Name: Ms.Neha
Subject: Commerce
Lesson Plan:2018-21

Week	Date	M.com. Il Sem.	M.com. Il Sem.	M.Com. IV Sem.	M.Com. IV Sem.
		(Financial Mgt.and	(Human Resource	(Sales Management)	(Security Market
1		Policy) Introduction	Management) Introduction	Introduction	Operations) Introduction
	1-Jan-18				
		Financial Management	HRM: concept and Importance	Sales Management: Concept and	Security Market: concept
	2-Jan-18		importance	objectives	concept
	3-Jan-18	To be continue	Scope of HRM	Functions of sales management	Primary Market: Role
	4-Jan-18	To be continue	Objectives of HRM	Integrated sales and marketing management	Functions Of Primary Market
	5-Jan-18	To be continue	Functions of HRM	To be continued	Methods of selling securities in PMkt.
		Functions of finance	Oral test	Oral test of sales	To be continued
		executive in an		management	
	6-Jan-18	organization	S ₁	 Inday	
	7-Jan-18		30	inuay	
2		Time value of money: concept and	HRM in dynamic environment	Personal Selling	Oral test of Primary Market
	8-Jan-18	techniques			
	9-Jan-18	Annuity and its practical problems	Building up skill for effective HR manager	Concept and classifications of sales jobs	New Financial Instruments
	10-Jan-18	Present value and its practical problems	Evolution of HRM	To be continued	To be continued
	11-Jan-18	Practical applicability	To be continued	Buyer seller dyads	SEBI guidelines for public issues
		Recent Development	Growth and	Personal Selling	To be continued
	12-Jan-18	in financial management	Challenges in India	Process	
	13-Jan-18	To be continued	Test	Feedback	To be continued
	14-Jan-18		Su	ınday	
3	15-Jan-18	To be continued	International HRM	Theories of selling	TEST
	16-Jan-18	To be continued	To be continued	Test	Secondary Market: concept
		Capital asset pricing model	To be continued	Sales Planning: concept and	Stock exchanges in India
	17-Jan-18	To be continued	Human Resource	importance Approaches of Sales	Organisation of stock
	18-Jan-18	To be continued	information system	Planning	exchanges
	19-Jan-18	Feedback	To be continued	Process of Sales Planning	Growth of stock exchange
	20-Jan-18	Oral test	Feedback of weekly topics	Oral test	Review and feedback
	21-Jan-18			ınday	1
4	ZI-JdII-18		Vasant	Panchami	
	22-Jan-18		I	T	
	23-Jan-18	Test of Financial Management	GD	Disscussion regarding assignment and presentation	Assignment and Presentation topic distribution
			Sir Chhoti	ı Ram Jayanti	
	24-Jan-18	Presentation topics	Test	Motivational Lecture	Test of Security Market
	25-Jan-18	discussion		ouradonal Ecoluic	. cot of occurry warket
	26 1== 40		Repu	ıblic Day	
	26-Jan-18	GD	Presentation topics	GD	Motivational lecture
	27-Jan-18		discussion		

	28-Jan-18	Sunday				
5		Financial Planning:	Human Resource	Sales Forcasting	Trading in stock Mkt.	
		meaning and basic	Policy			
	29-Jan-18	concepts				
		Need and Importance	To be continued	To be continued	To be Continued	
	30-Jan-18	of financial planning				
		Financial Planning	Oral Test of HR Policy	Sales Budget	Presentation	
	31-Jan-18	Process	and HRIS		(1 to 5)	

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Week	Date	M.com. Il Sem. (Financial Mgt.and	M.com. IInd Sem. (Human Resource	M.Com. IV Sem. (Sales Management)	M.Com. IV Sem. (Security Market			
		Policy) Financial	Management) Human Resource	To be continued	Operations) Trading Mechanism			
		Forecasting:meaning	Planning	To be continued	Trading Meenanism			
	1-Feb-18	and benefits						
	2-Feb-18	Techniques of financial forcasting	To be continued	Oral Test	Online Trading			
	3-Feb-18	Feedback of FP & FF	To be continued	Presentation (1 to 5)	Screen Based Trading			
	4-Feb-18		Si	unday				
	1100 10	Source of finance:	Oral test of HR	Sales Organisation:	Oral Test			
6	5-Feb-18	Ownership securities	Planning	Concept and purpose				
		Creditorship	Presentation	Principles of setting up	National Stock Exchange			
	6-Feb-18	securities	(1 to 5)	a sales organisation	Role and organisation			
	7-Feb-18	Internal Financing	Job Analysis	Process of setting up a sales organisation	Management			
	8-Feb-18	Loan Financing	To be continued	Sales Organisation Structures	Listing Procedure			
		Innovative Sources	To be continued	Feedback	Accounting Records and			
	9-Feb-18	of financing			Nature of transactions			
			Maharshi Dayana	and Saraswati Jayanti				
	10-Feb-18		C.					
	11-Feb-18		51	unday				
7	11-LED-10	Test of source of	Motivational Lecture	Assignment	Settlement of Trade			
•		finance	Triotivational Ecotare	submission and oral	Section end of made			
	12-Feb-18			test				
		Maha Shivratri						
	13-Feb-18							
		Assignment	Discussion about	Field sales	Test of NSE			
	14-Feb-18	Submission and test distribution	assignment topics	organisation				
	14-160-10	Presentation	Job Description	Determining size of	Bombay Stock Exchange			
	15-Feb-18	(1 to 5)	300 Description	sales force	Role and organisation			
		Motivational	Job Specification	Need and Procedure	Management			
		Lecture		for setting up sales				
	16-Feb-18			torritories				
	17-Feb-18	Presentation (6 to 10)	Job Design	Time management	Listing Procedure of BSE			
	18-Feb-18		Si	unday				
8		Cost of capital:	Oral test of Job	Routing	Accounting records for			
	19-Feb-18	meaning and basic concept	Analysis		buying and selling transactions			
	20-Feb-18	Computation of cost of capital	Recruitment concept and Process	Presentation (6 to 10)	Nature of trade			
		To be continue	Sources and Methods	Sales Quotas : Purpose	Settlement of trades			
	21-Feb-18			And types				
	22-Feb-18	To be continue	Challenges and Recent trends	Administration of sales quota	Feedback			
	23-Feb-18	To be continue	Feedback	Test	Oral Test of BSE			
		Class test of cost of	Presentation	Presentation	Presentation			
	24-Feb-18	capital	(6 to 10)	(11 to 15)	(6 to 10)			
			Sunday					

9		Presentstion	Selection	Sales Force	Share Price Indices:		
		(11 to 15)		Management:	Need and Importance		
	26-Feb-18			Recuitment			
		GD	To be continued	To be continued	To be continued		
	27-Feb-18						
		Holiday					
	28-Feb-18						

Week	Date	M.com. Il Sem. (Financial Mgt.and	M.com. IInd Sem. (Human Resource	M.Com. IV Sem. (Sales Management)	M.Com. IV Sem. (Security Market			
		Policy)	Management)	vidas Rirthday	Operations)			
	1-Mar-18	Guru Ravidas Birthday						
	2-Mar-18			Holi				
	3-Mar-18		F	loliday				
			S	Sunday				
LO	4-Mar-18	Working Capital	Placement	Selection	Assignment Submission			
	5-Mar-18	Management:Need and Type	rideement	Sciention	and oral test of stock price indices			
	6-Mar-18	Determinent and assessment of working capital requirement	Induction	Training	Comiling of Index Numbers and Interpretation			
	7-Mar-18	To be continue	Promotion	Compensation	Presentation			
	8-Mar-18	Management of marketable securities	Demotion	Motivating and leading the sales force	(11 to 15) Depository:Role and Need			
	9-Mar-18	Managament of cash	Transfer	To be continued	National Securities Depository Ltd.(NSDL)			
	10-Mar-18	Feedback	Sepration	feedback	To be continued			
			S	Gunday				
.1	11-Mar-18	Management of	Test of last week	Sales Meeting and	The Depository Act 199			
_	12-Mar-18	receivables	topics	contests	2 op conton y 1 not 200			
	13-Mar-18	To be continue	Employees Training:concept and steps in training plan	To be continued	To be continued			
		To be continue	Designing Training Programme	Test	SEBI(Custodian &Securities) Regulation			
	14-Mar-18	Feedback	Oral test of training	Presentation (46.1 + 20)	To be continued			
	15-Mar-18	Presentation	Executive	(16 to 20) Presentation	Test			
	16-Mar-18	(16 to 20)	Development	(21 to 25)	Test			
	17-Mar-18	Motivational lecture	To be continued	GD	GD			
	10 Mor 10		S	Sunday				
L2	18-Mar-18	Test of Working	Career Planning and	Control Process:	Derivative Trading:			
	19-Mar-18	Capital Management	Development	Analysis of sales,cost and profitability	concept and types			
	20-Mar-18	Presentation (21to25)	To be continued	To be continued	Future & options			
	21-Mar-18	Presentation (26 to 30)	GD	Management of sales expenses	To be continued			
	22-Mar-18	G D	Oral test of career Planning	Sales record and reporting system	Feedback			
	23-Mar-18		Shaheedi Diwas of Bhag	gat Singh, Rajguru & Sukh	dev			
	24-Mar-18	Test distribution	Presentstion (11 to 15)	Oral test and submission of	Presentation (16 to 20)			
	24-ividi-10		Sunday/	assignment Ram Navami	<u> </u>			
	25-Mar-18							

		Capital budgeting	Performance and	Presentation	Methods of trading
26-N	Mar-18		Potential Appraisal	(26 to 30)	
		To be continue	To be continue	Presentation	Valuation of options
27-N	Mar-18			(31 to 35)	
		To be continue	To be continue	Presentation	To be continued
28-N	Mar-18			(36 to 40)	
			Mal	navir Jayanti	
29-1	Mar-18				
		To be continue	Presentation	Presentation	Test
30-N	Mar-18		(16 to 20)	41 and absentees	
	•	To be continue	Empowerment	GD	Presentation
31-N	Mar-18				(21 to 25)

1-Apr-18 2-Apr-18 3-Apr-18 4-Apr-18	M.com. Il Sem. (Financial Mgt.and Policy) Test Presentation(31 to 34)	Presentation (21to25)	M.Com. IV Sem. (Sales Management) unday Evaluating sales-force	M.Com. IV Sem. (Security Market Operations)						
2-Apr-18 3-Apr-18	Policy) Test Presentation(31 to 34)	Management) S Presentation (21to25)	unday Evaluating sales-force	'						
2-Apr-18 3-Apr-18	Presentation(31 to 34)	Presentation (21to25)	Evaluating sales-force							
2-Apr-18 3-Apr-18	Presentation(31 to 34)		_							
3-Apr-18	Presentation(31 to 34)									
	34)	O die cie	performance	Presentation (26 to 30)						
4-Apr-18		Quality of life	To be continued	Raising Funds From International Mkts						
	Presentation (35 to 37)	Compensation-nature and significance	To be continued	FIIS						
5-Apr-18	Presentation of absentees	Incentives plans	Oral test	Euro issues- ADRs, GDRS						
6-Apr-18	Discussion of problems	Fringe benefits	Motivational lecture	FDI						
7-Apr-18	Discussion of problems	Test	GD	Presentation (31 to 35)						
•		S	unday							
8-Apr-18										
9-Apr-18	Evaluation criteria and risk analysis	Presentation (26 to 30)	Ethical issues in sales management	SEBI Guidelines about IM						
10-Apr-18	To be continued	Job Satisfaction	To be continued	SEBI Guidelines						
	Feedback	To be continued	To be continued	Feedback						
	Guidance Lecture	Feedback	Oral test	Presentation (36 to 40)						
	GD	Presentation(31 to 35)	Problem disscussion	GD						
	Dr Ambedkar Jayanti / Vaisakhi									
	Sunday									
15-Apr-18	Capital expenditure									
16-Apr-18	control	Management	Disseassion For Viva	41 & absentees						
	To be continued	To be continued	Problem disscussion	Motivational lecture						
17-Apr-10		Parashu	 rama Javanti							
18-Apr-18			. /							
-	Feedback	Presentation (36 to 37) and absentees	Revision	Test of raising funds						
	Revision	Discussion about viva voic and case study	To be continued	Discussion about viva voic and case study						
	To be continued	Motivational lecture	To be continued	Problem discussion and test distribution						
pi 10		S	unday	1						
22-Apr-18				Ta						
23-Apr-18				Revision						
24-Apr-18	To be continued	Revision	To be continued	To be continued						
,	To be continued	To be continued	To be continued	To be continued						
	7-Apr-18 8-Apr-18 9-Apr-18 10-Apr-18 11-Apr-18 12-Apr-18 13-Apr-18 15-Apr-18 16-Apr-18 17-Apr-18 19-Apr-18 20-Apr-18 21-Apr-18 22-Apr-18	Discussion of problems 8-Apr-18 8-Apr-18 Evaluation criteria and risk analysis To be continued 10-Apr-18 Feedback 11-Apr-18 GD 13-Apr-18 Capital expenditure control To be continued 17-Apr-18 18-Apr-18 Feedback 19-Apr-18 Revision 20-Apr-18 To be continued 21-Apr-18 To be continued 21-Apr-18 To be continued 23-Apr-18 To be continued 24-Apr-18 To be continued	Discussion of problems 8-Apr-18 Evaluation criteria and risk analysis 30) To be continued Job Satisfaction 10-Apr-18 Feedback 11-Apr-18 Guidance Lecture Feedback 12-Apr-18 GD Presentation (31 to 35) Dr Ambedkar 14-Apr-18 S15-Apr-18 Capital expenditure control To be continued 17-Apr-18 Feedback Presentation (31 to 35) Presentation (31 to 35) Dr Ambedkar 14-Apr-18 S15-Apr-18 Feedback Presentation (36 to 37) and absentees Parashu 18-Apr-18 Revision Discussion about viva voic and case study To be continued Problem Discussion 22-Apr-18 To be continued Problem Discussion 23-Apr-18 To be continued To be continued To be continued To be continued Problem Discussion 24-Apr-18 To be continued To be continued To be continued	Discussion of problems Presentation (26 to and problems Test						

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	To be continued	To be continued	To be continued	To be continued
26-Apr-18				
-	To be continued	To be continued	To be continued	To be continued
	To be continued	To be continued	To be continued	To be continued
27-Apr-18				
· · · · · · · · · · · · · · · · · · ·	To be a self and	To be seen the seed	Table of the state of	To be excellented
	To be continued	To be continued	To be continued	To be continued
20 Apr 10				
28-Apr-18				

Name: Ms.Pallavi Subject: Commerce Lesson Plan: 2018-21

Week	Date	M.Com II Sem (Business Statistics)	M.Com IV Sem (Service Marketing)	M.Com II Sem (International Business Environment)	M.Com IV Sem (Portfolio Management)
1	1-Jan-18	Introduction to subject	Introduction to subject	Introduction to subject	Introduction to the subject
	2 7 10	Probability: intro with basic concepts	Service Marketing: Concept, Characteristics and	Nature, Importance &scope of IBE	Concept of Portfolio Management, elements
	2-Jan-18	Defining probability	Classification Buying process for	Framework for	Process of Portfolio
	3-Jan-18	and its importance Rule of counting	Customer expectations for services	analysis Multiplicity of legal environment	Management Portfolio construction, capital market
	4-Jan-18	Addition theorem for mutually exclusive	Marketing mix in services	Multinational Corporations	instruments Money market instruments, financial
	5-Jan-18	Addition theorem for non-mutual exclusive	Discussion on marketing mix	Oral Test of framework	Approaches in portfolio construction :
	6-Jan-18	events	Sur	 nday	introduction
2	7-Jan-18	Multiplication	Service Quality:	Benefits and	Oral test of financial
2	8-Jan-18	theorem: probability for independent events	Concept and dimensions	drawbacks of MNC's	instruments
	9-Jan-18	Multiplication theorem: dependent events	Service Quality: models	Technological Environment	Traditional approach: determination of objectives of investors
	10-Jan-18	Combined use of addition & multiplication theorem	Test of buying process of services	Hurdles in Technological Development	Selection of security according to investors' choice
	11-Jan-18	Bernouli's theorem: use and mathematical expectation	Relationship Marketing: Meaning and goals	Transfer of technology	Risk and return analysis
	12-Jan-18	Bayes theorem	Service Market Segmentation	Status in India and incentives by govt.	Distribution of presentations to students
	13-Jan-18	Clearing doubts and Revision of chapter	Distribution of presentation topics	Technical Policy in India	allotment of assignment topic To students
	13-Jan-18		Sur	l nday	
3	15-Jan-18	Intro to probability distribution	Service market targeting	Foreign investments & collaborations	Diversification :forms of diversification
	16-Jan-18	probability distribution: types & uses	Customer retention strategies: meaning and strategies	Types of foreign capital	Principles of diversification and problems of diversification
	17-Jan-18	Binomial distribution: intro, conditions & properties	Oral discussion of service market segments	Current foreign investment policy	Modern portfolio theory: introduction, explaining the theory
	18-Jan-18	Binomial distribution: application (1)	Service development: meaning and concept	Assignment on FDI	Traditional VS. Modern portfolio analysis
	19-Jan-18	Binomial distribution: application (2)	Steps in service development	Foreign Collaborations & govt. policy	Return on portfolio with relation to risk
	20-Jan-18	Fitting of binomial distribution	allocation of assignment topics roll no wise	Test of technological environment	Submission of assignment with oral exam
	21-Jan-18		Sur	nday	
4	22-Jan-18		VasantP	anchami	
	23-Jan-18	Poisson distribution: intro, uses	Discussion on service development	IMF: Introduction	Presentation of 1-5 students
	24-Jan-18		Sir Chhotu	Ram Jayanti	
	25-Jan-18	Poisson distribution: application (1)	Presentation of 1-5 students on case study	Historical Perspective & need for a new	Presentation of 5-10 students

			of services of hotel industry	system	
	26-Jan-18			lic Day	
	27-Jan-18	Poisson distribution: application (2)	Submission of assignment	Assignment submit & oral exam	Test of traditional theory
	28-Jan-18	application (2)	· · · ·	nday	theory
5	29-Jan-18	Poisson distribution: fitting Normal distribution: intro	Test of relationship marketing Service blueprinting: meaning and methods	Nature, Function & objectives of IMF Organization, structure of IMF	Risk on portfolio :explanation Diversification of investments : different assets, instruments,
	30-Jan-18 31-Jan-18	Normal distribution: conditions to apply	Approaches to service delivery	Gold tranche & SDRs	industries, companies Markowitz model: assumptions, parameters
	1-Feb-18	Normal distribution: application (1)	Customers feedback and service recovery	Achievement & shortcomings	Effects of combining securities
	2-Feb-18	Normal distribution: application (2)	Physical environment of services	India & IMF	Interactive risk through covariance : practical implications
	3-Feb-18	Normal distribution: fitting	Oral test of service blueprinting	Test of IMF	Practical practice
6	4-Feb-18 5-Feb-18	Doubt clearing of probability	Communication and promotion of services	GATT: Introduction	Doubt clearing class
	6-Feb-18	Relationship between binomial, poisson and normal probability distribution	main problems	Evaluation& conversion	Coefficient of Correlation: theoretical portion
	7-Feb-18	Index numbers: intro, properties	Communication mix and strategies	Structure, functions and provisions of WTO	Coefficient of Correlation: practical implications
	8-Feb-18	Index numbers: types & problems in construction	Presentation of 6-10 students on case study of services of banking	Uruguray round agreements	Coefficient of Correlation: practical practice
		Topics of assignment given to students and queries on probability	industry Discussion on topic	Assignment on GATT	Doubt clearing class
	9-Feb-18	taken	MaharshiDayanan	 dSaraswatiJayanti	
	10-Feb-18				
7	11-Feb-18	Test of probability	Allocation of	Overview of GATT &	Distribution of
	12-Feb-18	-	assignment topics	WTO	assignment topics
	13-Feb-18	Ladar 1		hivratri Submission of	Took of and
	14 5 1 10	Index numbers: methods – laspeyre,	Pricing of strategies: meaning and concept,	Submission of assignments with oral	Test of covariance and coefficient of
	14-Feb-18	Index numbers:	characteristics Pricing of strategies:	exam Helping least	Correlation Discussion on
	15-Feb-18	methods- dorbish, marshall, kelly	approaches	developed countries	Markowitz model
	16-Feb-18	Practical practice &assisgnment submission	Pricing of strategies: pricing strategies	TRIPS, TRIMS & anti-dumping measures	Presentation of 10-15 students
	17-Feb-18	Index numbers: Weighted average price relative method	Submission of assignments with oral exam	Ministerial conferences	Submission of assignment
0	18-Feb-18			iday	F.CC
8	19-Feb-18	Quantity index numbers: intro	Test of pricing strategies	World bank: intro	Effect of holding two securities
	20-Feb-18	Quantity index numbers: weighted aggregate method (1)	Distribution of services: concept intro	Lending operations of bank	Change in portfolio proportions
	21-Feb-18	Quantity index numbers: weighted aggregate method (2)	Distribution of services: channels, key determinants	Structure of world bank	Concept of dominance
		Relative method & practical practice	Distribution of services: strategies for effective service	World bank & IMF	Risk – return in a third security: practical implications
	22-Feb-18		delivery		1

	23-Feb-18	Value index numbers	Presentation of 11-15 students on case study on services of insurance industry	Advisory functions and critical evaluation	Markowitz efficient frontier with diagrams
	24-Feb-18	Time reversal test	Oral exam of students on distribution of services	Discussion on WB	Presentation of 15-20 students
	25-Feb-18		Sur	nday	
9	26-Feb-18	Factor reversal test	Test on pricing strategies of services	Test of WTO	Sharpest single index model
	27-Feb-18	Circular test	Assigning some case studies as practical knowledge to students on particular companies	Discussion of IMF, WTO & WB	Characteristic lines
	28-Feb-18		*	iday	1

	1-Mar-18		Guru Ravi	das Birthday			
	2-Mar-18	Holi Holiday					
1	2-Mar-18 3-Mar-18						
				nday			
10	4-Mar-18	Practical problems	Presentation by 16-20	UNCTAD: Intro and	Proportion of		
10		Tractical problems	students on case study	reasons of	investments, market		
1			on services by	establishment	risk		
Ì	5-Mar-18		transport industry				
		Test of index	Collection of case	Major	Non market risk and		
		numbers	studies with discussion of their knowledge on	recommendations, GATT & UNCTAD	return, portfolio characteristic line		
	6-Mar-18		respective companies	GATT & UNCTAD	characteristic line		
	0 14141 10	Index number II-	Managing service	Stages of birth and	Risk – return practical		
		intro	employees:	functions	implications		
			introduction of				
	7-Mar-18	C1 : 1 : 1	concept and features	C C	D d 1 d		
		Chain base index numbers, base	Managing service employees: importance	Conferences of UNCTAD	Practical practice		
Ì		conversion &	employees. Importance	UNCIAD			
	8-Mar-18	shifting					
		Splicing, deflating	Managing service	Appraisal of	Doubt clearing class		
	0.34 10		employees: role of	UNCTAD &			
	9-Mar-18	Consumer price	contact personnel Managing service	UNCTAD report Test of UNCTAD	Presentation of 20-25		
		index numbers	delivery employees:	Test of UNCTAD	students		
		maca numbers	case study on services		Students		
			of dominoz delivery				
	10-Mar-18		employees				
	11-Mar-18		T.	nday	1		
11		Doubt clearing class	Presentation by 21-25 students on case study	Presentation of student on IMF	Capital Market Theory : introduction and		
			on services by	OII IIVII	assumptions		
			financial institutions		assumptions		
	12-Mar-18		(banks)				
	10.15 10	Test of index number	Test on managing	Feedback of students	Explanation of theory		
	13-Mar-18	M-14:-1 1-4:	service employees	& queries	with diagrams		
		Multiple correlation: intro	Managing customers: meaning and	International trade agreements	Capital asset pricing model: introduction		
	14-Mar-18	intro	importance	agreements	and explanation		
		Practical practice	Strategies for	Generalized system of	Capital Market Line		
			enhancing customer	preference	and Security Market		
	15 16 10		participation: meaning		Line		
	15-Mar-18	Partial correlation:	and introduction Strategies for	Objectives and	Asset Pricing		
		intro	enhancing customer	working of GSP	Implications of		
			participation:	0.1 0.2.1	CAPM, limitations of		
	16-Mar-18		strategies		CAPM		
	15.15. 10	Practical practice	Discussion on	Growth of GSP	Presentation of 26-30		
	17-Mar-18		managing customers	ndov	students		
	18-Mar-18		Su	nday			
12		Doubt clearing class	Test on managing	Effects of trade	Test of CAPM		
	10.34 10		customers and	preferences			
	19-Mar-18		strategies				

		Previous knowledge	Presentation by 26-30	Test of UNCTAD &	Risk free rate of			
		check of regression	students on case study	IMF	lending, Arbitrage			
		analysis	on services by non-	IIVII	pricing theory with			
		anarysis	banking financial		example			
	20-Mar-18		institutions		example			
	20-14141-10	Multiple regression:	Customer protection:	GSTP: intro	Single factor model			
		intro	meaning, definitions,	OS11. IIIIO	and multiple factor			
		IIIIIO	concepts with special		model			
	21-Mar-18		focus on services		moder			
	21-Wai-16	Shortcut method	Discussion of different	Working & principles	Deriving Arbitrage			
		Shortcut method	acts for customer	of GSTP	pricing theory			
	22-Mar-18		protection	01 0311	pricing theory			
	22-14141-10	ShaheediDiwas of Bhagat Singh, Rajguru&Sukhdev						
	23-Mar-18	,	ShaheeuiDiwas of Dhagai	ı Siligii, Kajguru&Sukii	uev			
	20 1.141 10	Multiple regression	Consumer protection	Success of GSTP	Discussion of previous			
		in simple equation	act: sections and rights		topic			
	24-Mar-18	terms	of customers					
		Sunday/ Ram Navami						
	25-Mar-18							
13			Consumer protection	Revision of GSTP &	Presentation of 31-35			
			act: duties and	GSP	students			
	26-Mar-18		responsibilities					
		Coefficient of	Consumer protection	Test of trade	Practical application of			
		multiple	act: forums for	agreements	APT			
		determination	protection of					
			customers, detailed					
			discussion of district					
	27-Mar-18		forum					
		Practical practice	Consumer protection	Presentation of	Portfolio performance			
			act: detailed discussion	students on WTO	evaluation			
	28-Mar-18		of state forum		:introduction, methods			
	29-Mar-18		Mahav	irJayanti				
		Doubt clearing class	Consumer protection	Regional economic	Return per unit of risk			
			act: detailed discussion	cooperation: intro				
	30-Mar-18		of national forum					
		Test of regression	Discussion of CPA	Advantages of	Differential return			
		rest of regression	21040001011 01 0111	\mathcal{E}				
	31-Mar-18	and correlation	21004001011 01 0111	regional groups	with numerical			

14	1-Apr-18		Su	nday	
	2-Apr-18	Time series analysis: intro	Test of consumer protection	Implications of regional blocks in IB	Components of performance and methods of Portfolio evaluation
	3-Apr-18	Time series analysis: methods of measuring trend	Ethics in services: introduction, features	Major economic blocks: EEC, EU	Sharpe's reward to variability model with diagrams and examples
	4-Apr-18	Period of moving average	Code of conduct to be followed by service industry	Objectives, organization and impact of EEC	Treynor's reward to volatility model with diagrams and examples
	5-Apr-18	Practical practice and distribution of assignment	Presentation of 31-35 students on case study of services by travel industry	Historical roots of EU and Treaties of EU	Jenson's differential return model with diagrams and examples
	6-Apr-18	Doubt clearing class	Oral test on ethics in services	NAFTA: Intro, provisions	Review and monitoring portfolio
	7-Apr-18	Test of time series- I	Conclusion of syllabus: small important topics discussed	SAFTA: Intro, objectives	Portfolio revision and it's tools
	8-Apr-18			nday	
15	9-Apr-18	Measurement of seasonal variation	Test of whole syllabus	SAFTA: establishment, purpose	Formula plans: introduction, advantages and disadvantages
	10-Apr-18	Ratio to moving average method, link relatives	Revision of syllabus topic wise	ASEAN: intro, members	Types of formula plans : explanation
	11 A 10	Ratio to trend method	Presentation of 36-41 students on case study of services by	ASEAN: community, criticism	Presentation of 36-41 students
	11-Apr-18		advertising industry		

		Dunatical munatica	Revision Continued	Familian avalance 0	Test of Portfolio
		Practical practice	Revision Continued	Foreign exchange & foreign markets	revision
	12-Apr-18		D 0 11		
		Doubt clearing class	Return of test with	Characteristics of	Discussion of previous
	12 10 10	and submission of	discussion of mistakes	FOREX	year papers
	13-Apr-18	assignments	DrA mhodkarI	ayanti / Vaisakhi	
	14 4 10		DIAIIDEURAIJ	ayanu / Vaisakin	
	14-Apr-18		Q		
	15-Apr-18			nday	
16		Test of time series- II	Revision Continued	Types of markets,	Revision of syllabus
	16-Apr-18			functions	topic wise
		Revision of whole	Revision Continued	Types of rates,	Revision Continued
	17-Apr-18	syllabus topic wise		determinants	
	10 A 10		Parashur	amaJayanti	
	18-Apr-18	Revision	Revision Continued	Determination of rates	Revision Continued
	10 4 10	Revision	Revision Commued	Determination of rates	Revision Continued
	19-Apr-18	Revision	Revision Continued	Test of FOREX	Revision Continued
		Revision	Revision Continued	Test of FOREX	Revision Continued
	20-Apr-18				
		Revision	Revision Continued	Discussion on all the	Revision Continued
	21-Apr-18			problems of students	
	22-Apr-18			nday	
17		Revision	Revision Continued	Topic wise revision of	Revision Continued
	23-Apr-18			whole syllabus	
		Revision	Revision Continued	Revision Continued	Revision Continued
	24-Apr-18				
	_	Revision	Revision Continued	Revision Continued	Revision Continued
	25-Apr-18				
		Test of whole	Revision Continued	Revision Continued	Revision Continued
	26-Apr-18	syllabus			
	F0	Doubt clearing class	Revision Continued	Revision Continued	Revision Continued
	27-Apr-18	C			
	_, i.p. 10	Returning tests with	Revision Continued	Revision Continued	Revision Continued
		discussion of			
	28-Apr-18	mistakes			

Name: Ms. Divya Subject: Commerce Lesson Plan: 2018-21

Week	Date	B. Com 6 th Sem	B. Com 4 th Sem	B. Com 2 nd Sem	B. Com 4 th Sem		
		(Management	(Management of Sales	(Fundamental of	(Company Law)		
		Accounting)	Force)	Marketing)			
1		Management	Meaning, Definition, Na	Introduction of	Introduction to syllabus		
		Accounting:	ture,Functions of Sales	Subjects to Students			
		Introduction,	agement (Management of Sales Intring) Force) Meaning,Definition,Na Introduction of Subjects to Students force Mgt Meaning,Definition,Na Introduction of Subjects to Students force Mgt Meaning, Definition,Na Introduction of Subjects to Students force Mgt Meaning, Concepts Meaning, Concepts Marketing, Marketing, Marketing, Marketing, Marketing, Management Gefinition, Types Manager Manager Manager Marketing, Marketing, Marketing, Marketing, Management Subjections, Aloa Sales Manager Manager Manager Marketing, Marketing, Marketing, Marketing, Marketing, Management Subjection, Marketing,				
	1 lan 10	meaning, nature,		Acasual oral test given to students Sunday Test on above topic Sunday Total Campany Types of Company Types of Comp			
	1-Jan-18	scope Functions / role of	Importance Difficulties	Introduction	Introduction of Company		
		mgt accounting	•	•			
	2-Jan-18	mgt decounting	or suics roree lyige	Wicaming, concepts	Law		
	2 3011 10	Tools and techniques	Sales Manager	Principles of	Meaning and		
		of mgt accounting	_	·	Characteristics of		
	3-Jan-18		, ,,	9 '	Company		
		Oral test	Qualities of Sales	Group Discussion with	Advantages and		
			Manager	students on above	disadvantages of		
	4-Jan-18			topic	company		
		Cost control:	•	Marketing Mix	Types of Companies		
		introduction,	Sales Manager				
	5 1 40	meaning, nature and					
	5-Jan-18	Scope Cost control Tools	Oral Tast on above	A cocual aval tost	Types of Companies		
		techniques,			rypes or companies		
	C lan 10	components	Topic	given to students			
	6-Jan-18	components	<u> </u>	unday			
			30	unday			
	7-Jan-18						
2	7 3411 10	Cost reduction:	Meaning.Definition of	Oral test of students	Types of Companies		
		meaning, nature and			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
	8-Jan-18	scope	_	•			
		Cost reduction: fields	Importance,Limitation	Analysis of Marketing	Coversion of Private to		
			s,Scope of Personal	Environment	Public Company		
	9-Jan-18		Selling				
		Group Discussion		· ·	Exemption for Private		
			1	· · · · · · · · · · · · · · · · · · ·	Company		
	10-Jan-18	D. de de constant			Difference for the control of the co		
		introduction		_			
	11-Jan-18	introduction					
	11-3411-10	Budgetary control:		Internal Environment			
		meaning, objectives	_		cicumig doddis		
	12-Jan-18	g, 1 s, 1 s	•	1 1/1 1			
		Budgetary control:	Group Discussion on	External Environment :	Discussion in class on		
		types of budget,		Demographic , Social	above topic		
		importance,					
	13-Jan-18	limitations					
			Si	unday			
	441 15						
2	14-Jan-18	Pudgotom control:	Mooning Definition In-	Cmall procentation	Dromotion of the		
3		essentials of		1			
		budgeting,	•	~	Company		
		installation of	. or cousting	above topic			
	15-Jan-18	budgetary control					
		Budgetary control:	Factors affecting and	Presentation is taken	Role of a Promoter		
		Numerical part, sales	steps in Sales	randomly from			
	16-Jan-18	budget	Forecasting	students			
		Production budget-	Methods of Sales		Duty and Liability of		
		Numerical ,	Forecasting		Promoter		
	17-Jan-18	overhead budget		Economic			
		Cash budget	Levels, Length of Sales	Natural, Technological	Position of Promoter		
			Forecasting	and Legal			
1	18-Jan-18						

	I	Fired and flavible	Danis and the title of the track	Davida a davi an	1			
		Fixed and flexible	Responsibility,Limitati	Revision day on	Incorporation of the			
	19-Jan-18	budget: theories and Numerical	on of Sales Forecasting	previous topics	Company			
		Presentation on	Presentation by	Written test (Topic)	Incorporation of the			
		board	students on Sales	internal	Company			
	20-Jan-18		Forecasting					
			Si	unday	1			
	21-Jan-18							
			Vasant	t Panchami				
	22-Jan-18							
		Assignment given	Introduction, Meaning,	Written test of	Written test on company			
			Factors of Sales	students	and its types			
	23-Jan-18		Budget					
		Sir Chhotu Ram Jayanti						
	24-Jan-18							
	21341110	Assignment test-1	Types of Sales	Test distribution ,	Clearing doubts			
		/ 100.Be	Budget,Essential of	telling them their				
	25-Jan-18		effective Sales Budget	mistakes				
		Republic Day						
	26-Jan-18							
		Standard costing:	Steps in	Market Segmentation	Group Discussion			
		introduction,	Budgeting,Importance	: concept & base of	'			
			,Limitation of Sales	market segmentation				
	27-Jan-18		Budget	-				
			Sı	unday				
	28-Jan-18							
<u> </u>	20-Jaii-10	Standard Costing:	Concluding the whole	Group Discussions	Preincorporation			
		meaning, features	chapter	Group Discussions	contracts			
	29-Jan-18	and objectives	Chapter		Contracts			
		Standard Costing:	Distribution&Allocatio	Understanding	Preincorporation			
		essential condition	n of Assignment 1	Consumer Behaviour	contracts			
		1						
	30-Jan-18							
	30-Jan-18	Standard Costing:	Class Test on Sales	A Review of students	Memorandum of			
	30-Jan-18	Standard Costing: methods	Class Test on Sales Budget	A Review of students on above topic	Memorandum of Association			

Week	Date	B. Com 6th Sem	B. Com 4th Sem	B. Com 2 nd Sem	B. Com 4 th Sem
		(Management	(Management of Sales	(Fundamental of	(Company Law)
		Accounting)	Force)	Marketing)	
		Variance	Meaning,Definition,Ch	Ist assignment topic :	Clauses of MOA
		Analysis:introduction	aracteristics of Sales	Market Segmentation	
		, meaning,	Organisation		
		importance &			
	1-Feb-18	Classification			
		Numericals of	Departments in Sales	Introduction to	Doctrine of Ultra Vires
		variance analysis	Organisation	product : Meaning ,	
	2-Feb-18			Concept	
		Material cost	Factors affecting size	Base of Market	Alteration of clauses
		Variance: Numericals	of Sales Organisation	Segmentation	
	3-Feb-18				
			Si	unday	
	4-Feb-18				
		Material cost	Principle,Structure of	Written test of	Alteration of clauses
6		Variance: Numericals	Sales Organisation	students on Market	
	5-Feb-18			Segmentation	
		Material cost	Departmentation of	Test distribution and	Alteration of clauses
		Variance: Numericals	Sales Organisation	telling students about	
	6-Feb-18			their mistakes	
		Presentation on	Departmentation of	Product line decisions	Assignment on topic
	7-Feb-18	board	Sales Organisation		MOA

	0.5.4.40	Labour Cost Variance: Numerical	Departmentation of Sales Organisation	Product Life Cycle	Assignment on topic MOA
	8-Feb-18	Labour Cost Variance: Numerical	Presentation on above Topic - One group	Different stages of Product Life Cycle	Presentation by the students
	9-Feb-18				
			Maharshi Dayana	and Saraswati Jayanti	
	10-Feb-18				
			Si	unday	
	11-Feb-18				
7	12.5.1.10	Labour Cost Variance: Numerical	Presentation on Sales Organisation – lind	Revision of previous topic : PLC	Presentation by the students
	12-Feb-18		group Maha	a Shivratri	
	13-Feb-18	Clarification of	Assignment Test – 1	Taking Plack Board	Articles of Association :
		doubts	Sales Budget 2	Taking Black Board presentation on the topic PLC	Introduction
	14-Feb-18	Marginal Costing:introduction	Sales Organisation Introduction of Sales Force Management	New Product Development : its	Contents of AOA
	15-Feb-18	essuingia	. cros management	process	
		Marginal Costing: equation, high and low, least square	Recruitment- Characteristic,Process, Nature	Define different steps of Product Development	Contents of AOA
	16-Feb-18	method			
	17-Feb-18	Marginal Costing: Numericals	Sources of Recruitment	Taking an Oral test of studentson above topic	Alteration of AOA
			Si	unday	I
	18-Feb-18				
3		Cost volume profit analysis: introduction	Selection of Sales Force:Principle ,	Branding : a brief explanation	Alteration of AOA
	19-Feb-18	Cost volume profit analysis: features &	Responsibility Selection Process of Sales man	Packaging : Introduction , types	Doctrine of Indoor Management
	20-Feb-18	importance	Con Division	Labellian and the street	Birding forms of AGA
	21-Feb-18	Cost volume profit analysis: contribution based Numericals	Group Dicussion on above topic	Labelling : a view given on this aspect	Binding forces of AOA
		Break even point Numericals	Introduction of Training Sales	Revision of above topic	Doctrine of constructive notice
	22-Feb-18	Margin of safety calculation	Personnel Characteristics,Objectives of Sales Personnel	A presentation given to students on	Difference between Doctrine of IM & CN
	23-Feb-18	Calacat	Towns (C. I. 7	different topics	D:tt
	24-Feb-18	Sales at desired profit Numericals	Types of Sales Force Training	Presentation of some students on Branding	Difference between MOA & AOA
			Si	unday	
	25-Feb-18				
)		Effect of change in fixed & variable cost	Methods of Sales Force Training	Next presentation topic : Packaging	Clearing doubts
9	25-Feb-18 26-Feb-18	fixed & variable cost Cost on BEP, Calculation of profit	Force Training Evaluation of Sales Force Training	·	Clearing doubts Discussion in class on above topic
)	26-Feb-18	fixed & variable cost Cost on BEP, Calculation of profit on sales, distribution	Force Training Evaluation of Sales	topic : Packaging Last presentation	Discussion in class on
)		fixed & variable cost Cost on BEP, Calculation of profit	Evaluation of Sales Force Training programme	topic : Packaging Last presentation	Discussion in class on

Week	Date	B. Com 6th Sem (Management Accounting)	B. Com 4th Sem (Management of Sales Force)	B. Com 2 nd Sem (Fundamental of Marketing)	B. Com 4 th Sem (Company Law)				
		, tees anting y	·	vidas Birthday					
	1-Mar-18								
	1-10101-10	Holi							
		1.011							
	2-Mar-18		Holiday						
				· · · · · · · · · · · · · · · · · · ·					
	3-Mar-18								
			3	Sunday					
	4-Mar-18		T	T .	1				
10		Numericals of P/V Ratio, B.E.Point	Meaning, Definition of Motivating Sales	2 nd Assignment topic : Product Mix , Product	Assignment test				
	5-Mar-18	Ratio, B.E.Poilit	Personnel	line decisions					
		Numericals of P/V	Methods of motivating	Pricing: Introduction,	Prospectus : meaning ,				
	6.14 40	Ratio, B.E.Point	Sales Force	objectives	contents				
	6-Mar-18	Capacity utilization	Leading Sales Force	Factors influencing	Prospectus – Deemed ,				
		Numerical	Functions of Sales	Pricing	Shelf, red hearing				
	7-Mar-18	_	Leader		prospectus				
		Capacity & composite	Seminar on the above topic	Collecting assignment from students	Mispresentation in Prospectus				
	8-Mar-18	Numerical	topic	Trom students	Prospectus				
	5 111d. 15	B.E.P Chart	Introduction,meaning	Pricing Stategies	Remedies for				
			of Sales Force		misrepresentation				
	9-Mar-18	Croup Discussion	Compensation Plan	Povision Day	Clearing doubts				
		Group Discussion	Objectives,Requireme nts of Compensation	Revision Day	Clearing doubts				
	10-Mar-18		Plan						
		Sunday							
	11-Mar-18								
11	11 14101 10	Responsibility	Methods of Sales	Written test (topic):	Group Discusssion in the				
		Accounting:	Force Compensation	Pricing	class				
	12-Mar-18	introduction	Plan						
		Responsibility Accounting:	Factors affecting Remuneration,	Test held on above topic	Written test on the topic prospectus				
		meaning, features	Selecting best method		p. ospestas				
	13-Mar-18	& importance							
		Responsibility Accounting:	Meaning, Definition of Sales Quota & Sales	Promotion : Introduction of	Share capital				
		responsibility	Territory	Promotion Mix					
	14-Mar-18	centres	5	51	T (6) 6 :: 1				
		Divisional performance & it's	Features , Objectives of Sales quota	Elements of Promotion Mix	Types of Share Capital				
	15-Mar-18	measurement	or saics quota	Tromodon wiix					
		Divisional	Types , Factors of	Explanation of each	Allotment of Shares				
	10.11	Performance:	Sales Quota	element					
	16-Mar-18	Numerical Group Discussion	Methods of Setting	Taking review from	Allotment of Shares				
		Group Discussion	Sales Quota	students	Anotherit of Shales				
	17-Mar-18								
			<u></u>	Sunday					
	18-Mar-18								
12	TO 14101.2TO	Zero based	Sales Territory :	Oral test topic :	Difference between				
		budgeting:	Meaning,Features,Obj	Promotion	Shareholders				
	19-Mar-18	introduction	ectives						

	20-Mar-18	Steps involved in zero based budgeting	Principles,Factors determing size of Sales Terittory	Oral test of first half Roll numbers	Rights of equity Shareholders		
	21-Mar-18	Zero based budgeting Vs traditional budgeting	Procedure for establishing Sales Territory	Oral test of second half Roll Numbers	Share Certificate		
	22-Mar-18	Zero Based Budgeting: advantages and limitations	Routing and Scheduling of S.T, Time Management Techniques	Explained them their mistakes in oral test	Assignment on topic Prospectus		
	22 17101 10	mineacions		ı gat Singh, Rajguru & Sukh	ndev		
	23-Mar-18						
	24.1440	Oral test	Group discussion on above topic	Distribution : Meaning , Types	Presentation by the students		
	24-Mar-18		Sunday/	Ram Navami			
		Sunday/ Ram Navami					
	25-Mar-18						
3	26-Mar-18	Programme & performance Budgeting: Introduction	Introduction.Definitio n,Feature of Evaluating Sales Personnel	Explanation of different types briefly	Presentation by the students		
	27-Mar-18	Programme & performance Budgeting: steps involved, meaning & objectives	Sales Force Evaluating process	Role of Distrinution Channels	Conversion of share in to stock		
	28-Mar-18	Programme & performance Budgeting: traditional budgeting	Methods of Sales Force Performance Appraisal & limitation	Factors affecting choice of Distribution Channel	Conversion of stock in to share		
			Maha	avir Jayanti			
	29-Mar-18						
	30-Mar-18	Seminar on above topic	Managing expenses of Sales Personnel &Re- imbursement Methods	Revision of above topicand taking their problems	Difference between Share Certificate & Share Warrant		
		Cost Management: introduction	Sales Record and Recording System	Questioning to students on	Debentures		
	31-Mar-18			Distribution Channel			

Week	Date	B. Com 6th Sem	B. Com 4th Sem	B. Com 2 nd Sem	B. Com 4 th Sem
		(Management	(Management of Sales	(Fundamental of	(Company Law)
		Accounting)	Force)	Marketing)	
14			S	unday	
	1-Apr-18				
		Activity Based	Meaning, Features of	Revision Topic :	Different types of
		costing:	Ethica; Issue in Sales	Marketing, its	Debentures
		introduction, nature	Management	principles	
	2-Apr-18	and scope			
		Activity based	Social Responsiblitty /	Oral test on above	Clearing Doubts
		costing: reasons	Ethical Concern for	topic	
	3-Apr-18		Salesman		
		Activity based	Types of Unethical /	A presentation given	Clearing Doubts
		costing: Numericals	Unfair Sales Practices	by students on	
	4-Apr-18			Marketing Mix	
		Target Costing:	Code of Conduct for	Revision topic :	Written test
		introduction	Sales Ethics	Marketing	
	5-Apr-18			Environment	
		Target Costing:	Group discussion on	Written test on above	Group Discussion on topic
	6-Apr-18	methodology	above topic	topic	Share Capital
	,	Total quantity	Classification of	Problem solving day	Group Discussion on topi
		management:	Doubts		MOA & AOA
	7-Apr-18	introduction			

			S	unday			
	8-Apr-18						
15	9-Apr-18	Total quantity management: 4P's, essential requirements	Allocation of Assignment II	Revision topic wise	Seminar (class level)		
	10-Apr-18	Total quantity management: 6 Sigma, criticism	Assesment Test II- 1 Recruitment, 2 Selection, 3 Training, 4 Motivating	Revision topic wise	Seminar (class level)		
	11-Apr-18	Classroom discussion	Meaning, Definition of Role of IT in Sales Force	Revision topic wise	Solving last year university question paper		
	12-Apr-18	Class test on discussion	Features, Importance of IT	Revision topic wise	Solving last year university question paper		
	13-Apr-18	Revision schedule	It Tools in Sales Force mgt, Role of IT in Functional area	Revision topic wise	Solving last year university question paper		
	15 /\pi 10			Jayanti / Vaisakhi			
	14-Apr-18			, , ,			
	15-Apr-18		S	unday			
16	16 Am 10	Revision of budgeting &	Benefits of using IT Tools and its	Class test on Revised topics	Written test and Revision		
	16-Apr-18	Presentation on board of budgeting	Presentation on board	Revision : Topic wise	Written test and Revision		
	17-Apr-18	board of budgeting	on above topic	 rama Jayanti			
	18-Apr-18	i di dondi dina jayand					
	19-Apr-18	Revision of variance analysis (Numericals)	Revision of Ist & IInd Lesson	Revision : Topic wise	Written test and Revision		
	20-Apr-18	Revision of material cost variance (Numericals)	Revision of IIIrd & IV Lesson	Revision : Topic wise	Written test and Revision		
		Revision of labour cost variance	Revision of Vth & VIth Lesson	Revision : Topic wise	Written test		
	21-Apr-18	(Numericals) Sunday					
	22-Apr-18						
17		Revision of CVP	Revision of VIIth &	Written test on	Revision and Clearing		
	23-Apr-18	Analysis	VIIIth Lesson	revised topic	Doubts		
	24-Apr-18	Board presentation on CVP Analysis (group 1)	Revision of IX & X Lesson	Group Discussion	Revision and Clearing Doubts		
		Board presentation on CVP Analysis	Revision XI & XII Lesson	Oral test on revised topic	Revision and Clearing Doubts		
	25-Apr-18	(group 2) Revision	Revision of XIII Lesson	Revision	Revision		
	26-Apr-18	Revision	Revision	Revision	Revision		
	27-Apr-18	Revision	Revision	Revision	Revision		
	28-Apr-18	VEAIZIOII	VEAIZIOII	VEAIZIOII	VEAIZIOII		

<u>lesson Plan</u>

Name: Mrs. Minakshi Bansal

Subject: Commerce Lesson Plan: 2018-21

We ek	Date	B.Com 4 th Sem. (Business Law)	B.Com 6 th Sem. (International Marketing)	B.Com 6 th Sem. (Retail Management)	M.Com 4 th Sem. (Strategic Management)			
1	1-Jan-18	Introduction	Introduction	Concept of Retailing	Concept of Strategy			
	2-Jan-18	Partnership act	International marketing	Characteristics	Strategic Management			
	3-Jan-18	Definitions	Nature & Evaluations	Nature & Scope	Fundamentals			
	4-Jan-18	Characteristics	International marketing mix	Growth in India	Approaches			
	5-Jan-18	Touchstone	Difference	Oral Test	Evaluation			
	6-Jan-18	Differences Kinds	Scopes & Approaches	Group Discussion	Oral Test			
	7-Jan-18		Sunday					
2	8-Jan-18	Rights, Duties, Liabilities	Oral Test	Presentation	Strategic Management			
	9-Jan-18	Implied Authority	International Marketing Environment	Retailer & Classification	Process Strategists			
	10-Jan-18	Incoming Partner	Components	Function	Presentations			
	11-Jan-18	Outgoing Partner	Importance	Services	Process Implications			
	12-Jan-18	Dissolution	Group Discussion	Importance	Limitations			
	13-Jan-18	Methods of Dissolution	Presentation	Oral Test	Group Discussion			
	14-Jan-18	Sunday						
3	15-Jan-18	Settlements of Affairs	Assignment-1st	Presentations	Assignment-1st			
	16-Jan-18	Liabilities of Partners	Foreign Market Strategies	Organized & Unorganized Retailing	Concept of Mission & Goals			
	17-Jan-18	Settlements of Accounts	Foreign Market Strategies Continued	Theories	Objectives & its Features			
	18-Jan-18	Registration	Oral Test	Oral Test	Significance & Factors			
	19-Jan-18	Advantages	Main Factors	Development of Retailing	Presentations			
	20-Jan-18	Partnership Deed	Evaluation Matrix	Assignment-1st	Areas			
	21-Jan-18		Sunday					
4	22-Jan-18		Vasant Pancham	i				
	23-Jan-18	Class Test	Written Test	Strategy- Introduction	Written Test			
	24-Jan-18		Sir Chhotu Ram Jaya	anti	_ <u> </u>			
	25-Jan-18	FENA-2002	Product & Its Classification	Strategy Planning	Environment			
	26-Jan-18		Republic Day	•	-			
	27-Jan-18	Objects Definition	Process of Product Development	Retail Mark. Strategy	Components			
			Sunday	1	<u> </u>			
5	28-Jan-18 29-Jan-18	Regulation And Manage	Oral Test	Group Discussion	Industry Environment			
	30-Jan-18	Regulation And Manage Continued	Factors & Strategies	Written Test	Environmental Scanning			

	31-Jan-18	Regulation And Manage Continued	Test Marketing	Presentations	Significance & Factors
	1-Feb-18	Regulation And Manage Continued	Assignment-2nd	Retail Store Location	Techniques
	2-Feb-18	Authorised Person	Group Discussion	Process & Methods	Internal Analysis
	3-Feb-18	Oral Test	Presentation	Assignment-2nd	Steps
	4.5.1.40		Sunday	•	
6	4-Feb-18 5-Feb-18	RBI Powers And Penalties	Concept of Branding	Presentations	Written Test
	6-Feb-18	Contravention	Strategies	Factors	Group Discussion
	7-Feb-18	Adjudicating Authority	Evaluation	Types	Synergy
	8-Feb-18	Spetial director-appeals	Concept of Packaging	Requirements	Strategy- Classification
	9-Feb-18	Presentations	Functions & Types	Oral Test	Direction & Mechanism
	10-Feb-18		Maharshi Dayanand Sara	aswati Jayanti	'
	11-Feb-18		Sunday		
7	12-Feb-18	Appellate Tribunal	Labelling, Marketing & Trademark	Presentations	Mergers & Acquisitions
	42 5 4 40		Maha Shivratri	İ	
	13-Feb-18	Composition	Written Test	Store Layout	Modes
	14-Feb-18	Directrate of	International Pricing	Types	Assignment-2nd
	15-Feb-18	Enforcement			_
	16-Feb-18	Assignment-1st	Objectives & Factors	Factors	Strategic Choice
	17-Feb-18	Miscellaneous Provisions	Process & Strategies	Process	Factors & Approaches
	18-Feb-18		Sunday		
8	19-Feb-18	Problem Solution	Oral Test	Written Test	Oral Test
	20-Feb-18	Assignment Test	Dumping & Transfer Pricing	Material Handling	Consideration
	21-Feb-18	Presentations	Group Discussion	Types & Principles	Strategy Implementation
	22 Fab 10	IT Act-2000	Int. Price Quotations	Formula	Approaches
	22-Feb-18 23-Feb-18	Definitions	Payment Terms & Factors	Material Handling Equipment	7-S Model
	24-Feb-18	Electronic Signature	Methods	Oral Test	Resource Allocation
	25-Feb-18		Sunday	1	
9	26-Feb-18	Electronic Governance	Oral Test	Retail Organization & Process	Corporate Structure
		Electronic Governance	Mechanism of Payment	Classification	Importance
	27-Feb-18	Continued	Holiday		
	28-Feb-18 1-Mar-18		Guru Ravidas Birth	day	
	2-Mar-18		Holi		
	3-Mar-18		Holiday		
	4-Mar-18		Sunday		
	4-Mar-18				

	1							
10	5-Mar-18	Certifying Authority	Written Test	Written Test	Written Test			
	6-Mar-18	Appointment & Fuction	Promotion of Product	Non-Store Retailing	Integration Mechanism			
	7-Mar-18	Application for license	Components	Types	Organizational Systems			
		Rejection of license	Trade Fairs & Exhibitions	Evaluation	Oral Test			
	8-Mar-18	Duties of Subscriber	Nail & Sales Literature	Difference	Corporate Culture			
	9-Mar-18	Penalties,	Group Discussion	Oral Test	Organizational			
	10-Mar-18	Compensation	Sunday		Change			
11	11-Mar-18	Assignment-2nd	Oral Test	Service Retailing	Group Discussion			
11	12-Mar-18			_	·			
	13-Mar-18	Cybre Appelate Tribunal	International Advertising	Types & Importance	Management Conflict			
	14-Mar-18	Composition	Factors & Process	Presentations	Difference			
		Procedure & Powers	Types of Adv. Media	Foreign Direct Investment	Marketing Policies			
	15-Mar-18	Offences	Importance	Policy & Routes	Marketing Mix			
	16-Mar-18	Punishment	Difficulties & Guidelines	Importance	Positioning			
	17-Mar-18			<u> </u>	Strategies			
	18-Mar-18		Sunday					
12	19-Mar-18	Power of Controller	Presentation	Written Test	Written Test			
	20-Mar-18	Cyber Security	Personal Selling	Group Discussion	Production Policies			
	21-Mar-18	National Nodal Agency	Importance & Methods	Retail Store Management	Factors			
	22-Mar-18	Other Provisions & Penalties	Selling Process	Process Of Blue-Printing	Quality Management			
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev						
		Group Discussion	Written Test	Oral Test	Sirc Sigma Strategy			
	24-Mar-18	Sunday/ Ram Navami						
13	25-Mar-18	Class Test	Physical Distribution	Store Layout Method	Presentations			
	26-Mar-18	Competition Act 2001	Components & Importance	Energy Management	Human Resource			
	27-Mar-18	Objectives	Distribution Channels	Inventory Management	Policies Financial Plans			
	28-Mar-18							
	29-Mar-18		Mahavir Jayant	1				
	30-Mar-18	Sailent Features	Oral Test	Oral Test	Presentations			
	31-Mar-18	Definitions	Importance & Distribution Network	Security Issues	Integration Mechanism			
14			Sunday	1				
	1-Apr-18	Provisions	Presentation	Presentations	Written Test			
	2-Apr-18	Anti-Competitive	Agency	Information Technology	Strategy Education			
	3-Apr-18	Agreement Abuse of dominant	Factors	Factors	Barriers &			
	4-Apr-18	Position Combination	Evaluation	Importance	Suggestions Strategic Control			
	5-Apr-18							
	6-Apr-18	Competition Commission	Sources	Types	Process			
	7-Apr-18	Composition	Contract	Group Discussion	Techniques			
	8-Apr-18		Sunday					

15	9-Apr-18	Duties, Powers, Functions	Written Test	Oral Test	Oral Test			
		Directorate General	Group Discussion	Merits	Evaluation			
	10-Apr-18				Techniques			
	11-Apr-18	Inquiry: Dominant Position	Motivating Agents	Demerits	Importance			
	12-Apr-18	Inquiry: Combination	Oral Test	India Retail Study	Group Discussion			
	13-Apr-18	Inquiry on Complaints	Presentation	Group Discussion	Presentations			
			Dr Ambedkar Jaya	nti / Vaisakhi				
	14-Apr-18		•					
			Sunday					
	15-Apr-18							
16	16-Apr-18	Procedure for Investigation	Revision	Written Test	Written Test			
	'	orders of Commission	Presentations	Group Discussion	Revision			
	17-Apr-18							
		Parashurama Jayanti						
	18-Apr-18							
	19-Apr-18	Panalties	Revision	Revision	Revision			
	20-Apr-18	Duties of Director General	Revision	Revision	Revision			
	21-Apr-18	Competition Appelate Tribunal	Revision	Oral Test	Revision			
	'		Sunday		1			
	22-Apr-18							
17	23-Apr-18	Miscellaneous Provisions	Oral Test	Revision	Group Discussion			
	24-Apr-18	Problem Solution	Presentations	Presentations	Presentations			
		Oral Test	Revision	Presentations Continued	Revision			
	25-Apr-18							
		Revision	Oral Test	Group Discussion	Revision Continued			
	26-Apr-18							
		Revision	Revision	Revision	Revision Continued			
	27-Apr-18							
		Revision	Revision	Revision	Revision Continued			
	28-Apr-18							

Name: Mrs.Monika Garg

Subject: Commerce **Lesson Plan:** 2018-21

Week	Date	B. Com 6th Sem	B.Com 4th Sem	B.Com 4th Sem	B.Com 6th Sem	
		(Management Accounting)	(Management of sales force)	(Corporate Accounting)	(International Marketing)	
1	1-Jan-18	Management Accounting: Introduction, meaning, nature, scope	Meaning, Definition, N ature, Functions of Sales Force Mgt	Introduction of subject (corporate account)	Introduction	
	2-Jan-18	Functions/ role of mgt accounting	Importance, Difficultie s of Sales Force Mgt	Valuation of goodwill meaning ,method	International marketing	
	3-Jan-18	Tools and techniques of mgt accounting	Sales Manager definition, Types	Practical practice (average profit method)	Nature & Evaluations	
	4-Jan-18	Oral test	Qualities of Sales Manager	Practical practice (Super profit method)	International marketing mix	
	5-Jan-18	Cost control: introduction, meaning, nature and scope	Responsibilities of Sales Manager	Practical practice (capitalization method)	Difference	
	6-Jan-18	Cost control: Tools, techniques, components	Oral Test on above Topic	Practical practice (Purchase consideration & annuity Method)	Scopes & Approaches	
	7-Jan-18		Su	nday		
2	8-Jan-18	Cost reduction: meaning, nature and scope	Meaning, Definition of Personal Selling and Salesmanship	Revision of above methods	Oral Test	
	9-Jan-18	Cost reduction: fields	Importance,Limitation s,Scope of Personal Selling	Valuation of share (introduction of method)	International Marketing Environment	
	10-Jan-18	Group Discussion	Classification of Sales Job, Types, Duties, Qual ities	Practical practice (net assets method)	Components	
	11-Jan-18	Budgetary control: introduction	Selling Process Stages in effective Personal Selling	Practical practice (Dividend Yield method)	Importance	
	12-Jan-18	Budgetary control: meaning, objectives	Methods of handling objections, AIDA Theory of Selling	Practical practice (earning capacity method)	Group Discussion	
	13-Jan-18	Budgetary control: types of budget, importance, limitations	Group Discussion on Personal Selling	Practical practice (implementation of average method)	Presentation	
	14-Jan-18	Sunday				
3	15-Jan-18	Budgetary control: essentials of budgeting, installation of	Meaning, Definition, Im portance of Sales Forecasting	Problem solving day (above chapter)	Assignment-1st	
	16-Jan-18	Budgetary control: Numerical part, sales budget	Factors affecting and steps in Sales Forecasting	Accounts of Holding Company Introduction	Foreign Market Strategies	
	17-Jan-18	Production budget- Numerical, overhead budget	Methods of Sales Forecasting	Preparation of balance sheet	Foreign Market Strategies Continued	
	18-Jan-18	Cash budget	Levels, Length of Sales Forecasting	Practical practice (Consolidated balance sheet)	Oral Test	
	19-Jan-18	Fixed and flexible budget: theories and Numerical	Responsibility,Limitati on of Sales Forecasting	Practical practice (Wholly owned company, Partly owned company)	Main Factors	
	20-Jan-18	Presentation on board	Presentation by students on Sales Forecasting	Pre-acquisition & post –acquisition profits (Practical practice)	Evaluation Matrix	

			Su	ınday	
4	21-Jan-18		Vasant	Panchami	
	22-Jan-18	Assignment given	Introduction, Meaning, Factors of Sales Budget	Unrealized profits, elimination mutual owning, debenture in	Written Test
	23-Jan-18		Sir Chhotu	subsidiary company Ram Jayanti	
	24-Jan-18	Assignment test-1	Types of Sales Budget,Essential of	Preference share in subsidiary company	Product & Its Classification
	25-Jan-18		effective Sales Budget Repu	blic Day	
	26-Jan-18	Standard costing:	Steps in	Revision of above	Process of Product
	27-Jan-18	introduction,	Budgeting,Importance, Limitation of Sales Budget	topics, first assignment on holding company	Development
	28-Jan-18			inday	
5	29-Jan-18	Standard Costing: meaning, features and objectives	Concluding the whole chapter	Interim dividend receipt from subsidiary company, proposed dividend	Oral Test
		Standard Costing: essential condition	Distribution&Allocati on of Assignment 1	Revaluation of assets, issue of bonus share	Factors & Strategies
	30-Jan-18 31-Jan-18	Standard Costing: methods	Class Test on Sales Budget	(Practical practice) Problem solving day of above chapter	Test Marketing
	1-Feb-18	Variance Analysis:introduction , meaning, importance & Classification	Meaning,Definition,C haracteristics of Sales Organisation	Class test (Valuation of goodwill & shares)	Assignment-2nd
	2-Feb-18	Numericals of variance analysis	Departments in Sales Organisation	Liquidation of company Intro. Liquidator Final statement of a/c	Group Discussion
	3-Feb-18	Material cost Variance: Numericals	Factors affecting size of Sales Organisation	Practical practice of above topic	Presentation
	4-Feb-18		Su	ınday	
6	5-Feb-18	Material cost Variance: Numericals	Principle,Structure of Sales Organisation	Liquidator remuneration on amount distributed to eq. shareholder	Presentations
	6-Feb-18	Material cost Variance: Numericals	Departmentation of Sales Organisation	Removing of disparity, call in advance and arrear	Factors
	7-Feb-18	Presentation on board	Departmentation of Sales Organisation	Call on eq. share, different categories have different nominal value	Types
	8-Feb-18	Labour Cost Variance: Numerical	Departmentation of Sales Organisation	Receiver for debenture holders Practical practice	Requirements
	9-Feb-18	Labour Cost Variance: Numerical	Presentation on above Topic - One group Maharshi Dayana	Revision of above topics nd Saraswati Jayanti	Oral Test
	10-Feb-18		Su	ınday	
7	11-Feb-18	Labour Cost Variance: Numerical	Presentation on Sales Organisation – Iind	Oral test	presentations
	12-Feb-18		group Maha	 Shivratri	
	13-Feb-18	Clarification of doubts	Assignment Test – 1 Sales Budget	Deficiency and surplus	Types
	14-Feb-18		2	(Practical practice)	

			G-1 Oiti		
			Sales Organisation		
	15-Feb-18	Marginal Costing:introduction	Introduction of Sales Force Management	Revision of above chapter	Store Layout
	16-Feb-18	Marginal Costing: equation, high and low, least square method	Recruitment- Characteristic,Process, Nature	Feedback from students	Factors
	17-Feb-18	Marginal Costing: Numericals	Sources of Recruitment	Presentation of above chapters	Process
			Su	nday	I
	18-Feb-18				
8	19-Feb-18	Cost volume profit analysis: introduction	Selection of Sales Force:Principle, Responsibility	Accounts of Banking Co. Revised format of P & L a/c.	Written Test
	20-Feb-18	Cost volume profit analysis: features & importance	Selection Process of Sales man	Explanation of schedules of P& L a/c	Material Handling
	21-Feb-18	Cost volume profit analysis: contribution based Numericals	Group Dicussion on above topic	Practical practice	Types & Principles
	22-Feb-18	Break even point Numericals	Introduction of Training Sales Personnel	Non Performing assets& revised format of balance sheet	Formula
	23-Feb-18	Margin of safety calculation	Characteristics, Objectives of Sales Personnel	Explanation of schedules of balance sheet	Material Handling Equipment
	24-Feb-18	Sales at desired profit Numericals	Types of Sales Force Training	Practical practice of schedules	Oral Test
			Su	nday	
	25-Feb-18			I	D + 10 - : : : : :
9	26-Feb-18	Effect of change in fixed & variable cost	Methods of Sales Force Training	Revision day & problem solving day	Retail Organization & Process
	27-Feb-18	Cost on BEP, Calculation of profit on sales, distribution of assignment-2	Evaluation of Sales Force Training programme	Black board presentation of P & L a/c. and balance sheet	Classification
	28-Feb-18		Ho	liday	

			Guru Ravi	das Birthday				
	1-Mar-18							
			I	T oli				
	2-Mar-18							
			Ho	liday				
	3-Mar-18							
			Su	nday				
	4-Mar-18							
10		Numericals of P/V	Meaning, Definition of	Test (liquidation &	Written Test			
		Ratio, B.E.Point	Motivating Sales	banking company)				
	5-Mar-18		Personnel					
		Numericals of P/V	Methods of motivating	Distribution of test and	Non-Store Retailing			
		Ratio, B.E.Point	Sales Force	telling them their				
	6-Mar-18		- 1	mistakes	T.			
		Capacity utilization	Leading Sales	Account of insurance	Types			
	7 Man 10	Numerical	Force ,Functions of	company (intro)				
	7-Mar-18	Compaits &	Sales Leader Seminar on the above	Deculation of	Evaluation			
	8-Mar-18	Capacity & composite Numerical	topic	Regulation of insurance business	Evaluation			
	8-Mar-18	B.E.P Chart	Introduction, meaning	Practical aspects of	Difference			
		D.E.F Chart	of Sales Force	above chapter	Difference			
	9-Mar-18		Compensation Plan	above chapter				
	<i>y</i> -1 v1a 1-10	Group Discussion	Objectives, Requireme	Oral revision	Oral Test			
		Group Biscussion	nts of Compensation	Oldi levision	01411450			
	10-Mar-18		Plan					
			Su	nday				
	11-Mar-18			•				
11		Responsibility	Methods of Sales	Presentation of	Service Retailing			
		Accounting:	Force Compensation	students on valuation				
	12-Mar-18	introduction	Plan	of goodwill				
		Responsibility	Factors affecting	Do (valuation of	Types & Importance			
		Accounting:	Remuneration,	share)				
	13-Mar-18	meaning, features &	Selecting best method					

		importance					
		mportance					
		Responsibility Accounting:	Meaning, Definition of Sales Quota & Sales	Preparation of financial statement of	Foreign Direct Investment		
	14-Mar-18	responsibility centres	Territory	life insurance business			
		Divisional	Features, Objectives	Review of above	Policy & Routes		
		performance & it's	of Sales quota	topics			
	15-Mar-18	measurement			_		
		Divisional	Types, Factors of	Problem solving day	Importance		
		Performance:	Sales Quota				
	16-Mar-18	Numerical					
		Group Discussion	Methods of Setting	2 nd assignment	Presentations		
			Sales Quota	(schedules of P & L			
	17-Mar-18			a/c.)			
	18-Mar-18		Su	nday			
2	10-14141-10	Zero based	Sales Territory:	Do (schedules of	Written Test		
_		budgeting:	Meaning, Features, Obj	balance sheet)			
	19-Mar-18	introduction	ectives				
		Steps involved in	Principles, Factors	Form A- RA, PL, bal.	Group Discussion		
		zero based budgeting	determining size of	sheet			
	20-Mar-18		Sales Teritory				
		Zero based budgeting	Procedure for	Preparation of policy	Retail Store		
		Vs traditional	establishing Sales	holder a/c. share	Management		
	21-Mar-18	budgeting	Territory	holder a/c.			
		Zero Based	Routing and	Balance sheet	Process Of Blue-		
		Budgeting:	Scheduling of S.T,	formation	Printing		
		advantages and	Time Management				
	22-Mar-18	limitations	Techniques				
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev					
	23-IVIAI-18	Oral test	Group discussion on	Group discussion	Oral Test		
	24-Mar-18	Orar test	above topic	Group discussion	Oldi Test		
	24-iviai-16			L			
	25-Mar-18		Sunday/ 1	Xam mayami			
3	20 11141 10	Programme&	Introduction.Definition	Collection of	Store Layout Method		
		performance	Feature of Evaluating	assignment			
		Budgeting:	Sales Personnel	www.gmmenv			
	26-Mar-18	Introduction					
		Programme&	Sales Force Evaluating	Schedules forming	Energy Management		
		performance	process	parts of financial			
		Budgeting: steps		statements			
		involved, meaning &					
	27-Mar-18	objectives					
		Programme&	Methods of Sales	Explanation of 1 to 7	Inventory		
		performance	Force Performance	schedules	Management		
		Budgeting:	Appraisal & limitation				
	28-Mar-18	traditional budgeting					
	29-Mar-18		Mahav	ir Jayanti			
	27-1VIGI=10	Seminar on above	Managing expenses of	Do (8 to 14 schedules)	Oral Test		
		topic	Sales Personnel &Re-	Do (o to 14 scriedures)	Jiai 105t		
	30-Mar-18	lopio	imbursement Methods				
	50 IVIUI-10	Cost Management:	Sales Record and	Practical practice of 1	Security Issues		
		T COST MAHASEMENT					
	31-Mar-18	introduction	Recording System	to 6 question.			

14		Sunday						
	1-Apr-18							
		Activity Based	Meaning, Features of	Preparation of	Presentations			
		costing: introduction,	Ethica; Issue in Sales	financial statement of				
	2-Apr-18	nature and scope	Management	insurance business				
		Activity based	Social Responsibilitty /	Revision (1 to 15	Information			
		costing: reasons	Ethical Concern for	schedules)	Technology			
	3-Apr-18		Salesman					
		Activity based	Types of Unethical /	Practical practice(7 to	Factors			
	4-Apr-18	costing: Numericals	Unfair Sales Practices	12 question)				
		Target Costing:	Code of Conduct for	Practical practice (13	Importance			
	5-Apr-18	introduction	Sales Ethics	to 18 question)				
		Target Costing:	Group discussion on	Revision of above	Types			
	6-Apr-18	methodology	above topic	chapter				
		Total quantity	Classification of	Group discussion	Group Discussion			
		management:	Doubts					
	7-Apr-18	introduction						

		T			
	Q Apr 10		Su	nday	
15	8-Apr-18 9-Apr-18	Total quantity management: 4P's, essential requirements	Allocation of Assignment II	Revision of chapter – 1st	Oral Test
	10-Apr-18	Total quantity management: 6 Sigma, criticism	Assesment Test II- 1 Recruitment, 2 Selection, 3 Training, 4 Motivating	Revision of chapter-2 nd	Merits
	11-Apr-18	Classroom discussion	Meaning, Definition of Role of IT in Sales Force	Class test chapter- 1st	Demerits
	12-Apr-18	Class test on discussion	Features, Importance of IT	Class test chapter-2 nd	India Retail Study
	13-Apr-18	Revision schedule	It Tools in Sales Force mgt, Role of IT in Functional area	Revision (holding company)	Group Discussion
			Dr. Ambedkar	Jayanti / Vaisakhi	
	14-Apr-18		~		
	15-Apr-18		Su	nday	
16	16-Apr-18	Revision of budgeting & budgeting control	Benefits of using IT Tools and its limitations	Test of above chapter	Written Test
	17-Apr-18	Presentation on board of budgeting	Presentation on board on above topic	Revision (banking company & liquidation)	Group Discussion
	1, 1201 10		Parashura	ama Jayanti	
	18-Apr-18				
	19-Apr-18	Revision of variance analysis (Numericals)	Revision of Ist&IInd Lesson	Test of above chapter	Revision
	20-Apr-18	Revision of material cost variance (Numericals)	Revision of IIIrd& IV Lesson	Revision of insurance company	Revision
	21-Apr-18	Revision of labour cost variance (Numericals)	Revision of Vth&VIth Lesson	Test of its schedules	Oral Test
	22-Apr-18	(Ivanierieais)	Su	nday	
17	23-Apr-18	Revision of CVP Analysis	Revision of VIIth&VIIIth Lesson	Full syllabus test	Revision
	24-Apr-18	Board presentation on CVP Analysis (group 1)	Revision of IX & X Lesson	Distribution of test and telling them their mistakes	Presentations
	25-Apr-18	Board presentation on CVP Analysis (group 2)	Revision XI & XII Lesson	Revision	Presentations Continued
	26-Apr-18	Group Discussion	Revision of XIII Lesson	Group Discussion	Group Discussion
	27-Apr-18	Group Discussion	Group Discussion	Group Discussion	Group Discussion
	28-Apr-18	Group Discussion	Group Discussion	Group Discussion	Group Discussion

<u>lesson Plan</u>

Name: Mrs. Monika Mittal

Subject: Commerce

Lesson Plan: January 2018 – 21

Week	Date	B.Com 2nd Sem. (Financial Accounting)	B.Com 4th Sem. (Business Law)	B.Com 4th Sem. (Financial Management)	B.Com 6th Sem. (Auditing)		
1	1-Jan-18	Introduction	Introduction	Introduction	Introduction		
	2-Jan-18	Concept of branch	Partnership act	Financial management	Auditing		
	3-Jan-18	Types of branch	Definitions	Nature and objective	Elements and objectives		
	4-Jan-18	Debtor system	Characteristics	Functions	Qualities of auditor		
	5-Jan-18	Branch Accounts	Touchstone	Scope	Techniques		
	6-Jan-18	Numericals	Differences kinds	Organisation	Advantages		
			Sunday				
2	7-Jan-18	Imprest System	Rights, Duties and Liabilities	Role of Financial	Limitations		
	8-Jan-18	Numericals	Implied authority	managers Financial Planning	Oral Test		
	9-Jan-18	Final A/C Mothod	Incoming Partner	Drofting	Classification of		
	10-Jan-18	Final A/C Method	Incoming Partner	Drafting	audit		
	11-Jan-18	Sums of branch	Outgoing Partner	Principals	Differences between different types		
	12-Jan-18	Branch stock A/C	Dissolution	Determinants	Preparations of Audit		
	13-Jan-18	Stock and Debtor System	Methods of Dissolution	Limitations	Planning		
	14-Jan-18	Sunday					
3	15-Jan-18	Practicals	Settlements of Affairs	Assessing the funds	Audit Programme		
	16-Jan-18	Blackboard Test	Liabilities of Partner	Oral Test	Audit Notebook		
	17-Jan-18	Wholesale Print System	Settlements of accounts	Financial Forecasting	Audit Papers		
	18-Jan-18	Independent Branches	Registration	Need and differences	Audit Proposals		
	19-Jan-18	Related Numericals	Advantages	Step of forecasting	Audit Evidence		
	20-Jan-18	Problems Solution	Partnership deep	Importance	Meaning and Formation		
	21-Jan-18		Sunday	,	1		
4	22-Jan-18		Vasant Panchami				
	23-Jan-18	Class Test	Class Test	Class Test	Class Test		
			Sir Chhotu Ram Jaya	nti	1		
	24-Jan-18	Hire Purchase-concept	FEMA-2002	Limitations	Presentations		
	25-Jan-18	Republic Day					
	26-Jan-18	To be continue	Objects and Definitions	Source of Finance	Types of Evidence		
	27-Jan-18		Sunday		7,1		
	28-Jan-18	A	•	T+	Thomas I and		
5	29-Jan-18	Accounting Treatment	Regulation and Management	Types	Internal control		
	30-Jan-18	Sums of H.P	To be continue	Long term finance	Internal Check		
	31-Jan-18	Sums of H.P	To be continue	To be continue	Internal Audit		

					Element and
	1-Feb-18	Cash Price	To be continue	Short term finance	Characteristics
	2-Feb-18	Interest rate	Authorised person	Certificate of deposit	Advantages of internal check
	3-Feb-18	Numerical H.P	Oral test	Class test	Cash transaction
	4-Feb-18		Sunday		
6	5-Feb-18	Return of goods	RBI powers	Capitalisation	Internal check of wages
	6-Feb-18	Numerical H.P	Contravention and penalties	Theories	Internal check of purchases
	7-Feb-18	Asset Accrual Method	Adjudicating Authority	Over capitalisation	Internal check of sales
	8-Feb-18	Journal entries	Special director appeals	To be continue	Statutory requirement of internal audit
	9-Feb-18	H.P Trading A/C	Presentations	Under capitalisation	Class test
	10-Feb-18		Maharshi Dayanand Saras	wati Jayanti	
			Sunday		
7	11-Feb-18				
	12-Feb-18	Instalment system	Appellate Tribunal Maha Shivratri	To be continue	Presentations
	13-Feb-18				
	14-Feb-18	Sums of instalments	Composition	Watered capital	Vouching
	15-Feb-18	Problem solutions	Directorate of enforcement	Presentations	Objective, Types
	16-Feb-18	Assignment 1	Assignment1	Assignment 1	Assignment 1
	17-Feb-18	Class Test	Misc. Provisions Sunday	Cost of capital	Vouching of trading transaction
	18-Feb-18		, I	I	
8	19-Feb-18	Partnership	Problem Solution	Classification	To be continue
	20-Feb-18	Partner's account	Assessment Test	Cost of preference	To be continue
	21-Feb-18	Interest on drawing	Presentations	Sums	Vouching cash transactions
	22-Feb-18	Adjustments	IT Act-2000	Cost of equity	To be continue
	23-Feb-18	Profit guarantee	Definitions	Sums	Vouching of ledger
	24-Feb-18	Joint life policy	Electronic signature Sunday	Cost of debts	To be continue
	25-Feb-18		Junuay	T	I
9	26-Feb-18	Admission of partner	Electronic Governance	Sums	Oral Test
	27-Feb-18	New ratio, goodwill	To be continue	Overall cost of capital	Presentations
	28-Feb-18		Holiday		
	1-Mar-18		Guru Ravidas Birthd	ay 	
	2-Mar-18		Holi		
	3-Mar-18		Holiday		
	4-Mar-18		Sunday		
10	5-Mar-18	Accounting treatment	Certifying authority	Numerical	Verification
	6-Mar-18	Revaluation	Appointment and function	Capital structure	Valuation of assets and liabilities

					Meaning and				
	7-Mar-18	Numerical	Application for licence	Theories	differences				
	8-Mar-18	Proportionate capital	rejection of licence	Net income approach	Auditor valuation				
	9-Mar-18	Sums of admission	Duties of subscriber	Net operating income approach	Verification of assets Verification of				
	10-Mar-18	Class test	Penalties, Compensation	Traditional approach	liabilities				
	11-Mar-18		Sunday						
11	11-ividi-10								
	12-Mar-18	Assignment 2	Assignment2	Assignment2	Assignment2				
	13-Mar-18	Retirement or death	Cyber Appellate Tribunal	MM Approach	Oral test				
	14-Mar-18	Gaining ratio	Composition	Numerical	Group discussion				
	15-Mar-18	Accounting treatment	Procedure and Powers	Capital Budgeting	Company audit Need, Preliminary				
	16-Mar-18	Revaluation	Offences	Nature, kind, process	books				
	17-Mar-18	Sums of retirement	Punishment	Pay back technique	Audit Procedure				
	18-Mar-18		Sunday						
12	10-10101-10								
	19-Mar-18	Settlement of loan	Power of controller	ARR technique	SEBI guidelines Appointment of				
	20-Mar-18	Sums of loan	Cyber security	NPV Method	auditor				
	21-Mar-18	Retirement and admission	National nodal agency	Profitability and IRR	Rights and duties				
	22-Mar-18	Numerical	Other provisions Penalties	Practical Problems	Removal, Resignation				
	23-Mar-18		Shaheedi Diwas of Bhagat Sir	ngh, Rajguru & Sukhdev	1				
	24-Mar-18	Death of partner	Group discussion	Assessment test	Auditor's lien				
	25-Mar-18	Sunday/ Ram Navami							
13	25 17101 25			Working capital					
	26-Mar-18	Practical problems	Class test	management	Joint auditor Liabilities of				
	27-Mar-18	Blackboard test	Competition Act 2002	Concept, Approaches	auditor				
	28-Mar-18	Presentations	Objectives	Planning, need	Presentations				
	29-Mar-18	Mahavir Jayanti							
	29-IVId1-10			Computation of					
	30-Mar-18	Written test	Salient features	Working capital	Criminal liability				
	31-Mar-18	Dissolution of firm	Definitions	Numerical	Audit of govt. Company				
L4	1-Apr-18		Sunday						
	2-Apr-18	Modes of dissolution	Provisions	Cash management	Appointment, objectives				
	3-Apr-18	Accounting procedure	anti-Competitive agreement	Objective, Factors	Audit report				
	4-Apr-18	Accounts	Abuse of dominant position	Cash Budget	Importance, types				
	5-Apr-18	Differences	Combination	Cash flow statement	Specimen of different reports				
	•			Receivable	,				
	6-Apr-18	Numerical	Competition Commission	Management	Class Test Auditing of E-				
	7-Apr-18	Numerical	Composition	Objectives, Aspects	Commerce transactions				
	1-Whi-19	INUITIETICAL	Sunday	Objectives, Aspects	ti atisactiUHS				
	8-Apr-18			1	1				
15	9-Apr-18	Role of garner Vs. Murray	Duties, Powers, Functions	Inventory management	Effect in E- Commerce audit process				

		1			- C . C -	
					Effect of E-	
					Commerce	
	10-Apr-18	Sums under this rule	Director general	Techniques	environment	
		Sums when one				
		partner remain				
	11-Apr-18	solvent	Inquiry: Dominant position	Numerical	Group discussion	
		Sums when all				
		partners become				
	12-Apr-18	insolvent	Inquiry: Combination	Dividend Policy	Investigation	
	13-Apr-18	Problem Solution	Inquiry on complaints	Form of dividend	Approaches	
	,		Dr Ambedkar Jayant			
	1/1-Apr-19					
	14-Apr-18		Compley.			
	45.4.40		Sunday			
1.0	15-Apr-18					
16					Objectives of	
	16-Apr-18	Class test	Procedure of investigation	Importance policy	investigation	
	17-Apr-18	Presentations	Orders for commission	Types of dividend	Oral test	
			Parashurama Jayanti			
	18-Apr-18					
	10-Apr-10				D (
	10.				Professional ethics	
	19-Apr-18	Quiz	Penalties	Determinants	and conduct	
					Principals of	
	20-Apr-18	Revision	Duties for director general	Walter model	professional ethic	
					Entry in	
			Competition Appellate		professional	
	21-Apr-18	Revision	Tribunal	Gorden model	conduct	
			Sunday			
	22-Apr-18		•			
17	227.01.10					
1/	23-Apr-18	Revision	Misc. Provisions	MM Hypothesis	Group discussion	
	23-Api-10	REVISION	IVIISC. FI OVISIONS	IVIIVI HYPOLIIESIS	Group discussion	
	24-Apr-18	Practice	Problems Solutions	Numerical	Presentations	
	25-Apr-18	Practice	Oral Test	Revision	Revision	
	26-Apr-18	Practice	Revision	Revision	Revision	
	20 / (5) 10					
	27 Apr 10	Practico	Povision	Povision	Povision	
	27-Apr-18	Practice	Revision	Revision	Revision	
	28-Apr-18	Practice	Revision	Revision	Revision	

Name: Ms. Neha
Subject: Commerce
Lesson Plan: 2018-21

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Week	Date	B.Com 4 th Sem. (Financial Management)	B.Com 6 th Sem. (Security Market Operation)	M.com 2 nd Sem. (Corporate accounting)	M.Com 2 nd (Strategic Marketing)
1	1 Ion 10	Introduction to financial management	Introduction to subject	Introduction of subject	Introduction to the subject
	1-Jan-18	Nature of Financial Management.Objectiv es of Financial	Nature of primary market	Issue and forfeiture of shares: introduction	Concept of History of Strategy
	2-Jan-18	Management Functions/ Scope of Financial Management	Capital Market Structure and its role	Company: its meaning,definition,chart	Strategic role of marketing
	3-Jan-18	Finance and Related Disciplines. Organisation of Finance Function	Government Securities Market &securiy types	erstics Shares,type,meaning	Marketing strategic planning process
	4-Jan-18	Emerging Role of Finance Managers in India	Primary Dealers and prerequisites for dealers	Books building,placement of shares	Marketing strategy
	5-Jan-18 6-Jan-18	Chapter at a glance	Oral test	Accounting treatment	Strategic entry: BCG Matrix and GE Matrix
	7-Jan-18		S	unday	
2	7-Jan-10	Introduction to Financial Planning Need of Financial Planning	Corporate Securities Market and new issue market	Call in arrears, advance,forfairure	Profit impact of marketing: strength weaknesses
	9-Jan-18	Types of Financial Planning Significance of Financial Planning	Characterstics, function s& issue mechanism	Oversubscription of shares, accounting treatment	Strategic hierarchy: two levels
	10-Jan-18	Procedure of Financial Planning/Drafting a financial plan Principles of sound financial plan	SEBI Regulations 2009 for Right issue, Grey market	Practical practice of questions	Corporate strategic decisions: mission vision goals objectives
	11-Jan-18	Determinants of Financial Planning Limitations of Financial Planning	Bonus shares, Book Building ,Stock Options , BOD's	Surrender of shares,lien of shares	Features of goals, company examples
	12-Jan-18	Assessing the funds requirement for fixed assets	Qualified instutional placement.	Buy back of shares and their accounting treatment	Distribution of presentations to students
	13-Jan-18	Assessing the funds requirement for current assets Assessing the funds requirement for intangible assets	Oral test	Doubt clearing classes	Oral test of strategic decisions, allotment of assignment topic To students
			S	unday	1
3	14-Jan-18	Test of 2 chapters	Capital Market Instruments ,	Valuation of shares: intro.,determinants	Resource allocation : introduction, models
	15-Jan-18		ownership securities.		

		Introduction to Financial Forecasting Difference between Financial Planning and Financial Forecasting Need of Financial Forecasting	Debt securities & Innovative Debentures	Methods of valuation,net asset valuation method	Formulating strategies: meaning, according to level explanations			
	16-Jan-18	Procedure/steps of Financial Forecasting	Intermediaries in New issue Market	Yield method,fair value methods	Marketing strategies and policies: differentiated, undifferentiated concentrated			
	18-Jan-18	Techniques of Financial Forecasting	Right of investors & problems of NIM	Exchange rate method,practical practice	Elements of marketing mix : Introduction, Product Mix			
	10 L- 10	Importance/advantage of Financial Forecasting Limitations/drawbacks of Financial Forecasting	Recommendation of committee of caller account convertibility	Doubt clearing class	Price Mix, Promotion Mix, Place Mix			
	19-Jan-18 20-Jan-18	Chapters at a glance: Chapter 2 and 3. And assignment	Assignment issued on primary market	Taking test of this chpter	Submission of assignment			
		assignment	S	unday				
4	21-Jan-18		Vasan	tPanchami				
	22-Jan-18	Oral test of	Introduction and role	Distributing test	Presentation of 1-5			
	23-Jan-18	assignment. of Stock Exchange students Sir Chhotu Ram Jayanti						
	24-Jan-18	Sources of Finance:- Difference between Assignment to students Presentation of 5-10						
	25-Jan-18	Introduction Types of Sources of Finance Long term financing	primary & Secondary market	on issue of shares	students			
	26-Jan-18	Republic Day						
	27-Jan-18	Ordinary shares Term loan/debenture	Submission of assignment & oral test	Discussion of previous chapters	Test of Marketing Mix			
	28-Jan-18		S	unday				
5	29-Jan-18	Hybrid financing Lease finance	Security contract Act ,1956, SEBI	Submission of assignment	Environmental Analysis and Scanning : Introduction			
	30-Jan-18	Hire purchase Venture capital	Self regulatoryorganisation	Final accounts of companies: intro.,meaning	Components of environment			
	31-Jan-18	Short term financing Trade credit	Corportisation and Demutualisation of stock exchange	Performance of balance sheet with detailed items	approaches to environmental scanning			
	1-Feb-18	Bank credit Commercial papers	Security contract Act (Regulation) -2006	Starting of p and I account with explained items	Factors affecting environment, E-Top, PESTLE Analysis			
		Certificate of deposits Factoring	Procedure for Dealing at stock Exchanges.	Dividend: types,CDI treatment	Models of env. analysis			
	2-Feb-18 3-Feb-18	Chapter at a glance	Factors influencing Prices on Stock Exchange	P and I appropriation, and it's items	Matrixes of environment			
			_	Sunday	I			
	4-Feb-18	Capitalisation: An	Types of speculators &	Practical practice of	Market Segmentation			
6	5-Feb-18	introduction Theories of	Provisions related to	numerical Bonus share,accounting	Segmentation: costs			

stock Exchanges.

treatment

6-Feb-18

	,	T	,		
		Capitalisation			
		Cost theory of			
		Capitalisation			
		Capitalised value of	Qualifications for	Practical practice	Target Marketing,
		Capitalisation	membership &		alternative targeting
			maintenance of books		strategies
	7-Feb-18		& documents		Dicc i i i i i
		Over Capitalisation-	Listing of securities	Doubt clearing and	Differentiated marketing, concentrated marketing,
		causes, consequences and remedies		assignments given	selecting a viable
	8-Feb-18	and remedies			strategy
		Under Capitalisation-	Evaluation of Listing	Test of final accounts	Test of segmentation
		causes, consequences		and submission of	
		and remedies		assignment	
	9-Feb-18		Mahawahi Dawar	andCanagenetiTananti	
	10-Feb-18		ManarshiDayai	nandSaraswatiJayanti	
	10-Feb-18	Sunday			
	11-Feb-18	Sanday			
7		Watered capital	Insider trading &	Distribution of tests	Distribution of
		Chapter at a glance	regulation 2015		assignment topics
	12-Feb-18		MI	GI: 4:	
	12 Eab 19		Man	naShivratri	
	13-Feb-18	An introduction to	Factors for Growth of	Amalgamation,	Product positioning:
		cost of capital	capital market	absorption and external	Introduction, alternative,
		Importance and		reconstruction	determinants
		Concept			
	14-Feb-18				
		Classification of Cost	Major problems for	Purchase consideration:	Steps in positioning,
	15-Feb-18	of capital	secondary market	methods, treatment	errors in positioning
	15 1 00 10	Measurement of	Reforms in capital	Practical practice	Presentation of 10-15
		Specific Costs	market	·	students
		Cost of debt-			
	16 11 10	practical problem			
	16-Feb-18	Cost of preference	R.H. Patil committee	Doubt clearing and	Submission of
		share capital-	Report	assignments	assignment
		practical problem			
	17-Feb-18	1			
			\$	Sunday	
0	18-Feb-18	Cost of Fauity shows	Tuo din a mashaniam at	Described and the of	Market Enter Strategies
8		Cost of Equity share capital-1 (practical	Trading mechanism at BSE	Practical practice of numerical	Market Entry Strategies
	10 Esh 10	problem)	DOL	Humerical	
	19-Feb-18	Cost of Equity share	Process of placing &	Unrelized profit	Foreign production, joint
		capital-2(practical	execution of order	Jin Citzed profit	ventures, epz
		problem)			
	20-Feb-18	*			
	21 7 1 1 =	Assignments issued	Assessment Test for	Assignment on external	Case study of EPZ
	21-Feb-18	Oral test	secondary market Revision and feedback	reconstruction	Markating atratage for
		Orar test	of BSE	Internal reconstruction: intro, objective, methods	Marketing strategy for new entries : pioneer
	22-Feb-18			5, 55 jedave, methods	strategies
		Overall cost of	Trading mechanism at	Practical practice of	Follower strategy,
	23-Feb-18	capital-1(practical problem)	NSE	questions	determinants
	25-1 00-10	Overall cost of	Internet Trading	Doubt clearing class	Presentation of 15-20
		capital-2(practical	6		students
	24-Feb-18	problem)			
	25 Ech 10			Sunday	
9	25-Feb-18	Capital structure	Risk management	Alteration in internal	Mass marketing
		theories- Net Income	measure	reconstruction	penetration, niche
		Approach-(practical			penetration
		problem)			
	26-Feb-18	Andiamon	0:-1:::::	C. L	G1-1 1 1
	27-Feb-18	Assignment issued	Oral test	Submission of assignment	Skimming and early withdrawal
	21-Feb-18	1	<u> </u>	assigninent	** I LI LI LI W LI

	Holiday
28-Feb-18	

	1-Mar-18		Guru Ra	vidas Birthday			
	2-Mar-18			Holi			
		Holiday					
	3-Mar-18			Sunday			
10	4-Mar-18	Net Operating	Test of primary &	Reorganization of capital	Test of Environmental		
		Income (NOI) Approach-(practical problem)	secondary market & trading mechanism		Analysis		
	5-Mar-18 6-Mar-18	Traditional approach	BSE introdction	Practical practice and doubt clearing	Strategies for entering in international markets: Introduction, factors affecting		
	o waa 10	Modigliani-Miller (MM) Approach- 1(Arbitrage process)- practical problem	Role of BSE & Listing at BSE	HR accounting: intro.,charterstics, objective	Strategic alliances, licensing in international markets		
	7-Mar-18						
	8-Mar-18	Modigliani-Miller (MM) Approach- 2(Arbitrage process- Reverse Direction)- practical problem	Listing Procedure at BSE	Methods of valuation: based on costs	Franchising to international markets, types, advantages, disadvantages		
		Practical problems on capital structure	NSE introduction,features,st ructures	Importance of HRA,limitations	Discussion of previous topics		
	9-Mar-18 10-Mar-18	Determinants of Capital structure-1	Listing procedure &subsidaries of NSE	Oral test of HRA	Presentation of 20-25 students		
		Capital structure-1	ı	of Capital structure-1	students		
11	11-Mar-18	Introduction to Capital Budgeting Nature of Capital Budgeting- Importance ,difficulties	Revision & oral test of NSE and BSE	Practical practice of numerical	Marketing strategy for growth market: introduction, opportunities, risks		
	12-Mar-18	Kinds of Capital Budgeting decisions Capital budgeting process	SEBI Regulations ,2009	Practical practice of numerical	Strategies : fortress, position defense strategy, flanker, confrontation		
	13-Mar-18	Introduction to Time Value of Money Capital Budgeting evaluation techniques: Classification	Revise regulations	Doubt clearing class	Market expansion, contraction or withdraw strategy		
	15-Mar-18	DCF techniques NPV-practical problem	Custodian of securities introduction	Interim dividend,proposeddivide nd,bonus share	Growth strategy for followers: frontal attack, leapfrog, flanking and encirclement strategies, guerilla		
	16-Mar-18	IRR- practical problem	Regulations of customers securities	Lease holding,meaning, terminology, differences	Discussion of previous topics		
	17-Mar-18	NPV Vs IRR PI- practical problem	Obligation & responsibilities of custodian	Accounting treatment , disclosure	Presentation of 26-30 students		
	18-Mar-18			Sunday	-		

12		Non-DCF techniques ARR- practical	Oral test of custodian and introduction of	Holding and subsidiary companies:	Marketing strategy for mature markets:		
	19-Mar-18	problem	depository	meaing,types	introduction, strategies		
	19-Mar-18	PB- practical	Promoters and	Consolidated financial	Developing marketing		
	20-Mar-18	problem	structure of NSDL	statements, after treatment	programs, evaluating effectiveness		
	21-Mar-18	Chapter at glance	Legal framework of NSDL	Practical practice of numerical	Strategic choices in mature market: methods of differentiation, maintaining market shar		
	21 14141 10	Working capital management-an	Business partners & Linkages of exchanges	Practical practice of numerical	Extending volume growth: penetration		
		introduction Concept of Working			strategy, extending use strategies, market expansion strategy		
	22-Mar-18	capital					
	23-Mar-18		ShaheediDiwas of Bhag	gat Singh, Rajguru&Sukho	lev		
		Determining Financing mix	Function , advantage of NSDL	Doubt clearing class	Marketing strategy for declining markets:		
		Hedging approach Matching approach			conditions for demand, exit barriers, intensity of future rivalry		
		Conservative approach			ratare rivany		
	24-Mar-18		Sunday/	Ram Navami			
	25-Mar-18						
	26-Mar-18	Planning of working capital Need of working capital Determinants of working capital	Test assignment of NSDI	Corporate financial reporting : meaning and obective	Presentation of 30-37 students		
	27	Computation of working capital-1 (practical problem)	Discussion of test & doubts of NSDL	Users of accounting, approaches, o f reporting	Test of marketing strategies		
	27 mar-18	Computation of working capital-2(practical problem)	Assignment on BSE & NSE	Users,approaches,types of reportung	Business strategies and marketing mix: intro, contents, competence,		
	28-Mar-18		Mah	avirJayanti	marketing mix		
	29-Mar-18				l n		
	30-Mar-18	Computation of working capital-3(practical problem)	Submission of assignment & oral test	Social reporting: intro,social responsibility	Discussion on elements of marketing mix and extended marketing mix of services		
	31-Mar-18	Class test preparation	Introduction of Derivative	Social accounting, approaches, treatment	Factors affecting marketing mix,		

				Sunday	
14	1-Apr-18				
	2-Apr-18	Class test	Charaterstics& regulatory Framework of Derivative	Test of corporate financial responsibility and social reporting	Strategic Implementation :introduction, meaning, characteristics,
		Cash management-an introduction Motives for holding cash	Futures	Segment, periodic and environmental reporting	Techniques of implementation
	3-Apr-18				
		Objectives Cash management Factors determining cash needs	Forward	Explanatory notes, reporting	Mckinsey 7s framework
	4-Apr-18				
		Devices of Cash management Cash budget	Call option & Put option	Doubts clearing class	Test of strategic implementation
	5-Apr-18				

	6-Apr-18	Cash flow statement Cash flow ratios	Revision	Test of reporting topics	Discussion of test			
		Cash management model-1	Oral test	Recent trends in corporate responsibility	Strategic evaluation and control :intro, meaning			
	7-Apr-18			hu	and need			
				Sunday				
	8-Apr-18			T				
15	9-Apr-18	Cash management model-2	Introduction of Raising funds from International market	Financial statements	Techniques of evaluation			
	10-Apr-18	Techniques of Cash management	FDI & its routes, various incentives	Harmonisation, advantages	Techniques of control			
	10 7101 10	Receivable	FII's & eligibility	Harmonisation in	Test of evaluation and			
		Management-an	creteria	corporate report	control			
		introduction						
		Objectives of						
		Receivable						
		Management						
		Cost of Receivable						
		Management						
	11-Apr-18	Aspects of	EUrro issues &	Doubts clearing	Discussion of problems			
		Receivable	FCCB's	Doubts clearing	Discussion of problems			
		management-1						
	12-Apr-18	management-1						
	•	Aspects of	ADR & GDR and their	Taking test	Discussion of previous			
		Receivable	advatages		year papers			
		management-2						
	13-Apr-18		D 4 1 11	T 4' / \$7 * 11 *				
		DrAmbedkarJayanti / Vaisakhi						
	14-Apr-18							
	15 Am 10			Sunday				
16	15-Apr-18	Inventory	Revision	Revision time	Revision of syllabus topic			
10		Management-an	Revision	Nevision time	wise			
		introduction						
		Objective s of						
		Inventory						
		Management						
	16-Apr-18							
		Techniques of	Revision	Revision of issue of	Continued			
		Inventory		shares				
	17-Apr-18	Management-1						
	2, 11p1 10		Parash	ıuramaJayanti	1			
	18-Apr-18			•				
		Techniques of	Revision	Revision of final accounts	Revision Continued			
		Inventory						
	19-Apr-18	Management-2	D:	De la Contraction de la Contra	Desiring Control			
		An introduction to	Revision	Revision of amlgmation	Revision Continued			
		dividend Forms of dividend						
		Importance of						
		dividends						
	20-Apr-18	GI VIGOIGS						
	•	Types of dividend	Revision	Revision of hra	Revision Continued			
		policy						
	21-Apr-18			Cunday				
	20.4.10			Sunday				
17	22-Apr-18	Determinants of	Revision	Pavisian of lease	Revision Continued			
1/		dividend policy	Kevisioli	Revision of lease accounting	Kevision Continued			
	23-Apr-18	dividend policy		accounting				
	F0	Theory of Relevance	Revision	Revision of holding	Revision Continued			
		Walter's		subsidiary				
		Model(practical						
		-						
	24.4.12	problem						
	24-Apr-18	-						

	Gordon's	Revision	Revision of doubt clearing	Revision Continued
	Model(practical			
	problem)			
25-Apr-18				
	Theory of	Revision	Do	Revision Continued
	Irrelevance			
	M-M			
	Hypothesis(practical			
	problem)			
26-Apr-18				
	Revision	Revision	Do	Revision Continued
27-Apr-18				
	Revision	Revision	Do	Revision Continued
28-Apr-18				

Lesson Plan

Name: Mrs.Santosh
Subject: Commerce
Lesson Plan: 2018-21

			T = 0				
Week	Date	B.Com 4th Sem.	B.Com 6th Sem.	B.Com 6th Sem.			
		(Business Environment in	(Security Market Operation)	(Income Tax)			
		Haryana)					
1		Introduction of subject	Introduction to subject	Introduction of subject			
	1-Jan-18 Business environment			-			
		Business environment	Nature of primary market	Introduction of income tax			
	2-Jan-18	introduction,components					
		Nature of Haryana economy,	Capital Market Structure and its	Deductions of gross total			
	2 lan 19	meaning of eco.devlopment	role	income 80C			
	3-Jan-18	·	Government Securities Market				
		Determinants of economic		Deductions of G.T.I 80			
		development and non	&securiy types	CCC,80 D, 80DD			
	4-Jan-18	economic development					
		Eve.ofit'sinception,nature,he	Primary Dealers and prerequisites	Deductions of G.T.I 80 E,80G			
	5-Jan-18	alth and nutrition	for dealers				
		Literacy in Haryana,banking	Oral test	Deductions under section			
	6-Jan-18	in Haryana, industrialisation		80G,80GG			
			Sunday				
	7-Jan-18						
2		Revision on	Corporate Securities Market and	Description under section 80			
_		components,nature,	new issue market	2 330			
		determinants of					
		environmental env.					
	0.100.10	environmentarenv.					
	8-Jan-18						
		Agriculture meaning,	Characterstics, functions & issue	Description under section 80			
		importance,productivity,	mechanism				
	9-Jan-18	trends					
		Weeknes in agriculture	SEBI Regulations 2009 for Right	Description under section 80			
	10-Jan-18	sector and it's remidies	issue, Grey market				
		Measure employed to	Bonus shares, Book Building	Description under section 80			
	11-Jan-18	develop, trends of investing	,Stock Options , BOD's	· ·			
		Agriculture credit, intro.,	Qualified instutional placement.	Description under section 80			
		sources, problems of	Quantite instational pracement.	Description ander section of			
	12-Jan-18	agriculture credit					
	12-Jaii-10	<u> </u>	Ovelteet	Description and acception 00			
	40 1 40	Suggestions to remove rural	Oral test	Description under section 80			
	13-Jan-18	credit, agriculture comitee					
		Sunday					
	14-Jan-18		1				
3		Revision of agriculture credit	Capital Market Instruments,	Numerical practice of sums			
	15-Jan-18	and productivity	ownership securities.				
		Taking test of agriculture	Debt securities & Innovative	Numerical practice of sums			
	16-Jan-18	credit	Debentures	·			
		Distributing test	Intermediaries in New issue	Computation of total income			
	17-Jan-18	Distributing test	Market	of an individual			
	1, 3011-10	Giving overview of NABARD	Right of investors & problems of	Computation of an individual			
	10 10 10	Giving overview of NABARD	NIM	1			
	18-Jan-18	Charles to the		total income			
		Starting next chapter	Recommendation of committee of	Numerical problem of total			
	19-Jan-18	NABARD	caller account convertibility	income of an individual			
		Introduction,	Assignment issued on primary	Numerical problem of total			
	20-Jan-18	features,obhectives	market	income of an individual			
			Sunday				
	21-Jan-18						
4			VasantPanchami				
	22-Jan-18						
		Giving presentations to	Introduction and role of Stock	Numrical problems of total			
		students Haryana economy	Exchange	income of an individual			
	23-Jan-18	1		income of all marvidual			
	₹2-1911-19	and components	Cin Chinata Davida a satt				
	24 1 12		Sir Chhotu Ram Jayanti				
	24-Jan-18		T 7100				
		Revision day	Difference between primary &	Written test of deduction u/s			
	25-Jan-18		Secondary market	80			
			Republic Day				
	26-Jan-18		•				
		Taking presentation	Submission of assignment & oral	Written test of deduction u/s			
	27-Jan-18	randomly	test	80			
	, Juli 10	Tanaonny	<u> </u>	1 55			

		Sunday				
	28-Jan-18					
5		Class test on business	Security contract Act ,1956, SEBI	Tax liability of an individual		
		environment factors,				
	29-Jan-18	economic development				
		First assignment on	Self regulatoryorganisation	Tax liability of an individual		
	30-Jan-18	agriculture in Haryana				
		Distributing class test and	Corportisation and	Numerical problem of tax		
		telling them about their	Demutualisation of stock exchange	liability of individual		
	31-Jan-18	Marks				

			T	T .			
	1-Feb-18	Collecting assignment from students	Security contract Act (Regulation) - 2006	Numerical problem of tax liability of an individual			
	2-Feb-18	Organisaional structure of NABARD	Procedure for Dealing at stock Exchanges.	Discussion in class about dedcutions			
	3-Feb-18	Taking overview from students	Factors influencing Prices on Stock Exchange	Discussion about deductions			
	4-Feb-18		Sunday				
6	5-Feb-18	Rural indebtedness, meaning featur es, causes	Types of speculators & oral test	Assignment about H.U.F			
	6-Feb-18	Consequence, solutions, conclusion	Provisions related to stock Exchanges.	Taking assignment			
	7-Feb-18	Revision day	Qualifications for membership & maintenance of books & documents	Numerical practice of H.U.F			
	8-Feb-18	Taking feedback from students	Listing of securities	Income tax authorities			
	9-Feb-18	Small scale and cottage industry Haryana, meaning and it's type	Evaluation of Listing	Income tax authorities, power and duties			
	10-Feb-18	MaharshiDayanandSaraswatiJayanti					
	11-Feb-18	Sunday					
7	11-Feb-18	Difference, importance, problems,	Insider trading & regulation 2015	Written test			
	12-Feb-18	suggestions					
	13-Feb-18	MahaShivratri MahaShivratri					
	14-Feb-18	Revision day of this chpter	Factors for Growth of capital market	Procedure of assessment			
	15-Feb-18	Government and small scale industries, new policy for small scale industries	Major problems for secondary market	Procedure of assessment			
	16-Feb-18	Features and giving oral test	Reforms in capital market	Types of assessment			
	17-Feb-18	Taking oral test	R.H. Patil committee Report	Types of assessment			
	18-Feb-18		Sunday	,			
8	19-Feb-18	HSIDC meaning, objective, functions	Trading mechanism at BSE	Assignment topics assessment of an individual income			
	20-Feb-18	Failure of HSIIDC, giving revision of HSIIDC	Process of placing & execution of order	Assignment topics of assessment of an individual income			
	21-Feb-18	Taking oral test	Assessment Test for secondary market	Deductions of T.D.S at source			
	22-Feb-18	SEZ, introduction,rules,objectives , incentive offered	Revision and feedback of BSE	Deductions of T.D.S at source			
	23-Feb-18	Minimum land area required,approval for macanisam	Trading mechanism at NSE	T.D.S			
	24-Feb-18	Functions, advantages and criticism of SEZ	Internet Trading	T.D.S			

	25-Feb-18		Sunday	
9	26-Feb-18	Taking students problems	Risk management measure	Clearing doubts
	27-Feb-18	Taking test from students	Oral test	Group discussion
	28-Feb-18		Holiday	'

	1 May 10		Guru Ravidas Birthday				
	1-Mar-18 2-Mar-18	Holi					
	3-Mar-18	Holiday					
			Sunday				
10	4-Mar-18	201	<u> </u>	Took of consequent			
10	5-Mar-18	2nd assignment topics on various topics	Test of primary & secondary market & trading mechanism	Test of assessment procedure			
	6-Mar-18	Revision of previous syllabus	BSE introdction	Test of types of assessment			
	7-Mar-18	Distribution of tests	Role of BSE & Listing at BSE	Advance payment of tax			
	8-Mar-18	Taking presentation from students	Listing Procedure at BSE	Advance payment of tax			
	9-Mar-18	Presentation continued	NSE introduction, features, structures	Recovery of tax and refund of tax			
		Discuss student's problems	Listing procedure & subsidaries of	Assessment test			
	10-Mar-18		NSE Sunday				
4.4	11-Mar-18	luco :	D · · · · · · · · · · · · · · · · · ·	T			
11	12-Mar-18	HFC, introduction, features, provisions, eligible units	Revision & oral test of NSE and BSE	Appeals			
		Organizational structure of	SEBI Regulations ,2009	Appelas			
	13-Mar-18	HFC, functions, failure Taking problems	Revise regulations	Penalties			
	14-Mar-18	Civing them test of this	Custodian of securities introduction	Penalties			
	15-Mar-18	Giving them test of this chapter					
	16-Mar-18	Taking test	Regulations of customers securities	Penalties			
	17-Mar-18	Distribution of test and telling their problems	Obligation & responsibilities of custodian	Penalties			
	18-Mar-18		Sunday				
12		HAFED, introduction, Oral test of custodian and Clearing doubts					
	19-Mar-18	features, objective, organisation	introduction of depository				
	20-Mar-18	Functions, conclusion and giving revision	Promoters and structure of NSDL	Taking presentation from students			
	21-Mar-18	Taking oral test	Legal framework of NSDL	Taking presentation from students			
	22-Mar-18	Taking written test also	Business partners & Linkages of exchanges	Assessment of firms			
	23-Mar-18	Shahe	ediDiwas of Bhagat Singh, Rajguru&S	ukhdev			
	72-IAIQI -10	Planning in Haryana ,intro ,	Function, advantage of NSDL	Assessment of firms			
	24-Mar-18	features, objective, functions	Sunday/ Ram Navami				
	25-Mar-18		Sunday/ Nam Navami				
13	26-Mar-18	Structure, functions, performance, failure and revision of this	Test assignment of NSDl	Numrical problems of assessment of firms			
	20-IVIa1-18	Process , performance of	Discussion of test & doubts of	Numerical problem of			
	27-Mar-18	12th plan in Haryana	NSDL	assessment of firms			
		Taking oral test	Assignment on BSE & NSE	Taking written test			
	28-Mar-18		Mahavirlavanti				
	29-Mar-18	Haryana budget, meanung,fetures,funds,	MahavirJayanti Submission of assignment & oral test	Distribution of test			
	30-Mar-18	objective Importance, structure,	Introduction of Derivative	Submission of assignment			
	31-Mar-18	different concepts of budget					

14	1-Apr-18	Sunday					
	2-Apr-18	Measure to control, balanced and unbalanced budget	Charaterstics& regulatory Framework of Derivative	Presentation			
	3-Apr-18	Features of Haryana budget, receipt and expenditure	Futures	Presentation			
	4-Apr-18	Revision of chapter 1st	Forward	Presentation			
	5-Apr-18	Revision of chapter 2 nd	Call option & Put option	Assessment of companies			
	6-Apr-18	Class test of chapter 1st and 2 nd	Revision	Assessment of companies			
	7-Apr-18	A review of chapter to students	Oral test	Assessment of companies			
	8-Apr-18		Sunday				
15	9-Apr-18	Revision about 3rd chapter	Introduction of Raising funds from International market	Assessment of companies			
	10-Apr-18	Revision about 4th chapter	FDI & its routes, various incentives	Numrical problems of assessment of companies			
	11-Apr-18	Taking test of 3rd and 4th chapter	FII's & eligibility creteria	Numerical problem of assessment of companies			
	12-Apr-18	Revision of 5th chapter	EUrro issues & FCCB's	Numerical problem of companies			
	13-Apr-18	Revision of 6th chapter	ADR & GDR and their advatages	Doubt class			
	14-Apr-18	DrAmbedkarJayanti / Vaisakhi					
	15-Apr-18		Sunday				
16	16-Apr-18	Taking test of both chapters	Revision	Revision of dedcutions			
	17-Apr-18	Revision of 7,8 chtpters	Revision	Revision of deduction			
	18-Apr-18	ParashuramaJayanti					
	19-Apr-18	Revision of 9th chpter	Revision	Taking written test			
	20-Apr-18	Test of these chpters	Revision	Revision of h.u.f			
	21-Apr-18	Distribution of tests and telling them their problems	Revision	Taking written test of h.u.f			
	22-Apr-18		Sunday				
17	23-Apr-18	Taking feedback from students	Revision	Doubt clearing			
	24-Apr-18	Revision of chpter 12	Revision	Revision of computation of total income			
	25-Apr-18	Revision of chpter 13	Revision	Test of computation of total income			
	26-Apr-18	Revision of chpter 14	Revision	Doubt clearing			
	27-Apr-18	Taking test of these chapters	Revision	Revision			
	28-Apr-18	Distribution of tests	Revision	Revision			

Lesson Plan

Name: Mrs. Suman Garg

Subject: Commerce

Lesson Plan : =2018-19

Week	Date	B.Com 4 th Sem.	B.Com (Hons.) 2 nd	B.Com 6th Sem.	B.Com 4 th Sem.
		(Corporate	Sem. (Supply chain	(Auditing)	(Business Environment in
1		accounting) Introduction of	management) Introduction of	Intro to subject	Haryana) Introduction of subject
1		subject (corporate	subject(value chain	intro to subject	introduction of subject
	1-Jan-18	account)	analysis)		
-		Valuation of goodwill	Concept, approach	Introduction	Business environment
	2-Jan-18	meaning ,method	and importance		introduction,components
		Practical practice	Taking review about	Auditing	Nature of Haryana
		(average profit	value chain		economy, meaning of
	3-Jan-18	method)	management		eco.devlopment
		Practical practice	Giving revision about	Elements and	Determinants of economic
	4-Jan-18	(Super profit method)	importance	objectives	development and non economic development
	4-3011-10	Practical practice	Concepts of value	Qualities of auditor	Eve.ofit'sinception,nature,h
		(capitalization	chain analysis	Qualities of addition	ealth and nutrition
	5-Jan-18	method)			
-		Practical practice	Oral test of concept	Techniques	Literacy in Haryana,banking
		(Purchase			in Haryana, industrialisation
		consideration &			
	6-Jan-18	annuity Method)			
_	7-Jan-18			Sunday	
2		Revision of above	Physical distribution	Limitations	Revision on
		methods	logistics		components,nature, determinants of
					environmental env.
					chivironiniental env.
	8-Jan-18				
_	0-3411-10	Valuation of share	Supply chain	Oral Test	Agriculture meaning,
		(introduction of	management	Oral rest	importance, productivity,
	9-Jan-18	method)			trends
-		Practical practice	Role of scm in	Classification of	Weeknes in agriculture
	10-Jan-18	(net assets method)	economy	audit	sector and it's remidies
		Practical practice	SCM and marketing	Differences between	Measure employed to
		(Dividend Yield	mix	different types	develop, trends of investing
	11-Jan-18	method)		5 6	
		Practical practice	SCM as coordination	Preparations of Audit	Agriculture credit, intro.,
	12-Jan-18	(earning capacity method)	function		sources, problems of agriculture credit
-	12-Jaii-10	Practical practice	Integrated scm	Planning	Suggestions to remove rura
		(implementation of	integrated sem	T lattitling	credit, agriculture comitee
	13-Jan-18	average method)			or carry agriculture commission
	14-Jan-18			Sunday	
3		Problem solving day	Learning work on	Audit Programme	Revision of agriculture
,		0 ,			
	15-Jan-18	(above chapter)	above topics		credit and productivity
	15-Jan-18	(above chapter) Accounts of Holding	Taking views of	Audit Notebook	Taking test of agriculture
		(above chapter) Accounts of Holding Company	<u>'</u>	Audit Notebook	
	15-Jan-18 16-Jan-18	(above chapter) Accounts of Holding Company Introduction	Taking views of students		Taking test of agriculture credit
		(above chapter) Accounts of Holding Company Introduction Preparation of	Taking views of students Total cost	Audit Notebook Audit Papers	Taking test of agriculture
		(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet	Taking views of students Total cost management approch	Audit Papers	Taking test of agriculture credit Distributing test
	16-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice	Taking views of students Total cost		Taking test of agriculture credit Distributing test
	16-Jan-18 17-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated	Taking views of students Total cost management approch	Audit Papers	Taking test of agriculture credit
	16-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet)	Taking views of students Total cost management approch Strategic scm	Audit Papers Audit Proposals	Taking test of agriculture credit Distributing test Giving overview of NABARD
	16-Jan-18 17-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice	Taking views of students Total cost management approch Strategic scm	Audit Papers	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter
	16-Jan-18 17-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned	Taking views of students Total cost management approch Strategic scm	Audit Papers Audit Proposals	Taking test of agriculture credit Distributing test Giving overview of NABARD
	16-Jan-18 17-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned company , Partly	Taking views of students Total cost management approch Strategic scm	Audit Papers Audit Proposals	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter
	16-Jan-18 17-Jan-18 18-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned	Taking views of students Total cost management approch Strategic scm	Audit Papers Audit Proposals Audit Evidence	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter
	16-Jan-18 17-Jan-18 18-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned company , Partly owned company) Pre-acquisition &	Taking views of students Total cost management approch Strategic scm Implimantation and management	Audit Papers Audit Proposals	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter NABARD
	16-Jan-18 17-Jan-18 18-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned company , Partly owned company) Pre-acquisition & post –acquisition	Taking views of students Total cost management approch Strategic scm Implimantation and management	Audit Papers Audit Proposals Audit Evidence Meaning and	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter NABARD Introduction,
	16-Jan-18 17-Jan-18 18-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned company , Partly owned company) Pre-acquisition & post –acquisition profits (Practical	Taking views of students Total cost management approch Strategic scm Implimantation and management	Audit Papers Audit Proposals Audit Evidence Meaning and	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter NABARD Introduction,
	16-Jan-18 17-Jan-18 18-Jan-18	(above chapter) Accounts of Holding Company Introduction Preparation of balance sheet Practical practice (Consolidated balance sheet) Practical practice (Wholly owned company , Partly owned company) Pre-acquisition & post –acquisition	Taking views of students Total cost management approch Strategic scm Implimantation and management Revision time	Audit Papers Audit Proposals Audit Evidence Meaning and	Taking test of agriculture credit Distributing test Giving overview of NABARD Starting next chapter NABARD Introduction,

4	22-Jan-18		Vacant Panchami				
	23-Jan-18	Unrealized profits, elimination mutual owning, debenture in subsidiary company	Taking oral test of above topics	Class Test	Giving presentations to students Haryana economy and components		
	24-Jan-18	Sir Chhotu Ram Jayanti					
	25-Jan-18	Preference share in subsidiary company	Discussing with students about their problems	Presentations	Revision day		
	26-Jan-18	Republic Day					
	27-Jan-18	Revision of above topics, first assignment on holding company	Giving presentations to students	Types of Evidence	Taking presentation randomly		
	28-Jan-18		9	Gunday			
5	29-Jan-18	Interim dividend receipt from subsidiary company, proposed dividend	Taking presentation from half students	Internal control	Class test on business environment factors, economic development		
	30-Jan-18	Revaluation of assets, issue of bonus share (Practical practice)	Taking presentation from remaining students	Internal Check	First assignment on agriculture in Haryana		
	31-Jan-18	Problem solving day of above chapter	Interrelationship of scm with management functions	Internal Audit	Distributing class test and telling them about their Marks		

		Class test	Revision day		Collecting assignment
		(Valuation of	,	Element and	from students
	1-Feb-18	goodwill & shares)		Characteristics	
		Liquidation of	Class test on various SCM		Organisational structure
		company Intro.	function		of NABARD
		Liquidator Final		Advantages of	
	2-Feb-18	statement of a/c		internal check	
		Practical practice of	Giving assignment to		Taking overview from
	3-Feb-18	above topic	students	Cash transaction	students
	4-Feb-18		Sur	nday	
		Liquidator	Distribution of test		Rural
6		remuneration on			indebtedness,meaningfea
		amount distributed		Internal check of	tures,causes
	5-Feb-18	to eq. shareholder		wages	
		Removing of	Collecting assignment		Consequence, solutions,
		disparity, call in	from students	Internal check of	conclusion
	6-Feb-18	advance and arrear		purchases	
		Call on eq. share,	Elements of scm		Revision day
		different categories			
		have different		Internal check of	
	7-Feb-18	nominal value		sales	
		Receiver for	Consideration of scm on	Statutory	Taking feedback from
	0 Fals 10	debenture holders	right mode	requirement of	students
	8-Feb-18	Practical practice Revision of above	Constant de la consta	internal audit	Constitution of the contract o
			Group descussion on		Small scale and cottage
		topics	various topics		industry Haryana,meaning and it's
	9-Feb-18			Class test	type
	3-1 60-10		MaharshiDayanar	ndSaraswatiJayanti	type
	10-Feb-18		ivialiai silibayallai	iusai aswatisayanti	
	11-Feb-18		Sur	nday	
7	11-160-19	Oral test	Multimodal,	iuay	Difference,
,		Oral test	transportation,		importance, problems,
	12-Feb-18		demontration	Presentations	suggestions
				Shivratri	Juggestions
	13-Feb-18				

			Warehousing and it's type		Davision day of this
		Deficiency and	waremousing and it's type		Revision day of this chpter
		surplus (Practical			cripter
	14-Feb-18	practice)		Vouching	
		Revision of above	Site selection and		Government and small
		chapter	management		scale industries,new
		·			policy for small scale
	15-Feb-18			Objective, Types	industries
		Feedback from	Material handling and		Features and giving oral
	16-Feb-18	students	selection	Assignment 1	test
		Presentation of	Customer service	Vouching of trading	Taking oral test
	17-Feb-18	above chapters		transaction	
	18-Feb-18		Sur	nday	_
8		Accounts of	Oral test of above topics		HSIDC meaning,
		Banking Co.			objective, functions
		Revised format of P			
	19-Feb-18	& L a/c.		To be continue	
		Explanation of	Customer service		Failure of HSIIDC, giving
	20 5 1 40	schedules of P& L			revision of HSIIDC
	20-Feb-18	a/c	Charlista and anadisa	To be continue	Tallian and tank
	21 Fab 10	Practical practice	Stratigic and practice	Vouching cash transactions	Taking oral test
	21-Feb-18	Non Performing	Order processing	transactions	SEZ,
		assets& revised	Order processing		introduction,rules,objecti
		format of balance			ves, incentive offered
	22-Feb-18	sheet		To be continue	ves, meentive onered
	22 1 00 10	Explanation of	Giving paper work to	To be continue	Minimum land area
		schedules of	students		required,approval for
	23-Feb-18	balance sheet		Vouching of ledger	macanisam
		Practical practice of	Collecting paper work		Functions, advantages
	24-Feb-18	schedules	from students	To be continue	and criticism of SEZ
			Sur	nday	'
	25-Feb-18				
9		Revision day &	Distribution design		Taking students problems
		problem solving			
	26-Feb-18	day		Oral Test	
		Black board			Taking test from students
		presentation of P &			
		La/c. and balance			
	27-Feb-18	sheet		Presentations	
	28-Feb-18		Hol	iday	

	1-Mar-18	Guru Ravidas Birthday				
	2-Mar-18	Holi				
	3-Mar-18		I	Holiday		
	4-Mar-18	Sunday				
10		Test (liquidation &	Second assignment		2nd assignment topics on	
		banking company)	topics on SCM,		various topics	
			features of scm and			
	5-Mar-18		function	Verification		
		Distribution of test	Collecting assignment		Revision of previous	
		and telling them	from students	Valuation of assets	syllabus	
	6-Mar-18	their mistakes		and liabilities		
		Account of insurance	Revision day	Meaning and	Distribution of tests	
	7-Mar-18	company (intro)		differences		
		Regulation of	Group discussion		Taking presentation from	
	8-Mar-18	insurance business		Auditor valuation	students	
		Practical aspects of	Taking presentation		Presentation continued	
	9-Mar-18	above chapter		Verification of assets		
		Oral revision	Taking presentation		Discuss student's	
			from remaining	Verification of	problems	
	10-Mar-18		students	liabilities		
	11-Mar-18			Sunday		
11		Presentation of	Information systems		HFC, introduction,	
		students on	in SCM		features, provisions, eligible	
	12-Mar-18	valuation of goodwill		Assignment2	units	
		Do (valuation of	SCM and erp		Organizational structure of	
	13-Mar-18	share)		Oral test	HFC, functions, failure	

		Preparation of financial statement	Blackboard work on differences		Taking problems	
		of life insurance	umerenees			
	14-Mar-18	business		Group discussion		
		Review of above	Students showing		Giving them test of this	
	15-Mar-18	topics	their blackboard work	Company audit	chapter	
	16-Mar-18	Problem solving day	Students create realtionship between SCM and erp	Need, Preliminary books	Taking test	
	10 10101 10	2 nd assignment	Revision day	DOOKS	Distribution of test and	
		(schedules of P & L	Nevision day		telling their problems	
	17-Mar-18	a/c.)		Audit Procedure	terming their problems	
	18-Mar-18	27 2.7		Sunday		
12	10-10101-10	Do (schedules of	Class test on various		HAFED, introduction,	
12	19-Mar-18	balance sheet)	topics	SEBI guidelines	features, objective, organisation	
	19-IVIAI-10	Form A- RA, PL, bal.	Distribution of class	Appointment of	Functions, conclusion and	
	20-Mar-18	sheet	test	auditor	giving revision	
	20 10101 10	Preparation of policy	Recent development	additor	Taking oral test	
		holder a/c. share	in scm		Taking oral test	
	21-Mar-18	holder a/c.		Rights and duties		
	22 11101 10	Balance sheet	Fourth party logistics	Tugites and daties	Taking written test also	
	22-Mar-18	formation	and party regions	Removal, Resignation		
	23-Mar-18	Shaheedi Dias of Bhagat Singh, Rajguru&Sukhdev				
	23 11101 10	Group discussion	Taking review from		Planning in	
			students		Haryana ,intro , features,	
	24-Mar-18			Auditor's lien	objective,functions	
	25-Mar-18		Sunday	Ram Navami	-	
13		Collection of	Business process		Structure, functions,	
		assignment	outsourcing		performance, failure and	
	26-Mar-18		A 1:	Joint auditor	revision of this	
		Schedules forming	Asking questions		Process , performance of	
	27 May 10	parts of financial	about this topic	Liabilitias of auditor	12th plan in Haryana	
	27-Mar-18	statements Explanation of 1 to 7	Civing procentations	Liabilities of auditor	Taking and toot	
	20 Mar 10	schedules	Giving presentations about this topic	Presentations	Taking oral test	
	28-Mar-18 29-Mar-18	scriedules	•	avirJayanti		
	23-IVId1-18	Do (8 to 14	Taking presentation	iavii Jayaiiti	Haryana budget,	
		schedules)	from students		meanung,fetures,funds,	
	30-Mar-18	Scricules j	irom students	Criminal liability	objective	
	20 14101 10	Practical practice of	Telling them the	C. IIIIII III III III III III III III II	Importance, structure,	
		1 to 6 question.	weekday point to	Audit of govt.	different concepts of	

14	1-Apr-18		9	Sunday	
		Preparation of	International logistics		Measure to control,
		financial statement	an overview		balanced and unbalanced
		of insurance		Appointment,	budget
	2-Apr-18	business		objectives	
		Revision (1 to 15	Revision from		Features of Haryana
		schedules)	beginning Ch.1		budget, receipt and
	3-Apr-18			Audit report	expenditure
		Practical practice(7	Revision of chpter 2		Revision of chapter 1st
	4-Apr-18	to 12 question)		Importance, types	
		Practical practice (13	Written test of both	Specimen of different	Revision of chapter 2 nd
	5-Apr-18	to 18 question)	chapters	reports	
		Revision of above	Revision of different		Class test of chapter 1st
		chapter	topics features,		and 2 nd
	6-Apr-18		importance etc	Class Test	
		Group discussion	Group discussion	Auditing of E-	A review of chapter to
				Commerce	students
	7-Apr-18			transactions	
	8-Apr-18		S	Gunday	
15		Revision of chapter –	Taking written test of	Effect in E-Commerce	Revision about 3rd
	9-Apr-18	1 st	above topics	audit process	chapter
		Revision of chapter-	Distribution of above	Effect of E-Commerce	Revision about 4th
	10-Apr-18	2 nd	tests	environment	chapter

		Class test chapter- 1st	Blackboard test on		Taking test of 3rd and 4th
			relationship between		chapter
	11-Apr-18		SCM and erp	Group discussion	
		Class test chapter-	Taking presentation		Revision of 5th chapter
	12-Apr-18	2 nd	from students	Investigation	
		Revision (holding	Taking presentation		Revision of 6th chapter
	13-Apr-18	company)	from students	Approaches	
			DrAmbedkar	Jayanti / Vaisakhi	
	14-Apr-18				
	15-Apr-18		S	unday	
16	·	Test of above	Revision of concepts	Objectives of	Taking test of both
	16-Apr-18	chapter	and approches	investigation	chapters
	20.14.20	Revision (banking	Asking questions		Revision of 7,8 chtpters
		company &	about the concept and		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	17-Apr-18	liquidation)	approches	Oral test	
	10 Apr 10		Parashu	ıramaJayanti	
	18-Apr-18	Test of above	Revision of logistic	Duefersional athies	Revision of 9th chpter
	19-Apr-18	chapter	management	Professional ethics and conduct	Revision of 9th cripter
	19-Apr-16	Revision of insurance	Group discussion with	and conduct	Test of these chpters
		company	students about	Principals of	rest of these cripters
	20-Apr-18	Company	logistics management	professional ethic	
	20 / (p. 10	Test of its schedules	Asking questions	proressional came	Distribution of tests and
			about logistics	Entry in professional	telling them their
	21-Apr-18		management	conduct	problems
	22-Apr-18			unday	,
17		Full syllabus test	Telling them their		Taking feedback from
	23-Apr-18		problems	Group discussion	students
		Distribution of test	Revision of whole		Revision of chpter 12
		and telling them	syllabus		
	24-Apr-18	their mistakes		Presentations	
		Revision	Revision time		Revision of chpter 13
	25-Apr-18			Revision	
		Revision	Revision time		Revision of chpter 14
	26-Apr-18			Revision	
		Revision	Revision time		Taking test of these
	27-Apr-18			Revision	chapters
		Revision	Revision time		Distribution of tests
	28-Apr-18			Revision	
	1 20 / ipi 10	1	l	1.00.0.0.	1

Lesson Plan

Name: Mrs. Meenakshi

Subject: Commerce Lesson Plan:2018-21

	1			1	T
Week	Date	M.com. II Sem.	M.com. Il Sem.	M.Com. IV Sem.	M.Com. IV Sem.
		(Financial Mgt.and	(Human Resource	(Sales Management)	(Security Market
		Policy)	Management)		Operations)
1	4 1 40	Introduction	Introduction	Introduction	Introduction
	1-Jan-18	Figure in I. Managaran	LIDMA	Calaa Mayaa sayaa aat	Canusita Manhata
		Financial Management	HRM: concept and	Sales Management:	Security Market:
	2 1 10		Importance	Concept and	concept
	2-Jan-18			objectives	
		To be continue	Scope of HRM	Functions of sales	Primary Market: Role
	3-Jan-18			management	
		To be continue	Objectives of HRM	Integrated sales and	Functions Of Primary
				marketing	Market
	4-Jan-18			management	
		To be continue	Functions of HRM	To be continued	Methods of selling
	5-Jan-18		- 1.		securities in PMkt.
		Functions of finance	Oral test	Oral test of sales	To be continued
		executive in an		management	
	6-Jan-18	organization			
	7-Jan-18		Sı	unday	
2	/ Juli-10	Time value of money:	HRM in dynamic	Personal Selling	Oral test of Primary
-		concept and	environment	, croonar oching	Market
	8-Jan-18	techniques	CHAIL OHINICH		Harnet
	5 Juli 10	Annuity and its	Building up skill for	Concept and	New Financial
		practical problems	effective HR manager	classifications of sales	Instruments
	9-Jan-18	practical problems	enective in manager	jobs	instruments
	J-Jan-10	Present value and its	Evolution of HRM	To be continued	To be continued
	10-Jan-18	practical problems	LVOIGHON OF THEIR	To be continued	To be continued
	10-3411-10	Practical applicability	To be continued	Buyer seller dyads	SEBI guidelines for publi
	11-Jan-18	Fractical applicability	To be continued	buyer seller uyaus	issues
	11-3411-18	Recent Development	Growth and	Personal Selling	To be continued
		in financial	Challenges in India	Process	To be continued
	12-Jan-18	management	Chancinges in maia	1100033	
	12-3011-10	To be continued	Test	Feedback	To be continued
	13-Jan-18	To be continued	1630	recubuck	To be continued
			Si	unday	
	14-Jan-18				
3	15-Jan-18	To be continued	International HRM	Theories of selling	TEST
	13 Jan 10	To be continued	To be continued	Test	Secondary Market:
	16-Jan-18	To be continued	To be continued	Test	concept
	10-3411-18	Capital asset pricing	To be continued	Sales Planning:	Stock exchanges in India
		model	To be continued	concept and	Stock exchanges in mula
	17-Jan-18	inodei		importance	
	T1-1011-TO	To be continued	Human Resource	Approaches of Sales	Organisation of stock
	18-Jan-18	To be continued	information system	Planning	exchanges
	TO JUIL TO	Feedback	To be continued	Process of Sales	Growth of stock
	19-Jan-18	1 CCUDUCK	10 be continued	Planning	exchange
	TO 1011-TO	Oral test	Feedback of weekly	Oral test	Review and feedback
	20-Jan-18	orar test	topics	oral test	MEVIEW GITG TEEGDACK
	20 Juli 10			unday	l
	21-Jan-18		31		
4			Vasant	: Panchami	
	22-Jan-18				
		Test of Financial	GD	Disscussion regarding	Assignment and
		Management		assignment and	Presentation topic
	23-Jan-18			presentation	distribution
			Sir Chhot	u Ram Jayanti	•
	24-Jan-18			<i>-</i>	
		Presentation topics	Test	Motivational Lecture	Test of Security Market
	25-Jan-18	discussion	_	11: 5	
	26 lan 10		Repu	ublic Day	
	26-Jan-18	GD	Presentation tonics	GD	Motivational lecture
	27-Jan-18	עט	Presentation topics discussion	עט	iviotivational lecture
	71-Jaii-10	<u> </u>	u13CU33IUII		

	28-Jan-18	Sunday			
5		Financial Planning:	Human Resource	Sales Forcasting	Trading in stock Mkt.
		meaning and basic	Policy		
	29-Jan-18	concepts			
		Need and Importance	To be continued	To be continued	To be Continued
	30-Jan-18	of financial planning			
		Financial Planning	Oral Test of HR Policy	Sales Budget	Presentation
	31-Jan-18	Process	and HRIS		(1 to 5)

		T	T.,	T., 2	T
Week	Date	M.com. Il Sem. (Financial Mgt.and	M.com. IInd Sem. (Human Resource	M.Com. IV Sem. (Sales Management)	M.Com. IV Sem. (Security Market
		Policy) Financial	Management) Human Resource	To be continued	Operations) Trading Mechanism
	1-Feb-18	Forecasting:meaning and benefits	Planning	. o se continued	Trading Medianism
	2-Feb-18	Techniques of financial forcasting	To be continued	Oral Test	Online Trading
	3-Feb-18	Feedback of FP & FF	To be continued	Presentation (1 to 5)	Screen Based Trading
	4-Feb-18		Si	unday	
6	5-Feb-18	Source of finance: Ownership securities	Oral test of HR Planning	Sales Organisation: Concept and purpose	Oral Test
	6-Feb-18	Creditorship securities	Presentation (1 to 5)	Principles of setting up a sales organisation	National Stock Exchange Role and organisation
	7-Feb-18	Internal Financing	Job Analysis	Process of setting up a sales organisation	Management
	8-Feb-18	Loan Financing	To be continued	Sales Organisation Structures	Listing Procedure
	9-Feb-18	Innovative Sources of financing	To be continued	Feedback	Accounting Records and Nature of transactions
	10-Feb-18			and Saraswati Jayanti	
	11-Feb-18			unday	
7	12-Feb-18	Test of source of finance	Motivational Lecture	Assignment submission and oral test	Settlement of Trade
	13-Feb-18		Maha	a Shivratri	
	14-Feb-18	Assignment Submission and test distribution	Discussion about assignment topics	Field sales organisation	Test of NSE
	15-Feb-18	Presentation (1 to 5)	Job Description	Determining size of sales force	Bombay Stock Exchange Role and organisation
	16-Feb-18	Motivational Lecture	Job Specification	Need and Procedure for setting up sales torritories	Management
	17-Feb-18	Presentation (6 to 10)	Job Design	Time management	Listing Procedure of BSE
	18-Feb-18		Si	unday	
8	19-Feb-18	Cost of capital: meaning and basic concept	Oral test of Job Analysis	Routing	Accounting records for buying and selling transactions
	20-Feb-18	Computation of cost of capital	Recruitment concept and Process	Presentation (6 to 10)	Nature of trade
	21-Feb-18	To be continue	Sources and Methods	Sales Quotas : Purpose And types	Settlement of trades
	22-Feb-18	To be continue	Challenges and Recent trends	Administration of sales quota	Feedback
	23-Feb-18	To be continue	Feedback	Test	Oral Test of BSE
	24-Feb-18	Class test of cost of capital	Presentation (6 to 10)	Presentation (11 to 15)	Presentation (6 to 10)
	25-Feb-18		Sunday		

9		Presentstion	Selection	Sales Force	Share Price Indices:
		(11 to 15)		Management:	Need and Importance
	26-Feb-18			Recuitment	
		GD	To be continued	To be continued	To be continued
	27-Feb-18				
				Holiday	
	28-Feb-18				

Week	Date	M.com. Il Sem. (Financial Mgt.and	M.com. IInd Sem. (Human Resource	M.Com. IV Sem. (Sales Management)	M.Com. IV Sem. (Security Market			
		Policy)	Management)	 vidas Birthday	Operations)			
	1-Mar-18	Cara narias sirinay						
	2-Mar-18			Holi				
	3-Mar-18		F	loliday				
			S	Sunday				
.0	4-Mar-18	Working Capital	Placement	Selection	Assignment Submission			
	5-Mar-18	Management:Need and Type	ridecinent	Sciention	and oral test of stock price indices			
	6-Mar-18	Determinent and assessment of working capital requirement	Induction	Training	Comiling of Index Numbers and Interpretation			
	7-Mar-18	To be continue	Promotion	Compensation	Presentation (11 to 15)			
	8-Mar-18	Management of marketable securities	Demotion	Motivating and leading the sales force	Depository:Role and Need			
	9-Mar-18	Managament of cash	Transfer	To be continued	National Securities Depository Ltd.(NSDL)			
	10-Mar-18	Feedback	Sepration	feedback	To be continued			
			S	Sunday				
11	11-Mar-18	Management of	Test of last week	Sales Meeting and	The Depository Act 199			
LT	12-Mar-18	receivables	topics	contests	The Depository Act 1995			
	13-Mar-18	To be continue	Employees Training:concept and steps in training plan	To be continued	To be continued			
		To be continue	Designing Training Programme	Test	SEBI(Custodian &Securities) Regulation 1996			
	14-Mar-18 15-Mar-18	Feedback	Oral test of training	Presentation	To be continued			
	13-IVId1-10	Presentation	Executive	(16 to 20) Presentation	Test			
	16-Mar-18	(16 to 20)	Development	(21 to 25)				
	17-Mar-18	Motivational lecture	To be continued	GD	GD			
	18-Mar-18		S	Su nday				
L2		Test of Working Capital Management	Career Planning and Development	Control Process: Analysis of sales,cost	Derivative Trading: concept and types			
	19-Mar-18	Presentation	To be continued	and profitability To be continued	Future & options			
	20-Mar-18	(21to25) Presentation (26 to	GD	Management of sales	To be continued			
	21-Mar-18	30) G D	Oral test of career	expenses Sales record and	Feedback			
	22-Mar-18		Planning Shaheedi Diwas of Bhag	reporting system gat Singh, Rajguru & Sukh	dev			
	23-Mar-18	Test distribution	Presentstion	Oral test and	Presentation			
	24-Mar-18		(11 to 15)	submission of assignment	(16 to 20)			
	25-Mar-18		Sunday/	Ram Navami				

3	Capital budgeting	Performance and	Presentation	Methods of trading			
26-Mar	-18	Potential Appraisal	(26 to 30)				
	To be continue	To be continue	Presentation	Valuation of options			
27-Mar	-18		(31 to 35)				
	To be continue	To be continue	Presentation	To be continued			
28-Mar	-18		(36 to 40)				
		Mahavir Jayanti					
29-Mar	-18						
	To be continue	Presentation	Presentation	Test			
30-Mar	-18	(16 to 20)	41 and absentees				
	To be continue	Empowerment	GD	Presentation			
31-Mar	-18			(21 to 25)			

Week	Date	M.com. II Sem.	M.com. IInd Sem.	M.Com. IV Sem.	M.Com. IV Sem.		
	_ = = = =	(Financial Mgt.and	(Human Resource	(Sales Management)	(Security Market		
		Policy)	Management)	5 - 4	Operations)		
14		Sunday					
	1-Apr-18		1- (1	1		
	2-Apr-18	Test	Presentation (21to25)	Evaluating sales-force performance	Presentation (26 to 30)		
	3-Apr-18	Presentation(31 to 34)	Quality of life	To be continued	Raising Funds From International Mkts		
	4-Apr-18	Presentation (35 to 37)	Compensation-nature and significance	To be continued	FIIs		
	5-Apr-18	Presentation of absentees	Incentives plans	Oral test	Euro issues- ADRs, GDRS		
	6-Apr-18	Discussion of problems	Fringe benefits	Motivational lecture	FDI		
	7-Apr-18	Discussion of problems	Test	GD	Presentation (31 to 35)		
	<u> </u>		S	Sunday	J :		
	8-Apr-18						
15	9-Apr-18	Evaluation criteria and risk analysis	Presentation (26 to 30)	Ethical issues in sales management	SEBI Guidelines about IM		
	10-Apr-18	To be continued	Job Satisfaction	To be continued	SEBI Guidelines		
	11-Apr-18	Feedback	To be continued	To be continued	Feedback		
	12-Apr-18	Guidance Lecture	Feedback	Oral test	Presentation (36 to 40)		
	13-Apr-18	GD	Presentation(31 to 35)	Problem disscussion	GD		
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi					
	·	Sunday					
16	15-Apr-18	Capital expenditure	Job Stress	Disscussion For viva	Presentation		
10	16-Apr-18	control	Management	Disseassion For Viva	41 & absentees		
	10710110	To be continued	To be continued	Problem disscussion	Motivational lecture		
	17-Apr-18		D 1	T			
	10_Apr 10		Parashu	rama Jayanti			
	18-Apr-18	Feedback	Presentation (36 to 37) and absentees	Revision	Test of raising funds		
	19-Apr-18	Revision	Discussion about viva	To be continued	Discussion about viva voi		
	20-Apr-18		voic and case study		and case study		
	21-Apr-18	To be continued	Motivational lecture	To be continued	Problem discussion and test distribution		
	·		S	unday			
	22-Apr-18		Ta 11 :	T+ 1 ·	l		
17	23-Apr-18	To be continued	Problem Discussion	To be continued	Revision		
	24-Apr-18	To be continued	Revision	To be continued	To be continued		
		To be continued	To be continued	To be continued	To be continued		
	25-Apr-18	1	1		_		

	To be continued	To be continued	To be continued	To be continued
26-Apr	-18			
	To be continued	To be continued	To be continued	To be continued
27-Apr	-18			
	To be continued	To be continued	To be continued	To be continued
28-Apr	-18			