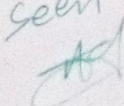


**Lesson Plan ( w.e.f. 16 January 2023 )**

Class: <u>B.Com IV Sem</u>		Subject: <u>Business Statistics II</u>	
<b>Jan-23</b>			
16th to 23rd	Introduction of Index Number - I		
23rd to 28th	Methods of Index Numbers - I		
30th to 31st	Quaries		
<b>Feb-23</b>			
1st to 4th	Index Number - II		
6th to 11th	Various Methods, exercise of Index Numbers		
13th to 18th	Index Numbers II, Exercise, Quaries		
20th to 25th	Index Numbers - II Exercises, Quaries		
27 and 28	Revision of Index Numbers I & II.		
<b>Mar-23</b>			
1st to 4th	Time Series - I		
5th to 12th	Holi Break		
13th to 18th	Time Series - I, Exercise, Quaries		
20th to 25th	Time Series - I + Quaries, Revision		
27th to 31st	Time series - II		
<b>Apr-23</b>			
1st to 8th	Time Series - II, Revision, Intro. Probability		
10th to 15th	Theory of Probability + Exercises, Quaries		
17th to 22nd	Probability Distribution - I, Binomial, Quaries		
24th to 29th	Probability Distribution - II, Poisson Distr		
<b>May-23</b>			
1st to 6th	Prob: Distribution - II, Normal Distribution		
8th to 13th	Prob. Distribution I, II, III, Quaries + Revision		
14th to 16th	Revision		
17th onwards	Examinations		

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**Lesson Plan ( w.e.f. 16 January 2023 )**

Class: <u>B. Com. II Sem</u>		Subject: <u>Business Management</u> (3 days in Week)	
<b>Jan-23</b>			
16th to 23rd	<u>Staffing' Concept, Nature &amp; Scope</u>		
23rd to 28th	<u>Recruitment: Meaning, Sources, Quaries</u>		
30th to 31st	<u>Selection' Meaning, Process, Quaries</u>		
<b>Feb-23</b>			
1st to 4th	<u>Training, Importance, Methods + Quaries</u>		
6th to 11th	<u>Different Methods of Training</u>		
13th to 18th	<u>Introduction of Motivation, Nature.</u>		
20th to 25th	<u>Theories of Motivation, Quaries</u>		
27 and 28	<u>Intro. of Leadership.</u>		
<b>Mar-23</b>			
1st to 4th	<u>Different styles of Leadership.</u>		
5th to 12th	<b>Holi Break</b>		
13th to 18th	<u>Theories of Leadership.</u>		
20th to 25th	<u>Revision of Motivation and Leadership.</u>		
27th to 31st	<u>Communication; Process, Network and Barriers.</u>		
<b>Apr-23</b>			
1st to 8th	<u>Controlling: Concept &amp; Process.</u>		
10th to 15th	<u>Controlling Techniques: Traditional &amp; Modern</u>		
17th to 22nd	<u>Revision + Quaries</u>		
24th to 29th	<u>Management of Change.</u>		
<b>May-23</b>			
1st to 6th	<u>Management of Change</u>		
8th to 13th	<u>Revision</u>		
14th to 16th	<u>Revision</u>		
17th onwards	<b>Examinations</b>		

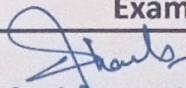
Teacher's Name & Signature: Sharmila  
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
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**Lesson Plan ( w.e.f. 16 January 2023 )**

Class: B.Com. VI Sem      Subject: International Marketing

<b>Jan-23</b>	
16th to 23rd	International Marketing - An Introduction
23rd to 28th	International Marketing Environment
30th to 31st	Foreign Market Selection and Entry modes
<b>Feb-23</b>	
1st to 4th	Product Planning for Int. Marketing
6th to 11th	Intl. Product Life cycle.
13th to 18th	Marketing Research and Information
20th to 25th	Branding, Packaging and Labelling
27 and 28	International Pricing.
<b>Mar-23</b>	
1st to 4th	International Price Quotations and Payment Terms
5th to 12th	<b>Holi Break</b>
13th to 18th	International Distribution: Mgt of Dist. Channels
20th to 25th	Channel Conflict
27th to 31st	Selection and Appointment of Foreign Sales Agent
<b>Apr-23</b>	
1st to 8th	Export procedure and Documentation
10th to 15th	Methods of International Product Promotion
17th to 22nd	Direct Mail, Sales Literature, Trade fairs and Exhibitions
24th to 29th	International Advertising and Media Strategy
<b>May-23</b>	
1st to 6th	Web Marketing
8th to 13th	Revision
14th to 16th	Revision
17th onwards	<b>Examinations</b>

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**Lesson Plan ( w.e.f. 16 January 2023 )**

Class: <u>B.Com. III Sem</u>		Subject: <u>Business Environment</u> (3 days in a week)	
<b>Jan-23</b>			
16th to 23rd	Business Environment - An Introduction		
23rd to 28th	Concepts & Components.		
30th to 31st	Analysis of Bus. Environment		
<b>Feb-23</b>			
1st to 4th	Importance of Bus. Environment		
6th to 11th	SWOT Analysis.		
13th to 18th	Trends in National Income		
20th to 25th	Trends in Saving and Investment		
27 and 28	Trends in Industrial Development		
<b>Mar-23</b>			
1st to 4th	Balance of Trade and Balance of Payments		
5th to 12th	Holi Break		
13th to 18th	Unemployment Problems in India		
20th to 25th	Regional Imbalances		
27th to 31st	Inflation		
<b>Apr-23</b>			
1st to 8th	Parallel Economy + Revision		
10th to 15th	Industrial Sickness. + Revision		
17th to 22nd	Monetary Policy + Revision		
24th to 29th	Fiscal Policy of India + Revision		
<b>May-23</b>			
1st to 6th	Fiscal Policy, Industrial Policy		
8th to 13th	Privatisation of India		
14th to 16th	Revision.		
17th onwards	Examinations		

Teacher's Name & Signature: SHARMILA  
(Asst. Prof of Commerce)

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Lesson Plan ( w.e.f. 16 January 2023 )

Class: B.Com.VI Sem		Subject: Taxation - Law II	
<b>Jan-23</b>			
16th to 23rd	Revision of Deductions u/s 80(c) to 80(u)		
23rd to 28th	Introduction of Total Income of Individual		
30th to 31st	Computation of total Income of Individual.		
<b>Feb-23</b>			
1st to 4th	Computation of Total Income of Individual		
6th to 11th	Tax Liabilities of Individual		
13th to 18th	Computation of Tax Liab. of Individual's		
20th to 25th	Numerical of Tax Liab. of Individual's		
27 and 28	Queries + Revision of Tax Liab.		
<b>Mar-23</b>			
1st to 4th	Assessment of H.U.F + Queries		
5th to 12th	Holi Break		
13th to 18th	Assessment of Firms. + Queries		
20th to 25th	Assessment of A.O.P, B.O.I.		
27th to 31st	Ass. of A.O.P. and B.O.I. + Queries		
<b>Apr-23</b>			
1st to 8th	Income Tax authorities, Queries		
10th to 15th	Preparing and filing Return of Income.		
17th to 22nd	Assessment Procedure, TDS, TCS + Queries		
24th to 29th	Advance Payment of Tax, Appeals and Revision		
<b>May-23</b>			
1st to 6th	Penalties, Offences and Prosecutions, Tax Planning.		
8th to 13th	Revision		
14th to 16th	Revision.		
17th onwards	Examinations		

Teacher's Name & Signature: SHARMILA

Asst. Prof. of Commerce

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