

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Sanjana Raheja

Class- B. Com 6th sem

Subject- Income tax

Paper- BC-604

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Deduction to be made for Gross Total Income
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Assessment of firms
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Assessment of HUF
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Appeals and Revision
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Recovery and Refund of Tax

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – – Ms. Sanjana Raheja

Class- B. Com 6th Sem

Subject Income tax

Paper- BC-604

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Preparation and filing of Return of Income
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Assessment Procedure
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Reduction and collection of tax at source
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Advance payment of tax
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Income Tax Authorities

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – – Ms. Sanjana Raheja

Class- B. Com 6th sem

Subject- Income tax

Paper- BC-604

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Penalties</b>
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b>  <b>Offences disable to prosecution</b>
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b>  <b>Computation of total income of individual</b>
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b>  <b>Computation of total income of an individual</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>

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## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher — Ms. Sanjana Raheja

Class- B. Com 6th sem

Subject- Income tax

Paper- BC-604

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Computation of tax liability of individual</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Rebate and Relief of tax</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Revision</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Sanjana Raheja

Class- M.Com 4th sem

Subject- Corporate Tax Planning

Paper- MC-402

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Corporate Tax Planning, Tax Evasion, Tax Avoidance
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Tax Planning , Tax Management, Dividend Tax
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Amalgamation of Companies
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Demerger of companies
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Tax Provisions in respect of Free Trade Zone

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Sanjana Raheja

Class- M.Com 4th sem

Subject- Corporate Tax Planning

Paper- MC-402

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Tax planning in infrastructure development
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Tax provision in respect of backward area
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Tax planning in respect of tax incentives to exporters , purchase of assets on lease or hire
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Tax planning to new business location, nature, size of business
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Tax planning of new business form of business organisation

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Sanjana Raheja

Class- M.Com 4th sem

Subject- Corporate Tax Planning

Paper- MC-402

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Tax planning and management decisions own or lease , make or buy
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Tax planning and management decisions- sale of assets of scientific research and repair ,etc,
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Tax planning and financial management decisions - capital structure and dividend policy
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Computation of Total Income of companies , Capital Gain
<b>23 March- 31 March</b>	<b>Holi Break</b>

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## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Sanjana Raheja

Class- M.Com 4th sem

Subject- Corporate Tax Planning

Paper- MC-402

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	Computation of Total Income of companies- House Property, Business and Profession and other sources
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Computation of Tax liability of companies
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Revision</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja.

Class- B.Com. 4th sem.

Subject- Company Law-II

Paper- BC-404

January, 2024 1 <sup>st</sup> Week 1 Jan - 6 Jan	Introduction & Revision of Company Law-I
7 Jan, 2024 2 <sup>nd</sup> Week 8 Jan - 13 Jan	Sunday Membership in Companies.
14 Jan, 2024 3 <sup>rd</sup> Week 15 Jan - 20 Jan	Sunday Company Management and administration. Managing Director, Appointment of MD, whole-time Director, Manager & their Remuneration.
17 Jan, 2024 21 Jan, 2024	Shri Guru Gobind Singh Jayanti Sunday
4 <sup>th</sup> Week 22 Jan - 27 Jan	Directors, legal position, qualification. Appointment and removal, Director Identifi- -cation NO.
26 Jan. 2024 28 Jan, 2024	Republic Day Sunday
5 <sup>th</sup> Week 29 Jan - 31 Jan	Powers, Duties and liabilities of Directors; Restriction on Board's Powers, Contribution to various funds, women directors

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Abreja.

Class- B.com 4th Sem.

Subject- Company Law-II

Paper- BC-404

February, 2024 1 <sup>st</sup> Week 1 Feb - 3 Feb	Company Secretary, Meaning, Types, Qualifications, Qualities of a secretary
4 Feb, 2024	Sunday
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Role, appointment, duties, liabilities, Rights and dismissal of company secretary
11 Feb, 2024	Sunday
3 <sup>rd</sup> Week 12 Feb-17 Feb	Meetings: kinds, Requisites of a valid meeting; authority, notice and agenda.
14 Feb, 2024 18 Feb, 2024	Basant Panchmi Sunday
4 <sup>th</sup> Week 19 Feb - 24 Feb	quorum, chairperson + conduct of meeting, resolution and proxy
25 Feb, 2024	Sunday
5 <sup>th</sup> Week 26 Feb - 29 Feb	Dividend, Accounts and Audit.



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja

Class - B.Com - 4th Sem.

Subject - Company Law - II

Paper - BC-404

March, 2024 1 <sup>st</sup> Week 1 March - 2 March	Prevention of oppression; Procedure for prevention
3 March, 2024 2 <sup>nd</sup> Week 4 March - 9 March	Sunday Mismanagement + Provisions Powers of NCLT and central govt. to prevent.
8 March, 2024 10 March, 2024 3 <sup>rd</sup> Week 11 March - 16 March	Maha Shivratri Sunday Compromise, arrangement Reconstruction and amalgamation.
17 March, 2024 4 <sup>th</sup> Week 18 March - 22 March	Sunday Winding up: Meaning, modes of winding up.
23 March - 31 March	Holi Break

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atrejo

Class- B.Com-4thsem

Subject- Company Law-II

Paper- BC-404

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Revisions and Problems discussion
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April - 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	Procedures and consequences of winding up.
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	Liquidator, appointment, Remuneration, <del>and</del> removal, powers, duties.
5 <sup>th</sup> Week 29 April - 30 April	class- Tests
University Examination:-1 May, 2024 Onwards	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024.

(January - April)

Name of the Teacher - Anshul Atreja .

Class- B.Com. 6th sem .

Subject- Business Environment .

Paper- BC-605

January, 2024 1 <sup>st</sup> Week 1 Jan - 6 Jan	Business Environment . Concept, Components, Importance
7 Jan, 2024	Sunday
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Environmental and organisational Scanning Concept, Importance .
14 Jan, 2024	Sunday
3 <sup>rd</sup> Week 15 Jan - 20 Jan	Techniques & Limitations of scanning .
17 Jan, 2024 21 Jan, 2024	Shri Guru Gobind Singh Jayanti Sunday
4 <sup>th</sup> Week 22 Jan - 27 Jan	Public sector in India Objectives, development, Role & significance .
26 Jan, 2024 28 Jan, 2024	Republic Day Sunday
5 <sup>th</sup> Week 29 Jan - 31 Jan	Defects of P. sector . Measures / suggestions Reforms .

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- B.Com- 6th Sem .

Subject- Buss. Env .

Paper- BC-605

February, 2024 1 <sup>st</sup> Week 1 Feb - 3 Feb	Private sector in India Causes of Growth, importance, Role of govt. in growth of pvt. sector, Role in Economic development.
4 Feb, 2024	Sunday
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Limitations, Pvt. sector and New Economic Policy Joint sector in India: Concept, Types Features
11 Feb, 2024	Sunday
3 <sup>rd</sup> Week 12 Feb-17 Feb	Objectives, Advantages, Disadvantages, suggestions to improve the performance of joint sector.
14 Feb, 2024 18 Feb, 2024	Basant Panchmi Sunday
4 <sup>th</sup> Week 19 Feb - 24 Feb	Economic systems - Capitalist, Socialistic, & mixed Economy.
25 Feb, 2024	Sunday
5 <sup>th</sup> Week 26 Feb - 29 Feb	Economic Planning in India: Achievements, Failures, planning machinery in India .



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- B.Com. 6th Sem .

Subject- Buss. Env.

Paper- BC- 605

March, 2024 1 <sup>st</sup> Week 1 March - 2 March	Role of Govt: : Monetary policy .
3 March, 2024 2 <sup>nd</sup> Week 4 March - 9 March	Sunday Fiscal Policy of India
8 March, 2024 10 March, 2024 3 <sup>rd</sup> Week 11 March - 16 March	Maha Shivratri Sunday Make in India Programme
17 March, 2024 4 <sup>th</sup> Week 18 March - 22 March	Sunday Foreign Investment in India Multinational Corporations (MNCs)
23 March- 31 March	Holi Break

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atseja .

Class- B.Com - 6th sem .

Subject- Buss. Env .

Paper- BC- 605

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Revision & Doubts & Problems . discussion
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April - 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	<del>competition</del> Globalisation Competition Act
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	Foreign Exchange Management Act .
5 <sup>th</sup> Week 29 April - 30 April	Foreign Exchange market .

University Examination:-1 May, 2024 Onwards

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- M.Com. 4th Sem

Subject- Sales Management .

Paper- MC-409

January, 2024 1 <sup>st</sup> Week 1 Jan - 6 Jan	Sales Management - An Introduction.
7 Jan, 2024 2 <sup>nd</sup> Week 8 Jan - 13 Jan	Sunday Fundamentals of selling, Salesmanship and Personal Selling
14 Jan, 2024 3 <sup>rd</sup> Week 15 Jan - 20 Jan	Sunday Sales Planning.
17 Jan, 2024 21 Jan, 2024 4 <sup>th</sup> Week 22 Jan - 27 Jan	Shri Guru Gobind Singh Jayanti Sunday Sales Forecasting.
26 Jan. 2024 28 Jan, 2024 5 <sup>th</sup> Week 29 Jan - 31 Jan	Republic Day Sunday Sales Budget -



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja.

Class- M.Com-4th Sem.

Subject- Sales Mgt.

Paper- MC-409

February, 2024 1 <sup>st</sup> Week 1 Feb - 3 Feb	Sales organisation - - organising the sales efforts.
4 Feb, 2024	Sunday
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Sales quotas and sales territories.
11 Feb, 2024	Sunday
3 <sup>rd</sup> Week 12 Feb-17 Feb	Sales Force Management - A Recruitment
14 Feb, 2024 18 Feb, 2024	Basant Panchmi Sunday
4 <sup>th</sup> Week 19 Feb - 24 Feb	B selection of sales Personnel
25 Feb, 2024	Sunday
5 <sup>th</sup> Week 26 Feb - 29 Feb	Sales Force Management ? Training, Development and Induction

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja

Class- M.Com. 4th Sem.

Subject- Sales Mgt.

Paper- MC-409.

March, 2024 1 <sup>st</sup> Week 1 March - 2 March	Compensating sales Force.
3 March, 2024	Sunday
2 <sup>nd</sup> Week 4 March - 9 March	Motivating the sales Personnel Importance, Principles, methods of motivation
8 March, 2024 10 March, 2024	Maha Shivratri Sunday
3 <sup>rd</sup> Week 11 March - 16 March	Theories of Motivation Limitations of sales force motivation. Leading the sales force.
17 March, 2024	Sunday
4 <sup>th</sup> Week 18 March - 22 March	Sales Force Management: controlling sales Personnel.
23 March - 31 March	Holi Break

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- M.Com-4thsem .

Subject- Sales Mgt .

Paper- MC-409.

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Revision for the sessionals & Problem discussion.
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April - 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	Ethical Issues in Sales Mgt.
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	Sales Promotion; Case study checking
5 <sup>th</sup> Week 29 April - 30 April	Class Tests-, Case study checking.
University Examination:-1 May, 2024 Onwards	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Arora

Class- M.Com- 2nd Sem.

Subject- Human Resource Mgt.

Paper- MC-201

January, 2024 1 <sup>st</sup> Week 1 Jan - 6 Jan	—
7 Jan, 2024 2 <sup>nd</sup> Week 8 Jan - 13 Jan	Sunday —
14 Jan, 2024 3 <sup>rd</sup> Week 15 Jan - 20 Jan	Sunday Nature And scope of Human Resource Mgt.
17 Jan, 2024 21 Jan, 2024 4 <sup>th</sup> Week 22 Jan - 27 Jan	Shri Guru Gobind Singh Jayanti Sunday H.R. Development and Policies, Skills and Competencies of HR Managers.
26 Jan, 2024 28 Jan, 2024 5 <sup>th</sup> Week 29 Jan - 31 Jan	Republic Day Sunday Global H.R.M.

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- M.Com 2nd Sem .

Subject- H.R.M.

Paper- MC-201

February, 2024 1 <sup>st</sup> Week 1 Feb - 3 Feb	H.R.I.S .
4 Feb, 2024	Sunday
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Job Analysis.
11 Feb, 2024	Sunday
3 <sup>rd</sup> Week 12 Feb-17 Feb	Recruitment .
14 Feb, 2024 18 Feb, 2024	Basant Panchmi Sunday
4 <sup>th</sup> Week 19 Feb - 24 Feb	Selection.
25 Feb, 2024	Sunday
5 <sup>th</sup> Week 26 Feb - 29 Feb	Placement and Induction.

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Atreja .

Class- M.Com. 2nd Sem -

Subject- H.R.M.

Paper- M.C -201

March, 2024 1 <sup>st</sup> Week 1 March - 2 March	Promotion, transfer and separation.
3 March, 2024 2 <sup>nd</sup> Week 4 March - 9 March	Sunday Employee Training Executive Development.
8 March, 2024 10 March, 2024 3 <sup>rd</sup> Week 11 March - 16 March	Maha Shivratri Sunday Career Planning and development.
17 March, 2024 4 <sup>th</sup> Week 18 March - 22 March	Sunday Performance and Potential Appraisal.
23 March - 31 March	Holi Break



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher - Anshul Abreja.

Class- M.Com. 2nd sem -

Subject- H.R.M.

Paper- MC-201

April, 2024 1 <sup>st</sup> Week 1 April - 6 April	Empowerment and Quality of Work Life
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April - 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	Compensation Management
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	Incentives Plans and Fringe Benefits
5 <sup>th</sup> Week 29 April - 30 April	Job Satisfaction. Stress Management .
University Examination:-1 May, 2024 Onwards	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA – 4th sem

Subject- Business Statistics

Paper- BBA- 210

<b>January, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Jan - 6 Jan</b>	Business Statistics: Introduction, Scope, Functions, Importance, Limitations
<b>7 Jan, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 Jan - 13 Jan</b>	Distrust of Statistics; Collection of Primary and Secondary data; Types of Statistical Methods
<b>14 Jan, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 Jan – 20 Jan</b>	Data Analysis and Interpretation; Graph: Characteristics, Types, Merits and Demerits
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 Jan - 27 Jan</b>	Measures of Central Tendency: Meaning, Types; Arithmetic Mean
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 Jan – 31 Jan</b>	Geometric Mean; Harmonic Mean; Quadratic Mean; Moving Average; Progressive Average;

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## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA – 4th sem

Subject- Business Statistics

Paper- BBA- 210

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Relation between Mean, Median and mode.
<b>4 Feb, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> 5 Feb - 10 Feb	Measures of Dispersion and Skewness: Absolute and Relative measures of Dispersion range,
<b>11 Feb, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 12 Feb-17 Feb	Quartile deviation, Mean and Standard Deviation; Difference between Skewness and Dispersion,
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 19 Feb - 24 Feb	Empirical relation among various measures of Dispersion, Moments and Kurtosis
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> 26 Feb - 29 Feb	<b>Revision of central tendency</b>

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## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA – 4th sem

Subject- Business Statistics

Paper- BBA- 210

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Revision of Dispersion
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> Sampling: Introduction, Census versus Sample
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Errors in Sampling Types of sampling
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Judging reliability of sample; Index numbers
<b>23 March- 31 March</b>	<b>Holi Break</b>

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(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA – 4th sem

Subject- Business Statistics

Paper- BBA- 210

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Corelation types and methods</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Time Series analysis: Components and Seasonality analysis.
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Regression analysis</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision of Time Series</b>
<b>University Examination:-1 May, 2024 Onwards</b>	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- Mcom – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC- 206

<b>January, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Jan - 6 Jan</b>	Business Statistics: Introduction, Scope, Functions, Importance, Limitations
<b>7 Jan, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 Jan - 13 Jan</b>	Distrust of Statistics; Collection of Primary and Secondary data; Types of Statistical Methods
<b>14 Jan, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 Jan – 20 Jan</b>	Data Analysis and Interpretation; Graph: Characteristics, Types, Merits and Demerits
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 Jan - 27 Jan</b>	Multiple regression and correlation: Linear regression equation, Regression equation in terms of simple correlation; coefficients; Reliability of the estimate;
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 Jan – 31 Jan</b>	Multiple Correlation; Partial Correlation.

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- M.com – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC- 206

<b>February, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Feb – 3 Feb</b>	Theory of Probability: Probability as a concept; approaches to defining probability; addition and multiplication laws of probability; Conditional probability
<b>4 Feb, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>5 Feb - 10 Feb</b>	Bayes Theorem
<b>11 Feb, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>12 Feb-17 Feb</b>	Probability distributions: Probability distribution as a concept; Binomial, Poisson
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>19 Feb - 24 Feb</b>	Normal distributions- their properties and parameters.
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>26 Feb - 29 Feb</b>	<b>Revision of back topics</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- M.com – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC- 206

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Time series meaning
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Adjusting time series data for seasonal variations, Estimation of seasonal variations.
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Time Series Analysis: Components of a time series, Models of time series analysis- additive and multiplicative; Methods of constructing seasonal index;
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Judging reliability of sample; Index numbers
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- M.com – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- MC- 206

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	Types of Index Numbers, Methods of constructing Index numbers, uses of Index numbers
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Time Series analysis: Components and Seasonality analysis.
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Revision of index numbers</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision of Time Series</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA 6th

Subject- Principle of insurance

Paper- BBA-311

<b>January, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Jan - 6 Jan</b>	Insurance-Concept, Nature, Classification-Life & Non-life, Functions
<b>7 Jan, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 Jan - 13 Jan</b>	Functions, Importance and evolution of Insurance. Principles of Insurance.
<b>14 Jan, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 Jan – 20 Jan</b>	Life Insurance –Concept; Public & Pvt. Sector companies in India – their products, schemes & plans; LIC Act 1956-An overview.
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 Jan - 27 Jan</b>	<b>Revision of back topics</b>
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 Jan – 31 Jan</b>	General Insurance – Concept, Types; Public & Pvt. Sector companies in India – their products,schemes & plans.

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA 6th

Subject- Principle of insurance

Paper- BBA-311

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	IRDA Act 1999 – Organization, guidelines for life & Non-life insurance
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Distribution channel in Insurance-Introduction, Individual Agents-Appointment, functions
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Code of conduct and remuneration; Eligibility, functions
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Code of conduct and remuneration of corporate agents and brokers,
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	<b>Revision of back topics</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January – April)

Name of the Teacher – Dr. Shilpa

Class- BBA 6th

Subject- Principle of insurance

Paper- BBA-311

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Revision of back topics
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> Code of conduct and remuneration of corporate agents and brokers, Life Insurance, Documentation in Life insurance contract,
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Claims settlement in Life Insurance,
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Revision of back topics
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Shilpa

Class- BBA 6th

Subject- Principle of insurance

Paper- BBA-311

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	Documentation in General insurance contract
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Claims settlement in General Insurance
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Revision of back topics</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision of LIC</b>
<b>University Examination:-1 May, 2024 Onwards</b>	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Dr. Shilpa

Class- BBA – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- BBA- 201

<b>3<sup>rd</sup> Week</b> <b>15 Feb-17 Feb</b>	Business Statistics: Introduction, Scope, Functions, Importance, Limitations
<b>18 Feb, 2024</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>19 Feb - 24 Feb</b>	Distrust of Statistics; Collection of Primary and Secondary data; Types of Statistical Methods
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>26 Feb - 29 Feb</b>	Data Analysis and Interpretation; Graph: Characteristics, Types, Merits and Demerits

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (February - May)

Name of the Teacher – Dr. Shilpa

Class- BBA – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- BBA- 201

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Measures of Central Tendency: Meaning, Types; Arithmetic Mean
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> Geometric Mean; Harmonic Mean; Quadratic Mean; Moving Average; Progressive Average;
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Relation between Mean, Median and mode.
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Measures of Dispersion and Skewness: Absolute and Relative measures of Dispersion range,
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (February - May)

Name of the Teacher – Dr. Shilpa

Class- BBA – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- BBA- 201

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	Quartile deviation, Mean and Standard Deviation; Difference between Skewness and Dispersion,
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	Empirical relation among various measures of Dispersion, Moments and Kurtosis
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Sampling: Introduction, Census versus Sample
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	Errors in Sampling Types of sampling
<b>28 April, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	Judging reliability of sample; Index numbers

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (February - May)

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Name of the Teacher – Dr. Shilpa

Class- BBA – 2<sup>nd</sup> sem

Subject- Business Statistics

Paper- BBA- 201

<b>May, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 May- 4 May</b>	Types of Index Numbers, Methods of constructing Index numbers, uses of Index numbers
<b>5 May, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 May- 11 May</b>	Time Series analysis: Components and Seasonality analysis.
<b>10 May, 2024</b> <b>12 May, 2024</b>	<b>Parshuram Jayanti</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 May- 18 May</b>	<b>Remaining topics</b>
<b>University Examination:- 20 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject - Business Statistics II

Paper - BC- 402

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Simple Correlation
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Illustrations of Karl Pearson's Co-Efficient of Correlation
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Illustrations of Spearman's Rank correlation
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Concurrent Deviation Method and its Illustrations
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Probable and Standard Errors

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject - Business Statistics II

Paper - BC- 402

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Regression Analysis
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Methods of Calculation of Simple Regression
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Standard Error of Estimate, Probability Concept and Approaches
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Queries of Students
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Addition and Multiplication Laws of Probability and its Illustrations

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject - Business Statistics II

Paper - BC- 402

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Conditional Probability and its Illustrations
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Bayes' Theorem and its Illustrations
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Queries of Students
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Probability Distribution Concept
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject - Business Statistics II

Paper - BC- 402

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Binomial Distribution and its Illustrations</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Poisson Distribution and its Illustrations</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Normal Distribution and its Properties and Parameters</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Human Resource Management

Paper- BC- 603

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Human resource Management
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Human Resource Planning
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Job Analysis
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Recruitment
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Selection

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Human Resource Management

Paper- BC- 603

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Placement and Induction
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Internal Mobility
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Class test
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Promotion Policy and Demotion Policy
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Revision of Recruitment and Selection

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Human Resource Management

Paper- BC- 603

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Training</b>
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> <b>Methods of Training</b>
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> <b>Queries of Students</b>
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> <b>Class Test of Methods of Training</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Human Resource Management

Paper- BC- 603

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Performance Appraisal</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Methods of Performance Appraisal</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Job Description and Job Specification</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Strategic Marketing

Paper- MC-203

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Concept and Hierarchy of Strategies, Strategic Role of Marketing; Strategic Marketing Planning Process
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b> The marketing Plan, Corporate Strategy Decisions- Mission and Vision
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Goals and Objectives
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Corporate Growth Strategies, Resource Allocation
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Business Strategies and Their Marketing Implications

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Strategic Marketing

Paper- MC-203

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Environmental Analysis- Internal Analysis
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	External Analysis
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Market Segmentation, Targeting and Positioning
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Marketing Strategies for New Market Entries
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Class Test

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Strategic Marketing

Paper- MC-203

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Marketing Strategies for Growth Markets
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> Marketing Strategies for Mature Markets
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Marketing Strategies for Declining Markets
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Relationship between Business Strategies and Marketing Mix
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms. Jasmeen

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

Subject- Strategic Marketing

Paper- MC-203

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Class Test</b>
<b>7 April, 2024</b> <b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sunday</b> <b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Marketing Strategy Implementation</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Controlling Marketing Strategies</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 6th sem

Subject- Fundamental of Insurance

Paper- BC- 602

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Introduction of life and general insurance, purpose, need and principles
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Insurance as a social security tool and insurance and economic development
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Principles and practices of life insurance, parties of contract their rights and duties</b>
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	<b>Conditions and terms of policy, effects of non compliance</b>
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	<b>Nomination and assignment related to different issues of life insurance</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 6th sem

Subject- Fundamental of Insurance

Paper- BC-602

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Revision
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Principles and practices of fire insurance contract and fire insurance policy
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Conditions assignment of policy
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Revision and practice
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Claim settlement procedure

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 6th sem

Subject- Fundamental of Insurance

Paper- BC-602

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Marine insurance policy and its conditions
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Premium, double insurance and assignment of policy warranties
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Revision
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Voyage, loss and abandonment, partial loss and particular charges
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Dr. Priyanka Madan

Class- B.Com 6th sem

Subject- Fundamental of Insurance

Paper- BC-602

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> 1 April- 6 April	Measure of indemnity and claim settlement procedure in marine insurance
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-Ul-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 15 April - 20 April	Insurance intermediaries- role of agent and procedure of becoming an agent , cancellation of licence
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 22April - 27 April	Accidental Insurance - policy and claim settlement practice , termination of agent appointment, code of conduct and unfair practice
<b>5<sup>th</sup> Week</b> 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B. Com 4th sem

Subject- Computerized Accounting System

Paper- BC-405

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Introduction of Tally.ERP 9, Licensing Configuration
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Tally Vault password, security control
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Splitting, back up and restore of company data
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Accounting voucher Entry, balance sheet, profit and loss, debit note, credit note
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Stock item, purchase order , rejection out, purchase

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 4th sem

Subject- Computerized Accounting System

Paper- BC- 405

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Sale order, rejection in, delivery note
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Payroll - payroll intro, payroll masters
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Payroll head salary, overtime, Gratuity, advance payroll, Bonus
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Loans, ESI, Provident Fund , Commission , Pension
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Pay roll vouchers

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B. Com 4th sem

Subject- Computerized Accounting System

Paper- BC- 405

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	TDS and TCS
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Tax Liability Calculation - GST
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Revision
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Budgets
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 4th sem

Subject- Computerized Accounting System

Paper- BC-405

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Cost centre</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Revision</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Interest calculation</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Practical practice</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 2nd sem

Subject- Computerized Accounting System

Paper- B23- COM-201

<b>3<sup>rd</sup> Week</b> <b>15 Feb-17 Feb</b>	Computerized Accounting System - concept and Tally Prime Installation of tally prime and licensing configuration
<b>18 Feb, 2024</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>19 Feb - 24 Feb</b>	<b>Shutting and deleting features of company group creation</b> <b>Gateway of tally, Company creation set up features, accounting features</b>
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>26 Feb - 29 Feb</b>	<b>Ledger creation -single and multiple ledgers, altering, deleting and displaying ledgers</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 2nd sem

Subject- Computerized Accounting System

Paper- B23- COM-201

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Accounting vouchers, stock item, god own,
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Purchase and sale order processing
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Profit and loss and balance sheet , tally audit features
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Printing features, Bank Reconciliation statement , debit and credit note
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 2nd sem

Subject- Computerized Accounting System

Paper- B23- COM-201

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> 1 April- 6 April	Payroll in tally, payroll heads- salary, gratitude, PF, ESI
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> 8 April – 13 April	Payroll vouchers, payroll reports
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 15 April - 20 April	TDS and TCS
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 22April - 27 April	Edit log feature of tally, export and import of data
<b>28 April, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> 29 April - 30 April	Interest calculation, budgets and cost centre, Tally vault password , security control in tally prime

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Dr. Priyanka Madan

Class- B.Com 2nd sem

Subject- Computerized Accounting System

Paper- B23- COM-201

<b>May, 2024</b> <b>1<sup>st</sup> Week</b> 1 May- 4 May	backup and restore of data
<b>5 May ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> 6 May- 11 May	Revision and practice
<b>10 May, 2024</b> <b>12 May, 2024</b>	<b>Parshuram Jayanti</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 13 May- 18 May	Revision and practice
<b>University Examination:- 20 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur  
Class- B.com 6 th sem  
Subject- Management of sales force-2  
Paper- BC(Voc)-605

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Sales planning;market analysis
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  Sales forecasting;concept and importance
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  Methods of forecasting sales
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Sales budget;concept,importance,process
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Uses of sales budget

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6 th sem

Subject- Management of sales force-2

Paper- BC(Voc)-605

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Sales territory:meaning,importance and process
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Consideration in allocation of sales territory
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Sales quota:objectives,principles
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Types of sales quotas
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Administration and uses of sales quotas

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6 th sem

Subject- Management of sales force-2

Paper- BC(Voc)-605

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Sales and cost analysis
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> uses of sales and cost analysis
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Methods of sales and cost analysis
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Revision and tests
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6 th sem

Subject- Management of sales force-2

Paper- BC(Voc)-605

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Ethical consideration in sales force management</b>
<b>7 April ,2024</b> <b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sunday</b> <b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-Ul-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Revision of different topics</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>methods of forecasting sales</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 4th sem

Subject- Business law

Paper- BC-403

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Negotiable Act 1881: Scope, features and types
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  Negotiations; Crossing; Dishonour and discharge of negotiable instruments
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  Indian partnership Act,1932
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Nature of firm, duties and rights of partners
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Relations of partners to third parties, liabilities of firm and partners

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 4th sem

Subject- Business law

Paper- BC-403

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Minor,Reconstitution of partnership firm
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Dissolution of a firm and consequences, settlement of accounts
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Registration of firms, effect of non - registration
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	limited liability Partnership Act,2008: Meaning and features of LLP
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Incorporations of LLP

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 4th sem

Subject- Business law

Paper- BC-403

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Partners and the liability of LLP and partners account
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Audit and taxation of LLPs
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Conversation to LLP from firm /private company/unlisted public Company
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Winding up and dissolution of LLP
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 4th sem

Subject- Business law

Paper- BC-403

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Information Technology Act 2000: purpose , digital signature</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Electronic governance,attribution, acknowledgement and dispatch of electronic records</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Certifying digital signature, penalties,other provisions</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>RTI Act,2005 : Important provisions</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6th sem

Subject- Retail Management

Paper- BC-606(i)

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Retailing: concept, characteristics and importance
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  Theories of retailing
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  strategic planning in retailing
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Planning location of retail institution
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Trading area analysis

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6th sem

Subject- Retail Management

Paper- BC-606(i)

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Deciding the most desirable type of location
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Choice of a general location
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Choosing and evaluating a particular site
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Material handling
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Organizational structure in Retail institutions

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6th sem

Subject- Retail Management

Paper- BC-606(i)

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Classifications of retail institutions
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Store based and non store based retail organisations
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Process of setting up a retail organisation
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Store management:blueprinting operations,deciding stores layout
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- B.com 6th sem

Subject- Retail Management

Paper- BC-606(i)

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Energy Management</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Security issues, application of information technology in retailing</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Trends in retailing in India</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>FDI in retail</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- M.com 4th sem

Subject- Service Marketing

Paper- MC-409

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Services Marketing:concept,characteristics and classification
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  Buying process for services, customer expectations of services;
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  Customer perception of services,Marketing mix in services
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Service Quality: concept,Dimensions and models
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Relationship Marketing:Meaning and goals

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- M.com 4th sem

Subject- Service Marketing

Paper- MC-409

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Services Market segmentation and targeting
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Customer Retention strategies, Service development
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Steps in services development, service blueprinting Approaches to service delivery
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Customer feedback and service recovery
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	physical environment of services

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- M.com 4th sem

Subject- Service Marketing

Paper- MC-409

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Communication and promotion of services: main problems
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b>  Objectives, communication mix and strategies
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b>  Pricing of services: characteristics, Approaches and pricing strategies
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b>  Distribution of services: channels, key intermediaries Strategies for effective services delivery
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- M.com 4th sem

Subject- Service Marketing

Paper- MC-409

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Managing service employees: Importance and roles of contact Personnel</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Managing service delivery employees</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Managing customers and strategies for enhancing customer participation</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Customer protection and ethics in services</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur  
Class- BBA 4th sem  
Subject- Principle of Material Management  
Paper- BBA-213

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Material Management:meaning,objectives Nature and scope
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  Organization of material management
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  System Approach to material management: The process of management
<b>17 Jan,2024</b> <b>21 Jan, 2024</b> 4 <sup>th</sup> Week 22 Jan - 27 Jan	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>  The material function, An overview of the system concept
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b>  <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Benefits of integrated system approach

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur  
Class- BBA 4th sem  
Subject- Principle of Material Management  
Paper- BBA-213

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Material Planning: making the material plan work
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	The material cycle, flow control system
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Material Budget
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Purchasing: principles, Procedure and practices
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Fundamentals objectives of purchasing, legal aspects

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Harvinder kaur

Class- BBA 4th sem

Subject- Principle of Material Management

Paper- BBA-213

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Value analysis and value engineering.quality Assurance
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Incoming quality control,Statistical quality control
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Purchasing capital equipment, plant and machinery
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Government purchasing practices and procedures
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Harvinder kaur  
Class- BBA 4th sem  
Subject- Principle of Material Management  
Paper- BBA-213

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Inventory Management and control system</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Stores management and operations , transportation, operations research</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Material Handling, Physical distribution logistics material management information system</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Management Accounting

Paper- BC-601

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Nature and scope of management accounting
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b> Financial Statements
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Analysis and Interpretation of Financial Statements
<b>17 Jan,2024</b> <b>21 Jan, 2024</b> 4 <sup>th</sup> Week 22 Jan - 27 Jan	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b> Ratio Analysis
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b> 5 <sup>th</sup> Week 29 Jan – 31 Jan	<b>Republic Day</b> <b>Sunday</b> Funds Flow Statement

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Management Accounting

Paper- BC-601

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Cash Flow Statement
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Illustrations of Cash Flow Statement
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Management Information System
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Marginal Costing and Break even analysis
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Absorption Costing, Budget & Budgeting

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Management Accounting

Paper- BC-601

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Budgetary Control</b>
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> <b>Fixed and Flexible Budgeting</b>
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> <b>Illustrations of Flexible Budgeting</b>
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> <b>Management Reporting</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Management Accounting

Paper- BC-601

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Revision and doubts clearing</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Cash Budget</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Sales and production budget</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Strategic Management

Paper- MC-418

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Concept of Strategy
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b> Strategic Management Process
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Strategic Framework – Mission, Vision
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b> 4 <sup>th</sup> Week 22 Jan - 27 Jan	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b> Strategic Framework – Goals & Objectives
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b> 5 <sup>th</sup> Week 29 Jan – 31 Jan	<b>Republic Day</b> <b>Sunday</b> Environmental Appraisal

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Strategic Management

Paper- MC-418

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	<b>Organizational Appraisal</b>
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	<b>Strategic Alternatives – Stability, Growth, Diversification &amp; Retrenchment Strategy</b>
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	<b>Internal and External Growth Development Strategy</b>
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	<b>Strategic Choice</b>
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	<b>Strategy Implementation</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Strategic Management

Paper- MC-418

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Behavioural Issues in Implementation</b>
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> <b>Operational Decisions in Implementation</b>
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> <b>Corporate Culture, Values, Ethics, Power and Organizational Change</b>
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> <b>Marketing Plans and Policies</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Strategic Management

Paper- MC-418

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Revision and doubts clearing</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Functional Plans and Policies</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Strategic Evaluation and Control</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

Class- M.COM 2<sup>th</sup> SEM

Subject- Corporate Accounting

Paper- MC-205

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Issue and Forfeiture of Shares
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b> Illustrations of Issue and Forfeiture of Shares
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Valuation of Shares
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Final Accounts of Companies
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Amalgamation, Absorption and External Reconstruction

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

Class- M.COM 2<sup>th</sup> SEM

Subject- Corporate Accounting

Paper- MC-205

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	<b>Internal Reconstruction</b>
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	<b>Human Resources Accounting</b>
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	<b>Lease Accounting</b>
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	<b>Consolidated Financial Statement of Holding and Subsidiary Companies</b>
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	<b>Illustrations of Holding and Subsidiary Companies</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

Class- M.COM 2<sup>th</sup> SEM

Subject- Corporate Accounting

Paper- MC-205

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Practical Questions of Holding and Subsidiary Companies</b>
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> <b>Revision and Doubts Clearing</b>
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> <b>Corporate Financial Reporting</b>
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> <b>Social Reporting</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

Class- M.COM 2<sup>th</sup> SEM

Subject- Corporate Accounting

Paper- MC-205

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Periodic and Environmental Reporting</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Segment Reporting</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Recent Trends in Corporate Reporting and Harmonization in Corporate Reports</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Corporate Accounting II

Paper- BC-401

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Valuation of Goodwill – Meaning, Factors Affecting and Types of Goodwill, Methods of Valuation of Goodwill
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b> Illustrations of Goodwill
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Practice of Questions of Goodwill
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Valuation of Shares – Meaning, Need and Factors Affecting
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Queries of Students

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Corporate Accounting II

Paper- BC-401

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Illustrations of Valuation of Shares- 1 TO 12
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Illustrations of Valuation of Shares- 13 TO 27
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Queries of Students
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Accounts of Holding Companies – Meaning, Types, Advantages and Disadvantages, Consolidated Financial Statements, Benefits and Disadvantages, Accounting Standard
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Preparation of Consolidated Balance Sheet in case of wholly owned subsidiary

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Corporate Accounting II

Paper- BC-401

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	<b>Illustrations of Holding Companies</b>
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	<b>Practice Questions of Holding Companies</b>
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	<b>Liquidation of Companies – Meaning, Method, Liquidator’s Final Statement of Accounts</b>
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	<b>Illustrations of Liquidation of Companies</b>
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – MS. BHARTI

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

Subject- Corporate Accounting II

Paper- BC-401

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Accounts of Banking Companies</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Illustrations of Banking Companies</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Accounts of Insurance Companies</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- M.com 4th semester

Subject- project planning and control

Paper- MC-403

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Identification of Investment Opportunities
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Project ideas generation and screening, project analysis
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Project feasibility study; Project planning, Government Regulatory framework.
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Market and Demand Analysis: Sources of information- primary and secondary
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Demand forecasting and market planning

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- M.com 4th semester

Subject- project planning and control

Paper- MC -403

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Technical Analysis: Materials and inputs; Production technology
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Product mix; Plant location and layout; Selection of plant and equipment;
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Financial Analysis: Cost of project and means of financing
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Major cost components; Planning capital structure; Financing schemes of financial institutions.
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Profitability and Financial Projections: Cost of production

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet kaur

Class- M. Com 4th semester

Subject- project planning and control

Paper- MC -403

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Break-even analysis; Projected balance sheet, profit and loss account and cash flow statement
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Appraisal Criteria and Process: Methods of appraisal under certainty, uncertainty and risk;
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Investment appraisal in practice; Appraisal process of financial institutions;
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Social Cost Benefit Analysis: Meaning and methodology
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Dr. Lovneet Kaur

Class- M.com 4th semester

Subject- project planning and control

Paper- MC-403

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	L&M and UNIDO approach; SCBA in India
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	Project Review/control- Evaluation of project. PERT/CPM.
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	problem of time and cost overrun, Project implementation practices in India.
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- M.com 2nd semester

Subject- financial management and its policy

Paper- Mc-204

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Financial Management: Nature, significance, objectives and scope of financial management,
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	functions of finance executive in an organization, Time value of money
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Financial Planning and forecasting: Need & importance of financial planning;
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	financial planning process, drafting a financial plan;
<b>26 Jan, 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Financial forecasting; meaning, benefits and techniques of financial forecasting

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- M.com 2nd semester

Subject- financial management and its policy

Paper- MC-204

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	techniques of financial forecasting; Sources of finance.
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Cost of Capital: Significance, computation of cost of capital including CAPM
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	problems in computation of cost of capital
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Working Capital Management and Control: Need, Types & determinants
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	assessment of working capital requirements; Management of cash

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- MCom 2nd semester

Subject- financial management and its policy

Paper- MC -204

March, 2024 1 <sup>st</sup> Week 1 March – 2 March	management of marketable securities & receivables, financing of working capital – banking norms.
3 March, 2024	Sunday
2 <sup>nd</sup> Week 4 March - 9 March	Capital Budgeting Decisions: Nature & importance,
8 March ,2024 10 March, 2024	Maha Shivratri Sunday
3 <sup>rd</sup> Week 11 March - 16 March	factors influencing capital expenditure decisions
17 March, 2024	Sunday
4 <sup>th</sup> Week 18 March – 22 March	Evaluation criteria and risk analysis
23 March- 31 March	Holi Break



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Dr. Lovneet Kaur

Class- M.com 2nd semester

Subject- financial management and its policy

Paper- MC-204

April, 2024 1 <sup>st</sup> Week 1 April - 6 April	capital expenditure control.
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	capital budgeting process
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	recent developments in financial management.
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher – Dr. Lovneet Kaur  
Class- BBA 6th semester  
Subject- Entrepreneurship Development  
Paper- BBA-308

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	entrepreneurship development - meaning and importance
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	scope of entrepreneurship development
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	characteristics and qualities of a successful entrepreneur
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	relationship between entrepreneurship development and economic development
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	entrepreneurship and society

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher – Dr. Lovneet Kaur  
Class - BBA 6th semester  
Subject- Entrepreneurship Development  
Paper- BBA -308

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	meaning and nature of New venture Development
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	stages of New venture Development
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	sources of financing entrepreneurship
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	evaluation of role of government agencies in promoting entrepreneurship in India
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	evaluation of role of non government agencies in promoting entrepreneurship in India

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- BBA 6th sem.

Subject- entrepreneurship Development

Paper- BBA -308

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March – 2 March	entrepreneurial strategies
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	entrepreneurial plans
<b>8 March, 2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	future of entrepreneurship in India
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	difference between entrepreneurship development and economic development
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher – Dr. Lovneet Kaur

Class- BBA 6th sem.

Subject- entrepreneurship Development

Paper- BBA -308

April, 2024 1 <sup>st</sup> Week 1 April - 6 April	Revision
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	promotion of Entrepreneurship in India
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	promotion of Entrepreneurship in India
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January-February)

Name of the Teacher - Dr. Lovneet Kaur

Class- B.com 6th semester

Subject- sales promotion and public relations II

Paper- BC (voc) -606

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	developing sales promotion programmes
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	pre-testing of programmes
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	implementing the programmes
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	evaluation of results
<b>26 Jan, 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	marking necessary modifications

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January-February)

Name of the Teacher – Dr. Lovneet Kaur

Class- Bcom 6th semester

Subject- sales promotion and public relations II

Paper- BC (voc)-606

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	meaning and features of PR
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	importance of PR
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	role of PR in marketing
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	similarities of publicity and PR
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	major tools of PR:news, speeches

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January-February)

Name of the Teacher – Dr. Lovneet Kaur

Class- BCom 6th semester vocational

Subject- sales promotion and public relations II

Paper- BC (voc)-606

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March – 2 March	special events and handouts
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	leaflets , audio visual
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	public service activities
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	misc tools
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Dr. Lovneet Kaur  
Class- B.com 6th semester vocational  
Subject- sales promotion and public relations II  
Paper- BC(voc)606

April, 2024 1 <sup>st</sup> Week 1 April - 6 April	ethical aspects of sales promotion and public relations
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	ethical aspects of sales promotion and public relations
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22 April - 27 April	legal aspects of sales promotion and public relations
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

**Name of the Teacher** – Dr. Lovneet Kaur

**Class-** B.Com 2nd semester

**Subject-** Company law

**Paper-** B23-COM-202

<b>3<sup>rd</sup> Week</b> <b>15 Feb-17 Feb</b>	MOA: meaning, clauses Alteration procedure of memorandum of association Doctrine of ultravires.
<b>18 Feb, 2024</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>19 Feb - 24 Feb</b>	Meaning , features, types of company. Article of association : Clauses and alteration.
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>26 Feb - 29 Feb</b>	Conversion of public company into private company Conversion of private company into public company.

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

**Name of the Teacher** – Dr. Lovneet Kaur

**Class-** B.Com 2nd semester

**Subject-** Company law

**Paper-** B23-COM-202

<b>March, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 March –2 March</b>	. Concepts and types of prospectus.
<b>3 March, 2024</b> <b>2<sup>nd</sup> Week</b> <b>4 March - 9 March</b>	<b>Sunday</b> Doctrine of indoor management ,Doctrine of constructive notice
<b>8 March ,2024</b> <b>10 March, 2024</b> <b>3<sup>rd</sup> Week</b> <b>11 March - 16 March</b>	<b>Maha Shivratri</b> <b>Sunday</b> Incorporation of company , pre incorporation contracts
<b>17 March, 2024</b> <b>4<sup>th</sup> Week</b> <b>18 March – 22 March</b>	<b>Sunday</b> Mis-Statement in prospectus and remedies in prospectus
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024 (February - May)

**Name of the Teacher** – Dr. Lovneet Kaur

**Class-** B.Com 2nd semester

**Subject-** Company law

**Paper-** B23-COM-202

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	Liabilities for Misstatement in prospectus
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	legal position of promoters ,legal provisions regarding dividend ,types of dividend, factor affecting dividend decisions
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-Ul-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	winding up of company : reason, modes and procedure , implications of winding up
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	Types , issues and allotment of shares. reduction in share capital
<b>28 April, 2024</b>	<b>Sunday</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

**Name of the Teacher** – Dr. Lovneet Kaur

**Class-** B.Com 2nd semester

**Subject-** Company law

**Paper-** B23-COM-202

<b>May, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 May- 4 May</b>	Board of directors: composition, legal position
<b>5 May, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 May- 11 May</b>	Board of directors :qualification and appointment , power, duties, liabilities and removal
<b>10 May, 2024</b> <b>12 May, 2024</b>	<b>Parshuram Jayanti</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 May- 18 May</b>	<b>revision</b>
<b>University Examination:- 20 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Financial Management

Paper- B.B.A -212

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Meaning ,Nature ,Scope of Financial Management
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Objectives and finance Functions
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Meaning ,Nature and features of Financial Planning
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Financial planning determinants and process
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Investment decisions

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Financial Management

Paper- B.B.A -212

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Capital Budgeting , nature ,significance
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Capital budgeting-process, methods and evaluation
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Cost of capital –concepts and significance
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Computation of cost of capital, weighted average cost of capital
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Capitalization- over and under capitalization

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Financial Management

Paper- B.B.A -212

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Capital structure decisions
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Theories of capital structure
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Theories of capital structure
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Dividend decisions –nature ,concept
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana sharma

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

Subject- Financial Management

Paper- B.B. A -212

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Dividend models</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Working capital-concept ,nature and significance,components</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Sources of finance-short and medium term</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Long term sources of finance</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Human behavior at work

Paper- B.B.A -208

<b>January, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Jan - 6 Jan</b>	Behaviour at work place –meaning ,nature and scope
<b>7 Jan, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 Jan - 13 Jan</b>	Group as a medium of learning, group development process
<b>14 Jan, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 Jan – 20 Jan</b>	Group dynamics in work place
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 Jan - 27 Jan</b>	presentations
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 Jan – 31 Jan</b>	Group cohesiveness

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Human behavior at work

Paper- B.B.A - 208

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Group think, group conformity, group obedience
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Group morale , group performance
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Group decision making
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Group synergy
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	prestations

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – vandana sharma

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

Subject- Human behavior at work

Paper- B.B A 208

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Team building
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Interpersonal influence process
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Social loafing, social facilitation
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Interpersonal communication
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Vandana Sharma

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

Subject- Human behavior at work

Paper- BBA -208

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Interpersonal awareness and feedback process</b>
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Interpersonal trust, career roles</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22April - 27 April</b>	<b>Career identity , competition and cooperation</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Business Law II

Paper- BBA -309

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	Historical development of company law in India Company meaning ,characteristics and nature
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	Types of companies
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Formation ,promotion and incorporation of company
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Memorandum of association
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Article of association

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Business Law II

Paper- BBA- 309

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Prospectus
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Shares and stocks , share capital of company
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Membership in companies , borrowing powers : debentures and charges
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Power ,functions and duties of directors and managing directors
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	presentations

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Business law II

Paper- BBA-309

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Company Meetings and Resolutions
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Meeting procedure
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Requisites of valid meeting
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Presentations
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Vandana Sharma

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

Subject- Business LAW II

Paper- BBA-309

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Prevention of oppression</b>
<b>7 April, 2024</b> <b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sunday</b> <b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-Ul-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Mismanagement</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Winding up of company</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>SEBI Act 1992</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Principles Of Marketing

Paper- B-23-COM-203

<b>3<sup>rd</sup> Week</b> <b>15 Feb-17 Feb</b>	Marketing an Introduction, Marketing concepts
<b>18 Feb, 2024</b>	<b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>19 Feb - 24 Feb</b>	Marketing environment
<b>25 Feb, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>26 Feb - 29 Feb</b>	Marketing Environment

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- principles of Marketing

Paper- B-23-COM-203

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Distribution channel s, publicity and public relation, Product pricing, New product development process
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Retailing, Promotion mix, Advertising
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Marketing middlemen
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Personal selling ,Sales promotion
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Vandana Sharma

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

Subject- Principles of Marketing

Paper- B-23-COM-203

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> 1 April- 6 April	New product development process
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> 8 April – 13 April	Retailing, Promotion mix
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 15 April - 20 April	Advertising, Marketing middlemen
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 22April - 27 April	Personal selling ,Sales promotion
<b>28 April, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> 29 April - 30 April	Direct Marketing

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

**Name of the Teacher** —Vandana Sharma

**Class-** B.COM 2 ND SEM

**Subject-** Principles of Marketing

**Paper-** B-23-COM-203

<b>May, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 May- 4 May</b>	<b>Online Marketing</b>
<b>5 May ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>6 May- 11 May</b>	<b>Customer relationship Marketing,</b>
<b>10 May, 2024</b> <b>12 May, 2024</b>	<b>Parshuram Jayanti</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>13 May- 18 May</b>	<b>Green Marketing, Recent Trends in Marketing</b>
<b>University Examination:- 20 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Advertising

Paper- BC-406(i)

<b>January, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 Jan - 6 Jan</b>	Advertising meaning ,scope and functions
<b>7 Jan, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 Jan - 13 Jan</b>	Promotion mix and advertising, Advertising Process
<b>14 Jan, 2024</b>	<b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 Jan – 20 Jan</b>	Types of Advertising,
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 Jan - 27 Jan</b>	economic and social aspects of advertising
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
<b>5<sup>th</sup> Week</b> <b>29 Jan – 31 Jan</b>	Legal and ethical aspects of advertising

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

Class- B.COM 4th SEM

Subject- Advertising

Paper- BC-406(i)

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Advertising objectives and DAGMAR Approach
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Creative Aspects of Advertising
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Types of Advertising Media
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	presentations
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Media planning and scheduling

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Vandana Sharma

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

Subject- Advertising

Paper- BC-406(i)

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Advertising Agency and its role
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Client Agency and its Relationship
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Presentations
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Advertising Budget
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Vandana Sharma

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

Subject- Advertising

Paper- BC-406(i)

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> <b>1 April- 6 April</b>	<b>Advertising and consumer behaviour</b>
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> <b>15 April - 20 April</b>	<b>Measuring Advertising Effectiveness</b>
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> <b>22 April - 27 April</b>	<b>Communication Process</b>
<b>5<sup>th</sup> Week</b> <b>29 April - 30 April</b>	<b>Revision</b>
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA - I

Subject- Organisational Behaviour

Paper- BBA- 203

3 <sup>rd</sup> Week 15 Feb-17 Feb	Organisational behaviour: Definition,Features,Determinants of OB Concepts of OBProcess of OB,Scope of OB, Approaches of OB
18 Feb, 2024	Sunday
4 <sup>th</sup> Week 19 Feb - 24 Feb	Criticisms of OB Challenges and opportunities of OB
25 Feb, 2024	Sunday
5 <sup>th</sup> Week 26 Feb - 29 Feb	Models of OB Motivation : definition, characteristics, advantages Process, Traditional theories

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA - I

Subject- Organisational Behaviour

Paper- BBA- 203

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Modern Theories Techniques of motivation, problems, principles
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Morale: meaning, definition, features Types, significance Factors affecting morale Differences between motivation and Morales
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Theories of leadership LeadLeadership: meaning ,definition ,characteristics, importance Functions
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Leadership: meaning ,definition ,characteristics, importance Functions, qualities
<b>23 March- 31 March</b>	<b>Holi Break</b>

**KVA DAV College for Women, Karnal**  
**Lesson Plan for the Even Semester, 2024**  
**(February - May)**

Name of the Teacher –Ms.Purnima Kalia  
 Class- BBA - I  
 Subject- Organisational Behaviour  
 Paper- BBA- 203

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> 1 April- 6 April	Leadership as an continuum, management system of likert Managerial grid, Transactional leadership Transformational leadership, charismatic leadership
<b>7 April ,2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> 8 April – 13 April	Group :meaning ,definition ,characteristics, importance, theories. Types ,Forms of group discussion
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 15 April - 20 April	Group dynamics: meaning ,definition ,components ,features ,factors, consequences, proxemics and group dynamics , Types of groups norms
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 22April - 27 April	Team building and development Meaning ,definition ,characteristics of team, Characteristics of an effective team
<b>28 April, 2024</b>	<b>Sunday</b>
<b>5<sup>th</sup> Week</b> 29 April - 30 April	Various types of teams Stages of team development

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(February - May)

Name of the Teacher –Ms.Purnima Kalia

Class- BBA - I

Subject- Organisational Behaviour

Paper- BBA- 203

May, 2024 1 <sup>st</sup> Week 1 May- 4 May	Team building techniques
5 May, 2024	Sunday
2 <sup>nd</sup> Week 6 May- 11 May	Revision
10 May, 2024 12 May, 2024	Parshuram Jayanti Sunday
3 <sup>rd</sup> Week 13 May- 18 May	Revision
<b>University Examination:- 20 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-2(sem-4)

Subject- Macro business environment

Paper- BBA209

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	_____
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  _____
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Macro business environment; meaning, definition , characteristics,Components, needs of study macro business environment.
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Economic reforms :meaning, definition, Features, Components,Advantages, disadvantages , achievements and shortcoming of economic reforms
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Industrial policy: meaning ,importance, industrial policy of 1948-2011

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-2(sem-4)

Subject- Macro business environment

Paper- BBA209

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Foreign capital and foreign investment in India: introduction ,meaning, classification, objectives foreign investment ,advantages, limitations Meaning of foreign collaboration, types of foreign collaboration
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Foreign trade of India: introduction, meaning , features ,main imports and export, Regulation and promotion of foreign trade.
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Regulation of foreign trade: introduction and meaning, objectives, features ,evaluation of foreign trade policy, positive impact ,criticism.
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	MEI introduction ,meaning, need ,components. International economic ,environment stages of business cycle ,foreign investment, international institutions
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	World Bank :establishment ,objective, ,function , leading activities, evaluation Indian, World Bank, criticism



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-2(sem-4)

Subject- Macro business environment

Paper- BBA209

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	World Trade organisation :introduction ,meaning, features  objective, functions organisation structure ,  scope , advantages, disadvantages
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	International monetary funds :meaning ,establishment  ,objectives , features  Advantages, disadvantages
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Monetary policy of India: introduction, meaning, objectives,  techniques, features,  limitations, suggestions, new monetary policy of RBI,
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Fiscal policy of India: introduction, meaning, objectives,  techniques, suggestions of reforms in fiscal policy of India,  Limitations
<b>23 March- 31 March</b>	<b>Holi Break</b>



## Lesson Plan for the Even Semester, 2024 (January - April)

Name of the Teacher –Ms.Purnima Kalia

Class- BBA-2(sem-4)

Subject-Macro business environment

Paper- BBA209

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Technological environment: introduction ,meaning, features, impact of technology, science and technology policy.
7 April ,2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	suggestion of promoting import of technology.
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22April - 27 April	Revision
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA -2(SEM-4)

Subject- Marketing Management

Paper- BBA211

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b> Marketing management: meaning, nature, Scope, Objectives, Concepts of marketing.
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Marketing environment: meaning, definition, Nature, components, Impact of environment on marketing.
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Marketing mix :meaning, definition, nature, elements, factors, importance. Market segmentation: meaning ,definition, objective, Methods, concepts ,advantages ,disadvantages

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA -2(SEM-4)

Subject- Marketing Management

Paper- BBA211

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Marketing information system: components ,importance. Marketing research :meaning, characteristics, classification ,process, importance. Consumer behaviour :meaning, importance of study for marketeers.
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Product: meaning, levels and product mix, New product development .
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	product life cycle, Branding and packaging dicision.
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Pricing: meaning, Procedure for setting a price , Price variation.
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Distribution channel: concept, definition, Characteristics, functions, Types ,factors affecting .

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA -2(SEM-4)

Subject- Marketing Management

Paper- BBA211

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Management of physical distribution :meaning,  Characteristics ,objective, importance,  Components, transportation ,order processing.
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Promotion mix :meaning, definition,  Characteristics, objectives,  Methods, factors affecting,  Advertising: meaning, definition,  Objectives ,function, characteristics ,advantages.
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Advertising media: meaning, definition ,types.  Sales promotion: meaning, definition,  Characteristics ,objectives,  Tools and methods,  Advantages ,disadvantages.
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Personal selling :meaning, definition,  Characteristic ,features, objectives,  Process, advantages ,disadvantages.
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Purnima Kalia

Class- BBA -2(SEM-4)

Subject- Marketing Management

Paper- BBA211

<b>April, 2024</b> <b>1<sup>st</sup> Week</b> 1 April- 6 April	Direct marketing, Public relations. .
<b>7 April, 2024</b>	<b>Sunday</b>
<b>2<sup>nd</sup> Week</b> <b>8 April – 13 April</b>	<b>Sessional Exams</b>
<b>11 April, 2024</b> <b>14 April, 2024</b>	<b>Id-UI-Fitr</b> <b>Sunday</b>
<b>3<sup>rd</sup> Week</b> 15 April - 20 April	Marketing organisation and control
<b>17 April, 2024</b> <b>21 April, 2024</b>	<b>Ram Navmi</b> <b>Sunday</b>
<b>4<sup>th</sup> Week</b> 22April - 27 April	Revision
<b>5<sup>th</sup> Week</b> 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-3(SEM-6)

Subject- Introduction to financial services

Paper- BBA312

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	_____
<b>7 Jan, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 8 Jan - 13 Jan	_____
<b>14 Jan, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 15 Jan – 20 Jan	Financial services, meaning importance of financial services, Types of financial services, Financial services and economic environment Players in financial services
<b>17 Jan,2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Merchant banking, Functions and activities, Issue management, managing new issue, equality issue- right issue,
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Underwriting: functions, Bankers to an issue, book building, Reverse book building.



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-3(SEM-6)

Subject- Introduction to financial services

Paper- BBA312

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Debenture trustees, Portfolio managers, An overview of role of SEBI.
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Security and exchange board of India (SEBI) Introduction ,objective, function ,power, limitations(SEBI)
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Leasing and hire purchase, Concepts and features, Process, types , Advantages, disadvantages
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Hire purchase concept, Types of hire purchase, Advantages, disadvantages
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Factoring: concept, features, Types ,functions , advantages ,disadvantages

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-3(SEM-6)

Subject- Introduction to financial services

Paper- BBA312

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Forfeiting, concepts Features ,need, Advantages ,disadvantages
<b>3 March, 2024</b> 2 <sup>nd</sup> Week 4 March - 9 March	<b>Sunday</b> Mutual funds-structure of mutual funds, Types of mutual funds Advantages of mutual funds Disadvantages of mutual fund
<b>8 March ,2024</b> <b>10 March, 2024</b> 3 <sup>rd</sup> Week 11 March - 16 March	<b>Maha Shivratri</b> <b>Sunday</b> Exchange traded fund-meaning Types of exchange traded fund Advantages disadvantages.
<b>17 March, 2024</b> 4 <sup>th</sup> Week 18 March – 22 March	<b>Sunday</b> Credit rating- meaning, definition, Features, objectives, Types, advantages ,disadvantages,
<b>23 March- 31 March</b>	<b>Holi Break</b>



# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-3(SEM-6)

Subject- Introduction to financial services

Paper- BBA312

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Stock broking , Consumer finance , Credit card
7 April ,2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-UI-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	Revision
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22April - 27 April	Revision
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms Purnima kalia

Class- B.COM -III

Subject- Logistics management

Paper- BBA - 310

<b>January, 2024</b> 1 <sup>st</sup> Week 1 Jan - 6 Jan	_____
<b>7 Jan, 2024</b> 2 <sup>nd</sup> Week 8 Jan - 13 Jan	<b>Sunday</b>  _____
<b>14 Jan, 2024</b> 3 <sup>rd</sup> Week 15 Jan – 20 Jan	<b>Sunday</b>  Introduction to logistics Concept and meaning Objectives and role of logistics
<b>17 Jan, 2024</b> <b>21 Jan, 2024</b>	<b>Shri Guru Gobind Singh Jayanti</b> <b>Sunday</b>
4 <sup>th</sup> Week 22 Jan - 27 Jan	Importance of logistics Changing logistics environment
<b>26 Jan. 2024</b> <b>28 Jan, 2024</b>	<b>Republic Day</b> <b>Sunday</b>
5 <sup>th</sup> Week 29 Jan – 31 Jan	Obstacles in achieving coordination System approach to logistics Logistics cost perspective

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima Kalia

Class- BBA-III

Subject- Logistics management

Paper- BBA-310

<b>February, 2024</b> 1 <sup>st</sup> Week 1 Feb – 3 Feb	Customer service in logistics Concept and principles of logistics Elements of customer service
<b>4 Feb, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 5 Feb - 10 Feb	Strategies and barriers to an effective customer service Trade-off customer service and cost
<b>11 Feb, 2024</b>	<b>Sunday</b>
3 <sup>rd</sup> Week 12 Feb-17 Feb	Supply chain management system Introduction and meaning Nature and objectives of SCM
<b>14 Feb, 2024</b> <b>18 Feb, 2024</b>	<b>Basant Panchmi</b> <b>Sunday</b>
4 <sup>th</sup> Week 19 Feb - 24 Feb	Importance and functions of SCM Business processes in SCM Meaning and definition of physical distribution system
<b>25 Feb, 2024</b>	<b>Sunday</b>
5 <sup>th</sup> Week 26 Feb - 29 Feb	Importance of physical distribution system Supply chain interface with logistics Role of logistics in SCM

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher – Ms.Purnima

Class- BBA-III

Subject- Logistics management

Paper- BBA-310

<b>March, 2024</b> 1 <sup>st</sup> Week 1 March –2 March	Order processing introduction Components of warehousing Importance of warehousing
<b>3 March, 2024</b>	<b>Sunday</b>
2 <sup>nd</sup> Week 4 March - 9 March	Decisions in warehousing Issues and challenges of warehousing
<b>8 March ,2024</b> <b>10 March, 2024</b>	<b>Maha Shivratri</b> <b>Sunday</b>
3 <sup>rd</sup> Week 11 March - 16 March	Inventory in logistics Meaning and definition Motives of holding inventories
<b>17 March, 2024</b>	<b>Sunday</b>
4 <sup>th</sup> Week 18 March – 22 March	Factors determining optimum level of inventory Inventory level decisions in logistics Reorder level Issues in inventory control
<b>23 March- 31 March</b>	<b>Holi Break</b>

# KVA DAV College for Women, Karnal

## Lesson Plan for the Even Semester, 2024

(January - April)

Name of the Teacher –Ms.Purnima kalia

Class- BBA-III

Subject- Logistics management

Paper- BBA-310

April, 2024 1 <sup>st</sup> Week 1 April- 6 April	Role of transportation Importance and types of transportation
7 April, 2024	Sunday
2 <sup>nd</sup> Week 8 April – 13 April	Sessional Exams
11 April, 2024 14 April, 2024	Id-Ul-Fitr Sunday
3 <sup>rd</sup> Week 15 April - 20 April	Logistics packaging Purpose and types of packaging Reasons and methods of package utilisation
17 April, 2024 21 April, 2024	Ram Navmi Sunday
4 <sup>th</sup> Week 22April - 27 April	Revision
5 <sup>th</sup> Week 29 April - 30 April	Revision
<b>University Examination:-1 May, 2024 Onwards</b>	