

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Ms. Sanjana Raheja

Subject- Income tax-II

Paper- BC-604

Class- B.com 6th sem. (General and vocational)

April, 2022 2 nd Week 4April -9 April	Computation of Total Income of Individuals
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Computation of Tax Liability of Individuals
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Deductions to be made from Gross total Income while Computing Total Income Rebate and Relief of Tax
24April, 2022	Sunday
5 th Week 25 April - 30April	Assessment of Hindu Undivided Families ,Assessment Of Partnership Firms
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	Assessment of Association of Persons and body of Individuals, Income Tax Authorities
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Preparation and Filing of Returns of Income, Assessment Procedure
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Deduction and Collection of Tax at Source, Advance Payment Of Tax, Recovery and Refund Of Tax

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Appeals and Revision, Penalties, Offences and Prosecution, Mode of Acceptance or Repayment of certain Deposits
June 2022 1st week 1 June - 4 June	Tax Planning For Individuals, Alternate Tax Regime
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Assessment of Companies

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Ms. Sanjana Raheja

Subject- Corporate tax planning

Paper- MC-402

Class- M.com 4th sem.

April, 2022 2nd Week 4April -9 April	Corporate tax planning Avoidance, evasion and Management Requisites of successful tax Planning
10 April, 2022	Sunday
3rd Week 11 April-16 April	Form of business organization Locational Aspects and Nature of business
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4th Week 18 April-23 April	Computation of total Income and Tax Liability of companies Tax planning

24 April, 2022	Sunday
5th Week 25 April - 30 April	Dividend policy Theories of dividend policy Meaning of bonus share
1 May, 2022	Sunday
May 2022 1st Week 2 May -7 May	Meaning and importance of special tax provisions Special economic zones Tax incentives for exporters
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2nd Week 9 May -14 May	Infrastructure sector and backward areas Tax planning and managerial decision
15 May, 2022	Sunday
3rd Week 16 May-21 May	Sale of Assets, make and buy decision Amalgamation of companies

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	financial Management decision regarding Capital Structure Merger and Acquisitions ,Types of Merger
June 2022 1st week 1 June - 4 June	Merger and Acquisitions ,Types of Merger
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2nd Week 6 June –11 June	Revision and doubt Clearing

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher - ANSHUL ATREJA
 Subject- Company-law- II
 Paper- BC 404
 Class- B.Com. Gen + Voc. (4th sem).

April, 2022 2 nd Week 4 April - 9 April	Final Exams of B.Com. 3 rd Sem.
10 April, 2022 3 rd Week 11 April - 16 April	Sunday Membership in Companies, Company Management + Administration. (Director's legal position, qualification, appointment)
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April - 23 April	Company Management + Administration. (Removed, Powers, duties + liabilities) Company secretary (Role, Appointment, duties)
24 April, 2022	Sunday
5 th Week 25 April - 30 April	Company secretary (liabilities, rights and dismissal) Managerial Remuneration; Key mgt. personnel
1 May, 2022	Sunday
May 2022 1 st Week 2 May - 7 May	Company Meetings and Resolutions Meeti (Kinds, requisites, notice and agenda)
3 May, 2022 8 May, 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May - 14 May	Meetings' Procedure / requisites of a valid meeting (quorum, chairperson + conduct of meeting)
15 May, 2022	Sunday
3 rd Week 16 May - 21 May	Minutes + Proxy, Resolutions. Dividend, Accounts + Audit

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Name of the Teacher –
Subject-
Paper-
Class-

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Prevention of oppression and mismanagement
June 2022 1 st week 1 June - 4 June	Compromise, arrangement, reconstruction and amalgamation
2 June, 2022	MaharanaPratapJayanti
5 June, 2022	Sunday
2 nd Week 6 June -11 June	winding up: meaning, modes of winding up: procedure and consequences of winding up

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher - Anshul Akreja.

Subject- Sales mgt.

Paper-

Class- M.Com 4th Sem.

April, 2022 2 nd Week 4 April - 9 April	Sales Mgt:- Concept, objectives + functions, Integrated sales and marketing mgt.
10 April, 2022	Sunday
3 rd Week 11 April - 16 April	Personal Selling: Concept + classification of sales jobs; Buyer seller dyads Personal Selling Process;
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April - 23 April	Theories of selling Sales Planning: Importance, approaches and Process
24 April, 2022	Sunday
5 th Week 25 April - 30 April	Sales forecasting sales budgeting.
1 May, 2022	Sunday
May 2022 1 st Week 2 May - 7 May	sales organization: Purpose, Principles of + Process of setting up a sales org. sales organizational structures
3 May, 2022 8 May, 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May - 14 May	Determining Sizes of sales force Territory + Quota Mgt: Need, procedure Time Mgt., Routing, sales quotas: Purpose,
15 May, 2022	Sunday
3 rd Week 16 May - 21 May	Types of quotas, administration of sales quota Managing the sales force: Recruitment; selection, training, compensation,

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Name of the Teacher –

Subject-

Paper-

Class-

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	motivating and leading sales force, sales meeting + Contests.
June 2022 1 st week 1 June - 4 June	control Process: Analysis, costs + profitability Mgt. of sales Expenses; evaluating sales force performance
2 June, 2022	MaharanaPratapJayanti
5 June, 2022	Sunday
2 nd Week 6 June -11 June	ethical issues in sales mgt :

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher - Anshul Atreja .

Subject- H.R.M.

Paper- MC-204 .

Class- M.Com 2ndsem .

April, 2022 2 nd Week 4 April -9 April	Nature and scope of H.R.M H.R.D. and Policies (Skills + competencies of HR Managers)
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Global HRM. HRM Planning HRIS.
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Job Analysis Recruitment
24 April, 2022	Sunday
5 th Week 25 April - 30 April	Selection. Placement and Induction.
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Promotion, Transfer & separation. Employee Training.
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Executive Development - Performance + Potential Appraisal.
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Empowerment and Quality of worklife Compensation management .

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher –

Subject-

Paper-

Class-

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Incentive Plans & Fringe Benefits. Job satisfaction.
June 2022 1 st week 1 June - 4 June	stress Management.
2 June, 2022	MaharanaPratapJayanti
5 June, 2022	Sunday
2 nd Week 6 June -11 June	Backup classes, discussion & class Tests.

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher - Anshul Atreja.
Subject- International Marketing.
Paper- IM - I
Class- B.Voc. Fashion designing sem. 4th.

April, 2022 2 nd Week 4 April - 9 April	International Marketing. Meaning, scope; Difference; importance.
10 April, 2022	Sunday
3 rd Week 11 April - 16 April	International Marketing Environment: Economic, social + cultural, legal, Technological
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April - 23 April	Foreign Market Entry modes. + selection + identification. of Foreign market
24 April, 2022	Sunday
5 th Week 25 April - 30 April	Product planning for international markets Product development.
1 May, 2022	Sunday
May 2022 1 st Week 2 May - 7 May	Product Planning Policy: standardization vs. Adaptation
3 May, 2022 8 May, 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May - 14 May	Branding, Packaging + labelling.
15 May, 2022	Sunday
3 rd Week 16 May - 21 May	Quality issue + After sales services

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher –

Subject-

Paper-

Class-

22 May, 2022	Sunday
May, 2022 4 th Week 23 May–28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	International Pricing Pricing
June 2022 1 st week 1 June - 4 June	International Price quotations and Payment Terms
2 June, 2022	MaharanaPratapJayanti
5 June, 2022	Sunday
2 nd Week 6 June –11 June	class Tests + Revision

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Ms. Shilpa

Subject- -Commerce

Paper- BC-404 Business Statistics -II

Class- B.com IV

April, 2022 2 nd Week 4April -9 April	Meaning of Time Series 21
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Uses of Time Series. Analysis of Times Series
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Causes of variation in time series data
24April, 2022	Sunday
5 th Week 25 April - 30April	Components of a time series; Decomposition-additive and multiplicative model
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	-Revision, Doubt Clearing And Test
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Determination of trend- Moving averages method and method of Least Squares (including linear second degree, parabolic, and exponential trend); Computation of seasonal-indicates by sample average
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Ratio-to-trend, ratio-to moving average and link relative methods. Binomial, Poisson and Normal distributions- their properties and parameters

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Ms. Shilpa

Subject- -Commerce

Paper- BC-404 Business Statistics -II

Class- B.com IV

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Theory of Probability: Probability as a concept; approaches to defining probability
June 2022 1st week 1 June - 4 June	Addition and multiplication laws of probability; Conditional probability; Bayes' Theorem.
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2nd Week 6 June –11 June	Probability distributions: Probability distribution as a concept, and Revision

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher -Ms. Shilpa

Subject- Commerce

Paper- MC- 206 BUSINESS STATISTICS

Class- M.com II Sem

April, 2022 2 nd Week 4April -9 April	Multiple regression 21
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Correlation
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Linear regression equation, Regression equation in terms of simple correlation; coefficients
24April, 2022	Sunday
5 th Week 25 April - 30April	Reliability of the estimate; Multiple Correlation; Partial Correlation. Index Numbers: Meaning, types and uses; Methods of constructing price and quality indices(simple and aggregate
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	Revision, Doubt Clearing And Test
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Test of adequacy; Chain base index numbers; Base shifting, splicing and deflating; Problems in constructing index numbers; Consumer price index. Time Series Analysis: Components of a time series, Models of time series analysis- additive and multiplicative
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Methods of constructing seasonal index; Adjusting time series data for seasonal variations, Estimation of seasonal variations. Theory of Probability: Probability as a concept

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Name of the Teacher -Ms. Shilpa

Subject- Commerce

Paper- MC- 206 BUSINESS STATISTICS

Class- M.com II Sem

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	approaches to defining probability; addition and multiplication laws of probability; Conditional probability; Bayes Theorem
June 2022 1 st week 1 June - 4 June	Probability distributions: Probability distribution as a concept; Binomial, Poisson
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2 nd Week 6 June –11 June	Normal distributions- their properties and parameters. Revision of important topics.

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher -Ms. Shilpa

Subject- Commerce

Paper- MC 403 PROJECT PLANNING AND CONTROL

Class- M.com IV Sem

April, 2022 2 nd Week 4April -9 April	Identification of Investment Opportunities; Project ideas generation and screening, project analysis; Project feasibility study
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Project planning, Government Regulatory framework. Market and Demand Analysis: Sources of information- primary and secondary
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Demand forecasting and market planning; Technical Analysis: Materials and inputs; Production technology
24April, 2022	Sunday
5 th Week 25 April - 30April	Product mix; Plant location and layout; Selection of plant and equipment; Financial Analysis: Cost of project and means of financing
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	Revision, Doubt Clearing And Test
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Major cost components; Planning capital structure; Financing schemes of financial institutions. Profitability and Financial Projections: Cost of production.
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Break-even analysis; Projected balance sheet, profit and loss account and cash flow statement. Appraisal Criteria and Process: Methods of appraisal under certainty, uncertainty and risk; Investment appraisal in practice

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher -Ms. Shilpa

Subject- Commerce

Paper- MC 403 PROJECT PLANNING AND CONTROL

Class- M.com IV Sem

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Appraisal process of financial institutions; Social Cost Benefit Analysis: Meaning and methodology; L&M and UNIDO approach;
June 2022 1 st week 1 June - 4 June	SCBA in India. Project Review/control- Evaluation of project. PERT/CPM.
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2 nd Week 6 June –11 June	Problem of time and cost overrun, Project implementation practices in India, Revision of important topics.

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr. Kamlesh

Subject- BBA-108, BBA-109, BBA-209, BBA-309,

Paper- Principles of Management, Macro Business Environment, Business Laws-II

Class- BBA II, BBA II, BBA IV, BBA VI

Dates	BBA-108 Principles of Management	BBA-109 Analysis of Financial Statements	BBA-209 Macro Business Environment	BBA-309 Business Laws-II
April, 2022 2nd Week 4April -9 April	Management: concept, nature, process and significance of management	Analysis and interpretation of financial statements: Meaning and uses and tools	Economic Reforms- Liberalisation, privatization, and globalization	Indian Companies Act 2013:Introduction
10 April, 2022	Sunday	Sunday	Sunday	Sunday
3rd Week 11 April-16 April	Development of management thought- classical, Neo- classical	Ratio analysis and interpretation. Ratios in relation to short term liquidity	Industrial policy of India- Meaning, Current Industrial Policy.	Memorandum of Association
14 April, 2022 17 April, 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday
4th Week 18 April-23 April	Behavioural, Systems and contingencies approaches, Contemporary issue and challenges of management	Ratios in relation to long term solvency	Foreign investment policy	Article of Association
24April, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 25 April - 30April	Planning- concept, types process and techniques	Return on investment, return on capital employed, return on net- worth and the return on assets to evaluate overall	multinational corporations	Prospectus

		performance of business.		
1 May, 2022	Sunday	Sunday	Sunday	Sunday
May 2022 1st Week 2May -7 May	Organizing: nature, importance, process, formal & informal organizations, organization chart, organizing principles, span of management: factors determining effective span, Graicunas formula,	Ratios in relation to long term profitability	Foreign Investment in India. Regulation and promotion of foreign trade.	Shares and Share Capital; Allotment of Shares , Debentures - their issue, floating and fixed charges; Powers,
3 May , 2022 8May , 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2ndWeek 9 May -14 May	Departmentation: definition, departmentation by function, territory, product/service, customer group and matrix organization	Preparation of cash flow Statement	World Trade Organisation, World Bank	Functions and Duties of Directors and Managing Directors; Prevention of Mismanagement and Oppression
15 May, 2022	Sunday	Sunday	Sunday	Sunday
3rdWeek 16 May-21 May	Authority: definition, types, responsibility and accountability, delegation; definition, steps in delegation, obstacles to delegation and their elimination, decentralization vs centralization, determinants of effective decentralization	Analyses of cash flow Statement	International Monetary Fund	Winding Up of company.
22 May, 2022	Sunday	Sunday	Sunday	Sunday
May, 2022	Sessionals	Sessionals	Sessionals	Sessionals

4th Week 23 May--28 May				
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 30 May -31 May	Staffing: definition, manpower management, factors affecting staffing, job design, selection process, techniques, performance appraisal: need and process	Preparation of funds flow statements	Monetary Policy of India	Legal Rules regarding Membership and Borrowing Powers
June 2022 1st week 1 June - 4 June	Controlling: control process, types, barriers to control making, control techniques: budget and non- budgetary control devices	Analyses of Fund flow Statement	Fiscal Policy of India	Provisions relating to Company Meetings.
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2nd Week 6 June –11 June	Communication and Social responsibility and business ethics	Social objectives of Business	Exim policy of India and its impact on Indian exports & imports in various sectors	Securities Exchange Board of India Act 1992: Important Legal Provisions and implications

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr. Archna

Subject- Management Accounting

Paper- BC-601

Class- B.com 6th sem.(General and Vocational)

April, 2022 2 nd Week 4April -9 April	Management Accounting concept, Scope , Technique and significance , Comparison between financial Accounting, Cost Accounting, Management Accounting
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Management reporting- needs, types of reports Meaning and Introduction of Management information system
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Ananalysis of financial statement, comparative statement Common size statement
24April, 2022	Sunday
5 th Week 25 April - 30April	Ratio Analysis Types of ratio Liquidity, solvency, profitability and turnover
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	Cash flow statement Need and method of preparing statement
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Fund flow statement
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Cost volume profit Analysis, Break even point, P/V ratio, Margin of safety

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Budgeting and types of budget
June 2022 1 st week 1 June - 4 June	Absorption v/s variable costing
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2 nd Week 6 June –11 June	Revision of important topics

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr. Archna

Subject- Corporate Accounting

Paper- MC-205

Class- M.com 2nd sem.

April, 2022 2 nd Week 4April -9 April	Introduction of company Types of company Types of shares
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Issue, forfeiture and reissue of shares
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Meaning and Introduction of Valuation of shares

24 April, 2022	Sunday
5th Week 25 April - 30 April	Format of final accounts of company Balance sheet format Profit and loss format
1 May, 2022	Sunday
May 2022 1st Week 2 May - 7 May	Amalgamation, absorption and reconstruction
3 May, 2022 8 May, 2022	Eid-ul-Fitr Sunday
2nd Week 9 May - 14 May	Human resource Accounting, Lease Accounting
15 May, 2022	Sunday
3rd Week 16 May - 21 May	Periodic reporting

22 May, 2022	Sunday
May, 2022 4th Week 23 May - 28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May - 31 May	Preparation of consolidated financial statement of holding And Subsidiary's company
June 2022 1st week 1 June - 4 June	segment reporting Social reporting
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2nd Week 6 June - 11 June	Harmonization in corporate reporting

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr Richa Sharma

Subject- Business Law 11

Paper- BC 403

Class B.com 4th sem

3 rd Week 11 April-16 April	Indian Partnership Act 1932 Overview Dissolution Of Partnership Firm
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Registration Of Partnership Firm
24 April, 2022	Sunday
5 th Week 25 April -30 April	Limited Liability Partnership Act 2008 Limited Liability Partnets
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Meaning and Nature Of Negotiable Instruments Kinds Of Negotiable Instruements
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Parties to Negotiable Instruements
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Negotiation ,Dishonour and Discharge of Negotiable Instruement

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Right to Information Act 2005
June 2022 1 st week 1 June - 4 June	Information Technology Act 2000
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2 nd Week 6 June –11 June	Information Technology Act 2000

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr Richa Sharma

Subject- Logistic Management

Paper- BBA 310

Class- BBA 6th sem

April, 2022 2 nd Week 6 th April -9 April	Defination Concept Scope Role Functions of Logistics
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Customer Service
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Supply Chain Management
24 April, 2022	Sunday
5 th Week 25 April -30 April	Order Processing
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Warehousing
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Inventory Management
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Transportation

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Logistic Packaging
June 2022 1st week 1 June - 4 June	Role Of Technology in logistics
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Logistics Performance measurement and Control

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr Richa Sharma

Subject- Human Resource Management

Paper- BC 603

Class- B.com 6 th sem

April, 2022 2 nd Week 6 April -9 April	Meaning, Nature,History and Scope Of HRM
10 April, 2022	Sunday
3 rd Week 11 April-16 April	HRM vs HRD and Personal Management
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Human Resource Planning
24 April, 2022	Sunday
5 th Week 25 April -30 April	Job Analysis
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Recruitment
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Selection
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Placement and Induction

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Dr Richa Sharma

Subject- Human Resource Management

Paper- BC 603

Class- B.com 6th Sem

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5 th Week 30 May -31 May	Promotion Demotion and Transfer
June 2022 1 st week 1 June - 4 June	Training
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2 nd Week 6 June –11 June	Performance Appraisal

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – JASMEEN JODHKA

Subject- MCOM MC-203,BC VOC (405),BC (VOC)-406,

Class- MCOM 1 , BCOM 2 ASPSM ,BCOM 3 ASPSM. BCOM 6 .

Dates	MCOM MC -203 Strategic marketing	Bcom-405 Advertising operations	Bcom -406 Personal selling and salesmanship II	BC-606(i) RETAIL MANAGEMENT
April, 2022 2 nd Week 4April -9 April	INTRODUCTION TO STRATEGic marketing scope meaning and nature	Advertising departmrnt meaning nature and functions	Qualities of a good sales person	Retail management meaning nature and scope
10 April, 2022	Sunday	Sunday	Sunday	Sunday
3 rd Week 11 April-16 April	Modes of entry in new market and various corporate strategies	Evaluation of advertisement effectiveness pre post and concurrent methods	Selling as career difficulties reference to consumer	Retail management choices of retail outlets stotes locations
14 April, 2022 17 April, 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday
4 th Week 18 April-23 April	Porter model ,ge nine cell and pims discussions	ASCI MEANING FUNCTIONS AND CODES OF CONDUCT	Distribution network relationship	Secutities issues in retailing suc as shop lifting etc
24April, 2022	Sunday	Sunday	Sunday	Sunday
5 th Week 25 April - 30April	Portfolio analysis,swot annalysis	TEST AND REVISIONS	Reports and documents sale manuals	Organization structure in retail outlets
1 May, 2022	Sunday	Sunday	Sunday	Sunday
May 2022 1 st Week 2May -7 May	Market segmentation nature, importance, process, target and segment marketing	Misleading advertising false advertising	Order desk cash memo tour dairy	Process of setting up retail outlets
3 May , 2022 8May , 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday

2ndWeek 9 May -14 May	Product and strategic implications	advertising agencies meaning nature and functions	Diary and periodical reports	Classifications of retail institutions
15 May, 2022	Sunday	Sunday	Sunday	Sunday
3rdWeek 16 May-21 May	Price place promotions and strategic implications	Client agency relationship	Various problems in selling	Store management blue print operations ,deciding store layout
22 May, 2022	Sunday	Sunday	Sunday	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 30 May -31 May	Critical factors of success and entry in capable markets	Preparation of assignments	Preparatios of assignments	Energy management
June 2022 1st week 1 June - 4 June	Jauch and Osborne models for various factors	Revisions	revisions	Process of implementing information technology
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2nd Week 6 June –11 June	Markets and challenges of competitors	Better customer perspectives	Measures for making selling a better career	revisions

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Priyanka Madan

Subject- Corporate Accounting

Paper- BC-401

Class- B.Com IV Sem

April, 2022 2 nd Week 6 April -9 April	Valuation of Goodwill
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Valuation of Goodwill
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Valuation of shares
24 April, 2022	Sunday
5 th Week 25 April -30 April	Valuation of shares
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Liquidation of companies
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Accounts of banking companies
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Accounts of insurance companies

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Accounts of holding companies
June 2022 1st week 1 June - 4 June	Revision and test
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Revision and test

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher Priyanka Madan

Subject- Fundamental of insurance

Paper- BC-602

Class- B Com 6th sem

April, 2022 2 nd Week 6 April -9 April	Introduction to insurance
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Life insurance contracts
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Life insurance contract
24 April, 2022	Sunday
5 th Week 25 April -30 April	Fire insurance
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Marine insurance
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Revision and test
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Accident and Motor insurance

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Insurance Intermediaries
June 2022 1st week 1 June - 4 June	Revision and test
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Insurance Intermediaries

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Bharti

Subject- Business environment

Paper- BC - 605

Class- B. Com 6th sem

April, 2022 2 nd Week 6 April -9 April	Business environment
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Environmental scanning
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Public sector
24 April, 2022	Sunday
5 th Week 25 April -30 April	Private and joint sectors in india
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Economic systems
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Economic planning in india, monetary policy
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Role of government- fiscal policy, make in india

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals

29 May, 2022	Sunday
5th Week 30 May -31 May	foreign investment, globalization of indian business
June 2022 1st week 1 June - 4 June	Multinational corporations in India, competition act
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Foreign exchange management act, foreign exchange market :an overview

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Bharti

Subject- Financial management and policy

Paper- MC - 204

Class- M. Com 2nd Sem

April, 2022 2 nd Week 6 April -9 April	Financial management, time value of money
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Recent developments in financial management
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Financial planning
24 April, 2022	Sunday
5 th Week 25 April -30 April	Financial forecasting
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Sources of finance
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Cost of capital
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Working capital management

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals

29 May, 2022	Sunday
5th Week 30 May -31 May	Management of cash, marketable securities and receivables
June 2022 1st week 1 June - 4 June	Capital budgeting decisions
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Capital expenditure control

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Bharti

Subject- management of sales force 2

Paper-BC(voc) 605

Class- B. Com 6th sem

April, 2022 2 nd Week 6 April -9 April	Sales planning
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Market analysis
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Sales forecasting
24 April, 2022	Sunday
5 th Week 25 April -30 April	Doubts and queries
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Sales budget – concept , importance, process, uses of sales budget
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Sales territory – meaning , importance, process and consideration in allocation of sales territory
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Sales quota – objectives , principles, types, administration and uses of sales quota

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals

29 May, 2022	Sunday
5th Week 30 May -31 May	Sales and cost analysis – uses and methods
June 2022 1st week 1 June - 4 June	Ethical considerations in sales force management
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Revision

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Bharti

Subject- strategic management

Paper- MC - 418

Class- M. com 4th Sem

April, 2022 2 nd Week 6 April -9 April	Concept of strategy
10 April, 2022	Sunday
3 rd Week 11 April-16 April	Strategic management process
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April- 23 April	Environmental appraisal
24 April, 2022	Sunday
5 th Week 25 April -30 April	Organizational appraisal
1 May, 2022	Sunday
May 2022 1 st Week 2 May -7 May	Generic strategy alternatives
3 May , 2022 8 May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Variations strategy
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Strategy implementation

22 May, 2022	Sunday
May, 2022 4 th Week 23 May--28 May	Sessionals

29 May, 2022	Sunday
5th Week 30 May -31 May	Behavioural issues in implementation, operational decisions in implementation
June 2022 1st week 1 June - 4 June	Strategic evaluation and control
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti Sunday
2nd Week 6 June –11 June	Revision

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – MS. LOVNEET KAUR

Subject-BBA-211, BBA-308, BC-201, MC-409

Paper-marketing Management, entrepreneurship development, Financial Accounting-II, service marketing

Class-BBA IV, BBA VI, BCOM II , MCOM IV

Dates	BBA-211 marketing Management	BBA-308 entrepreneurship development	BC-201 Financial Accounting-II	MC-409 Service marketing
April , 2022 2nd Week 4April -9 April	Marketing Management- Meaning, Nature and Scope Concepts of Marketing	Entrepreneurship- Meaning, Nature and Scope. Characteristics and Qualities of a Successful Entrepreneur.	Branch accounts ,dependent branch Debtors system stock and debtors system	Services Marketing : Concept, characteristics, and classification; Buying process for services; Customer expectations of services; Customer perception of services; Marketing Mix in Services.
10 April , 2022	Sunday	Sunday	Sunday	Sunday
3rd Week 11 April -16 April	Marketing Environment, Marketing Mix, STP (segmenting, targeting and positioning) approach to marketing.	Relationship between Entrepreneurship Development and Economic Development	Final accounts, wholesale branch Hire-purchase system	Service Quality: Concept, dimensions and models.
14 April , 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi , Sunday

17 April , 2022				
4 th Week 18 April -23 April	Marketing Information System- Meaning and Components Marketing Research	Entrepreneurship and Society	Purchase system ,concept and legal provisions Hire purchase contracts	Relationship Marketing: Meaning and goals; Service market segmentation and targeting ; Customer retention strategies.
24April, 2022	Sunday	Sunday	Sunday	Sunday
5 th Week 25 April - 30April	Consumer Behaviour-Meaning and Importance of study for Marketers. Product –Meaning, levels and product Mix. New Product development,	New Venture Development-Meaning and Stages.	Partnership accounts, features of partnership, partnership deed Final accounts, adjustments after closing accounts	Service Development: Steps in service development; Service blueprinting; Approaches to service delivery; Customers feedback and service recovery ; Physical environment of services.
1 May, 2022	Sunday	Sunday	Sunday	Sunday

May 2022 1st Week 2May -7 May	Product Life Cycle, Branding and Packaging decision. Pricing-Meaning, procedure for setting a price. Price variation.	Sources of Financing Entrepreneurship	Fixed and fluctuating capital, accounts, goodwill joint life policy, adjustments	Communi cation and Promotio n of Services: Main problems, objectives , Communi cation mix and strategies.
3 May , 2022 8May , 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2ndW eek 9 May -14 May	Distribution Channels- Levels and Roles. Management of Physical Distribution. Promotion	Evaluation of Role of Government and Non Government Agencies in Promoting Entrepreneurship in India	Change in profit sharing ratios Adjustments, reconstitution of partnership firms :admissions	Pricing of Services: Characteri stics, approaches and pricing strategies; Distributio n of Services: Channels, key intermedi aries, strategies for effective service delivery.
15 May, 2022	Sunday	Sunday	Sunday	Sunday
3rdW eek 16 May- 21 May	promotion Mix- A study of advertising, sales promotion,	Entrepreneu rial Strategies and Business Plan.	Retirement of partners :accounting treatments	Managing Service Employee s: Importanc e and roles of contact personnel ; Managing service delivery employee

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22 May, 2022	Sunday	Sunday	Sunday	Sunday
May , 2022 4th Wee k 23 May-- 28 May	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5th Wee k 30 May -31 May	personal selling, direct marketing and public relations.	State Govt. schemes related Entrepreneurship Development.	Death of partners :accounting treatments	Managing Customers and strategies for enhancing customer participation.
June 2022 1st wee k 1 June - 4 June	Marketing organization and control.	State Govt. schemes related Entrepreneurship Development –contd.	Dissolution: modes and accounting treatments	Customer protection and ethics in services
2 June, 2022 5 June , 2022	MaharanaPratapJayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2nd Wee k 6 June –11 June	Revisions and tests	Revision and tests	Revision and tests	Revision and tests

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Harvinder Kaur

Subject- BC(Voc)-606,BC(Voc)-206, BC(Voc)-405, BC-606(i)

Class- B.Com 6th sem(voc . and gen.), B.Com 2nd sem , B.Com 4th sem

Dates	B.Com 6 th sem(voc) sales promotion and public relations-2	B.Com 2 nd sem.(voc) Creativity in Advertising	B.Com 4 th sem.(voc) Office practice and communication (theory)	B.Com 6 th sem. RETAIL MANAGEMENT
April, 2022 2nd Week 4April-9 April	Developing sales promotion programmes,pre testing, implementing	Creativity in Advertising: Concept and importance	Mailing department:concept, centralisation mail handling, importance	Retail management meaning nature and scope
10 April, 2022	Sunday	Sunday	Sunday	Sunday
3rd Week 11 April-16 April	Evaluating the results and making Necessary modifications	Advertising message, preparation of effective advertising copy	Mail room equipment,sorting table and racks, letter opener, time and date stamps	Retail management choices of retail outlets stotes locations
14 April, 2022 17 April, 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday
4th Week 18 April-23 April	Public relations:concept,features ,growing importance	Advertising appeal , elements of a print copy	Postal franking machine,addressing machines,mailing scales	Secutities issues in retailing suc as shop lifting etc
24April, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 25 April -	Role of public reations in marketing	Elements of broadcast copy	Post office guide, Handling mail: inward mail	Organizatio n structure in retail outlets

30 April				
1 May, 2022	Sunday	Sunday	Sunday	Sunday
May 2022 1 st Week 2 May - 7 May	Similarities of publicity and public relations	Headlines, illustrations, body copy, slogan, logos	Outward mail; folding of letters, preparation of envelopes, sent book, sorting, scaling outward mail	Process of setting up retail outlets
3 May, 2022 8 May, 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2 nd Week 9 May - 14 May	Major tools of public relations: news	Copy of direct mail, elements	Rail parcel service, air mail service, courier service, postal services	Classifications of retail institutions
15 May, 2022	Sunday	Sunday	Sunday	Sunday
3 rd Week 16 May - 21 May	Speeches, special events, Handouts and leaflets Audio-visual	In-flight advertising: detailed concept	Essentials of good letter, drafting of business letters; enquiry, quotation, order, trade reference, complaints, circular letter, follow up letters	Store management blue print operations deciding store layout
22 May, 2022	Sunday	Sunday	Sunday	Sunday
May, 2022 4 th Week 23 May - 28 May	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5 th Week	Public services activities Miscellaneous tools.	Transit Advertising: detailed concept	Office notes, office orders, instructing co-workers, furnishing desire information	Energy management

30 May - 31 May				
June 2022 1st week 1 June - 4 June	Ethical and legal aspects of sales promotions And public relations	E- Advertising: detailed concept	Office equipments;effective use of language, maintainace of visitors diary,appointment schedules.	Process of implementing information technology
2 June, 2022 5 June, 2022	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2nd Wee k 6 June -11 June	Revisions and tests	Revisions and tests	Revisions and tests	Revisions and tests

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher –Ms. Parneet kaur

Subject-BBA-212, BBA-213, BBA-312, BC-206 ,

Paper- financial management, principles of material management,introduction to financial, business environment of haryana

Class- BBA IV, BBA IV ,BBA VI ,BCOM II

Dates	BBA-212 Financial management	BBA-213 Principles of material management	BBA-312 Introduction to financial services	BC-206 business environment of haryana
April, 2022 2nd Week 4April -9 April				
10 April, 2022	Sunday	Sunday	Sunday	Sunday
3rd Week 11 April-16 April	Financial Management: Meaning and Nature.	Material Management: Meaning, Objectives. Nature and Scope. Organization of Material Management. System	Meaning, importance of financial services, types of financial services, financial services and economic environment,	Haryana economy: nature, characteristics and problems; concept of economic development
14 April, 2022 17 April, 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday
4th Week 18 April-23 April	Scope & Objectives of financial management, Finance functions.	Approach to Material Management: The process of Management and the Material Function. An Overview of the System Concept. Benefits of the Integrated	Players in financial services, Merchant banking, functions & activities	State of the Haryana economy since its inception: Income; Population, Health & Nutrition and declining sex ratio.

		Systems Approach		
24April, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 25 April - 30April	Financial Planning: Meaning, Nature, Features	Material Planning: Making the Material Plan Work. The Material Cycle and Flow Control System.	Issues management: managing new issues, Equity issues:Rights issues underwriting: functions, bankers to an issue, book building and reverse book building, debenture trustees, portfolio managers.	Haryana agriculture: nature, cropping pattern, role of agriculture in Haryana economy, Measures for development in agriculture, crop insurance.
1 May, 2022	Sunday	Sunday	Sunday	Sunday
May 2022 1st Week 2May -7 May	Determinants & Process of financial planning	Material Budget. Purchasing: Principles, Procedure, and Practices. Fundamental Objectives of Purchasing. Legal Aspects of Purchasing.	An overview of role of SEBI .	Agriculture credit: agriculture finance, types of agriculture finance; credit needs of farmers; sources of credit: institutional and non-institutional sources
3 May , 2022 8May , 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2ndWeek 9 May -14 May	Investment Decisions: Capital Budgeting; Nature, Significance, Process, Methods of Evaluation	Value Analysis and Value Engineering. Quality Assurance. Incoming Quality Control. Statistical Quality Control. Purchasing Capital Equipment, Plant and Machinery. Government Purchasing Practices and	Leasing and hire purchase, concepts and features, types of lease accounts Factoring & Forfaiting	NABARD; rural indebtedness: causes, consequences and debt relief measures. SEZ, Growth of MNCs in Haryana.

		Procedures		
15 May, 2022	Sunday	Sunday	Sunday	Sunday
3rdWeek 16 May-21 May	Cost of Capital; Concept, Significance, Computation of Cost of Capital, weighted average Cost of Capital.	Inventory Management and Control System. Stores Management and Operation. Material Handling.	Mutual funds - Structure of Mutual Funds- Types Mutual Funds – Advantages of mutual funds	Micro, small & medium enterprises (MSME) in Haryana: meaning, role, performance and challenges.
22 May, 2022	Sunday	Sunday	Sunday	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 30 May -31 May	Financial Decisions: Capitalization, Capital Structure Decisions, Theories of Capital Structure.	Physical Distribution Logistics. Transportation. Operation research.	Exchange Traded Funds, Credit rating. Stock broking	Role of HSIIDC, HFC, HAFED, HKVIB.
June 2022 1st week 1 June - 4 June	Dividend Decisions: Nature, Concept, Significance, Dividend Models, Working Capital Management: Concept, Nature, Significance, Components Sources of Finance: Short term, Medium term & Long term	Material Management Information System.	Consumer finance, Credit Cards	Haryana budget: objectives and policies, sources of revenues and its utilization.
2 June, 2022 5 June, 2022	MaharanaPratapJayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2nd Week 6 June –11 June	Revision and tests	Revisions and tests	Revisions and tests	Revisions and tests

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Parneet Kaur

Subject- Human Behaviour At Work

Paper-

Class- BBA-4th Sem

3 rd Week 11 April-16 April	Nature, Meaning of Group Behaviour Meaning and Types of Group
14 April, 2022 17 April, 2022	Vaisakhi Sunday
4 th Week 18 April-23 April	Group Dynamics in Workplace Group as a Medium of Learning
24April, 2022	Sunday
5 th Week 25 April - 30April	Group Cohesiveness, Group Think, Group Conformity, Group Obedience, Group Morale, Group Performance
1 May, 2022	Sunday
May 2022 1 st Week 2May -7 May	Group Decision-Making, Group Synergy, Team Building- Team Building Process, Approaches of Team Building
3 May , 2022 8May , 2022	Eid-ul-Fitr Sunday
2 nd Week 9 May -14 May	Interpersonal Influence Process:Social Loafing, Social Facilitation,
15 May, 2022	Sunday
3 rd Week 16 May-21 May	Interpersonal Communication: Models and Barriers of Communication

22 May, 2022	Sunday
May, 2022 4th Week 23 May--28 May	Sessionals
29 May, 2022	Sunday
5th Week 30 May -31 May	Interpersonal Awareness and Feedback Process
June 2022 1st week 1 June - 4 June	Interpersonal Trust: Career Roles and Identity, Competition and Cooperation
2 June, 2022 5 June, 2022	MaharanaPratapJayanti Sunday
2nd Week 6 June –11 June	Revision and Tests

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Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – PURNIMA KALIA

Subject- BC-203,BBA-311,BC-406,BC(VOC)-205

Class- B.COM-I,B.COM-II,BBA-III

Dates	BC-203 Fundamentals of marketing	BC(VOC)-205 Marketing communication	BC-406 Advertising	BBA-311 Fundamentals of insurance
April, 2022 2 nd Week 4April -9 April	Principles of marketing, concepts and marketing management	Marketing communication, meaning, feature Different methods of marketing communication	Advertising: - Meaning, importance and scope of advertising - Advertising vs. publicity - Promotion mix - Advertising process	Life and general insurance
10 April, 2022	Sunday	Sunday	Sunday	Sunday
3 rd Week 11 April-16 April	Marketing mix, marketing environment- internal and external	Advertising: features ,functions, effective advertising principles	Communication and advertising mix: - Meaning, features and characteristics of communication mix - Communication process, functions - Types of advertising, E-advertising - Economical, legal, ethical and social aspects of advertising	Purpose ,need and principles of insurance
14 April, 2022 17 April, 2022	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday	Vaisakhi, Sunday
4 th Week 18 April-	Concept and basis of market segmentation	Sales promotion: features, objectives Importance of sales promotion	Setting advertising objectives - DAGMAR	Insurance as a social security tool, insurance

23 April			Approach - Advertising budget: meaning, importance and process.	and economic development
24 April, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 25 April - 30 April	Understanding consumer behaviour	TEST AND REVISIONS	Creative aspects of advertising: - Advertising appeals: meaning, features. - Copy writing, headlines, illustrations and message	Contract of life insurance, parties to the contract, their rights and duties
1 May, 2022	Sunday	Sunday	Sunday	Sunday
May 2022 1st Week 2 May - 7 May	Product-meaning, product mix, product life cycle, new product development process	Sales promotion programme Methods of sales promotion	Advertising media: - Meaning of advertising media and types of advertising media - Merits and demerits - Media planning: meaning, importance and process - Media scheduling	Conditions and terms of policy, effects of non-compliance, nomination and assignment
3 May, 2022 8 May, 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2nd Week 9 May - 14 May	Product strategies		Test and analysis: - Advertising media, types of media - Media scheduling - Media planning: meaning, importance and process	Revivals, loans, surrender, claims, bonuses and annuity payments
15 May, 2022	Sunday	Sunday	Sunday	Sunday

3rdWeek 16 May- 21 May	Price place promotions and strategic implications	limitation of sales promotion Difference between advertising & publicity & sales promotion & personal selling	Advertising agency: - Concept, role and relationships with clients - Advertising departments - Advertising and consumer behaviour	Present structure and growth of life insurance in india
22 May, 2022	Sunday	Sunday	Sunday	Sunday
May, 2022 4th Week 23 May- -28 May	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday
5th Week 30 May - 31 May	Promotion, meaning and elements of promotion mix	Preparation of assignments	Advertising effectiveness: - Meaning, concepts and benefits	Claims settlement procedure
June 2022 1st week 1 June - 4 June	Distribution channels	Personal selling: features and process	Measuring advertising effectiveness - Pre post and concurrent tests	Principles of fire insurance contract, fire insurance policy, condition and assignment of policy
2 June, 2022	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti,	Maharana Pratap Jayanti, Sunday

5 June, 2022			Sunday	
2nd Week 6 June -11 June	Meaning and types of distribution channel	Setting up of targets, policies, strategies and methods of achievements and integrated communication mix	Revision and tests	Revisions

KVA DAV College for Women, Karnal

Lesson plan for the Even semester (April, 2022 to June, 2022)

Name of the Teacher – Ms. Renu

Subject- Corporate Accounting II, Computerized Accounting System,
Business law, Understanding Social Behavior & Business Statistics II

Class- B.com 4th sem Gen. & Voc., BBA 2nd & 4th sem

Dates	B.com 4 th sem Corporate Accounting II	B.com 4 th sem (gen) Computerized Accounting System	B.com 4 th sem (voc) Business law	BBA 2 nd sem Understanding Social Behavior	BBA 4 th sem Business Statistics II
April, 2022 2 nd Week 4 April -9 April	Valuation of goodwill: Concept and calculations	Introduction: Installation of tally, ERP9-licensing, configuration,	Indian Partnership Act 1932 Nature of firm and duties of partner, relations and liabilities	Nature and Scope of Sociology, fundamental concepts	Correlation: Concept, Importance, uses, methods and types
10 April, 2022	Sunday	Sunday	Sunday	Sunday	Sunday
3 rd Week 11 April-16 April	Valuation of shares: Concept and calculations	ERP9- tally vault password-security control in tally	Minor ,reconstitution ,dissolution of firm ,Registration	The relationship between Man and Society	Linear regression: Introduction, importance, comparison of correlation and regression analysis, methods of studying regression, properties of regression lines
14 April, 2022 17 April, 2022	Dr. Ambedkar Jayanti Sunday	Dr. Ambedkar Jayanti Sunday	Dr. Ambedkar Jayanti Sunday	Dr. Ambedkar Jayanti Sunday	Dr. Ambedkar Jayanti Sunday
4 th Week 18 April-23 April	Accounts of banking organization	ERP9- splitting company data, Back up and restore data	Limited liability partnership Act 2008	Social structure and process	Linear regression: Errors of estimate, total variance, explained variance,

					unexplained variance, coefficient of determination
24April, 2022	Sunday	Sunday	Sunday	Sunday	Sunday
5 th Week 25 April - 30April	Accounts of insurance companies	Accounting: Voucher entry, budget , cost center, balance sheet	Winding up and dissolution of LLP	Socialization: Meaning, Process, Stages and Agencies	Probability: Introduction, definition, importance, joint, marginal and complementary events, theories of probability, Bayes theorem
1 May, 2022	Sunday	Sunday	Sunday	Sunday	Sunday
May 2022 1 st Week 2May -7 May	Accounts of holding company: Concept and Preparation of consolidated balance sheet with subsidiary company	Accounting: Profit and loss account, currency, debit note, credit note, interest calculations	Negotiable Act 1881 Scope ,features and types	Social actions: Elements, Rationality of means	Time series: Definition, component, analysis, measurement of trends- seasonal, cyclical and random variation
3 May , 2022 8May , 2022	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday	Eid-ul-Fitr, Sunday
2 nd Week 9 May -14 May	Relevant provisions of accounting standard 21 (ICAI),	Inventory: Stock item, sales order, purchase order, rejection in, tax liability	Negotiation, Crossing,	Social changes and institution: Meaning, types and factors	Hypothesis testing: Procedure for testing hypothesis
15 May, 2022	Sunday	Sunday	Sunday	Sunday	Sunday
3 rd Week 16 May-21 May	Practical questions	Payroll: Salary accounting- introduction to payroll- payroll masters	Dishonor And Discharge of negotiable instruemnts	Social Problems: Meaning, causes & remedies	Hypothesis testing: Procedure for testing in attributes,
22 May, 2022	Sunday	Sunday	Sunday	Sunday	Sunday

May, 2022 4 th Week 23 May--28 May	Sessionals	Sessionals	Sessionals	Sessionals	Sessionals
29 May, 2022	Sunday	Sunday	Sunday	Sunday	Sunday
5 th Week 30 May -31 May	Liquidation of companies	Payroll: Payroll vouchers- overtime payment- gratuity- advanced payroll transactions	Information Technology Act 2000	Social institution: Family, religion & marriage	Hypothesis testing: Procedure for testing in variable(small and large samples)
June 2022 1 st week 1 June - 4 June	Practical questions	Payroll: Basic salary, overtime, gratuity, loan, ESI, Provident fund, Pension, Commission	RTI Act 2005	Social stratification in India, Bureaucracy	Computation of statistical techniques with Microsoft excel
2 June, 2022 5 June, 2022	MaharanaPratapJayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday	Maharana Pratap Jayanti, Sunday
2 nd Week 6 June –11 June	Revision, Doubt Clearing	Revision, Doubt Clearing	Revision, Doubt Clearing	Revision, Doubt Clearing	Revision, Doubt Clearing