

Govt College,

BALSAMAND

LESSON. PART 'COMMERCE'

(ODD SEMESTER)

Yr 12th
Mstr Prof Com

TIME PERIOD	FIN. A/c	PRINCIPLES OF MANAGEMENT	BUSINESS COMMUNICATION	MICRO ECONOMICS
<p><u>SEPTEMBER</u> 1st WEEK</p> <p>1) MEANING & SCOPE OF ACCOUNTING 2) BASIC ACCOUNTING TERMS 3) ACCOUNTING PRINCIPLES</p>	<p>1) BUSINESS & COMMERCE 2) INTRODUCTION</p>	<p>1) SELF PERCEPTIVE LISTENING 2) INTERVIEWING SKILLS</p>	<p>1) NATURE & SCOPE OF ECONOMICS 2) MICRO & MACRO ECONOMICS</p>	
<p><u>1st 2nd WEEK</u></p> <p>1) ACCOUNTING EQUATIONS 2) DOUBLE ENTRY SYSTEM 3) RECORDING OF ACCOUNTING TRANSACTIONS</p>	<p>1) MANAGEMENT: AN INTRODUCTION 2) MANAGEMENT - SCIENCE, ART & PROFESSION</p>	<p>1) APPROACHES TO WRITING BUSINESS LETTERS</p>	<p>1) THEORY OF DEMAND 2) ELASTICITY OF DEMAND</p>	
<p><u>10th WEEK</u></p> <p>1) GST 2) TRIN & BOWNE 3) CAPITAL AND REVENUE</p>	<p>1) PLANNING : CONCEPTS & IMPORTANCE 2) TYPES OF PLANNING</p>	<p>1) FORMS OF ELECTRONIC COMMUNICATION</p>	<p>1) INDIFFERENCE CURVE APPROACH 2) PRODUCTION FUNCTION</p>	
<p><u>OCTOBER</u> 1st WEEK</p> <p>1) ERRORS AND THEIR RECTIFICATION</p>				

LEARN PLAN 'COMMERCIAL' (OOO SEMESTER)

Vibha Kumar

1st PERIOD	FINANCIAL	PRINCIPLES OF MANAGEMENT	BUSINESS COMMUNICATION	MICRO ECONOMICS
2nd WEEK	DEPRECIATION, REVISION & RESERVES	ORGANISATIONS: PRINCIPLES ORGANISATIONAL STRUCTURE	BUSINESS COMMUNICATION BY THEORIES OF COMMUNICATION	THEORY OF COSTS
3rd WEEK	DEPRECIATION, REVISIONS & RESERVES, FINANCIAL A/C	DELEGATION OF AUTHORITY	AUDIENCE ANALYSIS	PRICES DETERMINATION UNDER PERFECT COMPETITION
4th WEEK	FINANCIAL ACCOUNTS - WITH ADJUSTMENTS	DECENTRALISATION & CENTRALISATION	INTERNAL COMMUNICATION	EQUILIBRIUM OF FIRM & INDUSTRY UNDER PERFECT COMP
5th WEEK	ACCOUNTS OF N.F.O.S	DIRECTIVES	MIS COMMUNICATION - BARRIERS & IMPROVEMENTS	PRICES DETERMINATION UNDER MONOPOLY
6th WEEK	ACCOUNTS OF N.F.O.S	LEADERSHIP	EFFECTIVE PRESENTATION SKILLS	PRICES DETERMINATION UNDER MONOPOLISTIC COMPETITION
7th WEEK	CONTRIBUTION MGMT A/C	CONTROL TECHNIQUES	PRACTICES IN BUSINESS COMMUNICATION	REVISION

LESSON PLAN
 (Commerce) Jan - April 2019
 B. Com. Ist Yr. (Ist Sem.)

Time Duration (Weeks)	Financial Accounting	Business Environment of Haryana	Fundamentals of Marketing	Macro Economics
January 1 st week	Partnership accounts Distribution of Profits	Business Environment - An Introduction	Marketing: An Introduction	Nature & scope of Macroeconomics
2 nd week	Distribution of Profits	Nature of Haryana Economy	Marketing Concepts	Circular flow of Income
3 rd week	Distribution of Profits & Distribution of Partners	Haryana Economy since its inception	Marketing organisations	National Income, Concept and Measurement
4 th week	Admission of a Partner	Structure in Haryana	Marketing mix	Government function
February 1 st week	Admission of a Partner	Agricultural Sector	Marketing Environment	Government function

Lesson Plan (Commerce) Term III 2019
B.com I (1st sem.)

Topic Definition	Financial accounts	Business Banking of Haryana	Fundamentals of Marketing	Macro Economics
1st week	RETIREMENT OR DEATH OF A PARTNER	MARKET	MARKETING SEGMENTATION	MULTIPLIER
2nd week	RETIREMENT OR DEATH OF A PARTNER	RURAL INDUSTRIES	CONSUMER BEHAVIOUR	PRINCIPLES OF ACCELERATION
3rd week	RETIREMENT OR DEATH OF A PARTNER	MID, SMALL & MEDIUM ENTERPRISES IN HARYANA	PRODUCT: CONCEPT, IMPORTANCE, & CLASSIFICATION	CLASSICAL THEORY OF INCOME AND EMPLOYMENT
4th week	DISSOLUTION OF PARTNERSHIP FIRM	SPECIAL ECONOMIC ZONES	PRODUCT MIX STRATEGIES	KEYNESIAN THEORY OF INCOME AND EMPLOYMENT
5th week	DISSOLUTION OF PARTNERSHIP FIRM	MULTINATIONAL CORPORATIONS IN HARYANA	BRANDING, PACKAGING AND LABELING	MONOPOLY INCOME DETERMINATION IN A THREE SECTOR CLOSED ECONOMY
6th week	HIKE PURCHASE & INSTALLMENT PAYMENT	HARYANA STATE INDUSTRIES AND INFRASTRUCTURE Development	PRODUCT LIFE CYCLE	IS-LM ANALYSIS

LESSON PLAN (COMMERCE) JANU-APRIL 2019

Room I (1st sem.)

TIME DURATION	FINANCIAL ACCOUNTS	BUSINESS ENVIRONMENT OF HARYANA	FUNDAMENTALS OF MARKETING	MACRO ECONOMICS
1 ST WEEK	HIRE PURCHASE & INSTALLMENT PAYMENT SYSTEM	HARYANA FINANCIAL CORPORATION	NEED, PRODUCT DEVELOPMENT PROCESS	INFLATION
2 ND WEEK	BRANCH etc	HAPED	Product Pricing	BUSINESS CYCLES
3 RD WEEK	BRANCH etc	HARYANA KHAD AND VILLAGE INDUSTRIES BOARD	Promotion mix	MONETARY POLICY
4 TH WEEK	BRANCH etc & REVISION	HARYANA BUDGET	DISTRIBUTION CHANNELS	FISCAL POLICY
5 TH WEEK	REVISION	REVISION	REVISION	REVISION

Vinod Kumar
 Ashraf Kamran
 Govt College, Bahawalpur
 (HAWEL)

Month	Week	Revised E-Commerce.
Jan 2019	1 st week	Introduction of Internet Technology
	2 nd week	Concept of Data & Information.
	3 rd week	"
	4 th week	Information Technology
Feb 2019	1 st week.	Information Technology
	2 nd week	Concepts of Information System
	3 rd week	"
	4 th week.	Management Information System
March	1 st Week	"
	2 nd Week	Introduction to E-commerce.
	3 rd week	Holidays.
	4 th week	EDI & EPS.
April	I st week	E-Governance
	II nd week	Test & Revision
	III rd week	M-Commerce
	IV th week	Test & Revision.