Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

Subject- Rural Marketing

Week	Topic
1 <sup>st</sup> week (22 july to 27 july )	Introduction regarding syllabus , Rural marketing-introduction
2 <sup>nd</sup> week (29 july to 3 Aug.)	Factors affecting rural marketing
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Rural consumer behavior
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Segmentation of rural marketing
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Rural marketing mix
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Product planning-pricing
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Promotion
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	Distribution channel
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Personal selling in rural marketing
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Innovation in rural marketing
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	e-commerce
13 <sup>th</sup> week (7 Oct. to 12 Oct.)	Topic continue
14 <sup>th</sup> week (14 Oct. to 19 Oct.)	e-chaupal
15th wek (21 oct to 26 oct)	Revision
CHWERK AS OCT to SCOCT)  HE WEEK (4 NOV TO 9 NOV)	Tevision
1 week (4 Nov to 9 Nov)	Revision
g'week (11Hou to 16 Hou)	Revision

baile

Lesson Plan For The odd Semester W E.F. July 2019 to Nov. 2019

Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

## Subject-Corporate account

veek	Topic
week (22 july to 27 july )	Introduction regarding syllabus, Issue of share
nd week (29 july to 3 Aug.)	Topic continue
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Topic continue
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Redemption of pref. share
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Issue of debenture
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Redemption of debenture
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Topic continue
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	Topic continue
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Final accounts of companies
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Topic continue
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	Amalgamation of companies
13 <sup>th</sup> week (7 Oct. to 12 Oct.)	Topic continue
14 <sup>th</sup> week (14 Oct. to 19 Oct.)	Topic continue
15 <sup>th</sup> week (21 Oct. to 26 Oct.)	Internal reconstruction
16 <sup>th</sup> week (28 Oct. to 2 Nov.)	Topic continue
17 <sup>th</sup> week (4 Nov. to 9 Nov.)	Revision
18 <sup>th</sup> week (11 Nov. to 16 Nov.)	Revision

& wile

Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

Subject- Business Statistics

Week	Topic
1 <sup>st</sup> week (22 july to 27 july )	Introduction regarding syllabus , Introduction of statistics, scope, usefulness &limitation of statistics
2 <sup>nd</sup> week (29 july to 3 Aug.)	Distrust of statistics, collection of data
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Measure of central tendency
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Topic continue
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Topic continue
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Topic continue
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Index numbers
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	Topic continue
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Topic continue
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Topic continue
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	Analysis of Time series
3 <sup>th</sup> week (7 Oct. to 12 Oct.)	Topic continue
4 <sup>th</sup> week (14 Oct. to 19 Oct.)	Topic continue
5 <sup>th</sup> week (21 Oct. to 26 Oct.)	Topic continue
6 <sup>th</sup> week (28 Oct. to 2 Nov.)	Revision
7 <sup>th</sup> week (4 Nov. to 9 Nov.)	Revision
8 <sup>th</sup> week (11 Nov. to 16 Nov.)	Revision

l'aile

Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

Subject- Company Law

Week	Topic
1 <sup>st</sup> week (22 july to 27 july )	Introduction regarding syllabus, Company: Meaning, characterstics, types of company
2 <sup>nd</sup> week (29 july to 3 Aug.)	Conversion of private into public & vice-versa
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Promotion and incorporation of companies
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Topic continue
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Memorandum of Association
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Topic continue
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Articles of association
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	Topic continue
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Prospectus
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Topic continue
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	Share capital
13 <sup>th</sup> week (7 Oct. to 12 Oct.)	Topic continue
14 <sup>th</sup> week (14 Oct. to 19 Oct.)	Transfer & transmission of share and debenture
15 <sup>th</sup> week (21 Oct. to 26 Oct.)	Depository system
16 <sup>th</sup> week (28 Oct. to 2 Nov.)	Borrowing powers and debentures
7 <sup>th</sup> week (4 Nov. to 9 Nov.)	Revision
18 <sup>th</sup> week (11 Nov. to 16 Nov.)	Revision

fraile

Lesson Plan For The odd. Semester. W.E.F. July 2019 to Nov. 2019

Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

## Subject-Indian Financial System

Week	Topic
1 <sup>st</sup> week (22 july to 27 july )	Introduction regarding syllabus , Financial system: meaning, role &an overview of Indian financial system
2 <sup>nd</sup> week (29 july to 3 Aug.)	Financial markets and instruments
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Money market
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Capital market
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Primary market
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Secondary market
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Depository system
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	SEBI
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Debt-market
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Financial institution-RBI
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	Commercial banks
13th week (7 Oct. to 12 Oct.)	Topic continue
14 <sup>th</sup> week (14 Oct. to 19 Oct.)	Development banks
15 <sup>th</sup> week (21 Oct. to 26 Oct.)	Topic continue
16 <sup>th</sup> week (28 Oct. to 2 Nov.)	Revision
17th week (4 Nov. to 9 Nov.)	Revision
18 <sup>th</sup> week (11 Nov. to 16 Nov.)	Revision

fails

Lesson Plan For The odd Semester W E.F. July 2019 to Nov. 2019

Name of college- Government College, Balsmand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 3<sup>rd</sup> sem.

Subject-Business law

week	Topic
1st week (22 july to 27 july )	Introduction regarding syllabus , Law of contract (1972): An introduction, business law
2 <sup>nd</sup> week (29 july to 3 Aug.)	Valid contract and its elements
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Proposal, acceptance and revocation
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Contractual capacity and free consent of parties
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Lawful consideration and object, agreements expressly declared as void
7 <sup>th</sup> week ( 26 Aug. to 31 Aug.)	Legal formalities, contingent contract and performance of contract
8 <sup>th</sup> week (2 Sept. to 7 Sept.)	Discharge of contract, implied, quasi or constructive contract
9 <sup>th</sup> week (9 Sept. to 14 Sept.)	Consequences of breach of contract, contracts of indemnity and guarantee
10 <sup>th</sup> week (16 Sept. to 21 Sept.)	Contracts of bailment and pledge, contract of agency
11 <sup>th</sup> week (23 Sept. to 28 Sept.)	Negotiable instruments act, 1881
12 <sup>th</sup> week (30 Sept. to 5 Oct.)	Topic continue
13 <sup>th</sup> week (7 Oct. to 12 Oct.)	Sale of goods act-1930, contract of sale, conditions and warranties
14 <sup>th</sup> week (14 Oct. to 19 Oct.)	Transfer of property/ownership, performance of the contract- delivery and payment
15 <sup>th</sup> week (21 Oct. to 26 Oct.)	Unpaid seller, suits for breach of contract
16 <sup>th</sup> week (28 Oct. to 2 Nov.)	Consumer protection act, 1986
17th week (4 Nov. to 9 Nov.)	Topic continue
18 <sup>th</sup> week (11 Nov. to 16 Nov.)	Revision



Name of college-Government College, Balsamand

Name of Assistant Professor-Sh Vijay Yadav

Class- B.COM 1stYr

## Subject-Business Communication

	Topic
1 <sup>st</sup> week (22 july to 27 july )	Business communication: meaning; forms of electronic
2 <sup>nd</sup> week (29 july to 3 Aug.)	Communication  Models and processes
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	
4 <sup>th</sup> week (12 Aug. to 17 Aug.)	Theories of communication.
	Corporate communication: audience analysis
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Formal and informal communication network
6 <sup>th</sup> week (26 Aug. to 31 Aug.)	Communication barriers; improving communication
7 <sup>th</sup> week (2 Sept. to 7 Sept.)	Effective presentation skills: individual and group presentation
8th week (9 Sept. to 14 Sept.)	Practices in business communication: group discussion, mock-interview and seminars
9th week (16 Sept. to 21 Sept.)	Mock-interview and seminars
10 <sup>th</sup> week (23 Sept. to 28 Sept.)	Report writing: principles and contents
11 <sup>th</sup> week (30 Sept. to 5 Oct.)	Self-development and communication: development of positive attitude
12 <sup>th</sup> week (7 Oct. to 12 Oct.)	SWOT analysis
13 <sup>th</sup> week (14 Oct. to 19 Oct.)	Body language: kinesics, proxemics, para language
14 <sup>th</sup> week (21 Oct. to 26 Oct.)	Principles of effective listening: oral, written and video session
5 <sup>th</sup> week (28 Oct. to 2 Nov.)	Interviewing skills: appearing and conducting; writing resume
6 <sup>th</sup> week (4 Nov. to 9 Nov.)	Writing business letters and emails; Etiquettes in verbal, written and online communication
7th week (11 Nov. to 16 Nov.)	Topic continue

Name of college-Government College, Balsamand

Name of Assistant Professor- Sh Vijay Yadav

Class- B.Com 1stYr

Subject-Financial Accounting-I

Week	Topic
1st week (22 july to 27 july )	Financial accounting: meaning, need,
2 <sup>nd</sup> week (29 july to 3 Aug.)	Objectives & scope; book-keeping and accounting
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	branches of accounting
4th week ( 12 Aug. to 17 Aug.)	Accounting principles: concepts and conventions
5th week (19 Aug. to 24 Aug.)	Accounting cycle and accounting equation
oth week (26 Aug. to 31 Aug.)	journal; rules of journalizing
th week (2 Sept. to 7 Sept.)	ledger & trial balance
oth week (9 Sept. to 14 Sept.)	Rectification of Errors: suspense account; effect on profit.
h week (16 Sept. to 21 Sept.)	Capital and Revenue: Concept and classification of income; expenditure; receipts
0 <sup>th</sup> week (23 Sept. to 28 Sept.)	Depreciation provisions and reserves: concept and classification; Methods of depreciation accounting
1th week (30 Sept. to 5 Oct.)	Final Accounts: manufacturing, trading, profit & loss account; Balance sheet; adjustment entries.
2 <sup>th</sup> week (7 Oct. to 12 Oct.)	Topic continue
3th week (14 Oct. to 19 Oct.)	Accounts of Non-profit Organizations.
4th week (21 Oct. to 26 Oct.)	Topic continue
5 <sup>th</sup> week (28 Oct. to 2 Nov.)	Consignment Accounts: accounting records; Normal and abnormal Loss: Valuation of unsold stock
5th week (4 Nov. to 9 Nov.)	Topic continue
7th week (11 Nov. to 16 Nov.)	Revision

Name of college-Government College ,Balsamand

Name of Assistant Professor- Sh Vijay Yadav

Class- B.COM 1"Yr

Subject-Principles of business Mgt,

Week	Topic
1 <sup>st</sup> week (22 july to 27 july )	Introduction to commerce: concept, nature, importance and scope,
2 <sup>nd</sup> week (29 july to 3 Aug.)	Components of commerce, evolution of commerce, commerce and business.
3 <sup>rd</sup> week (5 Aug. to 10 Aug.)	Introduction to Management: concept, characteristics and significance, Process/Functions of Management, Coordination
4 <sup>th</sup> week ( 12 Aug. to 17 Aug.)	Management: as Science, Art and profession
5 <sup>th</sup> week (19 Aug. to 24 Aug.)	Approaches to Management: Classical and Neo classical approach
6th week (26 Aug. to 31 Aug.)	Behavioral approach, Management science approach, Systems approach and Contingency approach; Management thought in ancient India
7th week (2 Sept. to 7 Sept.)	Planning: concept, process & importance
8th week (9 Sept. to 14 Sept.)	Types of Plans: Policy, Programme, Strategy, Vision, Mission, Goals, and Objectives
9th week (16 Sept. to 21 Sept.)	Organizing: meaning, principles and benefits of organizations;
10 <sup>th</sup> week (23 Sept. to 28 Sept.)	Organizational structure: Functional, Line vs. Staff, matrix, Formal vs. Informal; Organizational structure for large scale business organization
11th week (30 Sept. to 5 Oct.)	Delegation: meaning, advantages, barriers to delegation, guidelines for effective delegation
12 <sup>th</sup> week (7 Oct. to 12 Oct.)	Decentralization and Centralization: advantages and disadvantages, factors influencing decentralization
3th week (14 Oct. to 19 Oct.)	Staffing: meaning, importance & scope of staffing
4th week (21 Oct. to 26 Oct.)	Directing: concept; Motivation: concept, objectives & significance, Approaches to motivation
5th week (28 Oct. to 2 Nov.)	Leadership: concept, significance & functions, Leadership
6 <sup>th</sup> week (4 Nov. to 9 Nov.)	Controlling: meaning and characteristics of control, process of control, prerequisites of an effective control system; controlling techniques
17th week (11 Nov. to 16 Nov.)	Topic continue

Govi Collège Balsamand BC-104 Computer Applications in Business

20		
July-2019	"sod week"	Introduction 10 computes: definition, components Input 4 Output devices
	4th Week	Memory & Mass Storage Devices
Aug - 2019		Introduction to Modern CPU and Processor.
	Ist Week 2nd week	computer Slw: Intro & Types of software
	3rd week	Programming languages
	4th week	Introduction to Operating System
Sep - 2019	Ist week	Real Time Applications
	and week	Operating Systems for Tabs, Mobile phones, ele
	3501 Week	Open Source Software
	4th week	Wond Processors
00 2019	Ist week	Spreadsheet
	and week	Spreadsheet
	3rd. Week	Ms Excel
	4th week	Database Management Software
Nov 2019	Ist week	Nelwork Basic, Types of Nelworks
	and week	Topologies, H/W nequirement for Nelworking
	3rd Week	Revision.
	4th Week	
		Puivanka Balhara
		Pniyanka Balhara Assistant Professor
		Compuler Science.

Name of Institute- G.C. Balsamand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 4th sem.

Subject-Corporate account

Week	Topic
	" " Valuation of goodwill
1st w eek (1st Jan. to 4th Jan.)	Introduction regarding syllabus, Valuation of goodwill
2 <sup>nd</sup> w eek (6 <sup>th</sup> Jan to 11 <sup>th</sup> Jan)	Methods of valuation of goodwill
3 <sup>rd</sup> w eek (13 <sup>th</sup> Jan to 18 <sup>th</sup> Jan)	Valuation of share
4 <sup>th</sup> week (20 <sup>th</sup> Jan to 25 <sup>th</sup> Jan.)	Topic continue
5 <sup>th</sup> week (27 <sup>th</sup> Jan. to 1 <sup>st</sup> Feb)	Banking company
6 <sup>th</sup> week (3 <sup>rd</sup> Feb to 8 <sup>th</sup> Feb)	Topic continue
7 <sup>th</sup> week (10 <sup>th</sup> Feb to 15 <sup>th</sup> Feb)	Liquidation of company
8 <sup>th</sup> week(17 <sup>th</sup> Feb to 22 <sup>nd</sup> Feb)	Topic continue
9 <sup>th</sup> week(24 <sup>th</sup> Feb to 29 <sup>th</sup> Feb)	Holding company
10 <sup>th</sup> week(2 <sup>nd</sup> Mar to 7 <sup>th</sup> Mar)	Topic continue
11 <sup>th</sup> week(16 <sup>th</sup> Mar to 21 <sup>st</sup> Mar)	Topic continue
12 <sup>th</sup> week(23 <sup>rd</sup> Apr to 28 <sup>th</sup> Apr)	Insurance company
13 <sup>th</sup> week(30 <sup>th</sup> Mar. to 4 <sup>th</sup> Apr)	Topic continue
14 <sup>th</sup> week (6 <sup>th</sup> Apr to 11 <sup>th</sup> Apr)	Topic continue
15 <sup>th</sup> week(13 <sup>th</sup> Apr to 18 <sup>th</sup> Apr)	Revision
16 <sup>th</sup> week (20 <sup>th</sup> Apr to 26 <sup>th</sup> Apr)	Revision

fine

Name of Institute- G.C. Balsamand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 2<sup>nd</sup> sem.

Subject-Business Environment of Haryana

Week	Topic
st week (1st Jan. to 4th Jan.)	Introduction regarding syllabus, meaning of business
2 <sup>nd</sup> week (6 <sup>th</sup> Jan to 11 <sup>th</sup> Jan)	Business environment- An introduction
3 <sup>rd</sup> week (13 <sup>th</sup> Jan to 18 <sup>th</sup> Jan)	Nature of Haryana economy
4 <sup>th</sup> week (20 <sup>th</sup> Jan to 25 <sup>th</sup> Jan.)	Agriculture in Haryana
5 <sup>th</sup> week (27 <sup>th</sup> Jan. to 1 <sup>st</sup> Feb)	NABARD
6 <sup>th</sup> week (3 <sup>rd</sup> Feb to 8 <sup>th</sup> Feb)	Rural indebtedness
7 <sup>th</sup> week (10 <sup>th</sup> Feb to 15 <sup>th</sup> Feb)	MSME in Haryana
8 <sup>th</sup> week(17 <sup>th</sup> Feb to 22 <sup>nd</sup> Feb)	SEZs
9 <sup>th</sup> week(24 <sup>th</sup> Feb to 29 <sup>th</sup> Feb)	MNCs in Haryana
10 <sup>th</sup> week(2 <sup>nd</sup> Mar to 7 <sup>th</sup> Mar)	HSIIDC
11 <sup>th</sup> week(16 <sup>th</sup> Mar to 21 <sup>st</sup> Mar)	HFC
12 <sup>th</sup> week(23 <sup>rd</sup> Mar to 28 <sup>th</sup> Mar)	HAFED
13 <sup>th</sup> week(30 <sup>th</sup> Mar. to 4 <sup>th</sup> Apr)	HKVIB
14 <sup>th</sup> week (6 <sup>th</sup> Apr to 11 <sup>th</sup> Apr)	Haryana Budget
15 <sup>th</sup> week(13 <sup>th</sup> Apr to 18 <sup>th</sup> Apr)	Revision
16 <sup>th</sup> week (20 <sup>th</sup> Apr to 26 <sup>th</sup> Apr	

Jak.

Name of Institute- G.C. Balsamand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 4th sem.

Subject- Company Law

Week	Topic	
1 <sup>st</sup> w eek (1 <sup>st</sup> Jan. to 4 <sup>th</sup> Jan.)	Introduction regarding syllabus, Member: Meaning & Definition	
2 <sup>nd</sup> w eek (6 <sup>th</sup> Jan to 11 <sup>th</sup> Jan)	Membership in Company	
3 <sup>rd</sup> w eek (13 <sup>th</sup> Jan to 18 <sup>th</sup> Jan)	Co. Mgt. and Administraton	
4 <sup>th</sup> week (20 <sup>th</sup> Jan to 25 <sup>th</sup> Jan.)	Topic continue	
th week (27 <sup>th</sup> Jan. to 1 <sup>st</sup> Feb)	Co. Secretary	
oth week (3 rd Feb to 8th Feb)	Co. meetings & Resolutions	
7 <sup>th</sup> week(17 <sup>th</sup> Feb to 22 <sup>nd</sup> Feb)	Meetings' Procedure	
3 <sup>th</sup> week(24 <sup>th</sup> Feb to 29 <sup>th</sup> Feb)	Dividend, Accounts and Audit	
9 <sup>th</sup> week(2 <sup>nd</sup> Mar to 7 <sup>th</sup> Mar)	Topc Continue	
10 <sup>th</sup> week(9 <sup>th</sup> Mar to 14 <sup>th</sup> Mar)	Prevention from Oppression and Mismanagement	
11 <sup>th</sup> week(16 <sup>th</sup> Mar to 21 <sup>st</sup> Mar)	Reconstruction and Amalgmation	
12 <sup>th</sup> week(23 <sup>rd</sup> Mar to 28 <sup>th</sup> Mar)	Winding up of the Company	
13 <sup>th</sup> week(30 <sup>th</sup> Mar. to 4 <sup>th</sup> Apr)	Revision	
14 <sup>th</sup> week (6 <sup>th</sup> Apr to 11 <sup>th</sup> Apr)	Revision	
15 <sup>th</sup> week(13 <sup>th</sup> Apr to 18 <sup>th</sup> Apr)	Revision	
16 <sup>th</sup> week (20 <sup>th</sup> Apr to 26 <sup>th</sup> Apr)	Revision	

hale

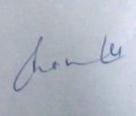
Name of Institute- G.C. Balsamand

Name of Assistant Professor- Dr. Pramila Devi

Class-B.Com 2<sup>nd</sup> sem.

Subject- Fundamentals of Marketing

Week	Topic		
1 <sup>st</sup> w eek (1 <sup>st</sup> Jan. to 4 <sup>th</sup> Jan.)	Introduction regarding syllabus, Meaning of marketing		
2 <sup>nd</sup> w eek (6 <sup>th</sup> Jan to 11 <sup>th</sup> Jan)	Concepts and Principles of marketing		
3 <sup>rd</sup> w eek (13 <sup>th</sup> Jan to 18 <sup>th</sup> Jan)	Marketing Management		
4 <sup>th</sup> week (20 <sup>th</sup> Jan to 25 <sup>th</sup> Jan.)	Marketing Mix		
5 <sup>th</sup> week (27 <sup>th</sup> Jan. to 1 <sup>st</sup> Feb)	Analysis of marketing environment- Internal environment		
6 <sup>th</sup> week (3 <sup>rd</sup> Feb to 8 <sup>th</sup> Feb)	External Environment		
7 <sup>th</sup> week (10 <sup>th</sup> Feb to 15 <sup>th</sup> Feb)	Market Segmentation		
8 <sup>th</sup> week(17 <sup>th</sup> Feb to 22 <sup>nd</sup> Feb)	Consumer Behaviour		
9 <sup>th</sup> week(24 <sup>th</sup> Feb to 29 <sup>th</sup> Feb)	Product decision		
10 <sup>th</sup> week(2 <sup>nd</sup> Mar to 7 <sup>th</sup> Mar)	Product life cycle, new product development process		
11 <sup>th</sup> week(16 <sup>th</sup> Mar to 21 <sup>st</sup> Mar)	Product identification		
12 <sup>th</sup> week(23 <sup>rd</sup> Mar to 28 <sup>th</sup> Mar)	Product Pricing		
13 <sup>th</sup> week(30 <sup>th</sup> Mar. to 4 <sup>th</sup> Apr)	Promotion Mix		
14 <sup>th</sup> week (6 <sup>th</sup> Apr to 11 <sup>th</sup> Apr)	Distribution channel		
15 <sup>th</sup> week(13 <sup>th</sup> Apr to 18 <sup>th</sup> Apr)	Topic continue		
16 <sup>th</sup> week (20 <sup>th</sup> Apr to 26 <sup>th</sup> Apr)	Revision		



Lesson Plan (2019-20) Even Samoster -INDERPAL God. Collège , Balasmand. Class B Com Ind Computerts of Accountry System Subject ? -Introduction - Accountry In Tally ERP. 9 Tot (01-50-045am) Administration of Company - Tally . ERP9 2rd 06-01+0 11-01 Administration of Comlany - Tally ERP9 3-d 13-01 to 18-01 Comfany Setul Features 4+4 20-01 +0 25-01 Company Setul Features Company Setul Features 5th 27-01 to 01-02 lth 03-02 to 08-02 Master Creation Master Creation Accounts and Inventory 7th 10-02 to 15-02 8th 1702 to 22-02 Voeher Creation and Order Processing 9th 24-02+028-02 Vocher Creational Order Procenty 10th 02-03+007-03 Mangement Information System CMIS) 11th 1603 to 21-03 Management Information Jetern (MIS) 12th 23-03+0 28-03 Accounting features - Valuable Allications 13th 30-03 to 04-04 Statutory and Taxation features 7 Tilly 14th 66-64+0 11-04 Pagroll m Telly. ERP-9 15th 13-04+0 18-04 Payroll in Ally. Ship. Buth 16th 2004+026-04

College.	Bolan (2018, 20) Even Senester
. 6	Baland. Clas. A. Com Dot.
st week	*Commerce Nom- INDERPAL  E-Commerce An Introduction
2nd Week	Internet Paries
3rd week	Search Enjines
4th week	Communication through Internet
1st week	Searching contents wary online Sources
2nd week	Social Naturbary Stes
3 2d WEEK	Leternet Sanking
4th Weck	. Online sholking on Internet.
1st week	Ouldre shollows on Internet
3rd voeck	E. Disha
	Bijthe locker
	BHIM- APP
2nd Week	Revision
329 WEEK	Revision
	St week  St week

	lers	on Ylan (2019-20) From Somester
1 Sout. Calle	ge, Balasm	and. Clars. B. Com Est
Subject -	Anneal 1	According Name - INDERPAL
-२०२०	1st week	According Non- INDERPAL  Introduction to Partnership.
	2nd week	Outroduction to Partnershot
	30d Week	Admitsion of rea france
	4th week	Admordon of new Petner
-२०२०	1st week	Admirion of new Partner
	2nd week	Retirement of Bootner
	3rd week	Retremento of Partner
	4th WECK	. Death of forther
	1st week	Dissolution of Perharshil Arm
	3rd week	Dissolution of Portnerstul Am
	4th WEEK	branch Accounts
अप्रैल-२०२०	1st week	Branch Accounts
	2nd week	Hire buchne Accounts
ful	324 WEEK	Hire Purchase Accounts
- ful	ATTIN MODEL	I three furchase Hocomes

CLASS: -B. COMT. SUBJECT! DUSINE		LEGE BALSAMANO (HISSAR) (EVEN SEMSETER)
जनवरी "	1st week	SIMPLE COTTECHNITION. Name: JASWANT SINCH
- 20%		
	2nd week	method of correctation, and -
		Desree of correlation.
	3rd Week	Smiple Regression
	4th week	Types of Regression analysis and
		Kilds of Regretion.
भरवरी	1st week	method of Regretital,
-2020		
	2nd week	Probability-I, Addition Thearan.
	3 29 MEEK	Conditional probability,
	4th Weck	motiplication Theorem.
मान्य - २०२०	1st week	Probability Distributions-1 Binomial Distribution
	3rd week	Application of Binomial Distribution.
-	HAR WEEK	Poisson distribution.
अप्रैल - २०२०	1st week	Hormal Jistabution
	2nd week	Statistical table.
	300 WEEK	Altray of Normal Curve
	4th week	ordinate method, Arta method.

ek Circu ek NATION ek CONSI	NAL INCOME: CONCEPTS AND MEASUREMENT OMPTION FUNCTION
ex Circulex NATION	NAL INCOME: CONCEPTS AND MEASUREMENT OMPTION PUNCTION
ex NATION ex CONSI	NAL INCOME: CONCEPTS AND MEASUREMENT OMPTION FUNCTION
ex lave	OMPTION FUNCTION
ex INVE	
	STMENT FUNCTION
	STMENT FUNCTION
ek Mu	
	LTIPLIER
ex PRI	NCIPLE OF ACCELERATION
	SSICAL THEORY OF INCOME AND EMPSORME
	ESIAN THEORY OF INCOME AND EMPLOYMENT
THR	TOWAL INCOME DETERMINATION IN A EE SECTOR CHOSED ECONOMY.
eek	
ek	SINESS CYCLES
ex.	
by .	NETARY POLICY
Ci	- LM ANALYSIS.
100	THR  EK IN  EK BU  EK FI

HARAST - 2006	1st week	Meaning and Nature of NgoHoble Instruments.
	2nd Week	Kivas of Negotable Instruments
	37d Week	Parties to Negotiable Instruments.
	4th week	Negotiable, Dishonour, and Discharge of
		regetable Instruments.
-२०२०	1st week	Indian Partnership Act 1932 AN overview
	2nd week	Dissolution of Partnership
	3 24 WEEK	Dissolution of partnersulp firm.
	4th WECK	Registration of partnersup firm.
मार्च - 2020	1st week	Limited hability partnership Act 2008.
	3rd week	(An overview)
	HAN WEEK	Limited Liability furtness: Relations and hickili-
अपुल - २०२०	1st week	Information Technology 2000
	2nd Week	Distitution, Signature, E- Gavernance Attribution, Si Dispatch of E- records.
	329 WEEK	penalties and other provisions.
	4th week	RICHIT to INFORMATION ACT 2005

## LESSON PLAN (2019-2020) EVEN SEMSTER

CHOVE COLLECTE BALSAMAND (HISTAR)

CLASS:- B.COM IL

DEVELOPMENT.

A:P = JASWANT SINCH.

(नेनवरी	1st week	antrepreheur: An overview.
-2020		
	2nd week	Entrepreneurship
	3rd Week	setting up of a New Business
	SIG FOREIG	
The state of the s	1111	Life cycle of a New Business
	4th week	The got of the same
- 0	101	anvironment factors affecting a
अरवरी	1st week	
-2020		New Business
And the temperature of the con-	2nd week	Prosect Planning
	3rd Week	MARKET and Demand Analytis
	4th WECK	Capital and Project Cost
	+	Correct at Assessment
मान्य - 2020	1st week	sources of Anunce
	3rd week	profit and Tax planning
/	MAR WEEK	Eentrepreneur suip sevelapment programmes.
अप्रैल-२०२०	1st week	Institutional support of to autrepreheursulf Dev.
	2nd week	Crowl. Suppost. and Incentives to new
		Curterpriles.
	329 MEEK	Startup India
	MAN INDOK	Skill India.