contractual capacity of parties contd... Free consent of parties
6 (03-10-2022 to 08-10-2022)	Lawful consideration and object Agreements expressly declared as void
7 (10-10-2022 to 15-10-2022)	Legal formalities – written and registered Contingent contracts
8 (17-10-2022 to 21-10-2022)	Performance of contracts Discharge of contracts

(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Implied, Quasi or Constructive contracts
10 (31-10-2022 to 05-11-2022)	Consequences of breach of contract Contracts of indemnity and guarantee
11 (07-11-2022 to 12-11-2022)	Contract of pledge and agency
12 (14-11-2022 to 19-11-2022)	Sale of goods act-1930 Contract of sale
13 (21-11-2022 to 26-11-2022)	Conditions and warranties
14 (28-11-2022 to 03-12-2022)	Transfer of property or ownership
15 (05-12-2022 to 10-12-2022)	Performance of the contract- delivery and payment Unpaid seller
16 (12-12-2022 to 17-12-2022)	Suits for breach of contract
17 (18-12-2022 to 24-12-2022)	Consumer protection act, 1986

Dyal Singh College, Karnal
Session: 2022-23
Lesson Plan

Class: B.com, Semester 3

Subject: BC 304 (Company Law- I)

Week	Topics
1 (01-09-2022 to 03-09-2022)	Meaning of Company
2 (05-09-2022 to 10-09-2022)	Characteristics of Companies Types of Companies Class Activity (Group Discussion/Presentation/Role Playing/Group activity)
3 (12-09-2022 to 17-09-2022)	Topic Continued after taking queries from previous lecture Conversion of private into public company & vice versa.
4 (19-09-2022 to 24-09-2022)	Promotion and incorporation of companies: Basic Concepts Promoters: legal position, duty, liability and remuneration Class Test
5 (26-09-2022 to 01-10-2022)	Topic Continued after taking queries from previous lecture Company and pre-incorporation contracts Incorporation procedure
6 (03-10-2022 to 08-10-2022)	Memorandum of Association: clauses, doctrine of ultra vires, alteration of clauses Class Activity (Group Discussion/Presentation/Role Playing/Group activity)

<p>7 (10-10-2022 to 15-10-2022)</p>	<p>Contents of Articles of Association Model forms and alteration in Articles of Association</p>
<p>8 (17-10-2022 to 21-10-2022)</p>	<p>Doctrine of indoor management Doctrine of Constructive notice Class Test</p>
<p>(22-10-2022 to 26-10-2022)</p>	<p>Diwali Vacations</p>
<p>9 (27-10-2022 to 29-10-2022)</p>	<p>Meaning of Prospectus Contents and formalities of prospectus Abridged prospectus Deemed prospectus</p>
<p>10 (31-10-2022 to 05-11-2022)</p>	<p>Red herring & shelf prospectus Misstatement and remedies Liabilities for misstatements Class Activity (Group Discussion/Presentation/Role Playing/Group activity)</p>
<p>11 (07-11-2022 to 12-11-2022)</p>	<p>Revision and Class Test</p>
<p>12 (14-11-2022 to 19-11-2022)</p>	<p>Types of Share Capital Issue and allotment of shares and debentures</p>

13 (21-11-2022 to 26-11-2022)	Share Certificate Share warrant Reduction of share capital Buy-back of shares
14 (28-11-2022 to 03-12-2022)	Transfer & transmission of shares and debentures Class Test
15 (05-12-2022 to 10-12-2022)	Depository system Borrowing powers and debentures Class Test
16 (12-12-2022 to 17-12-2022)	Revision
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL
lesson plan (2022-23)

Class and Section:
Subject:

B. Com 3rd Semester
Indian Financial System

Week	Topics
1 (01-09-2022 to 03-09- 2022)	Orientation of the students Introduction to Indian financial System

2 (05-09-2022 to 10-09-2022)	Nature and role of financial System Financial System and Economic Development
3 (12-09-2022 to 17-09-2022)	Financial Markets Financial Instruments
4 (19-09-2022 to 24-09-2022)	Instruments of Money Market Functions of Money Market Class(Group Discussion and Presentation)
5 (26-09-2022 to 01-10-2022)	Primary Market Secondary Market
6 (03-10-2022 to 08-10-2022)	Depository System NSDL CDSL
7 (10-10-2022 to 15-10-2022)	Formation of SEBI Recent Developments
8 (17-10-2022 to 21-10-2022)	Debt Market Presentations
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Reserve Bank Of India Credit Creation
10 (31-10-2022 to 05-11-2022)	Methods Of Credit Control Revision of above topics
11	Commercial Banking in India Recent Developments in Commercial Banking in India

(07-11-2022 to 12-11-2022)	
12 (14-11-2022 to 19-11-2022)	Problem of Non-performing Assets in Commercial Banks
13 (21-11-2022 to 26-11-2022)	Payment Banks E-banking in India
14 (28-11-2022 to 03-12-2022)	Development Banks
15 (05-12-2022 to 10-12-2022)	Revision
16 (12-12-2022 to 17-12-2022)	Payment Banks and E-Banking (Group discussion /presentation)
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session – 2022-23

Class and Section:

B.Com 3rd Semester

Subject:

Rural Marketing

Week	Topics
1	Orientation of the students Introduction to Rural Marketing

(01-09-2022 to 03-09-2022)	
2 (05-09-2022 to 10-09-2022)	Topic 1- Introduction (Topic continued) Meaning, Nature, Characteristics and Opportunities of Rural Marketing Rural Marketing in India Activity Class (group discussion/presentation/role playing/group activity)
3 (12-09-2022 to 17-09-2022)	Topic 1- Revision Socio-cultural, economic, demographic, technological and other environmental factors affecting Rural Marketing.
4 (19-09-2022 to 24-09-2022)	Test Topic 2- Rural Consumer Behaviour
5 (26-09-2022 to 01-10-2022)	Topic 3-Segmentation of Rural Market Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (03-10-2022 to 08-10-2022)	Topic 3- Segmentation of Rural Market (Contd..) Topic Continued after taking queries from previous lecture
7 (10-10-2022 to 15-10-2022)	Topic 4- Rural Marketing Mix Class Test
8 (17-10-2022 to 21-10-2022)	Presentation and Revision Topic 5- Difference in Rural and Urban market Problems in Rural Marketing Topic Continued after taking queries from previous lecture
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 6- Strategies for Rural Marketing Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (31-10-2022 to 05-11-2022)	Topic 6- Product planning, pricing, promotion and management of distribution channel for marketing of durables and non-durables in rural areas Topic Continued after taking queries from previous lecture

<p>11 (07-11-2022 to 12-11-2022)</p>	<p>Topic 6- Planning and organising personal selling in rural market</p>
<p>12 (14-11-2022 to 19-11-2022)</p>	<p>Revision of Topics (5 and 6)</p>
<p>13 (21-11-2022 to 26-11-2022)</p>	<p>Topic 7- Innovation in Rural Market Topic 8- E-commerce in Rural Market Class Tests</p>
<p>14 (28-11-2022 to 03-12-2022)</p>	<p>Topic 8- E-Choupal and other similar initiatives in rural market Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p>15 (05-12-2022 to 10-12-2022)</p>	<p>Test and Revision</p>
<p>16 (12-12-2022 to 17-12-2022)</p>	<p>Presentation</p>
<p>17 (18-12-2022 to 24-12-2022)</p>	<p>Doubt session and Revision</p>

DYAL SINGH COLLEGE, KARNAL

Session: 2022-23

Lesson Plan

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

Subject: Foreign Trade of India

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 –India’s Foreign Trade: Trends and Composition
2 (05-09-2022 to 10-09-2022)	Topic 1 – India’s Foreign Trade: Trends and Composition (Topic Continued after taking queries from previous lecture) Topic 2 – Direction of Foreign Trade Activity Class (group discussion/presentation/role playing/group activity)
3 (12-09-2022 to 17-09-2022)	Topic 3 – Balance of Payments Class Test
4 (19-09-2022 to 24-09-2022)	Topic 4 – World Trade Organization Revision and Class test - Oral
5 (26-09-2022 to 01-10-2022)	Topic 5 – Foreign Market Selection Activity Class (group discussion/presentation/role playing/group activity)
6 (03-10-2022 to 08-10-2022)	Topic 6 – Foreign Market Entry Modes Revision and Class test - Oral
7 (10-10-2022 to 15-10-2022)	Topic 7 – International Product Planning Activity Class (group discussion/presentation/role playing/group activity)
8 (17-10-2022 to 21-10-2022)	Topic 8 – International Product Life Cycle Class Test
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 9 – Export Procedures and Documentation Activity Class (group discussion/presentation/role playing/group activity /case study)

10 (31-10-2022 to 05-11-2022)	Topic 10 – Incoterms/International Price Quotations Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (07-11-2022 to 12-11-2022)	Topic 11 – Methods of International Payment Class Test
12 (14-11-2022 to 19-11-2022)	Topic 12 – Foreign Trade Policy Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (21-11-2022 to 26-11-2022)	Topic 13 – Special Economic Zones (SEZs) Class Test
14 (28-11-2022 to 03-12-2022)	Topic 14 – Export Oriented Units(EOUs) Topic 15 – Export Houses and Trading Houses Class Test - Oral
15 (05-12-2022 to 10-12-2022)	Topic 16 – World Bank Topic 17 – International Monetary Fund (IMF) Activity Class (group discussion/presentation/role playing/group activity /case study)
16 (12-12-2022 to 17-12-2022)	Revision and Tests
17 (18-12-2022 to 24-12-2022)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

B.Com 3rd Semester (Taxation)

Subject:

Income Tax Law-III

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Basic Concepts of Income Tax Law

<p style="text-align: center;">2</p> <p>(05-09-2022 to 10-09-2022)</p>	<p>Topic 1- Assessment procedure Assessment under section 143(1) Regular assessment under section 143(2) Activity Class (group discussion/presentation/role playing/group activity)</p>
<p style="text-align: center;">3</p> <p>(12-09-2022 to 17-09-2022)</p>	<p>Topic 1- Best judgement assessment Class test</p>
<p style="text-align: center;">4</p> <p>(19-09-2022 to 24-09-2022)</p>	<p>Presentation and group discussion</p>
<p style="text-align: center;">5</p> <p>(26-09-2022 to 01-10-2022)</p>	<p>Topic 1- Income escaping assessment under section 148 Issue of notice where income has escaped assessment and time limit for notice Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p style="text-align: center;">6</p> <p>(03-10-2022 to 08-10-2022)</p>	<p>Topic 1- Test Time limit for completion of assessment and reassessment Topic Continued after taking queries from previous lecture</p>
<p style="text-align: center;">7</p> <p>(10-10-2022 to 15-10-2022)</p>	<p>Class test Topic 2- Return of Income</p>
<p style="text-align: center;">8</p> <p>(17-10-2022 to 21-10-2022)</p>	<p>Topic 2- Persons liable to file return Return of loss Revision and test Topic Continued after taking queries from previous lecture</p>
<p>(22-10-2022 to 26-10-2022)</p>	<p>Diwali Vacations</p>
<p style="text-align: center;">9</p> <p>(27-10-2022 to 29-10-2022)</p>	<p>Topic 2- Belated Return filing Revised return Activity Class- (Group Discussion/Presentation/case study/Group Activity)</p>
<p style="text-align: center;">10</p> <p>(31-10-2022 to 05-11-2022)</p>	<p>Topic 2- Defective return E-filing of return Topic Continued after taking queries from previous lecture</p>

11 (07-11-2022 to 12-11-2022)	Group activity Topic 3- Filing of ITR (Income tax return) Problem Solving Session
12 (14-11-2022 to 19-11-2022)	Topic 4- Penalty
13 (21-11-2022 to 26-11-2022)	Topic 5- Offences and Prosecutions Revision and Class Test
14 (28-11-2022 to 03-12-2022)	Topic 6- Appeals to Income tax authority Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic 7- Post assessment procedure Topic 8- Refund- Who can claim and time limit for claiming refund Problem solving session
16 (12-12-2022 to 17-12-2022)	Topic 8- Refund on Appeal Interest on Appeal Class Test
17 (18-12-2022 to 24-12-2022)	Revision and doubt session

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class:

B.com 3rd sem

Subject:

GST

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

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


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

Lesson Plan
B.COM 4thSEM
2022-2023

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session 2022-23

Class and Section: B.Com 4th Semester

Subject: Corporate Accounting - II

Week	Topics
1 (01-02-2023 to 04-02-2023)	Orientation and introduction of new syllabus
2 (06-02-2023 to 11-02-2023)	introduction to valuation of goodwill and explaining the topic
3 (13-02-2023 to 18-02-2023)	test of valuation of goodwill introduction to different kinds of shares and their benefits
4 (20-02-2023 to 25-02-2023)	concept of valuation of shares, its calculation based on simple problems
5 (27-02-2023 to 04-03-2023)	test of valuation of shares introduction of holding companies and balance sheet of a company
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	accounts of holding companies preparation of consolidated balance sheet
7 (20-03-2023 to 25-03-2023)	accounts of holding company along with the relevant provisions of accounting standard 21.
8 (27-03-2023 to 01-04-2023)	doubt session test of holding company
9	introduction to banking organizations

(03-04-2023 to 08-04-2023)	
10 (10-04-2023 to 15-04-2023)	Practical questions of banking companies.
11 (17-04-2023 to 22-04-2023)	accounts of banking organizations with practical questions introduction to insurance companies
12 (24-04-2023 to 29-04-2023)	accounts of insurance companies
13 (01-05-2023 to 06-05-2023)	doubt session test of insurance company both practical and theory
14 (08-05-2023 to 13-05-2023)	liquidation of companies - theory and practical
15 (15-05-2023 to 20-05-2023)	doubt solving session test of full syllabus
16 (22-05-2023 to 26-05-2023)	REVISION

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class:

B.Com 4th Semester

Subject:

Business Statistics - II

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1: Simple Correlation – Introduction

2 (06-02-2023 to 11-02-2023)	Topic 1: Simple Correlation (Karl Pearson's Coefficient of Correlation)
3 (13-02-2023 to 18-02-2023)	Class Test Topic 1: Simple Correlation (Rank Correlation)
4 (20-02-2023 to 25-02-2023)	Topic 1: Simple Correlation (Concurrent Deviation Method, Probable and Standard Error) Class Test
5 (27-02-2023 to 04-03-2023)	Topic 2: Regression Analysis
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
7 (20-03-2023 to 25-03-2023)	Class Test Topic 2: Regression Analysis (Topic Continued after taking queries from previous lecture)
8 (27-03-2023 to 01-04-2023)	Class Test Topic 3: Probability - I
9 (03-04-2023 to 08-04-2023)	Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
10 (10-04-2023 to 15-04-2023)	Class Test Topic 3: Probability - I (Topic Continued after taking queries from previous lecture)
11 (17-04-2023 to 22-04-2023)	Topic 4: Probability - II (Bays' Theorem) (Topic Continued after taking queries from previous lecture) Class Test

12 (24-04-2023 to 29-04-2023)	Topic 5: Probability Distributions - I (Binomial Distribution) Class Test
13 (01-05-2023 to 06-05-2023)	Topic 6: Probability Distributions - II (Poisson Distribution) Class Test
14 (08-05-2023 to 13-05-2023)	Topic 7: Probability Distributions - III (Normal Distribution) Class Test
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session 2022-23

Class and Section: B.Com 4th Semester

Subject: Business Laws- II

Week	Topics
1 (01-02-2023 to 04-02-2023)	introduction to negotiable act 1881 its features and its types
2 (06-02-2023 to 11-02-2023)	negotiation, crossing and dishonor and discharge of of negotiable instruments

3 (13-02-2023 to 18-02-2023)	indian partnership act, 1932 nature of firms, duties and rights of partners
4 (20-02-2023 to 25-02-2023)	relation of partners to third parties, liabilities of firm and partner, minor
5 (27-02-2023 to 04-03-2023)	reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms and effects of non registration.
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Test and revision
7 (20-03-2023 to 25-03-2023)	limited liability partnership act, 2008 its meaning and characteristics
8 (27-03-2023 to 01-04-2023)	incorporation of LLP, partners and the liability of LLP and partners.
9 (03-04-2023 to 08-04-2023)	accounts audit and taxation of LLPs conversion to LLP from private co./ firm/unlisted company
10 (10-04-2023 to 15-04-2023)	Test and revision
11 (17-04-2023 to 22-04-2023)	winding up and dissolution of LLP.
12 (24-04-2023 to 29-04-2023)	Information technology act 2000. its purpose, digital signature and electronic governance
13	acknowledgement and dispatch of electronic records certifying digital signature

(01-05-2023 to 06-05-2023)	
14 (08-05-2023 to 13-05-2023)	penalties and other provisions
15 (15-05-2023 to 20-05-2023)	Right to information act, 2005 important provisions of RTI act, 2005 revision and test
16 (22-05-2023 to 26-05-2023)	Test and revision

DYAL SINGH COLLEGE, KARNAL

Session: 2022-23

Lesson Plan

Class: B.Com 4th Semester

Subject: BC 404 (Company Law- II)

Week	Topics
1 (01-02-2023 to 04-02-2023)	Membership in companies Company management and administration
2 (06-02-2023 to 11-02-2023)	Legal position of Directors Qualification and Appointment of Directors
3 (13-02-2023 to 18-02-2023)	Removal of Directors Powers of Directors Duties and liabilities of directors
4 (20-02-2023 to 25-02-2023)	Managerial Remuneration Key Management Personnel: Managing Director, Whole Time Director, Manager
5 (27-02-2023 to 04-03-2023)	Company Secretary: Role, appointment, duties, liabilities, rights and dismissal Class Activity (Group Discussion/Presentation/Role Playing/Group activity)

(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Meetings: kinds of meetings, requisites of a valid meeting
7 (20-03-2023 to 25-03-2023)	Authority, notice & agenda, quorum, chairperson & conduct of meeting Resolutions Minutes and Proxy
8 (27-03-2023 to 01-04-2023)	Dividend; accounts of companies; audit & auditors
9 (03-04-2023 to 08-04-2023)	Class Test and Revision
10 (10-04-2023 to 15-04-2023)	Prevention of oppression & mismanagement
11 (17-04-2023 to 22-04-2023)	Compromise, Arrangement, Reconstruction and Amalgamation
12 (24-04-2023 to 29-04-2023)	Meaning of Winding up Modes of winding up
13 (01-05-2023 to 06-05-2023)	Procedure and Consequences of winding up
14 (08-05-2023 to 13-05-2023)	Procedure and Consequences of winding up (continued)
15 (15-05-2023 to 20-05-2023)	Class Test and Revision
16	Class Test and Revision

(22-05-2023 to 26-05-2023)	
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23

Class and Section:

B. Com 4th Semester

Subject:

Computerized Accounting System

Week	Topics
1 (01-02-2023 to 04-02-2023)	Orientation of the students Introduction to Tally
2 (06-02-2023 to 11-02-2023)	Creation of Company-Licensing ,Tally Vault , Security Control
3 (13-02-2023 to 18-02-2023)	Splitting Company Data, Backup and restore
4 (20-02-2023 to 25-02-2023)	Voucher entry Test
5 (27-02-2023 to 04-03-2023)	Accounting –Budget
(05-03-2023 to 12-03-2023)	Holi
6	Accounting – Cost centre

(13-03-2023 to 18-03- 2023)	
7 (20-03-2023 to 25-03- 2023)	Currency- Debit Note and Credit Note
8 (27-03-2023 to 01-04- 2023)	Practicals on Debit note and credit note
9 (03-04-2023 to 08-04- 2023)	Interest calculation
10 (10-04-2023 to 15-04- 2023)	Balance Sheet and Profit and loss Practicals
11 (17-04-2023 to 22-04- 2023)	Introduction to payroll
12 (24-04-2023 to 29-04- 2023)	Payroll Masters Revision
13 (01-05-2023 to 06-05- 2023)	Advanced Payroll Transactions
14 (08-05-2023 to 13-05- 2023)	Revisions
15 (15-05-2023 to 20-05- 2023)	Revisions

16 (22-05-2023 to 26-05- 2023)	Revisions

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

B.Com 4th Semester

Subject:

Advertising

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1 – Advertising- Meaning, Scope and functions
2 (06-02-2023 to 11-02-2023)	Topic 2 – Promotion mix and advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-02-2023 to 18-02-2023)	Topic 3 – Advertising Process Topic 4- Communication process
4 (20-02-2023 to 25-02-2023)	Topic 5 – Types of advertising Class Test
5 (27-02-2023 to 04-03-2023)	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)
(05-03-2023 to 12-03-2023)	Holi Vacations

6 (13-03-2023 to 18-03-2023)	Topic 8 – Advertising objectives and DAGMAR Approach Topic 9 – Advertising Budget Class Test
7 (20-03-2023 to 25-03-2023)	Topic 10 – Creative aspect of advertising Activity Class (group discussion/presentation/role playing/group activity /case study)
8 (27-03-2023 to 01-04-2023)	Topic 11 – Types of advertising media Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (03-04-2023 to 08-04-2023)	Topic 12 – Media planning and scheduling Class Test
10 (10-04-2023 to 15-04-2023)	Topic 13 – Advertising agency and its role Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-04-2023 to 22-04-2023)	Topic 14 – Client agency relationship and advertising department Class test
12 (24-04-2023 to 29-04-2023)	Topic 15 – Advertising and consumer behaviour Activity Class (group discussion/presentation/role playing/group activity /case study)
13 (01-05-2023 to 06-05-2023)	Topic 16- Measuring advertising effectiveness
14 (08-05-2023 to 13-05-2023)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests

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DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2022-23

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

Subject: Entrepreneurship Development

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1 – Entrepreneur: An overview
2 (06-02-2023 to 11-02-2023)	Topic 2 – Entrepreneurship Activity Class (group discussion/presentation/role playing/group activity /case study)
3 (13-02-2023 to 18-02-2023)	Topic 3 – Setting Up of a New Business Class Test
4 (20-02-2023 to 25-02-2023)	Topic 4 – Life cycle of new business
5 (27-02-2023 to 04-03-2023)	Topic 5 – Environmental Factors Affecting A New Business Activity Class (group discussion/presentation/role playing/group activity /case study)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 6 – Project Planning Class Test
7 (20-03-2023 to 25-03-2023)	Topic 7 – Market and Demand Analysis Activity Class (group discussion/presentation/role playing/group activity /case study)
8	Topic 8 – Capital and Project Cost

(27-03-2023 to 01-04-2023)	
9 (03-04-2023 to 08-04-2023)	Topic 9 – Sources of Finance Class Test
10 (10-04-2023 to 15-04-2023)	Topic 10 – Profit and Tax Planning Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-04-2023 to 22-04-2023)	Topic 11 – Entrepreneurship and development programs Class Test
12 (24-04-2023 to 29-04-2023)	Topic 12 – Institutional support to Entrepreneurship development
13 (01-05-2023 to 06-05-2023)	Topic 13 – Government Support and Incentives to New Enterprises Activity Class (group discussion/presentation/role playing/group activity /case study)
14 (08-05-2023 to 13-05-2023)	Topic 14 – Start up India Topic 15 – Skill India Activity Class (group discussion/presentation/role playing/group activity /case study)
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class:

B.COM 4th Semester

Subject:

GST

Week	Topics
1 (01-02-2023 to 04-02-2023)	Overview of Subject
2 (06-02-2023 to 11-02-2023)	Topic 1 - Introduction of GST
3 (13-02-2023 to 18-02-2023)	Topic 1 - Introduction of GST (Topic Continued after taking query from previous Chapter) Overview and Administration of GST
4 (20-02-2023 to 25-02-2023)	Topic 2 – Haryana Goods and service act 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz)
5 (27-02-2023 to 04-03-2023)	Topic 2 – Haryana Goods and service act, 2017 (Topic Continued after taking query from previous Chapter) Input Tax Credit Registration Activity: Class Test
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	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)
7 (20-03-2023 to 25-03-2023)	Topic 3 – Integrated Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)
8 (27-03-2023 to 01-04-2023)	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)
9 (03-04-2023 to 08-04-2023)	Topic 4 – Union Territory Goods and Service Tax Act, 2017 Introduction Taxable Event, Levy and collection, offences and Penalties Activity (Group Discussion/Quiz/Presentations)

10 (10-04-2023 to 15-04-2023)	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)
11 (17-04-2023 to 22-04-2023)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 Activity: Class Test/Presentation
12 (24-04-2023 to 29-04-2023)	Topic 5 – Goods and Service Tax (Compensation to States) Act, 2017 (Topic Continued after taking query from previous Chapter) Activity: Class Test/Presentation
13 (01-05-2023 to 06-05-2023)	Presentations/Class Test/Quiz
14 (08-05-2023 to 13-05-2023)	Presentations/Class Discussion/Quiz
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

B.Com 4th Semester (Taxation)

Subject:

Corporate Tax- I

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1 – Corporate Tax: Introduction
2 (06-02-2023 to 11-02-2023)	Topic 2 – Assessment of Companies: Introduction Activity Class (group discussion/presentation/role playing/group activity /case study)

3 (13-02-2023 to 18-02-2023)	Topic 3 – Assessment of companies: Contd
4 (20-02-2023 to 25-02-2023)	Topic 4 – Corporate Taxation- Important definitions Class Test
5 (27-02-2023 to 04-03-2023)	Topic 5 –Residential status and incidence of tax Activity Class (group discussion/presentation/role playing/group activity /case study)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 5 – Residential status and incidence of tax (Topic Continued after taking queries from previous lecture) Class Test
7 (20-03-2023 to 25-03-2023)	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 (27-03-2023 to 01-04-2023)	Topic 8 – Computation of Gross Total Income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
9 (03-04-2023 to 08-04-2023)	Topic 8 – Computation of Gross Total Income of companies (Contd..) Class Test
10 (10-04-2023 to 15-04-2023)	Topic 9 – Deductions out of gross total income of companies Activity Class (group discussion/presentation/role playing/group activity /case study)
11 (17-04-2023 to 22-04-2023)	Topic 10 – Computation of tax liability Class test
12	Topic 11 – Minimum alternative tax (MAT) Topic 12- Dividend distribution tax (DDT)

(24-04-2023 to 29-04-2023)	Activity Class (group discussion/presentation/role playing/group activity /case study
13 (01-05-2023 to 06-05-2023)	Topic 13- Tax on shipping tonnage income of companies
14 (08-05-2023 to 13-05-2023)	Activity Class (group discussion/presentation/role playing/group activity /case study Revision and Tests
15 (15-05-2023 to 20-05-2023)	Revision and Tests
16 (22-05-2023 to 26-05-2023)	Revision and Tests

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

Lesson Plan
B.COM 5th SEM
2022-2023

Lesson Plan

Class: B.Com 5th Semester

Subject: Cost Accounting Session (2022-23)

Wee k	Date	Topics
1	Sept 1- 3, 2022	Orientation of the students and Introduction of the subject
		Nature and Scope of Cost Accounting Chapter Continued
	04-Sep-22	Sunday
2	Sept 5- 10, 2022	Cost Concept and classification methods and techniques
		Accounting for Material – I Chapter Continued after taking queries from previous lecture Activity Class (presentation/group discussion/role playing/group activity)
	11-Sep-22	Sunday
3	Sept 12- 17, 2022	Problem solving session and Collecting notebooks for checking of numerical assignments
	18-Sep-22	Accounting for Material – II Sunday
4	Sept 19- 24, 2022	Chapter Continued after taking queries from previous lecture
		Activity Class (group discussion/presentation/role playing/group activity)
	25-Sep-22	Sunday
5	Sept 26- Oct 1, 2022	Accounting For Labour Chapter continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
		02-Oct-22
6	Oct 3- 8, 2022	Overheads Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments
		09-Oct-22
7	Oct 10- 15, 2022	Unit Costing Chapter Continued after taking queries from previous lecture Activity Class (group discussion/presentation/role playing/group activity)
		16-Oct-22
8	Oct 17- 21, 2022	Calculation of Quotation Price Problem solving session and Collecting notebooks for checking of numerical assignments
9	Oct 22- 26, 2022	Diwali Holidays
	Oct 27- 29, 2022	Job and Contract Costing Chapter Continued after taking queries from previous lecture
	30-Oct-22	Sunday
	Oct 31- Nov 5, 2022	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical assignments

1 0	06-Nov-22	Sunday
1 1	Nov 7- 12, 2022	Process Costing Chapter Continued after taking queries from previous lecture
	13-Nov-22	Sunday
1 2	Nov 14- 19, 2022	Chapter Continued after taking queries from previous lecture Problem solving session and Collecting notebooks for checking of numerical Standard Costing
	20-Nov-22	Sunday
1 3	Nov 21- 26, 2022	Chapter Continued after taking queries from previous lecture Operating Costing Chapter Continued after taking queries from previous lecture
	27-Nov-22	Sunday
1 4	Nov 28-Dec 3, 2022	Chapter Continued after taking queries from previous lecture Cost Audit
	04-Dec-22	Sunday
1 5	Dec 5- 10, 2022	Revision and Tests
	11-Dec-22	Sunday
1 6	Dec 12- 14, 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 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 (2022-23) odd semester
Lesson Plan

class and Section: B.com 5th Semester
Subject: Goods and Services Tax

Week	Topics
1 (01-09-22 to 03-09-22)	Orientation of Students Topic-1 Meaning (overview of GST and Introduction of Tax Structure In India)
2 (05-09-22 to 10-09-22)	Topic-2 Taxable Person (Topic continued after taking queries from previous lecture) Activity Class (Group discussion/presentation/role Playing/group activity/case Study)
3 (12-09-22 to 17-09-22)	Topic-3 Registration: Procedure and documents required (oral test of previous topics)
4 (19-09-22 to 24-09-22)	Topic:4 Levy and Collection of GST
5 (26-09-22 to 01-10-22)	Topic-5 Time and Place of supply of goods and services Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
6 (03-10-22 to 08-10-22)	Topic-6 Value of Taxable Supply class test

7 (10-10-22 to 15-10-22)	Topic-7 computation of Input Tax Credit and transfer of input tax credit
8 (17-10-22 to 21-10-22)	Topic-7 computation of Input Tax Credit and transfer of input tax credit (Topic continued after taking queries from previous lecture)
(22-10-22 to 26-10-22)	Diwali Vacations
9 (27-10-22 to 29-10-22)	Topic-8 Tax Invoice Credit and debit note Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
10 (31-10-22 to 05-11-22)	Topic-9 Various returns to be filed under GST
11 (07-11-22 to 12-11-22)	Topic-9 Various returns to be filed under GST (Topic continued after taking queries from previous lecture)
12 (14-11-22 to 19-11-22)	Topic-10 Payment of Tax including TDS Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
13 (21-11-22 to 26-11-22)	Topic-11 Interest provisions on delayed payment
14 (28-11-22 to 03-12-22)	Topic -12 Offences and penalties Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
15 (05-12-22 to 10-12-22)	Revision of Topic (1-4) class test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23

B. Com. – 5th Semester Income Tax – I

Week	Topics
Week 1 September 1-3, 2022	Introduction to Income Tax

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

Oct.30 – 31; Nov. 2-5 , 2022	Depreciation Allowance, Practical Questions on computation of Depreciation Capital Gains- Introduction and important concepts
Week 11 Nov. 7-12 , 2022	Capital Gains- Important concepts continued,Computation of capital gains , Exempt Capital Gains Practical Questions on computation of Capital gains , Class Test
Week 12 Nov. 14-19 , 2022	Income from Other Sources – Important concepts, taxability of Specific incomes, Deductions from Income from other Sources, Practical Questions on computation of Income from other Sources, Class Test
Week 13 Nov. 21-26 , 2022	Agricultural Income, Exempt Incomes , Class Test
Week 14 Nov. 28-30; Dec.1-3 , 2022	Clubbing of Income and aggregation of Income, Class Test
Week 15 Dec. 5- 10 , 2022	Set-off and Carry forward of Losses , Class Test
Week 16 Dec. 12- 17 , 2022	Revision and Tests
Week 17 Dec. 19- 24 , 2022	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 5th Semester

Subject:

Auditing

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Introduction and meaning of Auditing
2 (05-09-2022 to 10-09-2022)	Objectives and Advantages of Auditing Types of Audit: Internal and External Audit
3 (12-09-2022 to 17-09-2022)	Types of audit continued: proprietary and efficiency audit Activity Class (Discussion and Revision of topics covered in earlier week)
4 (19-09-2022 to 24-09-2022)	Audit Programme Audit working papers and evidences Activity Class (Discussion and Revision of topics covered in earlier week)
5 (26-09-2022 to 01-10-2022)	Audit of E-commerce transactions Routine Checking and Test Checking Activity Class (Discussion and Revision of topics covered in earlier week)
6 (03-10-2022 to 08-10-2022)	Internal Control and internal checking system Vouching: meaning, objectives and importance of vouching Activity Class (Discussion and Revision of topics covered in earlier week)
7 (10-10-2022 to 15-10-2022)	vouching of cash books, purchase book, sales book, bill receivable book, bills payable book Activity Class (Discussion and Revision of topics covered in earlier week)
8 (17-10-2022 to 21-10-2022)	Journal proper and debtor creditor ledgers Verification of assets and liabilities. Activity Class (Discussion and Revision of topics covered in earlier week)
(22-10-2022 to 26-10-2022)	<i>Diwali Vacations</i>
9 (27-10-2022 to 29-10-2022)	Audit of limited companies: company auditor – appointment, Activity Class (Discussion and Revision of topics covered in earlier week)

10 (31-10-2022 to 05-11-2022)	Continued (Company auditor powers, duties and liabilities) Directions of Comptroller and Auditor General of India Activity Class (Discussion and Revision of topics covered in earlier week)
11 (07-11-2022 to 12-11-2022)	Audit Reports: Various types of Audit Report Activity Class (Discussion and Revision of topics covered in earlier week)
12 (14-11-2022 to 19-11-2022)	Investigation: meaning, Nature, Procedure and objectives, Activity Class (Discussion and Revision of topics covered in earlier week)
13 (21-11-2022 to 26-11-2022)	Investigation and Due Dlligence Activity Class (Discussion and Revision of topics covered in earlier week)
14 (28-11-2022 to 03-12-2022)	Professional ethics of auditing Activity Class (Discussion and Revision of topics covered in earlier week)
15 (05-12-2022 to 10-12-2022)	Revisions and Presentations
16 (12-12-2022 to 17-12-2022)	Revisions and Presentations
17 (18-12-2022 to 24-12-2022)	Revisions and Presentations

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 5th Semester A and B

Subject:

Supply Chain Management

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Introduction to Supply Chain Management
2	Topic - 1 Introduction to Supply Chain Management (Topic Continued after taking queries from previous lecture)

(05-09-2022 to 10-09-2022)	Topic 2 – History of Supply Chain Management, Scope and Components, Various Flows in Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
3 (12-09-2022 to 17-09-2022)	Topic 3 – Drivers of supply chain Management, Functions of Supply Chain Management, Types of Supply Chain Management, Factors Affecting Supply Chain Management
4 (19-09-2022 to 24-09-2022)	Topic 4– Supply Chain Management- Approaches and Importance Topic Continued after taking queries from previous lecture
5 (26-09-2022 to 01-10-2022)	Topic 5– Supply Chain Management- Approaches and Importance Topic Continued after taking queries from previous lecture
6 (03-10-2022 to 08-10-2022)	Topic 6– Supply Chain Coordination Test of Various Approaches of Supply Chain Management
7 (10-10-2022 to 15-10-2022)	Topic 7– Integrated Supply Chain Management Activity Class (group discussion/presentation/role playing/group activity)
8 (17-10-2022 to 21-10-2022)	Topic 8– Supply Chain Management - A Total Cost Approach Topic Continued after taking queries from previous lecture Test of Supply Chain Coordination
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 9– Strategic SCM: Implementation and Management Discussed case studies of various Companies Topic Continued after taking queries from previous lecture
10 (31-10-2022 to 05-11-2022)	Topic – 10 Supply Chain Management and Marketing Topic Continued after taking queries from previous lecture Test of Supply Chain Integration
11 (07-11-2022 to 12-11-2022)	Topic -11 Role of Transportation in Supply Chain Topic Continued after taking queries from previous lecture Activity class(Group Discussion, presentation of students)
12 (14-11-2022 to 19-11-2022)	Topic -12 Warehousing Topic Continued after taking queries from previous lecture

13 (21-11-2022 to 26-11-2022)	Topic-13 Distribution Channels Topic Continued after taking queries from previous lecture
14 (28-11-2022 to 03-12-2022)	Topic-14 Customer Service- Strategy and Practices Topic Continued after taking queries from previous lecture Topic -15 Information Technology for Supply Chain Management Test of Distribution Channels
15 (05-12-2022 to 10-12-2022)	Topic -16 Recent Developments in Supply Chain Management Information Technology Topic Continued after taking queries from previous lecture
16 (12-12-2022 to 17-12-2022)	Topic-17 Third Party Logistics Presentation of Students
17 (18-12-2022 to 24-12-2022)	Revision of full syllabus Test of full syllabus

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

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

Week	Topics
1 (01-09-2022 to 03- 09-2022)	Orientation of the students Basic Concepts of Indian Economy
2 (05-09-2022 to 10- 09-2022)	Topic - Features and Natural Resources
3 (12-09-2022 to 17- 09-2022)	Topic – Infrastructure: Importance and types Doubt and Discussion
4	Topic – Infrastructure Programs in India

(19-09-2022 to 24-09-2022)	Topic Continued after taking queries from previous lecture
5 (26-09-2022 to 01-10-2022)	Topic – Agriculture Features and Importance Production and Productivity
6 (03-10-2022 to 08-10-2022)	Topic- Rural Indebtness Agriculture Finance
7 (10-10-2022 to 15-10-2022)	Topic- New Development in Agriculture Class Test
8 (17-10-2022 to 21-10-2022)	Topic- Contract Farming Organic Farming
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic- Corporate Farming Industrial Development during Planning Period
10 (31-10-2022 to 05-11-2022)	Topic- Industrial Policy Recent Trends National Manufacturing Policy Activity Class- (Group Discussion/Presentation/case study/Group Activity)
11 (07-11-2022 to 12-11-2022)	Topic – MSME Importance and problems Govt Policies on MSME
12 (14-11-2022 to 19-11-2022)	Topic- Large Scale Industries (Iron, Steel, Cement, Petrochemical)
13 (21-11-2022 to 26-11-2022)	Revision of Topics Class Tests

14 (28-11-2022 to 03-12-2022)	Topic – Service Sector In India: Growth & Contribution Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic – Foreign Trade in India Problems of Indian Economy
16 (12-12-2022 to 17-12-2022)	Topic- Unequal Distribution of Income & Wealth
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

BCom (Honours) 5th Semester

Subject:

Fundamentals of Stock Market

Week	Topics
Week 1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Security markets: primary and secondary market- overview
Week 2 (05-09-2022 to 10-09-2022)	Topic 2 – Primary market: role and functions Activity Class (Discussion and Revision of topics covered in week)
Week 3 (12-09-2022 to 17-09-2022)	Topic 3 - Methods of selling securities in primary market Topic 4 - New financial instruments Activity Class (Discussion and Revision of topics covered in week)

Week 4 (19-09-2022 to 24-09-2022)	Topic 4 - New financial instruments- Continued Topic 5 - SEBI guidelines for public issues Activity Class (Discussion and Revision of topics covered in week)
Week 5 (26-09-2022 to 01-10-2022)	Topic 6 – Stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 6 (03-10-2022 to 08-10-2022)	Topic 7 - Listing of securities in stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 7 (10-10-2022 to 15-10-2022)	Topic 8 - Trading mechanism Activity Class (Discussion and Revision of topics covered in week)
Week8 (17-10-2022 to 21-10-2022)	Topic 9 - Screen based trading; Internet-based trading Activity Class (Discussion and Revision of topics covered in week)
(22-10-2022 to 26-10-2022)	Diwali Vacations
Week 9 (27-10-2022 to 29-10-2022)	Topic 10 - National stock exchange and Bombay stock exchange: Meaning and role Activity Class (Discussion and Revision of topics covered in earlier week)
Week 10 (31-10-2022 to 05-11-2022)	Topic 11 - Organization and management of NSE and BSE Topic 12 - Listing procedure in NSE and BSE Activity Class (Discussion and Revision of topics covered in earlier week)
Week 11 (07-11-2022 to 12-11-2022)	Topic 13 - SEBI (Depositories and Participants) Regulations 1996 Topic 14 - SEBI (Custodian of Securities) Regulations, 1996 Activity Class (Discussion and Revision of topics covered in week)
Week 12 (14-11-2022 to 19-11-2022)	Topic 15 - National Securities Depository Ltd. (NSDL) Topic 16 – Derivative trading: future and opinions: concept Activity Class (Discussion and Revision of topics covered in week)
Week 13	Topic 17 - future and opinions meaning and importance

(21-11-2022 to 26-11-2022)	Topic 18 - Derivative trading - methods of trading Activity Class (Discussion and Revision of topics covered in week)
Week 14 (28-11-2022 to 03-12-2022)	Topic 19 - Valuation of options Revision and Presentations of topic 1 to 4
Week 15 05-12-2022 to 10-12-2022)	Topic 20 - Raising funds from international markets: FITs Euro issues, Revision and Presentations of topic 5 to 8
Week 16 (12-12-2022 to 17-12-2022)	Topic 21 - ADR's, GDR's and FDI Revision and Presentations of topic 9 to 16
Week 17 (18-12-2022 to 24-12-2022)	Topic 22 - SEBI guidelines for Raising funds from international markets Revision and Presentations of topic 17 to 22

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

BCom (Honours) 5th Semester

Subject:

Fundamentals of Stock Market

Week	Topics
Week 1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Security markets: primary and secondary market- overview
Week 2 (05-09-2022 to 10-09-2022)	Topic 2 – Primary market: role and functions Activity Class (Discussion and Revision of topics covered in week)
Week 3 (12-09-2022 to 17-09-2022)	Topic 3 - Methods of selling securities in primary market Topic 4 - New financial instruments Activity Class (Discussion and Revision of topics covered in week)

Week 4 (19-09-2022 to 24-09-2022)	Topic 4 - New financial instruments- Continued Topic 5 - SEBI guidelines for public issues Activity Class (Discussion and Revision of topics covered in week)
Week 5 (26-09-2022 to 01-10-2022)	Topic 6 – Stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 6 (03-10-2022 to 08-10-2022)	Topic 7 - Listing of securities in stock exchanges Activity Class (Discussion and Revision of topics covered in week)
Week 7 (10-10-2022 to 15-10-2022)	Topic 8 - Trading mechanism Activity Class (Discussion and Revision of topics covered in week)
Week8 (17-10-2022 to 21-10-2022)	Topic 9 - Screen based trading; Internet-based trading Activity Class (Discussion and Revision of topics covered in week)
(22-10-2022 to 26-10-2022)	Diwali Vacations
Week 9 (27-10-2022 to 29-10-2022)	Topic 10 - National stock exchange and Bombay stock exchange: Meaning and role Activity Class (Discussion and Revision of topics covered in earlier week)
Week 10 (31-10-2022 to 05-11-2022)	Topic 11 - Organization and management of NSE and BSE Topic 12 - Listing procedure in NSE and BSE Activity Class (Discussion and Revision of topics covered in earlier week)
Week 11 (07-11-2022 to 12-11-2022)	Topic 13 - SEBI (Depositories and Participants) Regulations 1996 Topic 14 - SEBI (Custodian of Securities) Regulations, 1996 Activity Class (Discussion and Revision of topics covered in week)
Week 12 (14-11-2022 to 19-11-2022)	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 13	Topic 17 - future and options meaning and importance Topic 18 - Derivative trading - methods of trading

(21-11-2022 to 26-11-2022)	Activity Class (Discussion and Revision of topics covered in week)
Week 14 (28-11-2022 to 03-12-2022)	Topic 19 - Valuation of options Revision and Presentations of topic 1 to 4
Week 15 05-12-2022 to 10-12-2022)	Topic 20 - Raising funds from international markets: FITs Euro issues, Revision and Presentations of topic 5 to 8
Week 16 (12-12-2022 to 17-12-2022)	Topic 21 - ADR's, GDR's and FDI Revision and Presentations of topic 9 to 16
Week 17 (18-12-2022 to 24-12-2022)	Topic 22 - SEBI guidelines for Raising funds from international markets Revision and Presentations of topic 17 to 22

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:
Subject:

**B.Com (Tax) 5th Semester Section D
Custom Procedure and Practice– I**

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 - Introduction to Custom Duty
2 (05-09-2022 to 10-09-2022)	Topic 2 – An Overview of Custom Act 1962 and Custom Tariff Act 1972 , Role of Custom in International Trade.
3 (12-09-2022 to 17-09-2022)	Topic 3 – Organization of Custom in India : Administrative and Operational Authorities Regulatory Framework of Custom Act.
4 (19-09-2022 to 24-09-2022)	Topic 4 – Harmonized System of Nomenclature (HSN) General Rules of Interpretation (GRI 6 Rules)

5 (26-09-2022 to 01-10-2022)	Topic 5 – Kinds of Duties: Basic, Auxiliary, Additional and CVD Basis of Duty- Ad valorem, specific duties
6 (03-10-2022 to 08-10-2022)	Topic 6 – Assessable Value , Baggage Test of General Rules of Interpretation.
7 (10-10-2022 to 15-10-2022)	Topic 7 – Bill of Entry, Bill of Export , Shipping Bill Test of Kinds and Basis of Duties.
8 (17-10-2022 to 21-10-2022)	Topic 8 – Bill of Lading, Letter of Credit Activity Class (group discussion/presentation/role playing/group activity)
(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic 9 – Suitable Goods, Dutiable Goods Test of Letter of Credit & Bill of Lading.
10 (31-10-2022 to 05-11-2022)	Topic 10 – Stores, Foreign going vessel and aircraft, Exporter, Importer. Topic continued after taking doubts from previous classes.
11 (07-11-2022 to 12-11-2022)	Topic 11 - DOB, FAS, CIF, GATT Rules. Activity Class (group discussion/presentation/role playing/group activity)
12 (14-11-2022 to 19-11-2022)	Topic 12 - Prohibition of Importation and Exportation of Goods: Notified and Specified goods.
13 (21-11-2022 to 26-11-2022)	Topic 13 - Types of Restricted Import – Prohibited Goods, Canalized Goods, and Import against licensing.
14 (28-11-2022 to 03-12-2022)	Revision and Test /group discussion/presentation/role playing/group activity
15 (05-12-2022 to 10-12-2022)	Revision and Test /group discussion/presentation/role playing/group activity
16 (12-12-2022 to 17-12-2022)	Revision and Test /group discussion/presentation/role playing/group activity
17 (18-12-2022 to 24-12-2022)	Revision and Test /group discussion/presentation/role playing/group activity


DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class: B.Com 5th Semester (Taxation)
Subject: Corporate Taxation – II

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Basic Concepts of Corporate Tax
2 (05-09-2022 to 10-09-2022)	Topic 1- Tax Planning Regarding New Business a) Location of New Business b) Nature of Business Activity Class (group discussion/presentation/role playing/group activity)
3 (12-09-2022 to 17-09-2022)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Tea, Coffee or Rubber Industry) (Tax Planning for Hotels and Hospitals) (Tax Planning for business of infrastructure facilities)
4 (19-09-2022 to 24-09-2022)	Topic 1- Tax Planning Regarding New Business (Tax Planning for Business of natural Gas) (Tax Planning for business u/s 44AD) (Tax Planning for Shipping Companies and Tonnage Tax Scheme) Topic Continued after taking queries from previous lecture
5 (26-09-2022 to 01-10-2022)	Topic 2- Form of Business Organization Activity Class- (Group Discussion/Presentation/case study/Group Activity)
6 (03-10-2022 to 08-10-2022)	Topic 2- Form of Business Organization Topic Continued after taking queries from previous lecture
7 (10-10-2022 to 15-10-2022)	Topic 3- Tax Planning and Managerial Decisions Class Test
8 (17-10-2022 to 21-10-2022)	Topic 3- Tax Planning and Managerial Decisions Topic Continued after taking queries from previous lecture
(22-10-2022 to 26-10-2022)	Diwali Vacations

9 (27-10-2022 to 29-10-2022)	Topic 4- Tax Planning regarding Capital Structure Decisions Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (31-10-2022 to 05-11-2022)	Topic 4- Tax Planning regarding Capital Structure Decisions Topic Continued after taking queries from previous lecture
11 (07-11-2022 to 12-11-2022)	Topic 5- Special Tax Provision for Undertaking Set up in Special Economic Zones Problem Solving Session
12 (14-11-2022 to 19-11-2022)	Topic 6- Special Tax Provision for Undertaking Set up in Backward Areas Topic 7- Special Tax Provision for Undertaking Set up in Northern-estates Problem Solving Session
13 (21-11-2022 to 26-11-2022)	Revision of Topics (1-4) Class Tests
14 (28-11-2022 to 03-12-2022)	Topic 8- Tax Issues relation to Amalgamation of companies Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic 9- Tax Issues relation to merger of companies Problem solving session
16 (12-12-2022 to 17-12-2022)	Topic 10- Tax Issues relation to Demerger of companies Class Test
17 (18-12-2022 to 24-12-2022)	Revision


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

Lesson Plan
B.COM 6th SEM
2022-2023

Lesson Plan
Class: B.Com 6th Semester
Subject: Management
Accounting(2022-23)

We ek	Date	Topics
1	February 01-04, 2023	Orientation of the students and Introduction: Management Accounting
	05-Feb-23	Sunday
2	February 06-11, 2023	Management Reporting: need and types of report
	12-Feb-23	Sunday
3	February 13-18, 2023	Management Information Systems
	19-Feb-23	Sunday
4	February 20-25, 2023	Analysis of Financial System
	26-Feb-23	Sunday
5	February 27 –March 04, 2023	Ratio Analysis
	March 5 –March 12	Holi Vacations
6	March 13-18, 2023	Ratio Analysis Continued
	19-Mar-23	Sunday
7	March 20-25, 2023	Cash Flow Statement
	26-Mar-23	Sunday
8	March 27-April 1, 2023	Cash Flow Statement
	02-Apr-23	Sunday
9	April 3- 8 , 2023	Fund Flow Statement
	09-Apr-23	Sunday
10	April 10- 15 , 2023	Fund Flow Statement
	16-Apr-23	Sunday
11	April 17- 22, 2023	Absorption vs variable Costing
	23-Apr-23	Sunday
12	April 24- 29, 2023	Absorption vs variable Costing
	30-Apr-23	Sunday
13	May 01-06, 2023	Budgeting and Budgetary Control
	07-May-23	Sunday
14	May 08-13, 2023	Revision and Tests
	14-May-23	Sunday
15	May 15-20, 2023	Revision and Tests
	21-May-23	Sunday
16	May 22-26, 2023	Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class: B.COM 6th Semester

Subject: Fundamentals of Insurance (BC-602)

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic-1 Introduction to Insurance: Life and General Insurance, purpose, need and Principles of Insurance
2 (06-02-2023 to 11-02-2023)	Topic-2 Insurance as a social security tool, insurance and Economic Development Contract of Life Insurance, principles and practice of life insurance
3 (13-02-2023 to 18-02-2023)	Topic-3 Life insurance Policy: Parties to the contract, their rights and duties, conditions and terms of policy, effects of non-compliance , Nomination and assignment practices in connection with collection of premium
4 (20-02-2023 to 25-02-2023)	Topic-4 Life insurance Policy: revivals, loans, surrenders, claims, bonuses and annuity payments, present structure & growth of life insurance in India, claim settlement procedure
5 (27-02-2023 to 04-03-2023)	Topic-5 Fire Insurance: principles of Fire Insurance contracts, Fire insurance Policy Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
(05-03-2022 to 12-03-2022)	Topic-6 Fire insurance conditions, Assignment of policy and claims & settlement procedure
6 (13-03-2023 to 18-03-2023)	Topic-7 Marine Insurance: marine insurance policy and its conditions, premium, double Insurance, Assignment of policy warranties
7 (20-03-2022 to 25-03-2023)	Topic-8 Marine Insurance: Voyage, loss and abandonment, partial losses and particular charges, salvage, total losses and measures of indemnity
8 (27-03-2023 to 01-04-2023)	Topic-9 Marie Insurance: claims and settlement procedures in marine insurance Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
9 (03-04-2023 to 08-04-2023)	Topic-10 Accident and Motor Insurance: Policy and claims settlement proceduraw
10	Topic continued after taking queries from previous lecture

(10-04-2023 to 15-04-2023)	Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
11 (17-04-2023 to 22-04-2023)	Topic-11 insurance intermediaries: role of agents and procedure for becoming an agent Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
12 (24-04-2023 to 29-04-2023)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices
13 (01-05-2023 to 06-05-2023)	Topic-12 Insurance Intermediaries: cancellation of license, revocation/suspension/termination of agent appointment, code of conduct, unfair practices (Topic Continued after taking queries from previous topic)
14 (08-05-2023 to 13-05-2023)	Revision and Class test
15 (15-05-2023 to 20-05-2023)	Revision and Class test
16 (22-05-2023 to 26-05-2023)	Revision and Class test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class: B.COM 6th Semester

Subject: Human Resource Management (BC-603)

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic-1 meaning, nature, history of HRM

2 (06-02-2023 to 11-02-2023)	Topic-2 Scope ,objectives, functions, importance of HRM, HRM Vs. HRD and personnel management
3 (13-02-2023 to 18-02-2023)	Topic-3 meaning, importance , objectives and process of Human Resource Planning Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
4 (20-02-2023 to 25-02-2023)	Topic-4 Factors affecting manpower planning, problems and suggestions for making manpower planning effective
5 (27-02-2023 to 04-03-2023)	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)
(05-03-2022 to 12-03-2022)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic-6 potential problems with job analysis; Job description and Job Specification Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
7 (20-03-2022 to 25-03-2023)	Topic-7 Recruitment: meaning purpose recruitment policy, factors affecting recruitment, source of recruitment, internal and external methods of recruitment
8 (27-03-2023 to 01-04-2023)	Topic-8 Meaning and purpose of selection, difference between recruitment and selection, process of selection, barriers of effective selection Activity Class (Group Discussion/presentation/role Playing/group activity/case Study)
9 (03-04-2023 to 08-04-2023)	Topic-9 Placement, Induction and internal mobility Induction/orientation: meaning, objectives, content and responsibility for induction
10 (10-04-2023 to 15-04-2023)	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 (17-04-2023 to 22-04-2023)	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 (24-04-2023 to 29-04-2023)	Topic-11 Training: Steps in designing training program, Training methods: on the job and off the job methods (Topic Continued after taking queries from previous topic)
13	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal

(01-05-2023 to 06-05-2023)	
14 (08-05-2023 to 13-05-2023)	Topic-12 Performance Appraisal: meaning, features, merits, limitations and process and methods of performance appraisal (Topic Continued after taking queries from previous topic)
15 (15-05-2023 to 20-05-2023)	Revision and Class test
16 (22-05-2023 to 26-05-2023)	Revision and Class test

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23

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

Week	Topics
Week 1 Feb 1-4 ,2023	Revision of five heads of income
Week 2 Feb 6-11 ,2023	Deductions from Total income- Sec 80C to 80U, Numerical Problems
Week 3 Feb 13-18 ,2023	Assessment of Individuals – Computation of total income, Tax rates, AMT ,Numerical Problems
Week 4 Feb 20-25 ,2023	Rebates and reliefs, Numerical Problems, Assessment of HUF- Computation of total income, Numerical Problems

Week 5 Feb 27- March 4 ,2023	Taxation of Firms - Computation of total income of the firm and partners u/s 184 and u/s 185, Numerical Problems
March 5- 12, 2023	Vacations
Week 6 March 13- 18, 2023	Income tax authorities Return of income- meaning, forms
Week 7 March 20- 25, 2023	Modes of filing return, e-filing , Due dates of filing the return, Belated, Revised and Defective Returns , Permanent Account Number , Other provisions
Week 8 March 27- April 1, 2023	Various types of assessments- Self assessment, Summary assessment, Scrutiny Assessment, Best Judgement assessment, Reassessment Rectification of mistakes
Week 9 April 3-8 , 2023	Tax Deduction at source- introduction , Sec.192-TDS from Salaries
Week 10 April 10-15 , 2023	Other provisions relating to TDS
Week 11 April 17-22 , 2023	Advance Payment of Tax- liability, exemptions, payment of advance tax , Instalments and due dates of advance tax, Sec. 234A, 234B, 234C , Numerical problems
Week 12 April 24-29 , 2023	Recovery of tax and modes of recovery of tax , Refund of Tax , Procedure for claiming refund, interest on refund ,Numerical problems
Week 13 May 1-6, 2023	Appeals and Revision- Appeal to Commissioner , Appellate Tribunal, High Court and Supreme Court
Week 14 May 8-13, 2023	Penalties under Income Tax Act
Week 15 May 15-20, 2023	Offences and Prosecutions
Week 16	Revision and Doubts clarification

May 22-26, 2023	
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DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 6th Semester

Subject:

Business Environment

Week	Topics
1 (01-02-2023 to 04-02-2023)	Orientation of the students Business environment: concept
2 (06-02-2023 to 11-02-2023)	Business environment: components, and importance Activity Class (Discussion and Revision of topics covered in earlier week)
3 (13-02-2023 to 18-02-2023)	Environmental and organizational scanning: concept importance & techniques Activity Class (Discussion and Revision of topics covered in earlier week)
4 (20-02-2023 to 25-02-2023)	Public, private and joint sectors in India Activity Class (Discussion and Revision of topics covered in earlier week)
5 (27-02-2023 to 04-03-2023)	Economic systems: capitalist, socialist & mixed economy Activity Class (Discussion and Revision of topics covered in earlier week)
(05-03-2023 to 12-03-2023)	Holi Vacation
6 (13-03-2023 to 18-03-2023)	Economic planning in India: achievement & failures, Planning machinery in India Activity Class (Discussion and Revision of topics covered in earlier week)
7 (20-03-2023 to 25-03-2023)	Economic planning in India: achievement & failures, Activity Class (Discussion and Revision of topics covered in earlier week)
8	Planning machinery in India

(27-03-2023 to 01-04-2023)	Activity Class (Discussion and Revision of topics covered in earlier week)
9 (03-04-2023 to 08-04-2023)	Role of Government: monetary policy Fiscal policy Activity Class (Discussion and Revision of topics covered in earlier week)
10 (10-04-2023 to 15-04-2023)	Make in India Activity Class (Discussion and Revision of topics covered in earlier week)
11 (17-04-2023 to 22-04-2023)	Foreign investment: concept, need, types & barrier Activity Class (Discussion and Revision of topics covered in earlier week)
12 (24-04-2023 to 29-04-2023)	Multinational corporations in India Activity Class (Discussion and Revision of topics covered in earlier week)
13 (01-05-2023 to 06-05-2023)	Globalization of Indian business. Activity Class (Discussion and Revision of topics covered in earlier week)
14 (08-05-2023 to 13-05-2023)	Competition Act Activity Class (Discussion and Revision of topics covered in earlier week)
15 (15-05-2023 to 20-05-2023)	Foreign Exchange Management Act Activity Class (Discussion and Revision of topics covered in earlier week)
16 (22-05-2023 to 26-05-2023)	Foreign exchange market: an overview Activity Class (Discussion and Revision of topics covered in earlier week)

"DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Class and Section: B.Com 6th Semester (2022-23)

Subject: Retail Management

Week	Topics
1 (01-02-2023 to 04-02-2023)	Introduction to Retailing
2 (06-02-2023 to 11-02-2023)	Theories and Models in Retail
3 (13-02-2023 to 18-02-2023)	Presentation and Class test of Chapter 1
4 (20-02-2023 to 25-02-2023)	Retail Strategic Planning and Operations Management
5 (27-02-2023 to 04-03-2023)	Revision and class test of chapter no 4
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Primary Retailing Strategies (Planning Location of Retail Business)
7 (20-03-2023 to 25-03-2023)	Presentation of students, class discussion of primary Retailing Strategies
8 (27-03-2023 to 01-04-2023)	Merchandise Planning and Retail Communication
9 (03-04-2023 to 08-04-2023)	Security Issues in Retailing
10 (10-04-2023 to 15-04-2023)	Stores Design and store Layout

11 (17-04-2023 to 22-04-2023)	Organisational structure in Retail Institutions
12 (24-04-2023 to 29-04-2023)	Application of Information Technology in Retailing
13 (01-05-2023 to 06-05-2023)	Application of Information Technology in Retailing
14 (08-05-2023 to 13-05-2023)	Foreign Direct Investment in Retail
15 (15-05-2023 to 20-05-2023)	Retail store Management, Material Handling and Energy management
16 (22-05-2023 to 26-05-2023)	Revision of full syllabus, class discussion

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class and Section:

B.Com 6th Semester

Subject:

Industrial Laws

Week	Topics
1 (01-02-2023 to 04- 02-2023)	Orientation of the students Industrial relations: concepts, objectives and importance
2 (06-02-2023 to 11- 02-2023)	Industrial relations: approaches, constituents of industrial relations, industrial unrest Activity Class (Discussion and Revision of topics covered in earlier week)

3 (13-02-2023 to 18-02-2023)	Factories Act, 1948: object, definitions, health, safety, welfare measures Activity Class (Discussion and Revision of topics covered in earlier week)
4 (20-02-2023 to 25-02-2023)	Factories Act, 1948: employment of women and young persons, leave with wages, special provisions, penalties and procedure Activity Class (Discussion and Revision of topics covered in earlier week)
5 (27-02-2023 to 04-03-2023)	Trade Union Act, 1926: object, definitions, registration of trade unions, rights and liabilities Activity Class (Discussion and Revision of topics covered in earlier week)
(05-03-2023 to 12-03-2023)	Holi Vacation
6 (13-03-2023 to 18-03-2023)	Trade Union Act, 1926: office bearer, dissolution, returns, regulations, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
7 (20-03-2023 to 25-03-2023)	The Employees' Compensation Act, 1923: object, definitions, employer's liability for compensation Activity Class (Discussion and Revision of topics covered in earlier week)
8 (27-03-2023 to 01-04-2023)	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 (03-04-2023 to 08-04-2023)	Industrial Disputes Act, 1947: scope and object, definitions, authorities, reference of disputes Activity Class (Discussion and Revision of topics covered in earlier week)
10 (10-04-2023 to 15-04-2023)	Industrial Disputes Act, 1947: procedure, powers and duties of authorities, Activity Class (Discussion and Revision of topics covered in earlier week)
11 (17-04-2023 to 22-04-2023)	Industrial Disputes Act, 1947: award and settlement ,strikes and lockouts, Activity Class (Discussion and Revision of topics covered in earlier week)

12 (24-04-2023 to 29-04-2023)	Industrial Disputes Act, 1947: layoff and retrenchment, penalties Activity Class (Discussion and Revision of topics covered in earlier week)
13 (01-05-2023 to 06-05-2023)	The Payment of Wages Act, 1936: object and scope, Activity Class (Discussion and Revision of topics covered in earlier week)
14 (08-05-2023 to 13-05-2023)	The Payment of Wages Act, 1936: definitions, persons responsible to pay wages Activity Class (Discussion and Revision of topics covered in earlier week)
15 (15-05-2023 to 20-05-2023)	The Payment of Wages Act, 1936: fixation of wage periods, time of wage payment, Activity Class (Discussion and Revision of topics covered in earlier week)
16 (22-05-2023 to 26-05-2023)	The Payment of Wages Act, 1936: deductions, records, authorities, claims, appeal Activity Class (Discussion and Revision of topics covered in earlier week)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class: B.COM 6th Semester

Subject: Custom Procedure and Practices – II

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1- Types of import: import by cargo, personal baggage, and stores.
2 (06-02-2023 to 11-02-2023)	Topic 2- Import by cargo: import by land, sea, air route and by post.

3 (13-02-2023 to 18-02-2023)	Topic 3- Clearance procedure: for home consumption, for warehousing ex-bound clearance.
4 (20-02-2023 to 25-02-2023)	Topic 4- Steps and documents to be prepared and filled, viz bill of entry, form no. 22, bill of entry for home consumption.
5 (27-02-2023 to 04-03-2023)	Topic 5- Form no. 23 bill of entry for warehousing
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 6- Form no. 24 shipping bill for ex bound clearance for home consumption, and other accompanying documents.
7 (20-03-2023 to 25-03-2023)	Topic 7- Clearance procedure for import by post.
8 (27-03-2023 to 01-04-2023)	Topic 8- Clearance by baggage- import by baggage: meaning, kinds, rules, procedure.
9 (03-04-2023 to 08-04-2023)	Topic 9- Export of goods: free and restricted exports, types of restricted exports- prohibited goods, canalized goods, export against licensing.
10 (10-04-2023 to 15-04-2023)	Topic 10- Types of export: export of cargo and baggage
11 (17-04-2023 to 22-04-2023)	Topic 11- Types of exporters: manufacturer exporter, merchant exporter, export of cargo by land, sea, air and post.
12 (24-04-2023 to 29-04-2023)	Topic 12- Clearance procedure- procedure and filling of relevant documents.
13	Revision and test of topic (1-3)

(01-05-2023 to 06-05-2023)	
14 (08-05-2023 to 13-05-2023)	Revision and test of topic (4-6)
15 (15-05-2023 to 20-05-2023)	Revision and test of topic (7-9)
16 (22-05-2023 to 26-05-2023)	Revision and test of topic (10-12)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

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

Week	Topics
1 (01-02-2023 to 04-02-2023)	Introduction Revision of Basic Concepts of Corporate Tax
2 (06-02-2023 to 11-02-2023)	Topic-1 Deduction of Tax at Source
3 (13-02-2023 to 18-02-2023)	Topic-2 Collection of Tax at Source Class Test
4 (20-02-2023 to 25-02-2023)	Topic-3 Advance Payment of Tax Activity Class- (Group Discussion/Presentation/case study/Group Activity)
5	Topic-4 Tax Planning in respect of Managerial Remuneration

(27-02-2023 to 04-03-2023)	Queries from Previous Chapter
(05-03-2023 to 12-03-2023)	Holi Break
6 (13-03-2023 to 18-03-2023)	Topic -4 Tax Planning in respect of Managerial Remuneration Topic Continued After Taking Queries from previous lecture
7 (20-03-2023 to 25-03-2023)	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 (27-03-2023 to 01-04-2023)	Topic-5 Tax Planning in Respect of Foreign Income b) Avoidance of Double Taxation Agreements
9 (03-04-2023 to 08-04-2023)	Topic-5 Tax Planning in Respect of Foreign Income c) Foreign Collaborations and Joint Ventures Topic Continued After Taking Queries from previous lecture
10 (10-04-2023 to 15-04-2023)	Revision of Topics 1 to 5 Class Test
11 (17-04-2023 to 22-04-2023)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (24-04-2023 to 29-04-2023)	Topic-6 Tax Planning with reference to distribution of assets by companies in liquidation Topic Continued After Taking Queries from previous lecture
13 (01-05-2023 to 06-05-2023)	Topic-7 Filing of Tax Returns of Companies Group Discussion/ Presentation
14 (08-05-2023 to 13-05-2023)	Topic-7 Filing of Tax Returns of Companies Topic Continued After Taking Queries from previous lecture
15 (15-05-2023 to 20-05-2023)	Revision Of Syllabus Class Test

16 (22-05-2023 to 26-05-2023)	Revision Class Test

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

M.COM Ist SEM
2022-2023

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section:

M.Com Semester-1

Subject:

Organisational Behaviour

Week	Topics
1 (14-11-2022 to 19-11-2022)	Orientation of the students Topic 1 – Organisational Behaviour- Concept, Significance, Human Relations and organizational behavior
2 (21-11-2022 to 26-11-2022)	Topic 2– Approaches, Scope, Significance (Continued after taking doubts)
3 (28-11-2022 to 03-12-2022)	Topic 3 – Personality: Concept, Major Determinants, Theories
4 (05-12-2022 to 10-12-2022)	Topic 4 – Perception : Introduction, Nature, Importance
5 (12-12-2022 to 17-12-2022)	Topic 5 – Perception : Perpetual Sensitivity, Internal and external factors.
6 (18-12-2022 to 24-12-2022)	Topic 6– Perception : Perpetual Sensitivity, Internal and external factors. , Managerial Implication of perception, managing the perception process
7 (26-12-2022 to 31-12-2022)	Topic 7 – Learning : Concept, Theories and models
8 (2-1-2023 to 7-1-2023)	Topic 8– Group Dynamics: Introduction, Meaning, Components
9 (9-1-2023 to 14-12-2023)	Topic 9 – Transactional Analysis: Introduction, Concept, Scope, Components

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 1st Semester

Subject: Business Environment

Week	Topics
1 (14-11-2022 to 19-11-2022)	Introduction of Business Environment Objective, Nature and Importance of Business Environment
2 (21-11-2022 to 26-11-2022)	Factor effecting Business Environment (Group discussion /presentation)
3 (28-11-2022 to 03-12-2022)	Interaction Matrix of different environmental factors Environmental scanning (Taking queries and Test)
4 (05-12-2022 to 10-12-2022)	Economic Planning in India Privatization, Globalization and Disinvestment in PSU
5 (12-12-2022 to 17-12-2022)	Industrial Sickness Fiscal Policy Monetary Policy Exim Policy
6 (18-12-2022 to 24-12-2022)	Small Scale Industries Business Ethics, Corporate Governance (Group discussion /presentation)
7 (26-12-2022 to 31-12-2022)	Social responsibility of Business The Environment Protection Act (Taking queries and Test)
8 (2-1-2023 to 7-1-2023)	Consumer Protection Act Competition Act FEMA
9 (9-1-2023 to 14-12-2023)	RTI (Taking queries and Test) Revision

DYAL SINGH COLLEGE, KARNAL

Session: 2022-23

Lesson Plan

Class and Section: M.Com Semester Ist

Subject: Managerial Economics

Week	Topics
1 (14-11-2022 to 19-11-2022)	Orientation of the students Topic 1- Managerial Economics – Introduction, Nature and scope. Topic 2- Demand Function
2 (21-11-2022 to 26-11-2022)	Topic 3 – Elasticity of Demand Topic 4 – Demand Forecasting/Estimation Activity Class (group discussion/presentation/role playing/group activity)
3 (28-11-2022 to 03-12-2022)	Topic 5 –Short run and Long Run Production Functions Class Test
4 (05-12-2022 to 10-12-2022)	Topic 6 – Cost Concepts, Cost Behavior in short run and Long Run. Topic 7 – Market Structure and Business Decisions
5 (12-12-2022 to 17-12-2022)	Topic 8 – Price Determination and Firm’s Equilibrium under Perfect Competition Activity Class (group discussion/presentation/role playing/group activity)
6 (18-12-2022 to 24-12-2022)	Topic 9 – Price Determination and Firm’s Equilibrium under Monopoly and Discriminating Monopoly Revision and Class Tests
7 (26-12-2022 to 31-12-2022)	Topic 10 – Price and Output Determination under Monopolistic Competition. Topic 11 – Price and Output Determination under Oligopoly Activity Class (group discussion/presentation/role playing/group activity)
8 (2-1-2023 to 7-1-2023)	Topic 12 – Inflation, Types and Control Topic 13 – Business Cycles Class Test

9 (9-1-2023 to 14-1-2023)	Revision and Tests

Lesson Plan (2022-23)

Class and Section: M. Com 1st Semester

Subject: Company law

Week	Topics
1 (14-11-2022 to 19-11-2022)	Orientation of the students Introduction of Company Law and its History
2 (21-11-2022 to 26-11-2022)	Meaning and features of Company Types of Companies
3 (28-11-2022 to 03-12-2022)	Reconstruction Amalgamation Oppression and Mismanagement
4 (05-12-2022 to 10-12-2022)	Winding of Companies Activity Class (Group Discussion/Presentation/role Playing/Group Activity) Promotion and Incorporation of Company

<p>5</p> <p>(12-12-2022 to 17-12-2022)</p>	<p>Promotion and Incorporation of Company</p>
<p>6</p> <p>(18-12-2022 to 24-12-2022)</p>	<p>Memorandum Of Association and its Clauses</p> <p>Doctrine of Ultra Virus</p> <p>Student Presentation</p>
<p>7</p> <p>(26-12-2022 to 31-12-2022)</p>	<p>Article of Association</p> <p>Doctrine Of Indoor Management</p> <p>(Taking queries of previous lecture)</p> <p>Discuss Case Study and Group Discussion</p>
<p>8</p> <p>(2-1-2023 to 7-1-2023)</p>	<p>Prospectus</p> <p>Powers of SEBI,Contents and Liability for misleading Statement</p> <p>Share Capital</p> <p>Provisions regarding Issue,Allotment and Transfer of shares</p>
<p>9</p> <p>(9-1-2023 to 14-12-2023)</p>	<p>Membership</p> <p>Directors appointment, Powers, Legal Position</p> <p>Company Meetings Kinds, Quorum, Voting, Resolution, Minutes</p> <p>Student Presentation</p>

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 1st Semester

Subject: Accounting For Managerial Decisions

Week	Topics
1 (14-11-2022 to 19-11-2022)	Orientation of the students Topic 1 -Introduction to Management Accounting
2 (21-11-2022 to 26-11-2022)	Topic 2 – Management Information System and Reporting (objectives, types, methods, designing and installation) Topic 3 – Responsibility Accounting (meaning, significance, responsibility centres) Activity Class (group discussion/presentation/role playing/group activity)
3 (28-11-2022 to 03-12-2022)	Topic 4 – Divisional Performance Budgeting Topic 5- Budgeting (essentials and kinds)
4 (05-12-2022 to 10-12-2022)	Topic 6 – Standard Costing (types and setting standards) Topic 7 – Variance Analysis (material, labour and overheads)
5 (12-12-2022 to 17-12-2022)	Topic 8 – Marginal Costing and Absorption Costing
6 (18-12-2022 to 24-12-2022)	Topic 9 – Break Even Analysis
7 (26-12-2022 to 31-12-2022)	Topic 10- Managerial Applications of Marginal Costing Topic 11 – Price level adjustment accounting Topic 12 – Value Chain Analysis
8 (2-1-2023 to 7-1-2023)	Topic 13 – Activity Based Costing] Topic 14 – Quality Costing Topic 15 – Target and life cycle costing

9 (9-1-2023 to 14-12-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 1st Semester

Subject: Marketing Management

Week	Topics
1 (14-11-2022 to 19-11-2022)	Orientation of the students Introduction to marketing and Evolution of marketing
2 (21-11-2022 to 26-11-2022)	Marketing in new perspective Marketing Mix
3 (28-11-2022 to 03-12-2022)	Marketing Environment, Information System and Marketing Research
4 (05-12-2022 to 10-12-2022)	Consumer Behaviour, Customer Relationship Marketing Class(Group Discussion and Presentation)
5 (12-12-2022 to 17-12-2022)	Product Concept Test, Presentation
6 (18-12-2022 to 24-12-2022)	Product Mix Strategies of Product Mix
7 (26-12-2022 to 31-12-2022)	Price Determination Strategies of Price Determination
8 (2-1-2023 to 7-1-2023)	Promotion Programme Supply Chain Management

9 (9-1-2023 to 14-12-2023)	Marketing Channels Social, Ethical and legal aspects of Marketing Online Marketing Test
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(Dr. Mukta Jain)
HOD Commerce
Dyal Singh College, Karnal

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Lesson Plan (2022-23)

Class: M.COM 2nd Semester

Subject: Human Resource Management

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1- Human Resource Management: Concept, evolution, scope, importance, objectives, functions.
2 (06-02-2023 to 11-02-2023)	Topic 2- HRM in dynamic environment
3 (13-02-2023 to 18-02-2023)	Topic 3- Building up skills for HRM Manager, Global HRM
4 (20-02-2023 to 25-02-2023)	Topic 4- HRM Planning
5 (27-02-2023 to 04-03-2023)	HOLI VACATIONS
(05-03-2023 to 12-03-2023)	Topic 5 – Human Resource Information System
6 (13-03-2023 to 18-03-2023)	Topic 6- Human Resource Policy; Job Analysis
7 (20-03-2023 to 25-03-2023)	Topic 7- Recruitment; Selection
8 (27-03-2023 to 01-04-2023)	Topic 8- Induction and Placement

9 (03-04-2023 to 08-04-2023)	Topic 9- Work Force: Promotion, Transfer, Separation
10 (10-04-2023 to 15-04-2023)	Topic 10- Employee training and executive development; Career planning and development
11 (17-04-2023 to 22-04-2023)	Topic 11- Performance and potential appraisal; Empowerment
12 (24-04-2023 to 29-04-2023)	Topic 12- Quality of work life, Compensation & Incentives
13 (01-05-2023 to 06-05-2023)	Topic 13- Job satisfaction , Job stress Management
14 (08-05-2023 to 13-05-2023)	Revision and Test of Topic (1-5)
15 (15-05-2023 to 20-05-2023)	Revision and Test of Topic (6-10)
16 (22-05-2023 to 26-05-2023)	Revision and Test of Topic (11-13)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 2nd Semester

Subject: International Business Environment

Week	Topics
1 (01-02-2023 to 04-02-2023)	International Business: Nature, importance and scope
2	Framework for analyzing international business environment (Group discussion/presentation)

(06-02-2023 to 11-02-2023)	
3 (13-02-2023 to 18-02-2023)	MNCs Nature and role (Taking queries and test)
4 (20-02-2023 to 25-02-2023)	Technology Transfers
5 (27-02-2023 to 04-03-2023)	Foreign Investment (Group discussion/presentation)
(05-03-2023 to 12-03-2023)	WTO, UNCTAD
6 (13-03-2023 to 18-03-2023)	IMF, WORD BANK (Group discussion/presentation)
7 (20-03-2023 to 25-03-2023)	Generalized system of preferences
8 (27-03-2023 to 01-04-2023)	International Commodity Agreements (Class Test)
9 (03-04-2023 to 08-04-2023)	Regional economic co-operations: EU, NAFTA, ASEAN, SAFTA
10 (10-04-2023 to 15-04-2023)	Foreign Exchange Markets: Nature, participants, Foreign Exchange Determinants (Taking queries and test)
11 (17-04-2023 to 22-04-2023)	Foreign Exchange Arrangements in India Foreign Exchange Risk: Types and Management (Taking queries and test)
12 (24-04-2023 to 29-04-2023)	Foreign Exchange Risk: Types and Management (Taking queries and test)

13 (01-05-2023 to 06-05-2023)	(Taking queries and test)
14 (08-05-2023 to 13-05-2023)	Revision
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23

Class and Section: M.Com 4th Semester
Subject: Strategic Marketing

Week	Topics
1 (01-02-2023 to 04-02-2023)	Concept of Strategies Strategic Marketing planning process
2 (06-02-2023 to 11-02-2023)	Corporate Growth Strategies
3 (13-02-2023 to 18-02-2023)	Business Strategies and their Marketing Implications
4 (20-02-2023 to 25-02-2023)	Environment Analysis Group Discussion
5 (27-02-2023 to 04-03-2023)	Industry and Competitors analysis
	Holi

(05-03-2023 to 12-03-2023)	
6 (13-03-2023 to 18-03-2023)	SWOT Analysis Portfolio Analysis
7 (20-03-2023 to 25-03-2023)	Market Segmentation, Targeting and positioning
8 (27-03-2023 to 01-04-2023)	Marketing Strategies for new market entries
9 (03-04-2023 to 08-04-2023)	Revisions
10 (10-04-2023 to 15-04-2023)	Marketing Strategies for mature markets and declining markets
11 (17-04-2023 to 22-04-2023)	Relationship between Different Business Strategies
12 (24-04-2023 to 29-04-2023)	Marketing Mix Group Discussions
13 (01-05-2023 to 06-05-2023)	Marketing Strategies implementations
14 (08-05-2023 to 13-05-2023)	Controlling Marketing Strategies
15 (15-05-2023 to 20-05-2023)	Revisions
16 (22-05-2023 to 26-05-2023)	Concept of Strategies Strategic Marketing planning process

DYAL SINGH COLLEGE, KARNAL
Lesson Plan (2022-23)

Class and Section: M. Com 2nd Semester
Subject: Financial Management and Policy

Week	Topics
1 (01-02-2023 to 04-02-2023)	Orientation of the students Topic 1 -Introduction to Financial Management
2 (06-02-2023 to 11-02-2023)	Topic 2 – Time Value of Money
3 (13-02-2023 to 18-02-2023)	Topic 3 – Financial Forecasting Activity Class (group discussion/presentation/role playing/group activity)
4 (20-02-2023 to 25-02-2023)	Topic 4 – Sources of finance
5 (27-02-2023 to 04-03-2023)	Topic 5- Cost of Capital – Debenture
(05-03-2023 to 12-03-2023)	Topic 6- Cost of Capital – Preference Shares
6 (13-03-2023 to 18-03-2023)	Topic 7- Cost of Capital - Equity

7 (20-03-2023 to 25-03-2023)	Topic 7- Cost of Capital – Equity (Topic Continued after taking queries from previous lecture)
8 (27-03-2023 to 01-04-2023)	Topic 8 Working Capital Management
9 (03-04-2023 to 08-04-2023)	Topic 8 Working Capital Management (Topic Continued after taking queries from previous lecture)
10 (10-04-2023 to 15-04-2023)	Topic 9 – Capital Budgeting Decisions Activity Class (group discussion/presentation/role playing/group activity)
11 (17-04-2023 to 22-04-2023)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)
12 (24-04-2023 to 29-04-2023)	Topic 9 – Capital Budgeting Decisions (Topic Continued after taking queries from previous lecture)
13 (01-05-2023 to 06-05-2023)	Topic 10- Risk Analysis
14 (08-05-2023 to 13-05-2023)	Revision
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan

Session: 2022-23

Class and Section: M. Com 2nd Semester

Subject: Corporate Accounting

Week	Topics
1 (01-02-2023 to 04-02-2023)	Topic 1 – Issue and Forfeiture of Shares Problem Solving Session
2 (06-02-2023 to 11-02-2023)	Topic 1 – Issue and Forfeiture of Shares (Topic Continued after taking queries from previous lecture) Topic 2 – Valuation of Shares Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
3 (13-02-2023 to 18-02-2023)	Topic 2 – Valuation of Shares (Topic Continued after taking queries from previous lecture) Topic 3 – Final Accounts of Companies Problem Solving Session Class Test
4 (20-02-2023 to 25-02-2023)	Topic 3 – Final Accounts of Companies (Topic Continued after taking queries from previous lecture) Topic 4 – Amalgamation Problem Solving Session
5 (27-02-2023 to 04-03-2023)	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)
(05-03-2023 to 12-03-2023)	Holi Vacations
6 (13-03-2023 to 18-03-2023)	Topic 5 – Absorption and External Reconstruction (Topic Continued after taking queries from previous lecture) Topic 6 – Internal Reconstruction Problem Solving Session Class Test

7 (20-03-2023 to 25-03-2023)	Topic 6 – Internal Reconstruction (Topic Continued after taking queries from previous lecture) Topic 7 – Human Resource Accounting Problem Solving Session
8 (27-03-2023 to 01-04-2023)	Topic 8 – Lease Accounting Class Test
9 (03-04-2023 to 08-04-2023)	Topic 9 – Consolidated Financial Statement of Holding and subsidiary Companies Problem Solving Session
10 (10-04-2023 to 15-04-2023)	Topic 10 – Consolidated Financial Statement of Holding and subsidiary Companies (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity /case study) Problem Solving Session
11 (17-04-2023 to 22-04-2023)	Topic 11 – Corporate Financial Reporting Topic 12 – Social Reporting Class Test
12 (24-04-2023 to 29-04-2023)	Topic 13 – Segment, Periodic and Environment Reporting Problem Solving Session
13 (01-05-2023 to 06-05-2023)	Topic 14 – Recent trends in corporate Reporting and Harmonisation in Corporate Reports Problem Solving Session
14 (08-05-2023 to 13-05-2023)	Problem Solving Session Revision and Tests

15 (15-05-2023 to 20-05-2023)	Problem Solving Session Revision and Tests
16 (22-05-2023 to 26-05-2023)	Problem Solving Session Revision and Tests

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 2nd Semester

Subject: Business statistics

Week	Topics
1 (01-02-2023 to 04-02-2023)	Multiple regression Solve practical questions and give written assignment
2 (06-02-2023 to 11-02-2023)	Take queries of previous topic Multiple Correlation Give assignment for practice for homework
3 (13-02-2023 to 18-02-2023)	Index Number Class activity (student presentation/group discussion/class test etc)
4	Test of adequacy

(20-02-2023 to 25-02-2023)	Class test
5 (27-02-2023 to 04-03-2023)	Chain base Index Number Give assignment for practice for homework
(05-03-2023 to 12-03-2023)	Base Shifting Splicing Deflating Class activity (student presentation/group discussion/class test etc)
6 (13-03-2023 to 18-03-2023)	Problems in construction Index Number, consumer price index Take queries of previous topic Solve practical questions and give written assignment
7 (20-03-2023 to 25-03-2023)	Time series Analysis Give assignment for practice for homework
8 (27-03-2023 to 01-04-2023)	Models of Time Series Class activity (student presentation/group discussion/class test etc)
9 (03-04-2023 to 08-04-2023)	Methods of constructing index number

10 (10-04-2023 to 15-04-2023)	Theory of Probability Give assignment for practice for homework
11 (17-04-2023 to 22-04-2023)	Additional and Multiplication theorem Conditional Probability and Bayes theorem Solve practical questions and give written assignment
12 (24-04-2023 to 29-04-2023)	Probability distribution Binomial distribution Class activity (student presentation/group discussion/class test etc)
13 (01-05-2023 to 06-05-2023)	Poisson distribution
14 (08-05-2023 to 13-05-2023)	Normal distribution and its parameter
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision


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

**M.COM 3rd
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2022-2023**

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 3rd Semester

Subject: Advanced Financial Management

Week	Topics
1 (01-09-2022 to 03-09-2022)	Introduction of Financial Management
2 (05-09-2022 to 10-09-2022)	Scope and Objectives of Financial Management (Group discussion /presentation)
3 (12-09-2022 to 17-09-2022)	Dividend Decisions-Meaning of Dividend, Types of Dividends Dividend Policy, Types of Dividend Policy
4 (19-09-2022 to 24-09-2022)	Factor Effecting Dividend policy, Approaches of Dividend policy (Taking queries and Test)
5 (26-09-2022 to 01-10-2022)	Issue of Bonus Share and Procedural and legal aspects of Dividend policy
6 (03-10-2022 to 08-10-2022)	Buy Back of Shares (Group discussion /presentation)
7 (10-10-2022 to 15-10-2022)	Capital Structure, Factor affecting Capital structure decision
8 (17-10-2022 to 21-10-2022)	Different Theories of Capital Structure (Taking queries and Test)
(22-10-2022 to 26-10-2022)	Diwali Vacations
9	Breakeven point, Indifference curve

(27-10-2022 to 29-10-2022)	
10 (31-10-2022 to 05-11-2022)	EBIT-EPS Analysis (Taking queries and Test)
11 (07-11-2022 to 12-11-2022)	Leverage (Taking queries and Test)
12 (14-11-2022 to 19-11-2022)	Corporate Restructuring (Group discussion /presentation)
13 (21-11-2022 to 26-11-2022)	Merger, acquisition and takeover Procedural and legal aspects of Merger and takeover Valuation and financing of mergers and acquisitions
14 (28-11-2022 to 03-12-2022)	Post-merger problems & reorganization Taxation and financial aspects of mergers, takeover defense. An Overview of Mergers and takeovers in India
15 (05-12-2022 to 10-12-2022)	Financial Restructuring and reorganization (Group discussion /presentation)
16 (12-12-2022 to 17-12-2022)	Financial Management of Sick Units (Group discussion /presentation)
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 3rd Semester

Subject: Financial Institutions and Markets

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Topic 1 -Introduction to Financial System
2 (05-09-2022 to 10-09-2022)	Topic - 1 Introduction to Financial System (Topic Continued after taking queries from previous lecture) Topic 2 - Money Market
3 (12-09-2022 to 17-09-2022)	Topic 2 - Money Market(Topic Continued after taking queries from previous lecture) Topic 3 - Capital Market - Introduction Activity Class (group discussion/presentation/role playing/group activity)
4 (19-09-2022 to 24-09-2022)	Topic 4 - Capital Market - Primary Market
5 (26-09-2022 to 01-10-2022)	Topic 4 - Capital Market - Primary Market (Topic Continued after taking queries from previous lecture)
6 (03-10-2022 to 08-10-2022)	Topic 5 - Capital Market - Secondary Market
7 (10-10-2022 to 15-10-2022)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture)
8 (17-10-2022 to 21-10-2022)	Topic 5 - Capital Market - Secondary Market (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
(22-10-2022 to 26-10-2022)	Diwali Vacations

9 (27-10-2022 to 29-10-2022)	Topic 6 – Role of SEBI Topic 7 - Capital Market – Government Securities Market
10 (31-10-2022 to 05-11-2022)	Topic 8 – Introduction to Development of banks Topic 9 – Types of Development Banks Activity Class (group discussion/presentation/role playing/group activity)
11 (07-11-2022 to 12-11-2022)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
12 (14-11-2022 to 19-11-2022)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
13 (21-11-2022 to 26-11-2022)	Topic 9 – Types of Development Banks (Topic Continued after taking queries from previous lecture)
14 (28-11-2022 to 03-12-2022)	Topic 10- Merchant Banking
15 (05-12-2022 to 10-12-2022)	Topic 10- Merchant Banking (Topic Continued after taking queries from previous lecture) Activity Class (group discussion/presentation/role playing/group activity)
16 (12-12-2022 to 17-12-2022)	Topic 11 – Mutual Funds
17 (18-12-2022 to 24-12-2022)	Topic 11 – Mutual Funds (Topic Continued after taking queries from previous lecture)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class:

M.COM IIIrd Semester

Subject:

Advertising Management

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the Students Topic 1- Advertising- Introduction
2 (05-09-2022 to 10-09-2022)	Topic 1- Advertising- Introduction Continued After Taking Queries from previous lecture
3 (12-09-2022 to 17-09-2022)	Topic 2- Communication Process Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (19-09-2022 to 24-09-2022)	Topic 3- Advertising and Communication Mix Class Test
5 (26-09-2022 to 01-10-2022)	Topic 4- Economic And Social Aspects of Advertising
6 (03-10-2022 to 08-10-2022)	Topic 5- Ethical Aspects of Advertising Activity Class- (Group Discussion/Presentation/case study/Group Activity)
7 (10-10-2022 to 15-10-2022)	Topic 6- Objectives of Advertising DAGMAR Approach
8 (17-10-2022 to 21-10-2022)	Topic 7- Advertising Budget Queries from Previous Chapter
(22-10-2022 to 26-10-2022)	Diwali Vacations

9 (27-10-2022 to 29-10-2022)	Topic 8- Message Designing and Ad Copy development Activity Class- (Slogans/Jingles writing)
10 (31-10-2022 to 05-11-2022)	Topic 8- Message Designing and Ad Copy development Topic Continued After Taking Queries from previous lecture Activity Class- (Ad Copy Designing)
11 (07-11-2022 to 12-11-2022)	Topic 9- Types of Advertising Media Activity Class- (Group Discussion/Presentation/case study/Group Activity)
12 (14-11-2022 to 19-11-2022)	Topic 10- Media Planning And Scheduling Class Test- Message Designing and Ad Copy development
13 (21-11-2022 to 26-11-2022)	Topic 11- Advertising Agency And Its Role Activity Class- (Group Discussion/Presentation/case study/Group Activity)
14 (28-11-2022 to 03-12-2022)	Topic 12- Client Agency Relationship and Agency Remuneration Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic 13- Measuring Advertising Effectiveness
16 (12-12-2022 to 17-12-2022)	Topic 13- Measuring Advertising Effectiveness Topic Continued After Taking Queries from previous lecture Activity Class- (Group Discussion/Presentation/case study/Group Activity)
17 (18-12-2022 to 24-12-2022)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan 2022-23 odd sem

Class and Section:

M.Com 3rd sem

Subject:

Applications of Statistical Methods in Business

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the students Introduction of Probability and non-probability methods
2 (05-09-2022 to 10-09-2022)	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 (12-09-2022 to 17-09-2022)	Law of large number Central Limit theorem Sampling distribution (Practice session and taking queries)
4 (19-09-2022 to 24-09-2022)	Hypothesis and Large Sampling Test-Z Test Taking Class Test For Practice
5 (26-09-2022 to 01-10-2022)	Small Sampling Test- T Test, F Test (Practice session and taking queries) (Assignment Given for Practice)

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class:

M.COM IIIrd Semester

Subject:

Entrepreneurial Development

Week	Topics
1 (01-09-2022 to 03-09-2022)	Orientation of the Students Topic - Introduction of Entrepreneurship: Nature and Scope
2 (05-09-2022 to 10-09-2022)	Topic - Introduction of Entrepreneurship: Nature and Scope Factor Affecting Entrepreneurial Growth Continued After Taking Queries from previous lecture
3 (12-09-2022 to 17-09-2022)	Topic - Stress Management Activity Class- (Group Discussion/Presentation/case study/Group Activity)
4 (19-09-2022 to 24-09-2022)	Topic - EDPs Class Test
5 (26-09-2022 to 01-10-2022)	Topic - Small Enterprises & Ownership Structure Discussion of Research Paper
6 (03-10-2022 to 08-10-2022)	Topic - Market Survey & Opportunity Identification Registration Procedure Reserved Items For SSI
7 (10-10-2022 to 15-10-2022)	Topic – Project Selection For SSI Business opportunity for SSI Activity Class- (Group Discussion/Presentation/case study/Group Activity)
8 (17-10-2022 to 21-10-2022)	Topic - Data Collection For Small Ventures Queries from Previous Chapter

(22-10-2022 to 26-10-2022)	Diwali Vacations
9 (27-10-2022 to 29-10-2022)	Topic – Project Report Preparation Managerial and Operational Aspect for Small Business
10 (31-10-2022 to 05-11-2022)	Topic- Human Relation & Performance in Organization Class Test
11 (07-11-2022 to 12-11-2022)	Topic- Institution Supporting Entrepreneurial Growth Assignment Discussion
12 (14-11-2022 to 19-11-2022)	Topic- Concept of Ecology Environmental Concepts & Case Study
13 (21-11-2022 to 26-11-2022)	Topic – Air, Noise & Water Pollution Standards and Control
14 (28-11-2022 to 03-12-2022)	Topic – Personal Protection Equipment for Safety of Work Place Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (05-12-2022 to 10-12-2022)	Topic- Activity on Environmental Issues
16 (12-12-2022 to 17-12-2022)	Revision
17 (18-12-2022 to 24-12-2022)	Revision Class Tests


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M.COM 4th

SEM

2022-2023

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 4th Semester

Subject: Corporate tax planning and management

Week	Topics
1 (01-02-2023 to 04-02-2023)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
2 (06-02-2023 to 11-02-2023)	Tax planning reference to setting up a new business
3 (13-02-2023 to 18-02-2023)	Forms of business organization, location, aspects and nature of business
4 (20-02-2023 to 25-02-2023)	Computation of total income and tax liability of companies
5 (27-02-2023 to 04-03-2023)	Computation of total income and tax liability of companies (Taking queries and test)
(05-03-2023 to 12-03-2023)	Tax Planning and financial management decision regarding Capital structure and Dividend policy (Group discussion/presentation)
6 (13-03-2023 to 18-03-2023)	Tax Planning and financial management decision regarding Inter corporate dividend and Bonus Share
7 (20-03-2023 to 25-03-2023)	Tax Planning and managerial decision regarding own and lease (Group discussion/presentation)
8 (27-03-2023 to 01-04-2023)	Tax Planning and managerial decision regarding sale of assets used for scientific research (Group discussion/presentation)
9 (03-04-2023 to 08-04-2023)	Make or buy decision (Class Test)

10 (10-04-2023 to 15-04-2023)	shut down and continue decision
11 (17-04-2023 to 22-04-2023)	Tax issues and planning in respect of Amalgamation (Taking queries and test)
12 (24-04-2023 to 29-04-2023)	Tax issues and planning in respect of Merger and acquisitions (Taking queries and test)
13 (01-05-2023 to 06-05-2023)	(Taking queries and test)
14 (08-05-2023 to 13-05-2023)	Revision
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan (2022-23)

Class and Section: M. Com 4th Semester

Subject: Project Planning and Control

Week	Topics
1 (01-02-2023 to 04- 02-2023)	Concept of Tax planning, avoidance, evasion and Management Requisites of successful tax planning
2 (06-02-2023 to 11- 02-2023)	Orientation of the students Topic 1 – Investment Opportunities

3 (13-02-2023 to 18-02-2023)	Topic 2 – Environmental Scanning Topic 3 – Government Regulatory Framework Activity Class (group discussion/presentation/role playing/group activity)
4 (20-02-2023 to 25-02-2023)	Topic 4 – Market and Demand Analysis
5 (27-02-2023 to 04-03-2023)	Topic 5 – Technical Analysis
(05-03-2023 to 12-03-2023)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
6 (13-03-2023 to 18-03-2023)	Topic 5 – Technical Analysis (Topic Continued after taking queries from previous lecture)
7 (20-03-2023 to 25-03-2023)	Topic 6- Cost of Project and means of financing
8 (27-03-2023 to 01-04-2023)	Topic 6- Cost of Project and means of financing (Topic Continued after taking queries from previous lecture)
9 (03-04-2023 to 08-04-2023)	Topic 7 Capital Structure Planning
10 (10-04-2023 to 15-04-2023)	Topic 7 Capital Structure Planning (Topic Continued after taking queries from previous lecture)
11 (17-04-2023 to 22-04-2023)	Topic 8 Financial Institutions
12 (24-04-2023 to 29-04-2023)	Topic 9 Social Cost Benefit Analysis
13 (01-05-2023 to 06-05-2023)	Topic 10 Project Review and Control

14 (08-05-2023 to 13-05-2023)	Revision
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class: M.COM IVth Semester
Subject: Sales Management

Week	Topics
1 (01-02-2023 to 04-02-2023)	Introduction of Syllabus Basics of sales
2 (06-02-2023 to 11-02-2023)	Topic-1 Sales Management – An Introduction
3 (13-02-2023 to 18-02-2023)	Topic-2 Fundamentals of Selling, Salesmanship and Personal Selling Class Activity-(I Can Sell Anything)
4 (20-02-2023 to 25-02-2023)	Topic-3 Sales Planning Class Test
5 (27-02-2023 to 04-03-2023)	Topic-4 Sales Forecasting Activity Class- (Group Discussion/Presentation/case study/Group Activity)

(05-03-2023 to 12-03-2023)	Holi Break
6 (13-03-2023 to 18-03-2023)	Topic-5 Sales Budget (Group Discussion)
7 (20-03-2023 to 25-03-2023)	Topic-6 Sales Organisation – Organising the Sales Efforts
8 (27-03-2023 to 01-04-2023)	Topic-7 Sales Quotas and Sales Territories Queries from Previous Chapter
9 (03-04-2023 to 08-04-2023)	Topic-8 Sales Force Management- Recruitment and Selection of Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
10 (10-04-2023 to 15-04-2023)	Topic-9 Sales Force Management: Training, Development and Induction Case Studies
11 (17-04-2023 to 22-04-2023)	Topic- 10 Compensating Sales Force Topic-11 Motivating the Sales Personnel
12 (24-04-2023 to 29-04-2023)	Topic-12 Sales Meeting And Contents (Case Studies/Group Discussion)
13 (01-05-2023 to 06-05-2023)	Topic-13 Control Process: Analysis of sales volume, Costs and Profitability
14 (08-05-2023 to 13-05-2023)	Topic-14 Controlling Sales Personnel Activity Class- (Group Discussion/Presentation/case study/Group Activity)
15 (15-05-2023 to 20-05-2023)	Topic- 15 Ethical Issues in Sales Management Revision of Chapters
16	Revision of Syllabus Class Test

(22-05-2023 to
26-05-2023)

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Lesson Plan (2022-23)

Class and Section: M. Com 4th Semester

Subject: Service Marketing

Week	Topics
1 (01-02-2023 to 04-02-2023)	Service marketing –Concept,characteristics and classification
2 (06-02-2023 to 11-02-2023)	Take queries of previous topic Buying Process for services Student presentation on previous topic
3 (13-02-2023 to 18-02-2023)	Consumer expectation of services Class activity (student presentation/group discussion/class test etc)
4 (20-02-2023 to 25-02-2023)	Consumer perception of services Class test
5 (27-02-2023 to 04-03-2023)	Service Quality Student presentation on previous topic
(05-03-2023 to 12-03-2023)	Relationship Marketing Service Market Segmentation Customer retention strategy

	Class activity (student presentation/group discussion/class test etc)
6 (13-03-2023 to 18-03-2023)	Service Development Process Service blueprinting Take queries of previous topic give written assignment
7 (20-03-2023 to 25-03-2023)	Service Delivery Customers feedback Service recovery
8 (27-03-2023 to 01-04-2023)	Physical environment of services Pricing of services Approaches of Pricing Class activity (student presentation/group discussion/class test etc)
9 (03-04-2023 to 08-04-2023)	Distribution of service channels Key intermediaries
10 (10-04-2023 to 15-04-2023)	Managing Service Employees Give assignment for homework
11 (17-04-2023 to 22-04-2023)	Revision Class test Student presentation
12 (24-04-2023 to 29-04-2023)	Managing service customers and enhancing customer participation Class activity (student presentation/group discussion/class test etc)

13 (01-05-2023 to 06-05-2023)	Customer protection (Taking queries and test)
14 (08-05-2023 to 13-05-2023)	Ethics in Services
15 (15-05-2023 to 20-05-2023)	Revision
16 (22-05-2023 to 26-05-2023)	Revision

DYAL SINGH COLLEGE, KARNAL

Lesson Plan(2022-23)

Class:

M.COM IVth Semester

Subject:

Strategic HRM

Week	Topics
1 (01-02-2023 to 04-02-2023)	Introduction Topic- Concept Of Strategies and Characteristics
2 (06-02-2023 to 11-02-2023)	Topic- Approaches of Strategic Decision Making Strategic Management Process
3 (13-02-2023 to 18-02-2023)	Topic- Developing of Strategic Mission Setting of Objectives Topic Continued After Taking queries from Previous Lecture
4 (20-02-2023 to 25-02-2023)	Topic- Environmental Appraisal Concept & Components Group Activity- Presentation/Group Discussion

5 (27-02-2023 to 04-03-2023)	Topic- Analyzing of external environment Organization Appraisal
(05-03-2023 to 12-03-2023)	Topic-Dynamic of Internal Environment Topic Continued After Taking queries from Previous Lecture
6 (13-03-2023 to 18-03-2023)	Topic-Methods and Technique of organizational Appraisal Discussion on Research Paper Writing
7 (20-03-2023 to 25-03-2023)	Topic-Dynamics of Internal Environment Methods and techniques of organizational Appraisal
8 (27-03-2023 to 01-04-2023)	Topic- Generic Strategic Alternative Stability, Expansion, Retrenchment & Combination Strategies
9 (03-04-2023 to 08-04-2023)	Topic- Variation Strategies Internal & External Alternatives Class Test
10 (10-04-2023 to 15-04-2023)	Topic- Variation Strategies Horizontal & Vertical Alternatives Group Activity- Presentation/Group Discussion
11 (17-04-2023 to 22-04-2023)	Topic- International Level Strategic Alternative Topic- Strategic Choice Process, Technique & Marginal Factors
12 (24-04-2023 to 29-04-2023)	Topic: Strategic Implementation, Organisation Learning Class Activity: Case Studies
13 (01-05-2023 to 06-05-2023)	Topic: Strategic Implementation, Organisation Learning Class Activity: Case Studies
14 (08-05-2023 to 13-05-2023)	Topic- Strategy and Structural Decision Topic- Strategic Evaluation

15 (15-05-2023 to 20-05-2023)	Topic- Behavioral Issue in Implementation Topic- Operational Decisions
16 (22-05-2023 to 26-05-2023)	Revision

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