

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms Sanjana Reheja  
Class- M. Com 4th Sem  
Subject-Corporate Tax Planning and Management  
Paper- MC-402

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Corporate Tax, Tax Evasion, Tax Avoidance, Tax Planning
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Tax Management , Dividend Tax
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Amalgamation and Demerger
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Tax Provision in respect of free trade zone
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Tax Provision in respect of Infrastructure development

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – – Ms. Sanjana Raheja

Class- M.Com 4th Sem

Subject- Corporate Tax planning and Management

Paper- MC- 402

March, 2023 1 <sup>st</sup> Week 1March -4 March	Tax provision in respect of backward area
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week  13 March-18 March	Tax provision in respect of tax incentives to exporters
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Purchase of Assets on Instalment or hire
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Tax Planning and Managerial Decision

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – – Ms. Sanjana Raheja  
Class- M.Com 4th Sem  
Subject- Corporate Tax planning and Management  
Paper- MC- 402-

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Tax planning for new business
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Tax Planning and financial management decisions.
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Computation of total income of companies( House property business income )
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Computation of total income of companies (capital from other sources)
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Sanjana Raheja  
Class- M.Com 4th Sem  
Subject- Corporate Tax planning and Management  
Paper- MC- 402

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Computation of tax Liability of companies
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms Sanjana Raheja

Class- B. Com 6th sem

Subject- Income Tax II

Paper- BC BC-604

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Recovery and Refund Of Tax
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Appeals and Revision, Deduction to be made from Gross total Income
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Assessment of Hindu and Undivided Families
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Assessment Of Firms
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Advance Payment of Tax

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher –Ms Sanjana Raheja

Class- B. Com 6th sem

Subject- Income Tax II

Paper- BC-604

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Income tax Authorities, Preparation and filing of Return of Income Tax
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Assessment Procedure
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Penalties, offences and Prosecutions
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Computation of Total Income Of Individuals

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## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms Sanjana Raheja

Class- B. Com 6th sem

Subject- Income tax II

Paper- BC-604

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Computation of Tax Liabilities of Individuals
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Rebate and Relief of Tax
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Deduction and collection of Tax at Source
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Assessment of Companies
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

**Name of the Teacher** – Ms Sanjana Raheja

**Class-** B. Com 6th sem

**Subject-** Income tax II

**Paper-** BC-604

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Revision
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Revision
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul atreja

Class- B.com 4<sup>th</sup> sem

Subject- Company Law II

Paper-BC-404

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Membership: meaning and definition Distinction between members/shareholders Who may be members
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Ways of acquiring membership Termination of membership Register of members Annual return
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Rights of members, liabilities of members Company management and administration Meaning and definition , B.O.D., classification of directors
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Qualification and disqualification of directors Directors identification no Appointment of directors, vacation of office by directors, removal of directors
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Directors holding office or place of profit, compensation for loss of office, loan to directors, legal position of directors, powers, duties and liabilities of directors, csr, liabilities of directors

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul atreja

Class- B.com 4<sup>th</sup> sem

Subject- Company Law II

Paper-BC-404

March, 2023 1 <sup>st</sup> Week 1March -4 March	Managerial remuneration, key mgt. personnel, m.d., whole time director Revision and assignment
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Company secretary; meaning of secretary, qualification of c.s., qualities of a secretary, appointment of secretary, removal of secretary
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Position of a company secretary, role, functions of a company secretary, rights and duties of sec., liabilities of sec. revision
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Company meetings, resolutions; meaning, one man meeting, kinds of meetings, AGM., extraordinary general meeting, class meetings

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Name of the Teacher – Ms. Anshul atreja

Class- B.com 4<sup>th</sup> sem

Subject- Company Law II

Paper-BC-404

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Board of directors meetings, meetings of directors committees, creditors meetings, debenture holders meetings revision
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Resolutions; meaning, kinds of resolutions, registration of certain resolutions and agreements, passing of resolution by postal ballot, meetings through video-conferencing
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Meetings procedure or requisites of a valid meeting; validity of a meeting, voting, polls and proxy, legal provisions regarding poll, proxy, E-voting
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Dividend, accounts and audit; profit, determination of dividend, dividend out of capital. revision
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul atreja

Class- B.com 4<sup>th</sup> sem

Subject- Company Law II

Paper-BC-404

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Prevention of oppression and mismanagement. Reconstruction and amalgamation revision
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Winding up of the company Assignment checking and revision
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.com 2<sup>nd</sup> sem.

Subject- Human Resource Management ( HRM)

Paper- MC20

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	
5Feb, 2023 2 <sup>nd</sup> Week 6Feb -11Feb	<b>Guru RavidasJayanti, Sunday</b>
12Feb, 2023 3 <sup>rd</sup> Week 13Feb -17 Feb	<b>Sunday</b> HRM. Meaning, Characteristics and Importance, Objectives, Function and Scope of HRM. Difference between HRM and Personnel management. Challenges to HRM and measures to overcome.
18 Feb, 2023 19 Feb,2023 4 <sup>th</sup> Week 20Feb -25 Feb	<b>MahaShivaratri</b> <b>Sunday</b> Limitations and Qualities of a HRM. Factors influencing HRM. <b>Global HRM</b> Meaning, Dimensions and Objectives of Global HRM. Difference between Global and domestic HRM.
26 Feb, 2023 5 <sup>th</sup> Week 27 Feb -28 Feb	<b>Sunday</b> Challenges/ Factors influencing Global HRM. <b>Human Resource Planning (HRP)</b> . Meaning, Features and Importance of HRP Needs, Objectives and Process of HRP

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## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.com 2<sup>nd</sup> sem.

Subject- Human Resource Management ( HRM)

Paper- MC20

March, 2023 1 <sup>st</sup> Week 1March -4 March	Methods/ Types and Problem/ Challenges of HRP HRIS (Human Resource Information System) Meaning, Objectives and Importance of HRIS Contents of HRIS, Principles of good HRIS
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	HRP ( Human Resource Policy) Meaning, Nature/ Characteristics of HRP, Objectives and Types of HRP Process and benefits/ importance/ advantages of HRP Limitations in Formulation of HRP
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	<b><u>Job Analysis</u></b> Meaning, Uses/ Purpose and Process of job analysis Elements and Methods, Concept of job description Concept of job specification and differences
23 March, 2023 26 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	<b><u>Recruitment and Selection</u></b> Meaning, Features, Importance, Steps and sources of recruitment, Factors affecting and essentials elements of an ideal recruitment policy. Meaning, Process, Importance, Barriers to effective selection.

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Name of the Teacher – Ms. Anshul Atreja

Class- M.com 2<sup>nd</sup> sem.

Subject- Human Resource Management ( HRM)

Paper- MC20

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Meaning and types of Interview <b><u>Placement and Induction</u></b> Meaning, Principles, Significance of placement Contents of an Induction/ orientation of Training Programme, Methods/ Types of Induction training.
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	<b><u>Promotion, Transfer and separation</u></b> Meaning, Types, Methods, Causes/objectives of promotion, Promotion Policy, Problems in Transfer, Types of Transfer & Transfer Policy, Meaning & Types of Employee Separation
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April -15April	<b><u>Training and Executive Development</u></b> Meaning, Need, Types of Training Meaning, Objectives, Methods of Executive Development, Difference between Training & Development
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	<b><u>Career Planning</u></b> Meaning, Characteristics, Objectives, Importance, Process, Advantages & Disadvantages of Career Planning Concept of Career Development
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.com 2<sup>nd</sup> sem.

Subject- Human Resource Management ( HRM)

Paper- MC20

May, 2023 1 <sup>st</sup> Week 1 May -6 May	<u>Performance Appraisal &amp; Potential Appraisal</u> Meaning, Objectives, Methods, Process, Merits and demerits of Performance appraisal, Meaning, Objectives and Process of Potential Appraisal Job satisfaction and Job Stress Management
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	<u>Empowerment and Quality of Working Life</u> Meaning, approaches, Barriers, Process, Measurement to overcome challenges of Empowerment –Techniques of improving QWL <u>Compensation</u> Meaning, Nature, Components, Objectives, Significance of Compensation, Concept of Wages Incentive Plans and Employee Benifits
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.Com 4<sup>th</sup> sem.

Subject- Sales Management

Paper-MC408

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Sales mgt.; concept, objectives, functions, and difference between integrated sales and marketing management
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Personal Selling; concept and classification of sales jobs, personal selling process , buyer seller dyads
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Theories of selling revision of unit I and discussions Assignments given on sales mgt.
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Sales Planning; ; meaning features, objectives importance and approaches of sales planning, process of sales planning, Sales Forecasting; meaning features, objectives
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Factors affecting sales forecasting, procedure of sales forecasting, methods of sales forecasting, levels of sales forecasting.

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.Com 4<sup>th</sup> sem.

Subject- Sales Management

Paper-MC408

March, 2023 1 <sup>st</sup> Week 1March -4 March	Length / time duration of sales forecasting, sales forecasting of a new product, limitation of sales forecasting revision
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Sales Budget, features of sales budget, factors affecting sales budget, types of sales budget, essentials of effective sales budget, approaches
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Sales budget process, importance and limitations of sales budget , methods of determining of sales budget,  Sales Organization; purpose of sales organization, principles of sales organization, and process of setting up sales organization, sales organization structure
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Field of sales organization, Determining size of sales force, territory and quota of sales force, need and procedure for setting up sales territories, Time Management; Routing Sales Quotas; purposes of routing and types of sales quotas Revision

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.Com 4<sup>th</sup> sem.

Subject- Sales Management

Paper-MC408

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Administration of sales quotas Managing The Sales Force; Recruitment Recruitment Selection
2 April, 2023	
2 <sup>nd</sup> Week 3 April -8 April	Training and compensation Motivating And Leading the sales force, sales meetings and contests <b>Revision and checking of assignments</b>
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Control Process; analysis of sales, costs and profitability Management of sales expenses, importance/need/significance of sales force control
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Evaluating sales force performance, steps in sales force control process, essentials of an effective sales control system , sales force control techniques
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester

(February to May, 2023)

Name of the Teacher – Ms. Anshul Atreja

Class- M.Com 4<sup>th</sup> sem.

Subject- Sales Management

Paper-MC408

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Ethical Issues in Sales Management; meaning of sales ethics, characteristics of sales ethics, significance of sales ethics
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Ethical issues/ areas in sales mgt., code of conduct for sale ethics revision.
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr.Shilpa

Class- BBA 2<sup>nd</sup> sem

Subject- Analysis of financial statement

Paper- BBA-109

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Analysis and interpretation of financial statements
5Feb, 2023 2 <sup>nd</sup> Week 6Feb -11Feb	<b>Guru RavidasJayanti, Sunday</b> Ratio analysis and interpretation
12Feb, 2023 3 <sup>rd</sup> Week 13Feb -17 Feb	<b>Sunday</b> Ratios in relation to short term liquidity, long term solvency and profitability
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Ratios : current ratio, liquidity ratio, solvency ratio
26 Feb, 2023 5 <sup>th</sup> Week 27 Feb -28 Feb	<b>Sunday</b> Ratio: solvency ratio

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr.Shilpa

Class- BBA 2<sup>nd</sup> sem

Subject- Analysis of financial statement

Paper- BBA-109

March, 2023 1 <sup>st</sup> Week 1March -4 March	Ratio: practice of remaining ratios
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Return on investment complete topic
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Return on capital employed complete topic
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Return on net-worth and the return on assets to evaluate overall performance of business.

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Name of the Teacher – Dr.Shilpa

Class- BBA 2<sup>nd</sup> sem

Subject- Analysis of financial statement

Paper- BBA-109

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Preparation and analyses of cash flow statement
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Cash flow statement remaining portion
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Revision of ratio chapter
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Fund Flow Statement Preparation
30 April, 2023	<b>Sunday</b>

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Name of the Teacher – Dr.Shilpa

Class- BBA 2<sup>nd</sup> sem

Subject- Analysis of financial statement

Paper- BBA-109

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Fund flow statement remaining portion
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision of fund flow statement
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr.Shilpa

Class- M.com 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC-206

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Meaning of correlation and regression
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Multiple regression and correlation: Linear regression equation
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Regression equation in terms of simple correlation; coefficients; Reliability of the estimate.
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Multiple Correlation; Partial Correlation
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Index Numbers: Meaning, types and uses; Methods of constructing price and quality indices( simple and aggregate)

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr.Shilpa

Class- M.com 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC-206

March, 2023 1 <sup>st</sup> Week 1March -4 March	Test of adequacy; Chain base index numbers; Base shifting, splicing and deflating
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Problems in constructing index numbers; Consumer price index. Time Series Analysis: Components of a time series.
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Models of time series analysis- additive and multiplicative; Methods of constructing seasonal index; Adjusting time series data for seasonal variations, Estimation of seasonal variations
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Theory of Probability: Probability as a concept; approaches to defining probability; addition and multiplication

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Dr.Shilpa

Class- M.com 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC-206

April, 2023 1 <sup>st</sup> Week 1 April, 2023	laws of probability; Conditional probability; Bayes Theorem.
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Revision of probability
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Probability distributions: Probability distribution as a concept; Binomial, Poisson
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Bionomial distribution topic .
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

**Name of the Teacher** – Dr.Shilpa

**Class-** M.com 2<sup>nd</sup> sem

**Subject-** Business Statistics

**Paper-** MC-206

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May -6 May</b>	Normal distributions- their properties and parameters.
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May -13 May</b>	Revision of Normal distribution
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May,2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 6<sup>th</sup> Sem

Subject- Principle of insurance

Paper- BBA-311

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1Feb-4 Feb</b>	Insurance-Concept, Nature, Classification-Life & Non-life Public & Pvt. Sector companies in India – their products
<b>5Feb, 2023</b> <b>2<sup>nd</sup> Week</b> <b>6Feb -11Feb</b>	<b>Guru Ravidas Jayanti, Sunday</b> Functions, Importance and evolution of Insurance. Principles of Insurance
<b>12Feb, 2023</b> <b>3<sup>rd</sup> Week</b> <b>13Feb -17 Feb</b>	<b>Sunday</b> Life Insurance –Concept; Public & Pvt. Sector companies in India – their products, schemes & plans
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>MahaShivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20Feb -25 Feb</b>	LIC Act 1956-An overview. General Insurance – Concept, Types
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb -28 Feb</b>	IRDA Act 1999 – Organization

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester

Name of the Teacher – Dr. Shilpa

Class- BBA 6<sup>th</sup> Sem

Subject- Principle of insurance

Paper- BBA-311

(February to May, 2023)

March, 2023 1 <sup>st</sup> Week 1March -4 March	Guidelines for life & Non-life insurance Distribution channel in Insurance
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Introduction, Individual Agents-Appointment, functions, code of conduct and remuneration
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Schemes & plans Eligibility, functions, code of conduct and remuneration of corporate agents and brokers
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Revision

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 6<sup>th</sup> Sem

Subject- Principle of insurance

Paper- BBA-311

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Life Insurance, Documentation in Life insurance contract,
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Claims settlement in Life Insurance
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Documentation in General insurance contract,
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Revision of life insurance and general insurance.
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

**Name of the Teacher** – Dr. Shilpa

**Class-** BBA 6<sup>th</sup> Sem

**Subject-** Principle of insurance

**Paper-** BBA-311

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May -6 May</b>	Claims settlement in General Insurance.
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May -13 May</b>	Revision of syllabus
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May,2023</b> <b>Onwards</b>	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 4<sup>th</sup> sem

Subject- Business Statistics

Paper- BBA-210

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Correlation: Introduction; Importance
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Types of correlation; Methods of studying correlation.
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Linear regression: Introduction; Importance; Comparison of correlation and regression analysis
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Methods of studying regression; Properties of regression lines
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Error of estimate; Total variance; Explained variance; Unexplained variance; Coefficient of determination

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 4<sup>th</sup> sem

Subject- Business Statistics

Paper- BBA-210

March, 2023 1 <sup>st</sup> Week 1March -4 March	Revision of correlation and regression
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Time series: Definition; Components; Analysis; Measurement of trend, seasonal, cyclical and random variation.
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Time Series - 2 complete topic
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Time series-3 complete topic

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 4<sup>th</sup> sem

Subject- Business Statistics

Paper- BBA-210

April, 2023 1 <sup>st</sup> Week 1 April, 2023	. Probability: Introduction and significance Definition of probability; Joint, marginal and conditional probabilities; Independent, Dependent, Mutually exclusive; Exhaustive and Complementary events
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Theories of probabilities: Bayes's theories.
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Poisson distribution complete topic
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Binomial distribution complete topic
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Dr. Shilpa

Class- BBA 4<sup>th</sup> sem

Subject- Business Statistics

Paper- BBA-210

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May -6 May</b>	Hypothesis testing: Procedure for testing hypothesis tests in attributes; Tests in variables (small and large samples).
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May -13 May</b>	Computation of above mentioned statistical techniques with Microsoft excel
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May,2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

**Name of the Teacher** – Ms. Jasmine

**Class-** B.Com 4<sup>th</sup> Sem

**Subject-** Advertising Operations

**Paper-** BC(Voc) -405

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 Feb-4 Feb</b>	Advertising department : meaning , need organization and functions
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti, Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb- 11 Feb</b>	Evaluation of advertising effectiveness : importance and difficulties
<b>12 Feb , 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb-17 Feb</b>	Methods of measuring advertising effectiveness : pre testing , concurrent testing and post testing methods
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb-25 Feb</b>	An overview of legal framework governing advertising in India
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb – 28 Feb</b>	Advertising Standards council of India (ASCI) Code

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms.Jasmine

Class- B.Com 4<sup>th</sup> Sem

Subject- Advertising Operations

Paper- BC(Voc)-405

March, 2023 1 <sup>st</sup> Week 1 Mar – 4 Mar	Misleading advertising and false claims
2 <sup>nd</sup> Week 5 Mar,2023 12Mar,2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 Mar-18 Mar	Advertising agencies: functions, selection of advertising agency
19 Mar,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 Mar-25Mar	Prominent advertising agencies in India
23 Mar,2023	<b>Shaheedi Diwas/ Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 Mar,2023	<b>Sunday</b>
30 Mar,2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27Mar-31Mar	Revision

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Jasmine

Class- B. Com 4<sup>th</sup> Sem

Subject- Advertising Operations

Paper- BC(Voc)-405

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Revision
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April- 8 April	Revision
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April- 15 April	Revision
14 April, 2023 16 April, 2023	<b>Vaisakhi / Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April- 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week, 2023 24 April- 29 April	Revision
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

**Name of the Teacher** – Ms. Jasmine

**Class-** B. Com 4<sup>th</sup> Sem

**Subject-** Advertising Operations

**Paper-** BC(Voc)-405

<b>May,2023</b> <b>1<sup>st</sup> Week</b> <b>1 May- 6 May</b>	Revision
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May- 13 May</b>	Revision
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

**Name of the Teacher** – Ms. Jasmine

**Class-** B.Com 4<sup>th</sup> Sem

**Subject-** Business statistics

**Paper-** BC-402

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 Feb - 4 Feb</b>	Simple correlation
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti , Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb - 11 Feb</b>	Simple regression
<b>12 Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb - 17 Feb</b>	Probability-I (Addition theorem, conditional probability and multiplication theorem)
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb - 25 Feb</b>	Probability-II (Bayes theorem and its applications)
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb - 28 Feb</b>	Probability Distributions- I (Binominal distribution)

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

**Name of the Teacher** - Ms. Jasmine

**Class**- B.Com 4<sup>th</sup> Sem

**Subject**- Business statistics

**Paper**- BC-402

<b>March, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 March - 4 March</b>	Probability Distribution – II (Poisson distribution)
<b>2<sup>nd</sup> Week</b> <b>5 March -</b> <b>12 March, 2023</b>	<b>Holi Break</b>
<b>3<sup>rd</sup> Week</b> <b>13 March -</b> <b>18 March</b>	Probability Distribution-III (Normal distribution)
<b>19 March, 2023</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 March -</b> <b>25 March</b>	Practical practice
<b>23 March, 2023</b> <b>26 March, 2023</b>	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b> <b>Sunday</b>
<b>30 March, 2023</b>	<b>Ram Navmi</b>
<b>5<sup>th</sup> Week</b> <b>27 March -</b> <b>31 March</b>	Revision

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher - Ms. Jasmine

Class- B.Com 4<sup>th</sup> Sem

Subject- Business statistics

Paper- BC-402

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Revision
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Class test
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Revision
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Class test
30 April, 2023	<b>Sunday</b>

# **KVA DAV College for Women, Karnal**

## **Lesson Plan for the Even Semester (February to May, 2023)**

**Name of the Teacher** - Ms. Jasmine

**Class**- B.Com 4<sup>th</sup> Sem

**Subject**- Business statistics

**Paper**- BC-402

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Revision
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Revision
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

**Name of the Teacher** – Ms. Jasmine

**Class-** M.Com 2<sup>nd</sup> Sem

**Subject-** Strategic Marketing

**Paper-** MC-203

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 Feb - 4 Feb</b>	Concept and hierarchy of strategies: Strategic role of marketing
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti , Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb - 11 Feb</b>	Strategic marketing planning process ; The marketing plan
<b>12 Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb - 17 Feb</b>	Corporate strategy decisions- Corporate mission, vision and goals
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb - 25 Feb</b>	Objectives, corporate growth strategies, resource allocation
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb - 28 Feb</b>	Business strategies and their marketing implications

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

**Name of the Teacher** – Ms. Jasmine

**Class-** M.Com 2<sup>nd</sup> Sem

**Subject-** Strategic Marketing

**Paper-** MC-203

<b>March, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 March - 4 March</b>	Environmental Analysis- Internal environment, external environment , custom environment
<b>2<sup>nd</sup> Week</b> <b>5 March -</b> <b>12 March, 2023</b>	<b>Holi Break</b>
<b>3<sup>rd</sup> Week</b> <b>13 March -</b> <b>18 March</b>	Industry and competitor analysis; SWOT analysis ; Portfolio analysis
<b>19 March, 2023</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 March -</b> <b>25 March</b>	Market segmentation, targeting and positioning
<b>23 March, 2023</b> <b>26 March, 2023</b>	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b> <b>Sunday</b>
<b>30 March, 2023</b>	<b>Ram Navmi</b>
<b>5<sup>th</sup> Week</b> <b>27 March -</b> <b>31 March</b>	Marketing strategies for new market entries; marketing strategies for growth markets

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Jasmine

Class- M.Com 2<sup>nd</sup> Sem

Subject- Strategic Marketing

Paper- MC-203

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Marketing strategies for mature markets and declining markets
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Relationship between business strategies and marketing mix
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Marketing strategy implementation; Controlling marketing strategies Revision
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Revision
30 April, 2023	<b>Sunday</b>

# **KVA DAV College for Women, Karnal**

## **Lesson Plan for the Even Semester (February to May, 2023)**

**Name of the Teacher** – Ms. Jasmine

**Class-** M.Com 2<sup>nd</sup> Sem

**Subject-** Strategic Marketing

**Paper-** MC-203

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Class test
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Revision
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka  
Class- BBA 4th sem  
Subject-Macro Business Environment  
Paper- BBA-209

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Economic Reforms - Liberalisation and Privatisation
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Economic Reforms - Globalisation
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Industrial Policies of India
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Revision and Test
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Foreign Industrial Policies

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka  
Class- BBA 4th sem  
Subject- Macro Business Environment  
Paper- BBA-209

March, 2023 1 <sup>st</sup> Week 1March -4 March	Multinational Corporations
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Foreign Investment in India
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Foreign Trade of regulation and promotion
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Revision and test

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Priyanka  
Class- BBA 4th sem  
Subject- Macro Business Environment  
Paper- BBA-209

April, 2023 1 <sup>st</sup> Week 1 April, 2023	World Bank and world trade organisation
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	International Monetary Fund
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Revision, presentation and test
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Monetary Policy
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka  
Class- BBA 4th sem  
Subject- Macro Business Environment  
Paper- BBA-209

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Fiscal Policy
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Exim Policy and Revision
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka

Class-B. Com 4th sem

Subject-Corporate Accounting

Paper- BC-401

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Valuation of Goodwill
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Valuation of shares
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Accounting of Holding Companies- concept
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Practical questions of accounting of holding companies
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Revision and test

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka

Class-B. com 4th sem

Subject- Corporate Accounting

Paper- - BC-401

March, 2023 1 <sup>st</sup> Week 1March -4 March	Liquidation of companies
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Liquidation of companies and test
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Accounting of Banking companies
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Accounting of Banking Companies

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Priyanka

Class- B.Com- 4th sem

Subject- Corporate Accounting

Paper- - BC-401

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Accounting of Banking Companies
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Problems and test of valuation of shares
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Test of valuation of goodwill and holding companies
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Accounting of Insurance companies
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Priyanka

Class- B.Com 4th sem

Subject- Corporate Accounting

Paper- - BC-401

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Accounting of Insurance Companies
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision and test of accounting of banking and insurance companies
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Priyanka  
Class- B.Com 6th sem  
Subject- Fundamental of Insurance  
Paper- BC-602

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Introduction to Insurance
5Feb, 2023 2 <sup>nd</sup> Week 6Feb -11Feb	<b>Guru RavidasJayanti, Sunday</b> Principles practices, parties in life insurance. different practices in life insurance like nomination, assignment, premium, revival etc,. in life insurance contract.
12Feb, 2023 3 <sup>rd</sup> Week 13Feb -17 Feb	<b>Sunday</b> Structure, growth and claim settlement procedures in life insurance contracts.
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Principles in Fire Insurance and revision
26 Feb, 2023 5 <sup>th</sup> Week 27 Feb -28 Feb	<b>Sunday</b> Policies, conditions in fire insurance

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Priyanka  
Class- BBA 4th sem  
Subject- Fundamental of Insurance  
Paper- BC-602

March, 2023 1 <sup>st</sup> Week 1March -4 March	Marine Insurance policies and conditions
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Losses in Marine Insurance and Indemnify
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Claim Settlement Procedure in Marine Insurance
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Policies and claim settle procedure in Marine Insurance

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Priyanka  
Class- B.Com 6th sem  
Subject- Fundamental of Insurance  
Paper- BC-602

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Policies in Accidental Insurance
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Claim settlement procedure in Accidental Insurance
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Policies in Motor Insurance
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Claim settlement procedure in Motor Insurance
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher –Ms. Priyanka

Class- B. Com 6th sem

Subject- Fundamental of Insurance

Paper- BC-602

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Insurance Intermediaries
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision and test
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# **KVADAV College for Women, Karnal**

## **Lesson Plan For The Even Semester**

**(February to May, 2023)**

**Name of the Teacher** – Dr Richa Sharma

**Class** - B.Com 6th sem

**Subject** - Human Resource Management

**Paper** - BC603

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 Feb - 4 Feb</b>	Meaning, Nature and History of HRM
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti, Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb - 11 Feb</b>	HRM vs HRD and Personnel Management
<b>12 Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb - 17 Feb</b>	Human Resource Planning
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb - 25 Feb</b>	Job Analysis
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb - 28 Feb</b>	Selection

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May, 2023)

Name of the Teacher – Dr Richa Sharma

Class - B.Com 6th sem

Subject - Human Resource Management

Paper - BC603

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Recruitment
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Placement and Induction
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Placement and Induction
23 March, 2023  26 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev  Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Promotion and Demotion

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May 2023)

Name of the Teacher – Dr Richa Sharma

Class - B.Com 6th sem

Subject - Human Resource Management

Paper - BC603

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Promotion and Demotion
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Presentations
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Transfer
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Presentations
30 April, 2023	<b>Sunday</b>

# **KVADAV College for Women, Karnal**

## **Lesson Plan for the Even Semester (February to May, 2023)**

**Name of the Teacher** – Dr Richa Sharma

**Class**- B.Com 6th sem

**Subject**- Human Resource Management

**Paper**- BC603

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Performance Appraisal
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Revision and Doubts
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>



# **KVADAV College for Women, Karnal**

## **Lesson Plan For The Even Semester**

**(February to May, 2023)**

**Name of the Teacher –Dr Richa Sharma**

**Class-BBA 6<sup>th</sup> sem**

**Subject-Logistics Management**

**Paper-BBA310**

<b>February, 20</b> <b>23<sup>1st</sup> Week</b> <b>1 Feb-4 Feb</b>	Definition, Concept, scope, role and functions of logistics Management
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti, Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb-11 Feb</b>	Customer services
<b>12 Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb-17 Feb</b>	Supply Chain Management
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb-25 Feb</b>	Order processing
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb-28 Feb</b>	Presentations

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May, 2023)

Name of the Teacher – Dr Richa Sharma

Class- BBA 6th sem

Subject- Logistics Management

Paper- BBA310

March, 2023 1 <sup>st</sup> Week 1 March-4 March	Warehousing
2 <sup>nd</sup> Week 5 March- 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March- 18 March	Inventory Management
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March- 25 March	Inventory Management
23 March, 2023  26 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b> <b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Transportation

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May 2023)

Name of the Teacher – Dr Richa Sharma

Class- BBA 6th sem

Subject- Logistics Management

Paper- BBA310

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Transportation
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April- 8 April	Presentations
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April- 15 April	Logistics Packaging
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April- 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April- 29 April	Role of Technology in Logistics
30 April, 2023	<b>Sunday</b>

**KVADAV College for Women, Karnal**  
**Lesson Plan for the Even Semester**  
**(February to May, 2023)**

Name of the Teacher – Dr Richa Sharma

Class- BBA 6th sem

Subject- Logistics Management

Paper- BBA310

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Logistics Performance, Measurement and Control
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision and doubts
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Dr Richa Sharma

Class- B.Com 4th sem

Subject- B.Law II

Paper- BC403

February, 20 23 <sup>1st</sup> Week 1 Feb-4 Feb	Meaning and nature of negotiable instruments
5 Feb, 2023	<b>Guru Ravidas Jayanti, Sunday</b>
2 <sup>nd</sup> Week 6 Feb-11 Feb	Kinds of Negotiable instruments
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb-17 Feb	Parties to negotiable instruments
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20 Feb-25 Feb	Negotiation and Dishonour of Negotiable Instruments
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb-28 Feb	Discharge of negotiable instruments

# KVADAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May, 2023)

Name of the Teacher – Dr Richa Sharma

Class- B.Com 4th sem

Subject- B.Law II

Paper- BC403

March, 2023 1 <sup>st</sup> Week 1 March-4 March	Indian Partnership Act 1932 An Overview
2 <sup>nd</sup> Week 5 March- 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March- 18 March	Dissolution of Partnership and firm
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March- 25 March	Registration of Partnership and firm
23 March, 2023  26 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev  Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Limited liability partnership Act 2008 An overview

**KVADAV College for Women, Karnal**  
**Lesson Plan For The Even Semester**  
**(February to May 2023)**

Name of the Teacher – Dr Richa Sharma

Class- B.Com 4th sem

Subject- B.Law II

Paper- BC403

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Limited liability Partners Their Relationship and liability
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April- 8 April	Information Technology Act 2000
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April- 15 April	Information Technology Act 2000
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April- 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April- 29 April	Right to Information Act 2005
30 April, 2023	<b>Sunday</b>

**KVADAV College for Women, Karnal**  
**Lesson Plan for the Even Semester**  
**(February to May, 2023)**

Name of the Teacher – Dr Richa Sharma

Class – B.Com 4th sem

Subject – B.Law II

Paper – BC403

May, 2023 1 <sup>st</sup> Week 1 May – 6 May	Right to Information Act 2005
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May – 13 May	Revision
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> SEM.

Subject- Strategic Management

Paper- MC- 418

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Introduction of strategic Management Meaning , nature and scope of strategic management
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Process of strategic Management
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Developing vision, mission, and objectives
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Environmental Appraisal Concepts and components of environment
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Revision, Doubt Clearing And Test

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> SEM.

Subject- Strategic Management

Paper- MC- 418

March, 2023 1 <sup>st</sup> Week 1March -4 March	Analysis external and internal environment Organizational Appraisal methods and techniques
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Strategy implementation
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Strategic choice process
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Generic strategy alternatives

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> SEM.

Subject- Strategic Management

Paper- MC- 418

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Strategy evaluation and control
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Stability strategy
4 April, 2023 9 April, 2023	<b>MahavirJayanti Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Retrenchment strategy
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	combination strategy
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> SEM.

Subject- Strategic Management

Paper- MC- 418

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Expansion strategy
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision of important topics.
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur  
Class-M.COM 2<sup>ND</sup> SEM.  
Subject- financial management and policy  
Paper- MC-204

<b>3<sup>rd</sup> Week</b> 13Feb -17 Feb	Financial management: nature, significance, objectives and scope of financial management
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 20Feb -25 Feb	Functions of finance executive in an organization, time value of money , recent developments in financial management
26 Feb, 2023	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> 27 Feb -28 Feb	Financial planning and forecasting- need and importance and process of financial planning, drafting a financial plan, financial forecasting

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur  
Class-M.COM 2<sup>ND</sup> Sem.  
Subject- financial management and policy  
Paper- MC-204

March, 2023 1 <sup>st</sup> Week 1March -4 March	Benefits and techniques of financial forecasting, sources of finance
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Cost of capital – significance, computation of cost of capital, CAPM
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Working capital management and control – need , types and determinants, assessment of working capital requirements
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Marketable securities and receivable, financing of working capital – banking norms

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Lovneet kaur  
Class-M.COM 2<sup>ND</sup> Sem.  
Subject- financial management and policy  
Paper- MC-204

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Capital budgeting decisions – nature and importance, factors influencing capital expenditure decisions
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Capital budgeting process
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	evaluation criteria and risk analysis
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	capital expenditure control
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur  
Class-M.COM 2<sup>ND</sup> Sem.  
Subject- financial management and policy  
Paper- MC-204

May, 2023 1 <sup>st</sup> Week 1 May -6 May	management of cash
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision of important topics.
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class-B.COM 2<sup>ND</sup> Sem.

Subject- financial accounting

Paper- BC-201

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Branch accounts ,dependent branch
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Debtors system stock and debtors system
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Final accounts, wholesale branch
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Hire-purchase system
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Purchase system ,concept and legal provisions Hire purchase contracts

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class-B.COM 2<sup>ND</sup> Sem.

Subject- financial accounting

Paper- BC-201

March, 2023 1 <sup>st</sup> Week 1March -4 March	Partnership accounts, features of partnership, partnership deed , adjustments after closing accounts
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Revision, Doubt Clearing And Test
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Fixed and fluctuating capital accounts
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	methods of goodwill

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Lovneet kaur

Class-B.COM 2<sup>ND</sup> Sem.

Subject- financial accounting

Paper- BC-201

April, 2023 1 <sup>st</sup> Week 1 April, 2023	joint life policy adjustments
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Change in profit sharing ratios Adjustments
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	reconstitution of partnership firms :admissions
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Retirement of partners :accounting treatments
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class-B.COM 2<sup>ND</sup> Sem.

Subject- financial accounting

Paper- BC-201

May, 2023 1 <sup>st</sup> Week 1 May -6 May	death of partners
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Dissolution: modes and accounting treatments
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> Sem.

Subject- PROJECT PLANNING AND CONTROL

Paper- MC 403

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Break-even analysis
5Feb, 2023 2 <sup>nd</sup> Week 6Feb -11Feb	<b>Guru RavidasJayanti, Sunday</b> Projected balance sheet, profit and loss account and cash flow statement.
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Appraisal Criteria and Process
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Appraisal process of financial institutions
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Social Cost Benefit Analysis

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> Sem.

Subject- PROJECT PLANNING AND CONTROL

Paper- MC 403

March, 2023 1 <sup>st</sup> Week 1March -4 March	meaning and methodology of social cost benefit
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	SCBA in India.
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Project Review/control- Evaluation of project.
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	PERT/CPM techniques

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> Sem.

Subject- PROJECT PLANNING AND CONTROL

Paper- MC 403

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Problem of time and cost overrun
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Project implementation practices in India
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Investment appraisal in practice
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Methods of appraisal under certainty, uncertainty and risk
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Lovneet kaur

Class- M.COM 4<sup>TH</sup> Sem.

Subject- PROJECT PLANNING AND CONTROL

Paper- MC 403

May, 2023 1 <sup>st</sup> Week 1 May -6 May	L&M and UNIDO approach
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision of important topics.
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester

(February to May, 2023)

Name of the Teacher – Harvinder Kaur

Class- BBA-IV SEM.

Subject- Principles of material management

Paper- BBA-213

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Material Management: Meaning, Objectives. Nature and Scope. Organization of Material Management. System
5Feb, 2023	<b>Guru Ravidas Jayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Approach to Material Management: The process of Management and the Material Function. An Overview of the System Concept. Benefits of the Integrated system approach
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Material Planning: Making the Material Plan Work. The Material Cycle and Flow Control System
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Material Budget. Purchasing: Principles, Procedure, and Practices. Fundamental Objectives of Purchasing. Legal Aspects of Purchasing
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Value Analysis and Value Engineering.

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Harvinder Kaur

Class- BBA-IV SEM.

Subject- Principles of material management

Paper- BBA-213

March, 2023 1 <sup>st</sup> Week 1March -4 March	Inventory Management and Control System.
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Physical Distribution Logistics. Transportation. Operation research
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Material Management Information System
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Stores Management and Operation.

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Harvinder Kaur

Class- BBA-IV SEM.

Subject- Principles of material management

Paper- BBA-213

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Material Handling
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Quality Assurance
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Incoming Quality Control
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exam</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Statistical Quality Control. Purchasing Capital Equipment, Plant and Machinery.
30 April, 2023	<b>Sunday</b>

# **KVA DAV College for Women, Karnal**

## **Lesson Plan for the Even Semester (February to May, 2023)**

**Name of the Teacher – Harvinder Kaur**  
**Class- BBA-IV SEM.**  
**Subject- Principles of material management**  
**Paper- BBA-213**

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May -6 May</b>	Government Purchasing Practices and procedure
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May -13 May</b>	Revisions and tests
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May,2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Harvinder Kaur

Subject- Human Behaviour At Work

Paper-

Class- BBA-4<sup>th</sup> Sem

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Meaning and Types of Group
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Group Dynamics in Workplace Group as a Medium of Learning
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Group Cohesiveness, Group Think,
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Group Decision-Making
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Team Building- Team Building Process, Approaches of Team Building

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Harvinder Kaur

Subject- Human Behaviour At Work

Paper-

Class- BBA-4th Sem

March, 2023 1 <sup>st</sup> Week 1March -4 March	Interpersonal Influence Process :Social Loafing, Social Facilitation
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Interpersonal Communication: Models and Barriers of Communication
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Interpersonal Awareness and Feedback Process
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Interpersonal Trust: Career Roles and Identity

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Harvinder Kaur

Subject- Human Behaviour At Work

Paper-

Class- BBA-4th Sem

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Group Synergy
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Competition and Cooperation
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Nature, Meaning of Group Behaviour
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sesional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Group Conformity,Group Obedience
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Harvinder Kaur

Subject- Human Behaviour At Work

Paper-

Class- BBA-4th Sem

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Group Morale, Group Performance
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.com 6<sup>th</sup> sem

Subject- sales promotion and public relations 2

Paper- BC(VOC) 606

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Developing sales promotion programs pre – testing , implementing
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Evaluating the results and making necessary modifications
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Public relations- concept features, growing importance
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Public relations role in marketing
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Revisions of sales promotion programs and public relations

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur  
Class- B.com 6<sup>th</sup> sem  
Subject- sales promotion and public relations 2  
Paper- BC(VOC) 606

March, 2023 1 <sup>st</sup> Week 1March -4 March	similarities of publicity and public relations
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Major tools of public relations- news speeches, special events
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Publicity – meaning , definitions
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	tools, importance of public relations

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Harvinder kaur  
Class- B.com 6<sup>th</sup> sem  
Subject- sales promotion and public relations 2  
Paper- BC(VOC) 606

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Tools of public relations – handouts, leaflets
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	audio – visual , public service activities tools of public relations
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	miscellaneous tools of public relations
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	legal aspects of sales promotion and public relations
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.com 6<sup>th</sup> sem

Subject- sales promotion and public relations 2

Paper- BC(VOC) 606

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May, 2023 1 <sup>st</sup> Week 1 May -6 May	Ethical I aspects of sales promotion and public relation
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revision of important topics
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.COM VI sem.

Subject- Retail management

Paper- BC-606(i)

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Retailing: meaning, features and importance
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	theories of retailing
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	strategic planning in retailing
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	planning location of retail institution
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	trading area retailing, deciding the most desirable type of location, choice of general location

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.COM VI sem.

Subject- Retail management

Paper- BC-606(i)

March, 2023 1 <sup>st</sup> Week 1March -4 March	choosing and evaluating a particular sit
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	material handling
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	organizational structure in retail institutions
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	classification of retail institutions

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.COM VI sem.

Subject- Retail management

Paper- BC-606(i)

April, 2023 1 <sup>st</sup> Week 1 April, 2023	store based and non- store based retail organisations
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	process of setting up a retail organisation
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	store management : blueprinting operations, deciding store layout, energy management, security issue, applications of IT in retailing
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	trends in retailing
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- B.COM VI sem.

Subject- Retail management

Paper- BC-606(i)

May, 2023 1 <sup>st</sup> Week 1 May -6 May	FDI in retailing
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- M.COM VI sem.

Subject- Service marketing

Paper-MC-409

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Services Marketing: Concept, characteristics, and classification
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Buying process for services; Customer expectations of services
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Customer perception of services; Marketing Mix in Services
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Service Quality: Concept, dimensions and models.
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Relationship Marketing: Meaning and goals; Service market segmentation and targeting; Customer retention strategies.

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- M.COM VI sem.

Subject- Service marketing

Paper-MC-409

March, 2023 1 <sup>st</sup> Week 1March -4 March	Service Development: Steps in service development; Service blueprinting; Approaches to service delivery; Customers feedback and service recovery; Physical environment of services.
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Communication and Promotion of Services: Main problems, objectives, Communication mix and strategies
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Pricing of Services: Characteristics, approaches and pricing strategies;
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Distribution of Services: Channels, key intermediaries

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- M.COM VI sem.

Subject- Service marketing

Paper-MC-409

April, 2023 1 <sup>st</sup> Week 1 April, 2023	strategies for effective service delivery.
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Managing Service Employees: Importance and roles of contact personnel;
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Managing service delivery employees.
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Managing Customers and strategies for enhancing customer participation;
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Harvinder kaur

Class- M.COM VI sem.

Subject- Service marketing

Paper-MC-409

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Customer protection and ethics in services.
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet kaur

Class- B. COM 4<sup>TH</sup> sem.

Subject- Personal selling and its salesmanship-II

Paper- BC(VOC)- 406

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Introduction: A good salesman and its requirements
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	qualities of successful sales person with particular reference to customer services
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	<b>Selling as a career</b> - Meaning and its importance
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	<b>Selling as a career</b> - Advantages and difficulties
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Measures of making selling and attractive career

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet kaur

Class- B. COM 4<sup>TH</sup> sem.

Subject- Personal selling and its salesmanship-II

Paper- BC(VOC)- 406

March, 2023 1 <sup>st</sup> Week 1March -4 March	Test and analysis
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	qualities of a successful sales person with particular reference
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Doubt Clearing And Test
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Introduction to distribution network relationship

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Parneet kaur

Class- B. COM 4<sup>TH</sup> sem.

Subject- Personal selling and its salesmanship-II

Paper- BC(VOC)- 406

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Sales manual and order desk :- meaning and importance and their uses in personal selling
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Test and analysis - Distribution network relationship - Reports and documents
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	cash memo, tour dairy :- meaning, importance and its uses
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	daily and periodical reports
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet kaur

Class- B. COM 4<sup>TH</sup> sem.

Subject- Personal selling and its salesmanship-II

Paper- BC(VOC)- 406

May, 2023 1 <sup>st</sup> Week 1 May -6 May	other problems in selling
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	reports and documents- meaning and nature, importance
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA IV sem.  
Subject- principles of material mangement  
Paper- BBA-213

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Material Management: Meaning, Objectives. Nature and Scope.
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Organization of Material Management.
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Approach to Material Management: The process of Management and the Material Function
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	An Overview of the System Concept. Benefits of the Integrated Systems Approach
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Material Planning: Making the Material Plan Work

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA IV sem.  
Subject- principles of material mangement  
Paper- BBA-213

March, 2023 1 <sup>st</sup> Week 1March -4 March	The Material Cycle and Flow Control System.
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi BreaK</b>
3 <sup>rd</sup> Week 13 March-18 March	Material Budget. Purchasing: Principles, Procedure, and Practices.
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Fundamental Objectives of Purchasing. Legal Aspects of Purchasing
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Value Analysis and Value Engineering

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Parneet  
Class- BBA IV sem.  
Subject- principles of material mangement  
Paper- BBA-213

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Quality Assurance.
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Incoming Quality Control. Statistical Quality Control. Purchasing Capital Equipment, Plant and Machinery.
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Government Purchasing Practices and Procedures
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Inventory Management and Control System
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA IV sem.  
Subject- principles of material mangement  
Paper- BBA-213

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Physical Distribution Logistics. Transportation. Operation research Stores Management and Operation. Material Handling
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Material Management Information System Revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet

Class- BBA VI sem.

Subject- Introduction to financial services

Paper- BBA-312

<b>February,2023</b> <b>1<sup>st</sup> Week</b> <b>1Feb-4 Feb</b>	Meaning, importance of financial services, types of financial services,  financial services and economic environment
<b>5Feb, 2023</b>	<b>Guru RavidasJayanti, Sunday</b>
<b>2<sup>nd</sup>Week</b> <b>6Feb -11Feb</b>	Players in financial services, Merchant banking, functions & activities
<b>12Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13Feb -17 Feb</b>	Issues management: managing new issues, Equity issues: Rights issues
<b>18 Feb, 2023</b> <b>19 Feb,2023</b>	<b>MahaShivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20Feb -25 Feb</b>	underwriting: functions, bankers to an issue, book building and reverse book building
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb -28 Feb</b>	An overview of role of SEBI

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA VI sem.  
Subject- Introduction to financial services  
Paper- BBA-312

March, 2023 1 <sup>st</sup> Week 1March -4 March	Leasing and hire purchase, concepts and features, types of lease accounts
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Factoring & Forfaiting
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Mutual funds - Structure of Mutual Funds- Types Mutual Funds – Advantages of mutual funds
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Exchange Traded Funds

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Parneet  
Class- BBA VI sem.  
Subject- Introduction to financial services  
Paper- BBA-312

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Consumer finance
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Credit Cards
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Credit rating
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Stock broking
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA VI sem.  
Subject- Introduction to financial services  
Paper- BBA-312

May, 2023 1 <sup>st</sup> Week 1 May -6 May	debenture trustees, portfolio managers.
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- B.COM IIsem.  
Subject- Business environment of Haryana  
Paper- BC-206

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Haryana economy: nature, characteristics and problems
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	concept of economic development
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Haryana agriculture: nature, cropping pattern and role
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	measures for development in agriculture

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- B.COM IIsem.  
Subject- Business environment of Haryana  
Paper- BC-206

March, 2023 1 <sup>st</sup> Week 1March -4 March	crop insurance
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Agriculture credit: agriculture finance, types of agriculture finance
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	credit needs of farmers; sources of credit: institutional and non-institutional sources
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	NABARD

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Parneet  
Class- B.COM IIsem.  
Subject- Business environment of Haryana  
Paper- BC-206

April, 2023 1 <sup>st</sup> Week 1 April, 2023	rural indebtedness: causes, consequences and debt relief measures.
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	SEZ, Growth of MNCs in Haryana
4 April, 2023 9 April, 2023	<b>MahavirJayanti Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Role of HSIIDC, HFC, HAFED, HKVIB.
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet

Class- B.COM IIsem.

Subject- Business environment of Haryana

Paper- BC-206

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Haryana budget: objectives and policies, sources of revenues and its utilization.
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Revisions and tests
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet  
Class- BBA Isem.  
Subject- Principles of management  
Paper- BBA-108

February,2023 1 <sup>st</sup> Week 1Feb-4 Feb	Management: concept ,types, significance
5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Development of management thoughts: classical, neo-classical, behavioural, system and contingencies approaches
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Planning: concept, types, process, techniques of planning
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Decision making: concept, types, process, techniques
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Organizing : nature and importance

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet

Class- BBA IIsem.

Subject- Principles of management

Paper- BBA-108

March, 2023 1 <sup>st</sup> Week 1March -4 March	Organizing: process, formal and informal organizations
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	organization chart , organizing principles, span of management
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	factors determining effective span , graicunas formula
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Departmentation: definition, departmentation by function , territory, product/ service, customer group and matrix organization

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – MS. Parneet

Class- BBA IIsem.

Subject- Principles of management

Paper- BBA-108

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Authority: definition, types
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Responsibility and accountability ,  Delegation : definition , process, obstacles to delegation and elimination
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Decentralization vs Centralization Determinants of effective decentralization
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Staffing: definition, manpower management, factors affecting, job design, selection process , techniques Performance appraisal: needs and process
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – MS. Parneet

Class- BBA Isem.

Subject- Principles of management

Paper- BBA-108

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May -6 May</b>	Communication : importance , process, barriers, breakdown of communication; controlling: process, types , barriers , techniques, buget and non –budgetory control devices
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May -13 May</b>	Social responsibility and business ethics  revisions and tests
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May,2023</b> <b>Onwards</b>	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Corporate accounting II

Paper- BC-401

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Valuation of goodwill: Concept and calculations
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Practical questions
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Accounts of banking organization
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Practical questions and doubt clearing
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Accounts of insurance companies

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Corporate accounting-II

Paper- BC-401

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Practical questions and doubt clearing
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Accounts of holding company: Concept and Preparation of consolidated balance sheet with subsidiary company
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Practical questions and doubt clearing
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Relevant provisions of accounting standard 21 (ICAI),

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Corporate accounting II

Paper- BC- 401

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Valuation of shares: Concept and calculations
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Practical questions
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Doubt clearing and revision
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Liquidation of companies
30 April, 2023	<b>Sunday</b>

# **KVA DAV College for Women, Karnal**

## **Lesson Plan for the Even Semester (February to May, 2023)**

**Name of the Teacher – Ms. Renu**

**Class- B.com 4<sup>th</sup> sem**

**Subject- Corporate accounting II**

**Paper- BC- 401**

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Liquidation of companies: Practical questions
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Revision, Doubt Clearing
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu  
Class- B.com 4<sup>th</sup> sem  
Subject- Computerized accounting system  
Paper- BC-405

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Introduction: Installation of tally, ERP9- licensing, configuration,
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	ERP9- splitting company data, Backup and restore data
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Accounting: Voucher entry, budget
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Cost center
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Balance sheet

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu  
Class- B.com 4<sup>th</sup> sem  
Subject- Computerized accounting system  
Paper- BC-405

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Accounting: Profit and loss account, currency, debit note
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Accounting: credit note, interest calculations
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Inventory: Stock item, sales order, purchase order
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Inventory: rejection in, tax liability

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Renu  
Class- B.com 4<sup>th</sup> sem  
Subject- Computerized accounting system  
Paper- BC-405

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Payroll: Salary accounting- introduction to payroll- payroll masters
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Payroll: Payroll vouchers- overtime payment-gratuity-
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Payroll: Basic salary, overtime, gratuity
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Payroll: Advanced payroll transactions, loan, ESI
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu  
Class- B.com 4<sup>th</sup> sem  
Subject- Computerized accounting system  
Paper- BC-405

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Payroll: Provident fund, Pension, Commission
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision, Doubt Clearing
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Business Law-II

Paper- BC- 403

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Indian Partnership Act 1932
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Nature of firm and duties of partner, relations and liabilities
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Minor ,reconstitution
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Dissolution of firm ,Registration
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Limited liability partnership Act 2008

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Business Law II

Paper- BC-403

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Winding up
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Dissolution of LLP
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Negotiable Act 1881 Scope ,features and types
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Negotiation, Crossing

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Business law II

Paper- BC-403

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Dishonor And Discharge of negotiable instruments
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Information Technology Act 2000
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Information Technology Act 2000
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	RTI Act 2005
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 4<sup>th</sup> sem

Subject- Business Law-II

Paper- BC-403

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	RTI Act 2005
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision, Doubt Clearing
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- BBA 2<sup>nd</sup> sem

Subject- Understanding social behaviour

Paper- BBA-111

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Nature and Scope of Sociology
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Fundamental concepts
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	The relationship between Man and Society
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Social structure
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Social process

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- BBA 2<sup>nd</sup> sem

Subject- Understanding social behaviour

Paper- BBA-111

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Socialization: Meaning, Process
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Socialization: Stages and Agencies
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Social actions: Elements, Rationality of means
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Social changes and institution: Meaning, types

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Renu

Class- BBA 2<sup>nd</sup> sem

Subject- Understanding social behaviour

Paper- BBA-111

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Social changes and institution: Factors
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Social Problems: Meaning, causes & remedies
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Social institution: Family, religion
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Social institution: Marriage
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu  
Class- BBA 2<sup>nd</sup> sem  
Subject- Understanding social behaviour  
Paper- BBA-111

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Social stratification in India,
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Bureaucracy
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 6<sup>th</sup> sem

Subject- Business environment

Paper- BC-605

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Business environment
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Environmental scanning
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Public sector
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Private and joint sectors in India
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Economic systems

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 6<sup>th</sup> sem

Subject- Business environment

Paper- BC-605

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Economic planning in India,
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Monetary policy
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Role of government- fiscal policy, make in India
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Foreign investment

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Renu

Class- B.com 6<sup>th</sup> sem

Subject- Business environment

Paper- BC-605

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Globalization of Indian business
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Multinational corporations in India
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Competition act
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Foreign exchange management act
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Renu

Class- B.com 6<sup>th</sup> sem

Subject- Business environment

Paper- BC-605

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Foreign exchange market :an overview
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision and doubt clearing
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 6<sup>th</sup> SEM

Subject- BUSINESS LAW-II

Paper- BBA -309

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Historical development of company law in India, Company meaning ,characters and nature
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Types of companies, Formation of company
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Promotion and Incorporation of company, Memorandum of Association
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Memorandum of Association, Articles of Association of company
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Prospectus, Shares and stocks

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 6<sup>th</sup> SEM

Subject- BUSINESS LAW -II

Paper- BBA-309

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Share capital of Company, Membership in companies
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Legal rules regarding Membership ,Borrowings powers
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Debenture their issue, floating and fixed charges
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Power, Functions and duties of directors and Managing directors Company

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 6<sup>th</sup> SEM

Subject- BUSINESS LAW-II

Paper- BBA-309

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Company Meeting and Resolutions
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Meeting procedure or Requisites of a valid Meeting
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Prevention of Oppression
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Mismanagement in companies,
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 6<sup>th</sup> SEM

Subject- BUSINESS LAW-II

Paper- BBA-309

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Winding up of the company
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Securities and Exchange Board of India
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA  
Class- B.COM 2<sup>nd</sup> SEM  
Subject- FUNDAMENTALS OF MARKETING  
Paper- BC-203

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Marketing an introduction
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Marketing concepts , Marketing Management
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Marketing Mix , Marketing Environment
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Marketing Segmentation : concept and bases of market segmentation
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	<b>Consumer Behavior: understanding consumer behavior</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 2<sup>nd</sup> SEM

Subject- FUNDAMENTALS OF MARKETING

Paper- BC-203

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Product :concept ,importance and classification
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Product mix strategies
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Branding, packaging and labeling
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Product life cycle: stages of product life cycle

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – VANDANA SHARMA  
Class- B.COM 2<sup>nd</sup> SEM  
Subject- FUNDAMENTALS OF MARKETING  
Paper- BC-203

April, 2023 1 <sup>st</sup> Week 1 April, 2023	New product development process
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Product pricing: Factors influencing pricing
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Product pricing strategies
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Elements of promotion mix
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA  
Class- B.COM 2<sup>nd</sup> SEM  
Subject- FUNDAMENTALS OF MARKETING  
Paper- BC-203

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Meaning ,Types ,Roles and factors affecting Distribution Channel
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 4<sup>th</sup> SEM

Subject- MARKETING MANAGEMENT

Paper- BBA 211

<b>February, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 Feb - 4 Feb</b>	Marketing an introduction, marketing concepts
<b>5 Feb, 2023</b>	<b>Guru Ravidas Jayanti , Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 Feb - 11 Feb</b>	Marketing Environment, Marketing mix
<b>12 Feb, 2023</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 Feb - 17 Feb</b>	Market segmentation
<b>18 Feb, 2023</b> <b>19 Feb, 2023</b>	<b>Maha Shivaratri</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>20 Feb - 25 Feb</b>	Marketing information system ,Marketing Research
<b>26 Feb, 2023</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>27 Feb - 28 Feb</b>	Consumer Behaviour

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 4<sup>th</sup> SEM

Subject- MARKETINH MANAGEMENT

Paper-BBA- 211

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Product meaning, levels and product mix
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	New Product Development , Product Life cycle
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Branding ,packaging decisions
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Pricing ,Distribution channels

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 4<sup>th</sup> SEM

Subject- MARKETING MANAGEMENT

Paper- BBA-211

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Management of Physical Distribution
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Management of physical distribution cont., product promotion
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Product promotion mix, Advertising
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Advertising Media
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.B.A 4<sup>th</sup> SEM

Subject- MARKETING MANAGEMENT

Paper- BBA -211

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Sales promotion ,personal selling
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Publicity and Public Relations
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 4<sup>th</sup> SEM

Subject- ADVERTISING

Paper- BC 406 (i)

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Advertising : Meaning ,Nature and Scope
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Advertising vs Publicity , promotion mix and Advertising
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Advertising Process : An Overview
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Communication Process
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Types of Advertising

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 4<sup>th</sup> SEM

Subject- ADVERTISING

Paper- BC 406(I)

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Economic and Social Aspects of Advertising
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Legal and Ethical Aspects of Advertising, Advertising objectives
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	DAGMAR Approach in Advertising, Advertising Budget
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Creative Aspects of Advertising: Copy Writing, Message

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 4<sup>th</sup> SEM

Subject- ADVERTISING

Paper- BC 406(i)

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Advertising Appeals, Headlines, Illustrations
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Types of Advertising Media, Media Planning and scheduling
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Advertising and Consumer Behaviour
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Advertising Agency and its Role
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 4<sup>th</sup> SEM

Subject- ADVERTISING

Paper- BC 406(i)

<b>May, 2023</b> <b>1<sup>st</sup> Week</b> <b>1 May - 6 May</b>	Client Agency Relationship and Advertising Department
<b>7 May, 2023</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 May - 13 May</b>	Measuring Advertising Effectiveness
<b>14 May, 2023</b>	<b>Sunday</b>
<b>17 May, 2023</b> <b>Onwards</b>	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 6<sup>th</sup> SEM

Subject- MANAGEMENT OF SALES FORCE -II

Paper- BC(VOC) -605

February, 2023 1 <sup>st</sup> Week 1 Feb - 4 Feb	Sales Planning
5 Feb, 2023	<b>Guru Ravidas Jayanti , Sunday</b>
2 <sup>nd</sup> Week 6 Feb - 11 Feb	Market Analysis
12 Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13 Feb - 17 Feb	Sales Forecasting: concepts and importance
18 Feb, 2023 19 Feb, 2023	<b>Maha Shivaratri Sunday</b>
4 <sup>th</sup> Week 20 Feb - 25 Feb	Methods of Forecasting Sales
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb - 28 Feb	Sales budget : concept and importance

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 6<sup>th</sup> SEM

Subject- MANAGEMENT OF SALES FORCE -II

Paper- BC(VOC) -605

March, 2023 1 <sup>st</sup> Week 1 March - 4 March	Sales budget process and uses of sales budget
2 <sup>nd</sup> Week 5 March - 12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March - 18 March	Sales Territory : meaning and importance
19 March, 2023	<b>Sunday</b>
4 <sup>th</sup> Week 20 March - 25 March	Process and consideration in allocation of sales territory
23 March, 2023	<b>Shaheedi Diwas/Martyrdom Day of Bhagat Singh, Rajguru &amp; Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March - 31 March	Sales quota: meaning ,objectives and principles

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 6<sup>th</sup> SEM

Subject- MANAGEMENT OF SALES FORCE II

Paper- BC(VOC) -605

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Sales quota : types
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April - 8 April	Administration and uses of sales quota
4 April, 2023 9 April, 2023	<b>Mahavir Jayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10 April - 15 April	Sales and cost analysis
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. Ambedkar Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April - 21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/Parshuram Jayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April - 29 April	Methods of sales and cost analysis
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – VANDANA SHARMA

Class- B.COM 6<sup>th</sup> SEM

Subject-MANAGEMENT OF SALES FORCE II

Paper- BC(VOC)- 605

May, 2023 1 <sup>st</sup> Week 1 May - 6 May	Ethical consideration in sales force management
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May - 13 May	Revision
14 May, 2023	<b>Sunday</b>
17 May, 2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti

Class- M.com 2<sup>nd</sup> Sem

Subject- Corporate Accounting

Paper- Mc -205

12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Introduction of company, types of company, types of shares.
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri</b> <b>Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Issue , forfeiture and reissue of shares
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	Meaning and Introduction of Valuation of Shares

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti

Class- M.com 2<sup>nd</sup> Sem

Subject- Corporate Accounting

Paper- Mc- 205

March, 2023 1 <sup>st</sup> Week 1March -4 March	Format of Final accounts of company Balance Sheet Format Profit and Loss Format
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Amalgamation and absorption
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Preparation of consolidated financial statement of holding and subsidiary' s company
23 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev</b>
26 March, 2023	<b>Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Periodic reporting

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Bharti  
Class- M.com 2<sup>nd</sup> Sem  
Subject- Corporate accounting  
Paper- Mc- 205

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Harmonization in corporate reporting
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Human resource accounting
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Lease accounting
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-UI-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Internal reconstruction
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti  
Class- M.com 2<sup>nd</sup> Sem  
Subject- Corporate accounting  
Paper- Mc-205

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Segment reporting
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Social reporting
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti

Class- B.com 6<sup>th</sup> Sem

Subject- Management Accounting

Paper- Bc - 601

5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Management accounting
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Management reporting
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Management information system
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	<b>Analysis of financial statements : comparative statement</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti  
Class- B.com 6<sup>th</sup> Sem  
Subject- Management accounting  
Paper- Bc- 601

March, 2023 1 <sup>st</sup> Week 1March -4 March	Common size statements
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Ratio analysis
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Cash flow statement
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Fund flow statement

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Bharti

Class- B.com 6<sup>th</sup> Sem

Subject- Management accounting

Paper- Bc-601

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Absorption v/s variable costing: Features and income determination, cost volume profit analysis, break –even analysis, contribution
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	P/V ratio, break- even point, margin of safety, angle of incidence, determination of cost indifference point
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Budgeting and Budgetary control: need and methods
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Types of budget
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – Ms. Bharti  
Class- B.com 6<sup>th</sup> Sem  
Subject- Management accounting  
Paper- Bc-601

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Budgetary control system
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Practical problems of flexible budgeting
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>



# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher –Ms. Bharti  
Class- BBA 6<sup>th</sup> Sem  
Subject- Entrepreneurship Development  
Paper- BBA-308

5Feb, 2023	<b>Guru RavidasJayanti, Sunday</b>
2 <sup>nd</sup> Week 6Feb -11Feb	Meaning and nature of entrepreneurship
12Feb, 2023	<b>Sunday</b>
3 <sup>rd</sup> Week 13Feb -17 Feb	Economic development and entrepreneurship development
18 Feb, 2023 19 Feb,2023	<b>MahaShivaratri Sunday</b>
4 <sup>th</sup> Week 20Feb -25 Feb	Entrepreneurship and Society
26 Feb, 2023	<b>Sunday</b>
5 <sup>th</sup> Week 27 Feb -28 Feb	<b>New venture development</b>

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May, 2023)

Name of the Teacher – –Ms. Bharti  
Class- BBA 6<sup>th</sup> Sem  
Subject- Entrepreneurship Development  
Paper- BBA -308

March, 2023 1 <sup>st</sup> Week 1March -4 March	Stages for setting up a unit
2 <sup>nd</sup> Week 5 March -12 March, 2023	<b>Holi Break</b>
3 <sup>rd</sup> Week 13 March-18 March	Sources of financing entrepreneurship: sources of working capital
19 March,2023	<b>Sunday</b>
4 <sup>th</sup> Week 20March-25 March	Working capital management in MSMES
23 March, 2023 26 March, 2023	<b>ShaheediDiwas/Martyrdom Day of Bhagat Singh, Rajguru&amp;Sukhdev Sunday</b>
30 March, 2023	<b>Ram Navmi</b>
5 <sup>th</sup> Week 27 March- 31 March	Debentures , Angel or venture capital funds

# KVA DAV College for Women, Karnal

## Lesson Plan For The Even Semester (February to May 2023)

Name of the Teacher – Ms. Bharti

Class- BBA 6<sup>th</sup> Sem

Subject- Entrepreneurship Development

Paper- - BBA -308

April, 2023 1 <sup>st</sup> Week 1 April, 2023	Need for institutional support , central government institutions
2 April, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 3 April -8 April	Government and non- government assistance in promoting entrepreneurship: financial institutions , industry associations, arranging finance for SSI units
4 April, 2023 9 April, 2023	<b>MahavirJayanti</b> <b>Sunday</b>
3 <sup>rd</sup> Week 10April - 15April	Financial assistance – Meaning , IDBI, IFCI, IRBI, LIC, UTI, SIDBI, EXIM BANK
14 April, 2023 16 April, 2023	<b>Vaisakhi/Dr. B.R. AmbedkarJayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 17 April -21 April	<b>Sessional Exams</b>
22 April, 2023 23 April, 2023	<b>Id-Ul-Fitr/ParshuramJayanti</b> <b>Sunday</b>
5 <sup>th</sup> Week 24 April -29 April	Government and Non –government financial assistance in promoting entrepreneurship- RCTC, SFC, PFC, SIDC
30 April, 2023	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester (February to May, 2023)

Name of the Teacher – – Ms. Bharti  
Class- BBA 6<sup>th</sup> Sem  
Subject- Entrepreneurship Development  
Paper- - BBA -308

May, 2023 1 <sup>st</sup> Week 1 May -6 May	Government and Non –government financial assistance in promoting entrepreneurship- PSIDC, KSSIDC, COSIDICI, RIDF and KVIC
7 May, 2023	<b>Sunday</b>
2 <sup>nd</sup> Week 8 May -13 May	Entrepreneurial strategy and business
14 May, 2023	<b>Sunday</b>
17 May,2023 Onwards	<b>University Examinations</b>