

**Lesson Plan**

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

Class and Section...B.com 6th sem.....

Subject: Information technology in Business

Week	Date	Topics
1	1-Jan-18	Information technology, introduction
	2-Jan-18	Information, data, file, field & record.
	3-Jan-18	Information technology
	4-Jan-18	Present Scenario of information technology
	5-Jan-18	Role of information technology
	6-Jan-18	introduction to telecommunication.
	7-Jan-18	Sunday
2	8-Jan-18	Computer network, Type of network
	9-Jan-18	LAN, MAN, WAN, Difference b/w LAN, MAN/WAN
	10-Jan-18	Communication system, Duplex
	11-Jan-18	Half duplex & Full duplex.
	12-Jan-18	Internet, Advantage & disadvantages
	13-Jan-18	W.W.W, internet & WWW
	14-Jan-18	Sunday
3	15-Jan-18	e-mail use of e-mail, Adv. & disadv. of e-mail
	16-Jan-18	Introduction to intranets
	17-Jan-18	Introduction to Extranets
	18-Jan-18	Emerging trend in IT. introduction
	19-Jan-18	Electronic commerce.
	20-Jan-18	Electronic data interchange
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Mobile communication, Bluetooth
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Global positing system
	26-Jan-18	Republic Day
	27-Jan-18	Immiment communication
	28-Jan-18	Sunday
5	29-Jan-18	Smart card, imminent technologies
	30-Jan-18	Assignment work
	31-Jan-18	Guru Ravidas Birthday

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Manoj Kumar  
 Class and Section: B.com 3rd year (6th sem)  
 Subject: Information technology in Business

Week	Date	Topics
1	1-Feb-18	Types of DBMS.
	2-Feb-18	Role of DBMS in daily life.
	3-Feb-18	Distributed data processing.
	4-Feb-18	Sunday
2	5-Feb-18	Introduction to DBMS.
	6-Feb-18	Advantages of DBMS &
	7-Feb-18	disadvantages of DBMS of distributed system
	8-Feb-18	Introduction to multimedia
	9-Feb-18	Text, audio, video, Graphics
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Animation, multimedia system
	13-Feb-18	Maha Shivratri
	14-Feb-18	Multimedia authoring tools
	15-Feb-18	Continue topic
	16-Feb-18	Types of presentation
	17-Feb-18	Use of presentation
	18-Feb-18	Sunday
	4	19-Feb-18
20-Feb-18		Multimedia in Educations
21-Feb-18		Continue topic
22-Feb-18		introduction to virtual Reality
23-Feb-18		Continue topic
24-Feb-18		Continue topic
25-Feb-18		Sunday
5		26-Feb-18
	27-Feb-18	New technologies in IT
	28-Feb-18	Introduction to hypermedia

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**Lesson Plan**

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

Class and Section: B.Com. 3<sup>rd</sup> year (6<sup>th</sup> sem).....

Subject: Information Technology in Business.....

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Computer in Business & industry
	3-Apr-18	Accounting information system
	4-Apr-18	meaning, characteristics & Major subsystem
	5-Apr-18	management information system
	6-Apr-18	Meaning, concept, input & output of MIS
	7-Apr-18	Decision support system
	8-Apr-18	Sunday
2	9-Apr-18	office automation system, Executive info system
	10-Apr-18	marketing info. system.
	11-Apr-18	Financial information system
	12-Apr-18	mobile communication, Business on internet
	13-Apr-18	mobile newspaper, Telecommunicating, written
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Electronic Catalogs, Web advertising,
	17-Apr-18	web advertising, Secure Transaction
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Assignment work
	20-Apr-18	Revision on introduction to telecommunication.
	21-Apr-18	Revision on internet, intranet, Extranets
	22-Apr-18	Sunday
4	23-Apr-18	Revision on Imminent technologies
	24-Apr-18	Revision on DBMS & multimedia
	25-Apr-18	Revision on online analytical processing.
	26-Apr-18	Revision on SCM.
	27-Apr-18	Revision Geographics information system.
	28-Apr-18	Revision of IS

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### Lesson Plan

Name of the Assistant/ Associate Professor: Manoj Kumar  
 Class and Section: B.com 2<sup>nd</sup> year (6<sup>th</sup> sem)  
 Subject: Information technologies in Business

Week	Date	Topics
1	1-Mar-18	Artificial intelligence
	2-Mar-18	Holi
	3-Mar-18	Business intelligence
	4-Mar-18	Sunday
2	5-Mar-18	A.I v/s B.I, Role of B.I & A.I
	6-Mar-18	Knowledge discovery in database
	7-Mar-18	Continue topic
	8-Mar-18	Dataware house
	9-Mar-18	Data marts
	10-Mar-18	Data mining
	11-Mar-18	Sunday
3	12-Mar-18	Online Analytical processing.
	13-Mar-18	Enterprise Resource planning
	14-Mar-18	Introduction to ERP
	15-Mar-18	Reason for growth of ERP in market
	16-Mar-18	Benefits of ERP.
	17-Mar-18	Supply chain management
	18-Mar-18	Sunday
4	19-Mar-18	Evolution of CRM.
	20-Mar-18	Element of supply chain
	21-Mar-18	Customer Relationship Management
	22-Mar-18	Retailers
	23-Mar-18	Advantage of SCM.
	24-Mar-18	Disadvantage of SCM
	25-Mar-18	Sunday/ Ram Navami
5	26-Mar-18	Continue topic
	27-Mar-18	Geographic information system
	28-Mar-18	Introduction & Role of GIS
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Assignment work
	31-Mar-18	Assignment work

Lesson Plan

Name of the Assistant/ Associate Professor: Mr. Vandeshwar

Class and Section: B. Com. 6th Sem

Subject: Auditing

Week	Date	Topics
1	1-Jan-18	Introduction of Auditing - meaning, origin, element
	2-Jan-18	Necessity of Auditing, Accountability is a necessity while Auditing
	3-Jan-18	Scope of Audit, Basic concept of Auditing, Qualities
	4-Jan-18	Assignment work to above Topic
	5-Jan-18	Objects of Auditing: main object, subsidiary object
	6-Jan-18	Auditor Responsibility, Advantage of Audit
	7-Jan-18	Sunday
2	8-Jan-18	Assignment work to above Topic
	9-Jan-18	Type of Audit - organization of Business, Practical way:-
	10-Jan-18	Continuous Audit meaning, suitability, Advantage, disadvantage
	11-Jan-18	Periodical Audit - meaning, suitability, Advantage, disadvantage
	12-Jan-18	Interim Audit, Internal Audit, External Audit & Importance
	13-Jan-18	Advantage, Internal Audit & Statutory Audit
	14-Jan-18	Sunday
3	15-Jan-18	Assignment work to above Topic
	16-Jan-18	Audit process - Preparation, Audit Programme: meaning
	17-Jan-18	objects, character, Advantage, disadvantage
	18-Jan-18	Audit Note Book: Importance, Audit Working Papers
	19-Jan-18	objects, essentials, Points for Working Papers, Procedure
	20-Jan-18	Routine checking, Test checking, Advantage & disadvantage
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Assignment work to above Topic
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Internal Control - meaning, object, Internal checks - meaning
	26-Jan-18	Republic Day
	27-Jan-18	objects, features, Advantage, Internal Audit, Importance
	28-Jan-18	Sunday
	29-Jan-18	Purchases & Internal check, Store, Cash
30-Jan-18	Cash sales, Cash Receipt & Payment, Wages	
31-Jan-18	Assignment work to above Topic	

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mr. Mandeshwar  
 Class and Section: B.Com 6th Sem  
 Subject: Auditing

Week	Date	Topics
1	1-Feb-18	Routine Checking - meaning, objects, Advantage, disadvantage
	2-Feb-18	Vouching - meaning, features, objects, importance, voucher-kind
	3-Feb-18	Examination of Voucher, Cash Book, Receipt side, Payment
	4-Feb-18	Sunday petty cash book, sales book, sales ledger
	5-Feb-18	Assignment work to above topic
2	6-Feb-18	Verification - meaning, objects, importance, General Rules
	7-Feb-18	Auditor's duty, verification of Assets
	8-Feb-18	verification of stock in Trade, Debtors, B.I.R
	9-Feb-18	cash in hand, goodwill, verification of liabilities
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Creditors, B.I.P, outstanding exp, Capital - cont. deb
	13-Feb-18	Maha Shivratri
	14-Feb-18	Assignment work to above topic
	15-Feb-18	Valuation - meaning, importance, Type of Price
	16-Feb-18	Method of valuation of Assets
	17-Feb-18	valuation of stock & Auditor, valuation of goodwill
	18-Feb-18	Sunday
	19-Feb-18	An Auditor is not a valuer
20-Feb-18	Assignment work to above topic	
21-Feb-18	Company Auditors - Introduction, Appointment	
22-Feb-18	Company - meaning, Appointment of Auditor, Qualification	
23-Feb-18	Disqualification, Remuneration, Removal	
24-Feb-18	Power of Auditor	
25-Feb-18	Sunday	
5	26-Feb-18	Duties of Auditors, Duties under the C.A Act
	27-Feb-18	An Auditor is a watch-dog, but not a blood hound
	28-Feb-18	Liabilities of an auditor

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**Lesson Plan**

of the Assistant/ Associate Professor: Mr. Vinodkumar

and Section: B.Com 5th Sem

Auditing

Date	Topics
1	
1-Mar-18	Guru Ravidas Birthday
2-Mar-18	Holi
3-Mar-18	Assignment work to above Topic
4-Mar-18	Sunday
2	
5-Mar-18	Depreciation- meaning, Definition, Cause
6-Mar-18	Importance, difference, Depreciation, obsolescence fluctuation
7-Mar-18	Ascertainment of the Amt Dep. method.
8-Mar-18	Depreciation and Auditors, Company Act and Depreciation
9-Mar-18	Arguments Pro and against Dep. Provision- meaning, characters
10-Mar-18	objects, Provision & Auditors, Reserve- meaning, features.
11-Mar-18	Sunday
3	
12-Mar-18	Difference between Res & Prov, Type of Reserve, Res & Auditor
13-Mar-18	Secret Reserve- meaning, object, method, Advantage
14-Mar-18	Disadvantage of Secret reserve, Secret Res. & Auditors
15-Mar-18	Assignment work to above Topic
16-Mar-18	Profit & meaning, ascertainment of Real Profit
17-Mar-18	effects of wrong calculation of Profit, Points to be noted
18-Mar-18	Sunday
4	
19-Mar-18	Divisible Profits- meaning, Provision
20-Mar-18	Determination of Divisible Profit, Divisible Pt & Auditor
21-Mar-18	Dividend - meaning, Determination of Dividend
22-Mar-18	Statutory Provisions regarding Declaration and Pay of Dividend
23-Mar-18	Procedure of Dividend, Penalty / Punishment
24-Mar-18	Dividends and Auditor, Unpaid dividend.
25-Mar-18	Sunday/ Ram Navami
5	
26-Mar-18	Investor Education and Protection Fund.
27-Mar-18	Interim dividend - meaning, Procedure, Statutory law
28-Mar-18	Advice of the Auditor regarding Interim dividend
29-Mar-18	Mahavir Jayanti
30-Mar-18	Interim dividend and Auditor, Pay of dividend out of Capital Reserve
31-Mar-18	Assignment work to above Topic

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mr. Mondeshwar  
 Class and Section: B.Com. 6th Sem  
 Subject: Auditing

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Audit Report - Meaning, Characters, Importance
	3-Apr-18	Contents of Audit Report, True and fair, Matters to be Considered Report.
	4-Apr-18	Type of Audit Report, Diff b/w Clean and Qualified Reports.
	5-Apr-18	Speciman
	6-Apr-18	Audit Certificates, Speciman of Audit Certificate
	7-Apr-18	Assignment work to above topic,
	8-Apr-18	Sunday
2	9-Apr-18	Investigation - Meaning, Characteristics.
	10-Apr-18	Diff b/w Auditing & Investigation.
	11-Apr-18	Inquiry and Investigation, Need,
	12-Apr-18	Procedure of Investigation, objects - By Buyer, Incoming Partner
	13-Apr-18	Behalf of Prospective lender, Central Govt.
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
	3	16-Apr-18
17-Apr-18		Investigation by Tax Authorities
18-Apr-18		Parashurama Jayanti
19-Apr-18		Assignment work to above topic
20-Apr-18		Revision of Introduction
21-Apr-18		Revision of Internal Audit, Internal Check.
22-Apr-18		Sunday
4	23-Apr-18	Revision of Audit Process, Verification, Valuations
	24-Apr-18	depreciation, Diff b/w Prov and Reserve
	25-Apr-18	Revision of Interim dividend
	26-Apr-18	Revision of Investigation
	27-Apr-18	Revision of Audit Report
	28-Apr-18	Revision of Inquiry and Investigation

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mr. Vandeshwar

Class and Section: B. Com. 6th Sem

Subject: Taxation Law (Income Tax)

Week	Date	Topics
1	1-Jan-18	Computation of total income of individuals - Meaning
	2-Jan-18	total income, Procedure for Computing Total Income.
	3-Jan-18	Chart.
	4-Jan-18	Practical question above topic
	5-Jan-18	Practical question above topic
	6-Jan-18	Same
	7-Jan-18	Sunday
2	8-Jan-18	Assignment work to above topic
	9-Jan-18	Computation of tax liability of individuals - slab rates
	10-Jan-18	Rebate of income tax, marginal relief, Rounding off,
	11-Jan-18	STCG, LTCG, Tax on Winning from lottery, crossword, Puzzles.
	12-Jan-18	Tax on dividend received from domestic co.
	13-Jan-18	AMT on persons other than a company, Tax Cr. in respect of tax
	14-Jan-18	Sunday <span style="float: right;">Paid on 14/1/18</span>
3	15-Jan-18	Computation of assessment for the year 2017-18
	16-Jan-18	Chart.
	17-Jan-18	Practical question above topic
	18-Jan-18	Practical question above topic
	19-Jan-18	Same
	20-Jan-18	Problem above topic
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Problem above topic
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Assignment work to above topic
	26-Jan-18	Republic Day
	27-Jan-18	Rebate of tax - meaning, Rebate
	28-Jan-18	Sunday
	5	29-Jan-18
30-Jan-18		Practical question
31-Jan-18		Assignment work to above topic

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mr. Nandeshwar

Class and Section: B.Com 6th Sem

Subject: Income Tax

Week	Date	Topics
1	1-Feb-18	Preparation and filling of Return - Voluntary Return of Income
	2-Feb-18	Compulsory Return of Income - forms
	3-Feb-18	Preparation of Return manually, Step.
	4-Feb-18	Sunday
2	5-Feb-18	online filling of return of TDS
	6-Feb-18	Assignment work to above topic
	7-Feb-18	Assessment of HUFs - meaning, Type, Residence
	8-Feb-18	Diff. b/w HUF & firm, Income which are not treated as firm
	9-Feb-18	Assessment of HUF, Partition of HUF, Procedure
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Practical question above topic
	13-Feb-18	Maha Shivratri
	14-Feb-18	Practical question above topic
	15-Feb-18	Assignment work to above topic
	16-Feb-18	Assessment of firm - meaning, Assessment of a firm
	17-Feb-18	Computation of firm income, Explanations, Adjustment of P&L A/c
	18-Feb-18	Sunday
4	19-Feb-18	Computation of income, Book Profit, Notes, AMT
	20-Feb-18	Practical question above topic
	21-Feb-18	Change in the constitution of a firm - meaning
	22-Feb-18	Practical question above topic
	23-Feb-18	Practical question above topic
	24-Feb-18	Assignment work to above topic
	25-Feb-18	Sunday
	26-Feb-18	Assessment of AOP or BoI - meaning, Computation of share
5	27-Feb-18	<del>Ex</del> Exemption of share of a member, Tax liability
	28-Feb-18	Charge of tax

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Lesson Plan

Assistant/ Associate Professor: Mr. Handeshwar

Section: B. Com. 6th Sem.

Income Tax

Date	Topics
1-Mar-18	Guru Ravidas Birthday
2-Mar-18	Holi
3-Mar-18	Practical Question above Topic
4-Mar-18	Sunday
5-Mar-18	Assignment work to above Topic
6-Mar-18	Income Tax authorities - Appointment and Control
7-Mar-18	Power of CBDT, Power of Director Gen. Chief Comm.
8-Mar-18	Power of Joint Commissioner, Asst. Director or Dy. Director.
9-Mar-18	Assignment work to above Topic
10-Mar-18	Assessment Procedure - other Prov. Regarding Filing ITR
11-Mar-18	Sunday
12-Mar-18	PAN - gte Provision
13-Mar-18	Quoting of Aadhar No.
14-Mar-18	Assessment - Self Assessment, Regular assessment
15-Mar-18	Best Judgement assessment, Re-assessment
16-Mar-18	Rectification of Mistake
17-Mar-18	Assignment work to above Topic
18-Mar-18	Sunday
19-Mar-18	TDS & TCS - meaning of TDS - salaries
20-Mar-18	R.P.F, Int on Securities, Dividend, Int. other than Int on Secd
21-Mar-18	Lottery, Crossword, Puzzles, horse race, Contractor
22-Mar-18	Important Points regarding TDS
23-Mar-18	Furnishing of return in respect of payment of Int without TDS
24-Mar-18	Requirement to furnish PAN
25-Mar-18	Sunday/ Ram Navami
26-Mar-18	TCS
27-Mar-18	Assignment work to above Topic
28-Mar-18	Advance Payment of Tax - meaning, liabilities, Condition
29-Mar-18	Mahavir Jayanti
30-Mar-18	Computation of Advance tax, Installment of advance tax date
31-Mar-18	Assignment work to above Topic

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mr. Venkateshwar  
 Class and Section: B.Com 6th Sem  
 Subject: Income Tax

Week	Date	Topics
1		Sunday
	1-Apr-18	
	2-Apr-18	Recovery of tax, mode of Recovery
	3-Apr-18	Refund of tax, other Provisions
	4-Apr-18	Assignment work to above topic
	5-Apr-18	Appeal and Revision - Appeal to Commissioner, Appellate Tribunal,
	6-Apr-18	Appeal to High Court, Supreme Court, Revision
	7-Apr-18	Assignment work to above topic
2	8-Apr-18	Sunday
	9-Apr-18	Penalties - Imposable, Item of Penalties
	10-Apr-18	Power of Principal Commissioner to waived Penalty etc.
	11-Apr-18	Assignment work to above topic
	12-Apr-18	Offences and Prosecutions - meaning
	13-Apr-18	Prosecutions
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
3	15-Apr-18	Sunday
	16-Apr-18	Failure to furnish return of income
	17-Apr-18	Offences by Companies, HUF, Special Courts
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Assignment work to above topic
	20-Apr-18	Revision Computation of Total Income & Tax liability
	21-Apr-18	Revision Rebate of Tax
4	22-Apr-18	Sunday
	23-Apr-18	Revision of AOP, BOI
	24-Apr-18	Revision Filing of return, online TDS
	25-Apr-18	Revision Income Tax authorities
	26-Apr-18	Revision TDS & TCS
	27-Apr-18	Revision Recovery of tax
	28-Apr-18	Revision Penalties

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**Lesson Plan**

Name of the Assistant/ Associate Professor: Mrs. Seema Kharwal  
 Class and Section: B. Com. III<sup>rd</sup> year (VI Sem) (Pass Course)  
 Subject: Indirect Tax

Week	Date	Topics
1	1-Jan-18	Introduction of the syllabus
	2-Jan-18	Tax: meaning, concept, features, Types <sup>(Unit - I)</sup>
	3-Jan-18	Indirect Tax meaning, features + merits, demerits
	4-Jan-18	Direct Tax meaning, features, merits + demerits
	5-Jan-18	Diff. between Direct, Indirect Tax + duty
	6-Jan-18	Central Excise Duty Act 1944:- meaning, nature
	7-Jan-18	Sunday
2	8-Jan-18	Features, kinds of Excise duty
	9-Jan-18	Important definitions regarding Excise duty Act
	10-Jan-18	Principles of classification of good under excise Act
	11-Jan-18	Basis or methods for calculating Excise duty
	12-Jan-18	Continue (Methods)
	13-Jan-18	Inclusions for determining Transaction Value
	14-Jan-18	Sunday Continue
3	15-Jan-18	Registration: meaning, exemption
	16-Jan-18	Registration process
	17-Jan-18	Continue
	18-Jan-18	Assignment work
	19-Jan-18	Types of Excise Duty: Basic <sup>Excise</sup> <del>Customs</del> duty + countervailing
	20-Jan-18	Duties providing protection to domestic industries
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	<sup>(Unit - II)</sup> Custom Act 1962: meaning, concept + definitions
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Types of Custom duty
	26-Jan-18	Republic Day
	27-Jan-18	Assessment of Custom Duty
	28-Jan-18	Sunday
5	29-Jan-18	Valuation of Custom duty on goods on imported goods
	30-Jan-18	Valuation of Custom duty on exported goods
	31-Jan-18	Guru Ravidas Birthday

*Seema*

Lesson Plan

Name of the Assistant/ Associate Professor: Mrs. Seema Khanna  
 Class and Section: B-10m III year (VI Sem) Pass Course  
 Subject: Indirect Tax

Week	Date	Topics
1	1-Feb-18	Custom Duty Authorities & Their Powers
	2-Feb-18	Process of Importation: General Procedure
	3-Feb-18	Process of Importation under Custom Act
	4-Feb-18	Sunday
2	5-Feb-18	Process of Exportation: General Procedure
	6-Feb-18	Process of Exportation: under Custom Act
	7-Feb-18	Export Promotional Schemes: Drawback & EPCG
	8-Feb-18	Zero duty EPCG scheme, DFIA scheme, DFPR scheme
	9-Feb-18	Focus Product & Market scheme & other related schemes
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Special Economic Zone (SEZ): History, objectives, features
	13-Feb-18	Maha Shivratri
	14-Feb-18	Export Oriented Units (EOU)
	15-Feb-18	Assignment work
	16-Feb-18	Central Sale Tax Act 1956: meaning, Types, features
	17-Feb-18	Important definitions under Sale Tax Act 1956
	18-Feb-18	Sunday
	4	19-Feb-18
20-Feb-18		Sales in course of import and export
21-Feb-18		Registration of Dealers: Purview, Types & Amendment
22-Feb-18		Tax liability, levy & Collection of sale Tax
23-Feb-18		Declaration forms & Their Types
24-Feb-18		Determining Taxable Turnover: Process
25-Feb-18		Sunday
5	26-Feb-18	Assignment work
	27-Feb-18	Assignment work evaluation
	28-Feb-18	Assignment work evaluation

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Lesson Plan

Name of the Assistant/ Associate Professor: Ms. Seema Khanna  
 Class and Section: B.L.M. III year VI Sem (Pass Course)  
 Subject: Indirect Tax

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Self Assessment & Provisional Assessment
	3-Apr-18	Best Judge Assessment
	4-Apr-18	New Entries in Finance Bill 2016
	5-Apr-18	Continue (new entries)
	6-Apr-18	Types of consideration under Service Act
	7-Apr-18	Declared Services
	8-Apr-18	Sunday
2	9-Apr-18	Actionable Claim under Service Act
	10-Apr-18	Special Auditing
	11-Apr-18	Annual Return
	12-Apr-18	Power of Rejection of value
	13-Apr-18	Inclusion of certain cost in value
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
	3	16-Apr-18
17-Apr-18		Determination of value of Unascertainable <sup>Consideration</sup>
18-Apr-18		Parashurama Jayanti
19-Apr-18		Assignment work
20-Apr-18		Revision of the Topic - Central Excise duty
21-Apr-18		Revision of the Topic - Central Excise duty
22-Apr-18		Sunday
4		23-Apr-18
	24-Apr-18	Revision of the Topic - Service Tax Act - 2007
	25-Apr-18	Revision of the Topic - Custom duty Act - 1962
	26-Apr-18	Revision of the Topic - Custom duty Act - 1962
	27-Apr-18	Revision of the Topic - Sale Tax Act 1956
	28-Apr-18	Revision of the Topic - Central Sale Tax Act 1956

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## Lesson Plan

Name of the Assistant/ Associate Professor... Mr. Subhash Chand

Class and Section... B.Com. VI Sem. (CA & Pass)

Subject... Financial Management

Week	Date	Topics
1	1-Jan-18	Introduction of fm, Changing Role of fm, (M/P) notes
	2-Jan-18	Definition of fm, function of fm.
	3-Jan-18	objectives of fm, Profit maxi, wealth maxi.)
	4-Jan-18	organization of f. function, function of fm, function of fm of controller. Importance of fm of Treasurer)
	5-Jan-18	Relationship between and other areas.
	6-Jan-18	Revised Some points Requirement by student side
	7-Jan-18	Sunday
2	8-Jan-18	Introduction of mgt of W.C, meaning, Types,
	9-Jan-18	Affecting factor, Advantage of Adequate W.C, Excessive
	10-Jan-18	Disadvantages of Excessive W.C, mgt of W.C
	11-Jan-18	Analysis of W.C, computation of W.C,
	12-Jan-18	operating cycle method, CA & C.C method, Cash forecasting method
	13-Jan-18	Percentage of sales method, Projected B/S method
	14-Jan-18	Sunday
3	15-Jan-18	Illustration - 3 to 5, operating cycle method
	16-Jan-18	Illustration - 6-9,
	17-Jan-18	Illustration - 10-13
	18-Jan-18	Illustration - 14-15
	19-Jan-18	Solved Practical question. Check Assignment
	20-Jan-18	Solved some practical question
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Introduction management of cash and mkt securities <small>management of cash</small> <small>Securities</small>
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Objectives of cash mgt, factors, methods,
	26-Jan-18	Republic Day
	27-Jan-18	Cash Budget, object - Illus - ①, 2, 3
	28-Jan-18	Sunday
	5	29-Jan-18
30-Jan-18		Illustration - 8, 9, Adjusted P & Loss method
31-Jan-18		Cash flow statement. Illus 10-11, 12 B/S method

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## Lesson Plan

Name of the Assistant/ Associate Professor... Mr. Subhash Chand.....

Class and Section: B.com VII<sup>th</sup> sem (CA & Pass).....

Subject: Financial management.....

Week	Date	Topics
1	1-Feb-18	Illustration - 13, 14 Cash Breaks even point
	2-Feb-18	Miller-mod model, managing the cash flows
	3-Feb-18	MKT securities, selecting Investment opportunities.
	4-Feb-18	Sunday
2	5-Feb-18	Types of MKT securities
	6-Feb-18	Solved some question, check Assignment work
	7-Feb-18	Solutions some questions, check Assignment work
	8-Feb-18	Introduction of Receivables, meaning
	9-Feb-18	cost Associated with Receivables, Advantage, Trade off
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Aspect or scope,
	13-Feb-18	Maha Shivratri
	14-Feb-18	Illustration - 1, 2, 3, 4, Shedule of Receivable
	15-Feb-18	Illustration - 5, 6
	16-Feb-18	Solution some problem check Assignment work
	17-Feb-18	Solution some problem check Assignment work
	18-Feb-18	Sunday
4	19-Feb-18	Introduction of cost of capital, Definition, meaning
	20-Feb-18	Significance, affecting factors, Problems in determination of c
	21-Feb-18	Illustration - 1, 2, 3, 4 cost of debts
	22-Feb-18	Illustration - 5, 6, 7, 8, cost of Redeemable debts
	23-Feb-18	cost of Preference shares, Illustration - 9, 10, 11
	24-Feb-18	Illustration 12, 13, 14, 15, 16 comp. of cost of Redeem. Pre. capital
	25-Feb-18	Sunday
	26-Feb-18	Cost of Equity shares capital w/ Dividend yield method
5	27-Feb-18	Illustration - 17, 18.
	28-Feb-18	Dividend yield plus Growth Dividend method

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mr. Subhash chand .....

Class and Section:..... B.com. VI<sup>th</sup> sem. Cenz Pass. ....

Subject:..... financial Management .....

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Illustration - 19, 20, 21, 22 Dividend yield plus growth.
	4-Mar-18	Sunday
2	5-Mar-18	Illustration - 23, 24, 25, 26
	6-Mar-18	Illustration - 27, 28, 29 Earning yield plus growth in e.m
	7-Mar-18	cost of Retained Earning Illustration - 30, 31, 32, 33
	8-Mar-18	Illustration - 34,
	9-Mar-18	Solved some question. Check Assignment work
	10-Mar-18	Solved some question. Check Assignment work
	11-Mar-18	Sunday
3	12-Mar-18	Solved some question. Check Assignment work
	13-Mar-18	Solved some question. Check Assignment work
	14-Mar-18	Introduction capitalisation, meaning, concept
	15-Mar-18	Difference. Principles, over capitalisation, causes
	16-Mar-18	Under capitalisation, causes, effect, comparison
	17-Mar-18	Remedies, com. watered capital. Difference w.c of capital
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		operating leverage, Importance. Illustration 1, 2
21-Mar-18		combined leverage - Illust. 3, 4, 5, 6
22-Mar-18		Illustration. 7, 8, 9, 10, 11
23-Mar-18		Illustration. 12 to 17.
24-Mar-18		Some practical Problem and Assignment.
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Introduction EPS and EBIT Analysis
	28-Mar-18	Illustration - 1 to 5
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Indifference Point/ level Illustration 6 to 10
	31-Mar-18	Break even point Illustration. 11 to 13

## Lesson Plan

Name of the Assistant/ Associate Professor..... Mr. Subhash Chandra

Class and Section:..... B.com VI<sup>th</sup> sem. (CA & Pass)

Subject:..... financial management

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Solved some practical question
	3-Apr-18	Check Assignment work
	4-Apr-18	Introduction capital structure, optimum C.S
	5-Apr-18	factors, Theories ① NI Approach
	6-Apr-18	② NOI Approach. ③ Traditional Approach
	7-Apr-18	④ M.M Approach Illustration - 1-5
	8-Apr-18	Sunday
2	9-Apr-18	Illustration 6 to 10. Traditional Approach
	10-Apr-18	Illustration 11 to 17 M.M Approach
	11-Apr-18	Check Assignment work
	12-Apr-18	Introduction Dividend policy. Kinds, Types
	13-Apr-18	Significance, factors, objectives, Theories
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	① Walter model Illustration 1 to 4 ② Gordon model
	17-Apr-18	③ M.M Hypothesis Illustration 5, 6, 7
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Check Assignment and Solved student Problem.
	20-Apr-18	Revision Nature and scope of firm
	21-Apr-18	Revision mgt of W.C & Cash and mkt secur.
	22-Apr-18	Sunday
	4	23-Apr-18
24-Apr-18		Revision capitalisation
25-Apr-18		Revision leverage
26-Apr-18		Revision EBIT- EPS
27-Apr-18		Revision capital structure
28-Apr-18		Revision dividend policy.

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## Lesson Plan

Name of the Assistant/ Associate Professor..... AMIT VASHI<sup>P</sup>STH

Class and Section... B: Comm 6<sup>th</sup> Sem (CA)

Subject: Computer Aided Drafting & Advanced Topic in Computer - II

Week	Date	Topics
1	1-Jan-18	Computer Aided Design: Define
	2-Jan-18	Application of CAD.
	3-Jan-18	Features of CAD.
	4-Jan-18	future uses of CAD
	5-Jan-18	Implementation of CAD
	6-Jan-18	Artificial Intelligence in CAD
	7-Jan-18	Sunday
2	8-Jan-18	Robotics System used in CAD
	9-Jan-18	Difference B/W machine & Human.
	10-Jan-18	Human sensing system used in M/C
	11-Jan-18	Artificial Intelligent and Manufacturing
	12-Jan-18	characteristics and uses of AI
	13-Jan-18	features of A.I
	14-Jan-18	Sunday
3	15-Jan-18	future Application are used in A.I
	16-Jan-18	Element of A.I
	17-Jan-18	Knowledge Base Expert System
	18-Jan-18	Advantages of KBES.
	19-Jan-18	KBES are used in M/C system
	20-Jan-18	machine vision
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Neural Network.
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Neuron, significant & uses of N.N
	26-Jan-18	Republic Day
	27-Jan-18	Artificial Neural Network
	28-Jan-18	Sunday
	5	29-Jan-18
30-Jan-18		Component of Neural Network.
31-Jan-18		Assignment on above topic

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## Lesson Plan

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

Class and Section:..... B. COMM 6th Sem (CA).....

Subject:..... Computer Aided Design & Advanced Topic in Computer II.....

Week	Date	Topics
1	1-Feb-18	Hardware & Software Requirement-
	2-Feb-18	Tools and Component are used in Auto CAD
	3-Feb-18	Auto CAD and pro-E
	4-Feb-18	Sunday
2	5-Feb-18	DATA Communication and Network
	6-Feb-18	Define DCN and component of DCN
	7-Feb-18	MODES of DCN or Transmission media.
	8-Feb-18	Types of Transmission, Computer Network
	9-Feb-18	Types of Network.
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Data Encryption & Data Decryption
	13-Feb-18	Maha Shivratri
	14-Feb-18	Types of Encryption & Decryption
	15-Feb-18	Industry report!- Define & Robot History
	16-Feb-18	Features of Robot
	17-Feb-18	APPLICATION of Robots in Industry.
	18-Feb-18	Sunday
	4	19-Feb-18
20-Feb-18		Robot programming language.
21-Feb-18		future uses of Robotic system.
22-Feb-18		Implementation of Robotic System.
23-Feb-18		various category of Robots
24-Feb-18		Advantages of Robots in Industry.
25-Feb-18		Sunday
5		26-Feb-18
	27-Feb-18	Revision Robot programming method.
	28-Feb-18	Revision Robot implementation

## Lesson Plan

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

Class and Section: B: COMM - 6<sup>th</sup> sem (C.A).....

Subject: Computer Aided & Drafting & Advanced Technology of Computer

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	multimedia : Define & Component
	4-Mar-18	Sunday
2	5-Mar-18	Application of multimedia
	6-Mar-18	compact Disk, sound, Images, Text
	7-Mar-18	Audio, video, Animation
	8-Mar-18	compact Disk & CD ROM, CD-RW
	9-Mar-18	CD-i, Photo CD, video CD
	10-Mar-18	HyperText and Hypermedia.
	11-Mar-18	Sunday
3	12-Mar-18	Image Animation, Types of Animation
	13-Mar-18	morphing & Types of morphing Technique.
	14-Mar-18	computer Manufacturing system
	15-Mar-18	Challenges of computer Manufacturing system
	16-Mar-18	Element of Computer Integrated Manufacturing
	17-Mar-18	Uses of CIMS.
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Component of Virtual Reality
21-Mar-18		Application of virtual Reality
22-Mar-18		Virtual Reality Technology & Tools.
23-Mar-18		Virtual Reality modeling Language
24-Mar-18		Uses of VRML
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Component of VRML
	28-Mar-18	Application of VRML
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Revision on Image Animation & CIMS
	31-Mar-18	ASSIGNMENT on above topic

## Lesson Plan

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

Class and Section: B. Comm 6th sem (C.A).....

Subject: Computer Aided Drafting & Advanced Computer

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Computer Graphics :- Define & Component
	3-Apr-18	Application / uses of Computer Graphics
	4-Apr-18	<del>Comp</del> Advantages & Disadvantages of CG.
	5-Apr-18	Display Devices :- Define Display Device
	6-Apr-18	CRT (Cathode Ray Tube), LED,
	7-Apr-18	LCD, Working & method.
	8-Apr-18	Sunday
2	9-Apr-18	Advantages, Disadvantages, uses of Display.
	10-Apr-18	Flat pannel Display Devices.
	11-Apr-18	Direct view storage Devices (DVST)
	12-Apr-18	Raster Scan Display.
	13-Apr-18	Random Scan Display.
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Input - output Devices
	17-Apr-18	Hard copy & soft copy
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	ASSIGNMENT on above topic
	20-Apr-18	Revision on AI, features & Implementation of CAD
	21-Apr-18	Revision on Knowledge Base Expert system
	22-Apr-18	Sunday on Artificial Neural Network.
	4	23-Apr-18
24-Apr-18		Revision modes of DCN & types of DCN
25-Apr-18		Revision future uses of Robotic system
26-Apr-18		Revision Virtual Reality & VRML
27-Apr-18		Revision CRT & DVST
28-Apr-18		Revision Raster Scan & Random Scan Display.

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## Lesson Plan

Name of the Assistant/ Associate Professor... Mrs. Ritu Gupta.....  
 Class and Section... B.Com. 6<sup>th</sup> Sem.....  
 Subject: ... Cost Accounting.....

Week	Date	Topics
1	1-Jan-18	Process Costing - Introduction, feature, objects
	2-Jan-18	Principles, Advantage of process Costing
	3-Jan-18	Loss in weight and sale of scrap
	4-Jan-18	Loss in Production - Normal loss
	5-Jan-18	Abnormal loss and Abnormal gain
	6-Jan-18	Numerical Problem of above topics
	7-Jan-18	Sunday
2	8-Jan-18	Production of oil process
	9-Jan-18	Joint Products and By products Costing
	10-Jan-18	Apportioning Joint Cost - Different Method
	11-Jan-18	Inter process profit
	12-Jan-18	Numerical of above topics
	13-Jan-18	Equivalent Production
	14-Jan-18	Sunday
3	15-Jan-18	Numerical problems relating Process Costing
	16-Jan-18	Assignment of Process Costing
	17-Jan-18	Numerical Problem of process Costing
	18-Jan-18	Contract Costing - Introduction, features, Type
	19-Jan-18	Escalation clause, Site expenses, Plant & Machinery
	20-Jan-18	Sub Contracts, Extra work done by Contractor
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Work Certified, Uncertified, Retention money
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	W.I. Progress Account
	26-Jan-18	Republic Day
	27-Jan-18	Calculation of Profit on Incomplete Contract
	28-Jan-18	Sunday
5	29-Jan-18	Specimen of Contract A/c with imaginary figure
	30-Jan-18	Numerical Problems
	31-Jan-18	Numerical Problems.

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section:..... B. Com..... 6<sup>th</sup> sem.....

Subject:..... Cost Accounting.....

Week	Date	Topics
1	1-Feb-18	Incomplete Contracts showing loss
	2-Feb-18	Contracts Account for numbers of Contracts
	3-Feb-18	Contracts near completion
	4-Feb-18	Sunday
2	5-Feb-18	Estimated Profits under Various Methods
	6-Feb-18	Escalation Clause - Numerical
	7-Feb-18	Numerical of Contract A/c
	8-Feb-18	Numerical of Contract A/c
	9-Feb-18	Numerical of Contract A/c
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Assignment of Contract A/c
	13-Feb-18	Maha Shivratri
	14-Feb-18	Job Costing
	15-Feb-18	Batch Costing
	16-Feb-18	FBO - Numerical
	17-Feb-18	Difference between Contract, Job & Batch A/c
	18-Feb-18	Sunday
4	19-Feb-18	Assignment of Job & Batch Costing
	20-Feb-18	Budget - Meaning, Main feature objectives of Budgetary
	21-Feb-18	Precaution in Budgeting
	22-Feb-18	Difference between Budget and forecast
	23-Feb-18	Advantage and Limitation of Budgetary Control
	24-Feb-18	Kind of Budgets - According to functions
	25-Feb-18	Sunday
	5	26-Feb-18
27-Feb-18		According to period
28-Feb-18		According to condition

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section:..... B.Com 6<sup>th</sup> Sem.....

Subject:..... Cost Accounting.....

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Zero Base Budgeting (ZBB)
	4-Mar-18	Sunday
2	5-Mar-18	Practical Problem of Budgeting
	6-Mar-18	Practical Problem of Budgeting
	7-Mar-18	Practical Problem of Budgeting
	8-Mar-18	Assignment of Budgeting
	9-Mar-18	Responsibility Accounting, Centres
	10-Mar-18	Type of Responsibility Centres, Significance
	11-Mar-18	Sunday
3	12-Mar-18	Standard Costing - Meaning, features, Applicability
	13-Mar-18	Preliminaries to be considered before Establishment of Standard
	14-Mar-18	Standard Cost Card
	15-Mar-18	Advantages, limitations of Standard Costing System
	16-Mar-18	Variance Analysis - Cost Variance, Price Variance
	17-Mar-18	Material Usage Variance
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Material Sub Usage Variance
21-Mar-18		Material Yield Variance
22-Mar-18		Reasons for labour variance / material variance
23-Mar-18		Variable overhead Variance
24-Mar-18		Fixed overhead Variance
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	Marginal Cost - Meaning, feature. Absorption Costing
	28-Mar-18	Advantage and disadvantage of Marginal Cost
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Contribution, BEP (Break even point)
	31-Mar-18	Numerical relating this

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section: B. Com 6<sup>th</sup> Sem.....

Subject: Cost Accounting.....

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Profit Volume Ratio
	3-Apr-18	Margin of Safety
	4-Apr-18	Sales for desired profit
	5-Apr-18	Break even Analysis
	6-Apr-18	Break even graph
	7-Apr-18	Profit volume graph
	8-Apr-18	Sunday
2	9-Apr-18	Numerical Problem of P/V Ratio and M/S
	10-Apr-18	Angle of Incidence
	11-Apr-18	Key factors
	12-Apr-18	Fixation of Selling Price
	13-Apr-18	Determination of optimum level of Activity
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Evaluation of Performance
	17-Apr-18	Make or Buy Decision
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Assignment of Marginal Costing
	20-Apr-18	Revision Process A/c
	21-Apr-18	Revision Contract A/c
	22-Apr-18	Sunday Job & Batch Costing
	4	23-Apr-18
24-Apr-18		Revision Responsibility Accounting
25-Apr-18		Revision Standard Cost - Material Variance
26-Apr-18		Revision Labour Variance
27-Apr-18		Revision Marginal Costing
28-Apr-18		Revision Marginal Costing

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta  
 Class and Section..... B. Com. 6th Sem  
 Subject:..... International Marketing

Week	Date	Topics
1	1-Jan-18	International MKT- Introduction, Nature, Needs
	2-Jan-18	Challenge, Marketing Mix in Int- MKT
	3-Jan-18	Major Decision in Int. MKT.
	4-Jan-18	Scope of Int- MKT.
	5-Jan-18	Assignment of above Topic
	6-Jan-18	Int- MKT Environment - Introduction, features
	7-Jan-18	Sunday
2	8-Jan-18	Components of Int- MKT- Env. (Internal)
	9-Jan-18	External of MKT- Environment
	10-Jan-18	Needs of Int- MKT- Env.
	11-Jan-18	Foreign MKT- Entry - Introduction, Strategies
	12-Jan-18	Country Evaluation and Selection Process
	13-Jan-18	Factors used in its
	14-Jan-18	Sunday
3	15-Jan-18	Introduction of Product
	16-Jan-18	Product Planning & Development
	17-Jan-18	Objectives of Product Planning & Development
	18-Jan-18	Stage in the process of New Product development
	19-Jan-18	International Product Strategies
	20-Jan-18	Scope of its
	21-Jan-18	Sunday
4	22-Jan-18	Vasant Panchami
	23-Jan-18	Test MKT- Advantage and Disadvantage
	24-Jan-18	Sir Chhotu Ram Jayanti
	25-Jan-18	Assignment of Product Planning, Development
	26-Jan-18	Republic Day
	27-Jan-18	Introduction of Product life cycle,
	28-Jan-18	Sunday
5	29-Jan-18	factors affecting it, its importance
	30-Jan-18	Mkt Research - Introduction & Scope
	31-Jan-18	MKT- Information - Meaning & Scope

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section:..... B.Com 6th Sem.....

Subject:..... International Marketing.....

Week	Date	Topics
1	1-Feb-18	Utility of Mkt Research & information
	2-Feb-18	Branding Strategies
	3-Feb-18	Packaging - Meaning, function, Method
	4-Feb-18	Sunday
2	5-Feb-18	Labelling - Significance, Trademark
	6-Feb-18	International Pricing - Objective, factors
	7-Feb-18	Procedure for price Determination
	8-Feb-18	Pricing Policy, Price Differentials
	9-Feb-18	Transfer Pricing, Price Differentials
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti
	11-Feb-18	Sunday
3	12-Feb-18	Assignment of International Pricing
	13-Feb-18	Maha Shivratri
	14-Feb-18	Price Quotations Payment Terms
	15-Feb-18	Factors affecting Export Payment Terms
	16-Feb-18	Methods of Payments in International Mkt.
	17-Feb-18	
	18-Feb-18	Sunday
4	19-Feb-18	International Distribution - Meaning and features
	20-Feb-18	Components of Physical Distribution
	21-Feb-18	Distribution Channel - Meaning and Role
	22-Feb-18	Distribution Channel structure in International Mkt.
	23-Feb-18	Channel Conflict - Meaning, Type, Reasons, Result
	24-Feb-18	Assignment of above Topics (Distribution Channel)
	25-Feb-18	Sunday
	5	26-Feb-18
27-Feb-18		Process of Selection
28-Feb-18		Contents of Foreign Sales Agency Contract

## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section:..... B. Com 6<sup>th</sup> Sem.....

Subject:..... International Marketing.....

Week	Date	Topics
1	1-Mar-18	Guru Ravidas Birthday
	2-Mar-18	Holi
	3-Mar-18	Motivating foreign Selling Agents
	4-Mar-18	Sunday
2	5-Mar-18	Assignment of foreign Selling Agent Selection
	6-Mar-18	Export Procedure.
	7-Mar-18	Important Documents Used in Export Trade.
	8-Mar-18	Main Elements of International Promotion Mix.
	9-Mar-18	Trade fairs and Exhibitions
	10-Mar-18	Direct Mail and Sales Literatures
	11-Mar-18	Sunday
3	12-Mar-18	Assignment of Export Procedure
	13-Mar-18	Various Methods of Direct Mail
	14-Mar-18	Sales Promotion
	15-Mar-18	Consideration in Selection of Trade fairs for Participants
	16-Mar-18	Preparation for Trade fairs and Exhibitions
	17-Mar-18	Advantages and Disadvantages of it
	18-Mar-18	Sunday
	4	19-Mar-18
20-Mar-18		Int. Advertising and Media Strategy - Meaning
21-Mar-18		Different Approaches to International Advertising
22-Mar-18		Benefits of International Advertising
23-Mar-18		Benefits of Customised advertising
24-Mar-18		Factors affecting choice of Customised Adv. Strat
25-Mar-18		Sunday/ Ram Navami
5		26-Mar-18
	27-Mar-18	International Advertising Planning.
	28-Mar-18	Advertising Media - Print Media, Broadcasting
	29-Mar-18	Mahavir Jayanti
	30-Mar-18	Outdoor Advertising Media, Direct Mail
	31-Mar-18	Internet Advertising Media.

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## Lesson Plan

Name of the Assistant/ Associate Professor..... Mrs. Ritu Gupta.....

Class and Section:..... B.Com 6th Sem.....

Subject:..... International Marketing.....

Week	Date	Topics
1	1-Apr-18	Sunday
	2-Apr-18	Media Strategy - Main Components, Type of it
	3-Apr-18	Guidelines for self Regulation of Int. Adv.
	4-Apr-18	Challenges in International Advertising
	5-Apr-18	Assignment on International Advertising & Media
	6-Apr-18	Web Marketing - Introduction and Meaning
	7-Apr-18	Benefits of web Marketing
	8-Apr-18	Sunday
2	9-Apr-18	Limitation of web Marketing
	10-Apr-18	Consideration in developing websites for web Mkt.
	11-Apr-18	Assignment on web Marketing
	12-Apr-18	Revision - Major Decision in International Mkt
	13-Apr-18	Revision - Contra Evaluation and Selection Process
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi
	15-Apr-18	Sunday
3	16-Apr-18	Revision. Stage in process of New Product Development
	17-Apr-18	Revision
	18-Apr-18	Parashurama Jayanti
	19-Apr-18	Revision procedure for price determination
	20-Apr-18	Revision Price Quotation Payment Terms
	21-Apr-18	Revision Distribution Channel
	22-Apr-18	Sunday Selection of foreign Selling Agent.
4	23-Apr-18	Revision Export procedure
	24-Apr-18	Revision Trade fair and Exhibition
	25-Apr-18	Revision International Advertising Planning
	26-Apr-18	Revision Challenges in International Advertising
	27-Apr-18	Revision Web Marketing
	28-Apr-18	Revision Scope of Mkt Mix.