

# Lesson Plan

Session [2021-22]

Name of Teacher: Sharnila

B. Com. II Semester  
Management

March

21/3/22 to 26/3/22

Staffing: Concept, Nature & Scope + Queries

28/3/22 to 31/3/22

Recruitment: Meaning and Sources + Queries

April

1/4/22 to 2/4/22

Selection: Meaning and Process + Queries

4/4/22 to 9/4/22

Training: Importance, Methods + Queries

11/4/22 to 16/4/22

Motivation: Nature and Theories + Queries

18/4/22 to 23/4/22

Leadership: Styles & Theories + Queries

25/4/22 to 30/4/22

Communication: Process, Network + Queries  
and Barriers.

May

2/5/22 to 7/5/22

Controlling: Concept & Process + Queries

9/5/22 to 14/5/22

Control Technique: Traditional  
& Modern + Queries

16/5/22 to 21/5/22

Management of Change + Queries

23/5/22 to 28/5/22

Revision of Unit I + Queries

30, 31.

Revision

June

1/6/22 to 4/6/22

Revision of Unit II + Queries

6/6/22 to 11/6/22

Revision of Unit III + Queries

13/6/22 to 18/6/22

Revision of Unit IV + Queries

20/6/22 to 25/6/22

Revision

27/6/22 to 30/6/22

Revision.

Sharnila

# Lesson Plan

Session [2021-22]

Name of Teacher: Sharnila

Marketing  
Management  
B.Com IV Sem

March

21/3/22 to 26/3/22

Marketing: An Introduction

28/3/22 to 31/3/22

Marketing Concept.

April

1/4/22 to 2/4/22 Marketing Segmentation

4/4/22 to 9/4/22 Consumer Behaviour

11/4/22 to 16/4/22 Product Planning and Development

18/4/22 to 23/4/22 Development of New Product, Product Life Cycle

25/4/22 to 30/4/22 Branding, Product Pricing.

May

2/5/22 to 7/5/22 Advertising, Advertising Media

9/5/22 to 14/5/22 Evaluation of Ad. Effectiveness

16/5/22 to 21/5/22 Sales Promotion

23/5/22 to 28/5/22 Publicity and Public Relations.

30, 31.

Revision + Queries

June

1/6/22 to 4/6/22

Revision + Queries

6/6/22 to 11/6/22

Revision + Queries

13/6/22 to 18/6/22

Revision + Queries

20/6/22 to 25/6/22

Revision + Queries.

27/6/22 to 30/6/22

Revision

Sharnila

Session 2021-2022

## LESSON PLAN /

March

Name of Teacher : Sharmila

B.Gm VII Stk.  
Income Tax

21/3 to 26/3

Computation of Total Income of Individual

28/3 to 31/3

computation of Total Income of Individual  
+ Queries

April.

1/4/22 to 2/4/22

Computation of Tax Liability of Individual

4/4/22 to 9/4/22

Computation of Tax Liability of Individual  
+ Queries

11/4/22 to 16/4/22

Computation of Tax Liab. + Queries + Revision  
+ Queries

18/4/22 to 23/4/22

Assessment of H.U.F, Assessment of Firms  
+ Queries

25/4/22 to 30/4/22

Ass. of Firm, A.O.P., B.O.I + Queries

May

2/5/22 to

7/5/22

Assessment of A.O.P., B.O.I + Queries

9/5/22 to

14/5/22

Income Tax Authorities, Preparing and Filing  
of Return of Income

16/5/22 to

21/5/22

Assessment Procedure, TDS, TCS + Queries

23/5/22 to

28/5/22

Advance Payment of Tax, Appeals & Revision

29, 30, 31

Penalties + Queries

June

1/6/22 to 4/6/22

Offence and Prosecution, Tax Planning.

6/6/22 to

11/6/22

Revision

13/6/22 to

18/6/22

Revision

20/6/22 to

25/6/22

Revision

27/6/22 to

30/6/22

Revision.

Sharmila

Session [2021-22]

# Lesson Plan

Bus. Statistics

Name of Teacher: Sharnika

B.Com. IV Sem.

March

21/3/22 to 26/3/22

Introduction of Index Number I

28/3/22 to 31/3/22

Time Series - Index Numbers - I

April

1/4/22 to 2/4/22

Numericals of Index Numbers I

4/4/22 to 9/4/22

Index Numbers - II Time Series - I

11/4/22 to 16/4/22

Time Series - I + Revision + Query

18/4/22 to 23/4/22

Time Series - II + Revision + Query

25/4/22 to 30/4/22

Theory of Probability - I + Revision + Query

May

2/5/22 to 7/5/22

Theory of Probability II + Numericals + Revision

9/5/22 to 14/5/22

Probability Distribution - I, Binomial  
R. + Q.

16/5/22 to 21/5/22

Probability Distribution - II, Poisson Dist.  
R. + Q.

23/5/22 to 28/5/22

Prob. Dist. - III : Normal Distribution  
+ Revision + Query

30, 31.

June

1/6/22 to 4/6/22

Prob. Distribution : Normal Distribution

6/6/22 to 11/6/22

Revision of Index Numbers, Time Series

13/6/22 to 18/6/22

Revision of Probability, Prob. Distribution

20/6/22 to 25/6/22

Revision

27/6/22 to 30/6/22

Revision.

*Sharnika*