

LESSON PLAN (odd semester)

Session 2023-24

Class: BCom Sem-6th

Subject: income

tax

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8 January to 15 January	Deduction under income tax act 1961,		
	16 January to 23 January	Assessment of individual		
	23 January to 31 January	Assessment of individual	Test	Deduction under income tax act 1961,
	1 February 2024 to 7 February 2024	Assessment of association of person	Assignment-1	Assessment of individual
	8 February to 15 th February	Assessment of HUF	Assignment-2	Income tax authority and their power
	16 th February. to 25 February 2024.			
	26 February to 29 th February 2024	Assessment of HUF	Mid-term test	

	<p>1th march to 7th March</p> <p>8 MARCH to 15th March</p> <p>16 March to 23 March</p> <p>23 March to 31st March</p> <p>1st April to 7 April</p>	<p>Revision of assessment of individual</p> <p>Income tax authority and their powers</p> <p>Process of how to fill online ITR through income tax department portal</p> <p>Procedure for assessment; different types of returns.</p>		
	<p>7 April to 14 April</p>	<p>Penalties and prosecutions; appeals and revision.</p> <p>Deduction of tax at source; advance payment of tax.</p>		
	<p>15 April to 22 April</p> <p>23 April to 26 April</p>	<p>Recovery and refund of tax</p> <p>Revision</p>		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem-6th

Subject: income

tax

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8 January to 15 January	Deduction under income tax act 1961,		
	16 January to 23 January	Assessment of individual		
	23 January to 31 January	Assessment of individual	Test	Deduction under income tax act 1961,
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	8 February to 15 th February	Assessment of HUF	Assignment-2	Income tax authority and their power
	16 th February. to 25 February 2024.			
	26 February to 29 th February 2024	Assessment of HUF	Mid-term test	

	<p>1th march to 7th March</p> <p>8 MARCH to 15th March</p> <p>16 March to 23rd March</p> <p>23 March to 31st March</p> <p>1st April to 7 April</p>	<p>Revision of assessment of individual</p> <p>Income tax authority and their powers</p> <p>Process of how to fill online ITR through income tax department portal</p> <p>Procedure for assessment; different types of returns.</p>		
	<p>7 April to 14 April</p>	<p>Penalties and prosecutions; appeals and revision.</p> <p>Deduction of tax at source; advance payment of tax.</p>		
	<p>15 April to 22 April</p> <p>23 April to 26 April</p>	<p>Recovery and refund of tax</p> <p>Revision</p>		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem-6th

Subject:

Fundamental of insurance

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8January to 15 January	Introduction to insurance: life and general insurance; purpose, need and principles of insurance; insurance as a social security tool; insurance and economic development		
	16 January to 23January	Introduction to insurance: life and general insurance; purpose, need and principles of insurance; insurance as a social security tool; insurance and economic development.		

	23 January to 31 January	<p>Contract of life insurance: principles and practice of life insurance; parties to the contract, their rights and duties; conditions and terms of policy,</p>	Test	<p>Introduction to insurance: life and general insurance; purpose, need and principles of insurance; insurance As a social security tool; insurance and economic development.</p>
	1 February 2024 to 7 February 2024	<p>effects of non-compliance; nominations and assignment practices in connection with collection of premium, revivals,</p>	Assignment-1	<p>Contract of life insurance: principles and practice of life insurance; parties to the contract, their rights and duties; conditions and terms of policy</p>
	8 February to 15 th February	<p>loans, surrenders, claims, bonuses and annuity payments; present structure & growth of life insurance in India; claims settlement procedure.</p>	Assignment-2	<p>Fire insurance: principles of fire insurance contracts; fire insurance policy, conditions, assignment of Policy, claims settlement procedure.</p>

	16 th February. to 25 February 2024.	Fire insurance: principles of fire insurance contracts; fire insurance policy,		
	26 February to 29 th February 2024	conditions, assignment of policy, claims settlement procedure.	Mid-term test	
	1 th march to 7 th March 8 MARCH to 15march 16 March to 23 March 23 March to 31 st March 1 st April to 7 April	Marine insurance: marine insurance policy and its conditions, premium, double insurance Assignment of Policy warranties, voyage; loss and abandonment; partial losses and particular charges; salvage Total Losses and measures of indemnity; claims settlement procedures. Accident and motor insurance: policy and claims settlement procedures Insurance intermediaries - role of agents and procedure for becoming an agent; cancellation of license; Revocation/suspension/termination of agent appointment; code of conduct; unfair practices.		
	7 April to 14 April	Revision		

	15 April to 22 April	Revision		
	23 April to 26 April	Revision		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem-6th
management

Subject: Retail

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8January to 15 January	Retailing: concept, characteristics and importance; theories of retailing		
	16 January to 23January	strategic planning in retailing; planning location of retail institution		
	23 January to 31January 1 st February to 7 February 2024 8 th February to 15 February 2024	strategic planning in retailing; planning location of retail institution: trading area analysis deciding the most desirable type of location, choice of a general location, choosing and evaluating a particular site; material handling.	Test	. deciding the most desirable type of location, Choice of a general location, choosing and evaluating a particular site; material handling

	16 February to 29 February 2024	Organizational structure in retail institutions; classification of retail institutions; store based and non-store Based retail organizations; process of setting up a retail organization.	Assignment-1	Retailing: concept, characteristics and importance; theories of retailing;
	1 st march to 7 th march	Process of setting up a retail organization.		
	8 march to 15 march	Store management: blueprinting operations	Assignment-2	Organizational structure in retail institutions; classification of retail institutions;
	16March to 22march	Deciding stores layout, energy management, security issues;		
	1April to 7 April	Applications of information technology in retailing.	Mid -term exam	
	8 th April to 15 th April	Trends in retailing in India; FDI in retail.		
	16 th April to 22April			
		Revision		
	23April to 26 April	Revision		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem 4th

Subject: Corporate

Accounting

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8January to 15 January	Valuation of goodwill;		
	16 January to 23January	Valuation of goodwill;		
	23 January to 31January	Valuation of shares: concepts and calculation - simple problem only	Test	Valuation of goodwill;
	1 st February to 7 February 2024	Accounts of holding companies		
	8 th February to 15 February 2024	Preparation of consolidated balance sheet with one subsidiary company,		

	16 February to 29 February 2024	Preparation of consolidated balance sheet with one subsidiary company,	Assignment-1	Valuation of shares: concepts and calculation
	1 st march to 7 th march	Accounts of banking organizations.		
	8 march to 15 march	Accounts of banking organizations.	Assignment-2	Accounts of holding companies:
	16 March to 22 march	Accounts of insurance companies.		
	1 April to 7 April	Accounts of insurance companies.		
	8 th April to 15 th April	Liquidation of companies	Mid -term exam	
	16 th April to 22 April	Revision		
	23 April to 26 April	Revision		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem 4th

Subject:

Entrepreneurship development

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	8January to 15 January	Entrepreneur: meaning, scope, role and functions of entrepreneur in economic development;		
	16 January to 23January	Economic, Social and psychological need for entrepreneurship; characteristics,		
	23 January to 31January	qualities and pre-requisites of entrepreneur; methods and procedures to start and expand one's own business	Test	Entrepreneur: meaning, scope, role and functions of entrepreneur in economic development;
	1 st February to 7 February 2024	life cycle of a new business and relationship with large enterprises;		
	8 th February to 15 February 2024	factors affecting success of a new business; reasons for the failure and visible problems for business		

	<p>16 February to 29 February 2024</p> <p>1st march to 7th march</p>	<p>Feasibility study: preparation of feasibility reports;</p> <p>economic, technical, financial and managerial feasibility of project</p>	<p>Assignment-1</p>	<p>Life cycle of a new Business and relationship with large enterprises</p>
	<p>8 march to 15 march</p> <p>16March to 22march</p> <p>1April to 7 April</p> <p>8th April to 15th April</p> <p>16th April to 22April</p>	<p>Selection of factory location; demand analysis and market potential measurement; Capital and project costing; working capital requirements; source of finance; profit and tax planning.</p> <p>Government support and incentives to new enterprise;</p> <p>role of govt., promotional agencies and institution in entrepreneurship development; entrepreneurship development programmes; Start-up India; Skill Inda</p> <p>Revision</p> <p>Revision</p>	<p>Assignment-2</p> <p>Mid -term exam</p>	<p>Feasibility study: preparation of feasibility reports; economic, technical, financial and managerial feasibility of project; selection of factory location; demand analysis and market potential measurement; capital and project costing; working capital requirements; source of finance; profit and tax planning.</p>
	<p>23April to 26 April</p>	<p>Revision</p>		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem 2nd semester

Subject: Company law

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan lal	10 February to 17 February 2024	Company: Concept, characteristics, types; Conversion of private Company into public company & vice versa		
	18 February to 25 February 2024	Incorporation of a Company; Legal position of promoters; Pre-incorporation Contracts.		

	<p>26 February to 2 March 2024</p> <p>3march to 10 march 2024</p> <p>11 march to 17 March 2024</p>	<p>Memorandum of Association: Clauses and alteration procedures</p> <p>Doctrine of ultra vires; Articles of Association: Clauses and Alteration</p> <p>Doctrine of indoor management; Doctrine of constructive notice; Prospectus: Concept, types, contents and formalities of red herring & shelf prospectus, misstatement and remedies, liabilities for misstatements in Prospectus</p>	<p>Test</p>	<p>Company: Concept, characteristics, types; Conversion of private company into public company & vice versa; Incorporation of a company; Legal position of promoters; Pre-incorporation contracts.</p>
	<p>18 march to 21 march 2024</p> <p>1st April to 7th April 2024</p>	<p>Prospectus: Concept, types, contents and Formalities of red herring & shelf prospectus, misstatement and Remedies, liabilities for misstatements in Prospectus</p> <p>Share capital: Types, issue and allotment of shares; Reduction of share capital; B</p>	<p>Assignment-1</p>	<p>Memorandum of Association: Clauses and alteration procedure,</p>

	8 April to 15 April 2024	Board of Directors: Composition, legal position, Qualification, appointment, powers, duties & liabilities and Removal of directors;	Assignment-2	Share capital: Types, issue and allotment of shares
	16 April to 22 April 2024	Company secretary: Role, appointment, Duties, liabilities, rights and removal		
	23 April to 30 April 2024	Dividend: Types, factors affecting dividend decisions, Legal Provisions,	Mid -term exam	
	1 th May to 7 th may 2024	dividend practices prevalent in India; Winding up of a company: Reasons, modes, procedure and implications of winding up.		
	8 th may to 15 may 2024	Revision		
	16 May to 22 may 2024	Revision		

LESSON PLAN (Even semester)

Session 2023-24

Class: BCom Sem 2nd semester

Subject: Principal of marketing

Name of Assistant / Associate Professor	Period	Topics to be covered	Academic activities to be organized	Topic of Assignments / Tests to be given to the students
Sohan Lal	10 February to 17 February 2024	Marketing: Concept, nature, scope and importance; Evolution of Marketing; Understanding marketing in new perspectives		
	18 February to 25 February 2024	Marketing Environment: Concept, importance; Micro environmental factors: Suppliers, marketing intermediaries, customers, competitors, public;		

	<p>26 February to 2 March 2024</p> <p>3march to 10 march 2024</p> <p>11 march to 17 March 2024</p>	<p>Macro environmental factors: Demographic, economic, natural technological, politico-legal and socio-cultural.</p> <p>Consumer behaviour: Concept, nature and importance, consumer buying decision process, factors Influencing consumer buying behaviour</p> <p>Market segmentation: Concept, importance and bases; Target market selection; Positioning: Concept, importance and base</p>	<p>Test</p>	<p>Marketing: Concept, nature, scope and importance; Evolution of Marketing; Understanding marketing in new perspectives; Marketing Environment: Concept, importance; Micro environmental factors: Suppliers, marketing intermediaries, customers, competitors, public; Macro environmental factors: Demographic, economic, natural,</p>
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	18 march to 21 march 2024	Product: Concept, importance and classification; Branding, Packaging and Labelling; Product life cycle; New product Development	Assignment-1	Personal selling,
	1 st April to 7 th April 2024	Pricing: Concept, significance, price determination, Pricing methods, pricing policies and strategies.		

	8 April to 15 April 2024	Promotion: Nature and importance; Advertising, personal selling,	Assignment-2	Product: Concept, importance and classification; Branding, Packaging and Labelling; Product life cycle
	16 April to 22 April 2024	sales promotion and publicity/public relations; Factors affecting promotion mix decisions;		
	23 April to 30 April 2024	Distribution: Concept, importance and types of distribution channels; Factors affecting choice of distribution channel; Retailing;	Mid -term exam	
	1 th May to 7 th may 2024	Wholesaling. Overview of recent developments in marketing: Social marketing; Online marketing; Direct marketing; Green marketing; Relationship marketing.		
	8 th may to 15 may 2024	Revision		
	16 May to 22 may 2024	Revision		

