

Commerce

Lesson Plan

Name of Assistant/Associate Professor: Dr. Ritu Rani

Class and section: Bcom 2nd year (2022-23)

Subject: Business statistics

Date	Topics
16 Jan- 21st Jan	Index number: Meaning, types and uses; Methods of constructing price and
23 Jan- 28 Jan	quantity indices (simple and Aggregate).
30 Jan -04 Feb	Index number: tests of adequacy; chain base index numbers, Base shifting,
	splicing and deflating.
13 Feb to 17 Feb	problems in constructing index numbers; consumer price index.
18 Feb-22st Feb	Revision test
23 Feb - 27 Feb	Analysis of time series: causes of variations in time series data; components
27 Feb to 28 Feb	of a time series.
27 Feb to 28 Feb	Decomposition: Additive and Multiplicative models; determination of trends.
27 Feb to 28 Feb	Moving averages method of least squares (including linear second degree,
01 Mar to 3 Mar	parabolic and exponential trend).
13 March to 16 Mar	Computation of seasonal indices by simple averages, Ratio to trend, Ratio to
17 March to 18 March	moving average and link relative methods.
19 March to 21st Mar	Revision test
22 Mar to 24 Mar	Theory of probability: probability as a concept.
22 Mar to 24 Mar	Approaches to defining probability.
25 Mar to 27 Mar	Addition and Multiplication laws of probability.
28 March- 29 March	conditional probability, Baye's theorem.
31st March- 1 April	Revision test
2 April to 4 April	Probability Distribution: probability Distribution as a concept.
5 April to 9 April	Binomial probability Distribution.
10 April to 13 April	<u>poisson and normal Distribution-Their properties and parameters.</u>
14 April onwards	Revision test
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Lesson Plan

Name of Assistant / Associate Professor : Dr Ritu Rani

Class & Session - Bcom 3rd year (2022-23)

Subject : Taxation Law II

Date	Topics
16 Jan- 21st Jan	Rebate and Relief of Tax
23 Jan - 28 Jan	Computation of Total Income of Individuals
30 Jan -04 Feb	Computation of Tax Liability of Individuals
	Doubt sessions
13 Feb to 17 Feb	Preparation and Filing Of Return of Income
18 Feb-22st Feb	Presentations and Test revisions
23 feb - 27 Feb	Introduction of Assesment of Hindu Undivided Family
27 Feb to 28 feb	Practical Questions of Hindu Undivided Family
27 Feb to 28 feb	Assessment of Partnership Firms
27 Feb to 28 feb	Assessment of Association of Persons or Body of individuals
01 Mar to 3 mar	Presentations , Doubt sessions and Test
13 March to 16 Mar	Income Tax Authorities
17 March to 18 March	Assessment Procedure
19 March to 21st Mar	Deduction And Collection of Tax at Source
22 Mar to 24 Mar	Advance Payment of Tax
22 Mar to 24 Mar	Presentations , Doubt sessions and Test
25 Mar to 27 Mar	Recover and Refund of Tax
28 March- 29 March	Appeals and Revision
31st March- 1 April	Penalties
2 April to 4 April	Offences and Prosecutions
5th April onwards	Presentations , Doubt sessions and Test

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Name of Assistant/Associate Professor: Dr. Ritu Rani

Class and Section: Bcom 2nd year (2022-2023)

Subject: Business Management

Date	Topics
16 Jan - 21st Jan	Staffing: Concept, nature.
23 Jan - 28 Jan	Scope of Staffing.
30 Jan - 04 Feb	Matching job and people of Staffing.
	Recruitment .
13 Feb to 17 Feb	Selection and training of employees.
18 Feb - 22nd Feb	Presentation, Doubt clearing session, Revision test.
23 Feb - 27 Feb	Motivation and leadership: Motivation concept .
27 Feb to 28 Feb	theories - Maslow.
27 Feb to 28 Feb	Motivation and leadership: Herzberg.
27 Feb to 28 Feb	McGregor and Ouchi.
01 Mar to 3 Mar	Financial and Non - Financial Incentives .
13 March to 16 Mar	Leadership: Concept and leadership styles .
17 March to 18 March	Leadership Theories.
19 March to 21st Mar	Presentation, Doubt clearing session, Revision test.
22 Mar to 24 Mar	Communication and Control: communication Concept, Nature.
22 Mar to 24 Mar	Types and process of communication and control.
25 Mar to 27 Mar	Barrier and Remedies of Communication and Control.
28 March - 29 March	Control: Concept.
31st March - 1 April	Process and techniques of Control.
2 April to 4 April	Effective Control system.
5 April to 9 April	Presentation, Doubt clearing session, Revision test.
10 April to 13 April	Management of change: Concept, Nature.
14 April to 16 April	Process of Planned Change.
17 April to 18 April	Resistance to Change.
19 April to 22 April	Emerging Horizons of management in a changing environment.
19 April to 22 April	Presentation, Doubt clearing session, Revision test.

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Lesson Plan

Name of the Assistant/ Associate Professor.....

Dr.Ritu Rani

Class and Section :Bcom 2nd year (2022-2023)

Subject:Marketing
Management

Week	Date	Topics
1	16 Jan- 21st Jan	Introduction:Nature ,scope,Importance of Marketing.
	23 Jan- 28 Jan	Marketing concepts - Traditional and Modern.
	30 Jan -04 Feb	Market Segmentation:Concept, Importance and basis of market Segmentation.
		Revision Test
	13 Feb to 17 Feb	Consumer Behavior: Nature ,Scope , Importance.
	18 Feb-22st Feb	Factor affecting buyer behaviour.
	23 feb - 27 Feb	Product Planning and development: Importance and Scope of product planning Marketing.
2	27 Feb to 28 feb	in marketing.
	27 Feb to 28 feb	Stages of New Product development.
	27 Feb to 28 feb	Product life Cycle : Stages of product life cycle.
	01 Mar to 3 mar	Factor affecting product life cycle.
	13 March to 16 Mar	Revision Test
	17 March to 18 March	Branding and Trademark : Difference between brand and trademark.
	19 March to 21st Mar	Advantages and criticism of Branding.
3	22 Mar to 24 Mar	Types of Branding.
	22 Mar to 24 Mar	Brand policies and Strategies.
	25 Mar to 27 Mar	Pricing: Meaning, Importance,factors affecting pricing.
	28 March- 29 March	Pricing objectives.
	31st March- 1 April	Types of price policy and pricing strategies.
	2 April to 4 April	Revision Test
	5 ASpril to 9 April	Advertising:Concept ;Importance and critism of advertising.
4	10 April to 13 April	<u>Media of advertising.</u>
	14 April to 16 April	Evaluation advertising effectiveness.
	17 April to 18 April	<u>sales promotion : importance.</u>
	19 April to 22 April	Methods of sales promotion.
	19 April to 22 April	<u>Functions and publicity of sales and promotion.</u>