

Lesson Plan

Name of the Assistant/ Associate Professor... Susheel Kumar
 Class and Section: ... B.Com 3rd 5th Sem
 Subject: ... International Marketing

Week	Date	Topics
1	5/12 to 10/12	Nature and Concept, Domestic vs International Marketing
	12/12 to 17/12	opportunities and challenges for marketing in international Environment
	19/12 to 24/12	Foreign market selection and entry modes.
	27 Jan to 31 Jan	International product life cycle research and information.
	Feb.	
2	2 to 7	Product designing
	9 to 14	Product packaging.
	16 to 21	Pricing process and methods
	23 to 28	International payments terms.
	March	
3	4 to 14	International channel structure and selection
	16 to 21	Managing channel conflicts selection
	23 to 30	Appointment of foreign sales Agents, Basic export procedure and documentation.
	April	
	1 to 11	Methods of international product Promotion
4	13 to 18	challenges in international advertising
	20 to 25	Media, strategy, web marketing.
	27 to 2 May	organizing trade fairs and exhibitions.
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Susheel

Lesson Plan

Name of the Assistant/ Associate Professor: Suresh Kumar

Class and Section: B.Com. 2nd Yr. Sem.

Subject: Auditing

Week	Date	Topics
Jan 1	5 to 10	Introduction meaning, objectives, basic principles
	12 to 17	Methods and techniques of Auditing classification of audit.
	19 to 24	Audit Planning, Internal control.
	27 to 31	Internal check & Internal audit.
Feb	2 to 7	Audit procedure, Routine checking.
	9 to 14	Vouching, Verification, Valuation of Assets
	16 to 21	including intangible & Liabilities
	23 to 28	including contingent liability.
March	2 to 14	Audit of companies qualification Appointment
	16 to 21	Power, duties and Liabilities of Company
	23 to 30	Auditors Audit committees, Audit of depreciation and reserves. Special provisions in audit of private sector companies.
April	01 to 11	Banking and Insurance Companies Audit
	13 to 18	Audit Report, Qualification, objectives.
	20 to 25	contents and types, investigation.
	27 April to 01 May	Nature and objectives. Tax audit, Management and cost audit.
	03 May	Relevant auditing and Assurance
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Suresh

Lesson Plan

Name of the Assistant/ Associate Professor: Suresh Kumar

Class and Section: B.Com and 4th Sem

Subject: Corporate Accounting - II

Week	Date	Topics
1	<u>Jan 26</u>	
	<u>5 to 10</u>	<u>Methods of Compiling Purchase Consideration</u>
	<u>12 to 17</u>	<u>Amalgamation in the nature of Purchase Method.</u>
	<u>19 to 24</u>	<u>Amalgamation in the nature of Merger or pooling of interest method.</u>
	<u>27 to 31</u>	<u>Treatment in the books of Both the Companies.</u>
2	<u>Feb.</u>	
	<u>2 to 7</u>	<u>Accounting at amalgamation and absorption in amalgamating and</u>
	<u>9 to 14</u>	<u>amalgamated Companies - Internal Reconstruction of Companies.</u>
3	<u>16 to 21</u>	<u>Accounts of Banking Companies.</u>
	<u>23 to 28</u>	<u>Fixed accounts of Banking Companies and P&L account of Bank</u>
<u>March</u>	<u>9 to 14</u>	<u>Accounts of General Insurance Companies.</u>
	<u>16 to 21</u>	<u>Type of general insurance,</u>
	<u>23 to 28</u>	<u>insurance premium, claim and commission.</u>
<u>April</u>	<u>9 to 14</u>	<u>Reporting Standards for Public sector undertaking.</u>
	<u>13 to 18</u>	<u>Accounts of Electricity Companies</u>
	<u>20 to 25</u>	<u>Preparation of Liquidator's Final statement of Account.</u>
	<u>27 April to</u>	<u>Legal Provision, calculation of liquidation's Remuneration.</u>
5	<u>6 May</u>	<u>Adjustment of Shareholder's rights.</u>

Suresh