

Lesson Plan

Odd Sem

Name of Assistant Professor : Aarti Sharma
Class and Section : B. Com Ist Sem
Subject : Financial Accounting 1
Session : 2023-24

Weeks	Topics to be Covered
1 July 24 - July 29	Meaning, objective, Scope, Nature, Accounting Principles.
2 July 31 - Aug 05	Accounting standard, Double Entry System, Recording of Accounti-
3 Aug 07 - Aug 12	accounting Transactions, GST, Trial Balance, Capital Revenue
4 Aug 14 - Aug 19	Provision, Reserve, Final Account, Final accounts with adj.
5 Aug 21 - Aug 26	Assignment, Presentations. Test.
6 Aug 28 - Sep 02	Final accounts with adjustment Practical Questions.
7 Sep 04 - Sep 09	Accounts of NPO
8 Sep 11 - Sep 16	Continue
9 Sep 18 - Sep 23	Practical Questions, Test.
10 Sep 25 - Sep 30	Consignment account
11 Oct 02 - Oct 07	Continue
12 Oct 09 - Oct 14	Branch accounts → Dependant Branch.
13 Oct 16 - Oct 21	Debtors System Practical Question.
14 Oct 23 - Oct 28	Stock and debtors System.
15 Oct 30 - Nov 04	Final accounts Methods.
16 Nov 06 - Nov 09	Test of Branch Accounts
Nov 10 - Nov 14	Diwali Vacations.
17 Nov 15 - Nov 18	Test, assignments, doubts.
18 Nov 20 - Nov 25	Hire Purchase System
19 Nov 27 - Dec 02	Instalment Payment System. Practical Questions
20 Dec 04 - Dec 09	Revision.
21 Dec 11 - Dec 14	Revision, Test.

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Name of Assistant Professor : Aarti Sharma
 Class and Section : B. Com 3rd Sem
 Subject : Foreign Trade of India
 Session : 2023-2024.

Weeks	Topics to be Covered
1 July 24 - July 29	Foreign Trade of India - Composition, Direction.
2 July 31 - Aug 05	Balance of Payment -
3 → Aug 07 - Aug 12	Continue.
4 → Aug 14 - Aug 19	Foreign Market Selection and entry Mode. -
5 → Aug 21 - Aug 26	Continue -
6 → Aug 28 - Sep 02	Assignment, Test, doubts.
7 → Sep 04 - Sep 09	Product Planning for International Market.
8 → Sep 11 - Sep 16	international Product life cycle.
9 - Sep 18 - Sep 23	Export Procedure.
10 → Sep 25 - Sep 30	Documentations of Export.
11 → Oct 02 - Oct 07	international Price Quatations
12 → Oct 09 - Oct 14	Price Quatations and Method in Int. Market.
13 → Oct 16 - Oct 21	Foreign Trade Policy
14 → Oct 23 - Oct 28	Star Trading Houses.
15 → Oct 30 - Nov 04	Export Promotions : Measure.
16 → Nov 06 - Nov 09	Export oriented.
Nov 10 - Nov 14	Diwali Vacations.
17 - Nov 15 - Nov 18	Test, Assignment, Presentations.
18 → Nov 20 - Nov 25	Special economic Zones, World Trade Organisations
19 → Nov 27 - Dec 02	World Bank.
20 → Dec 04 - Dec 09	international Monetary Fund.
21 → Dec 11 - Dec 14	Revision, Feedback, Test.


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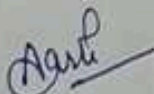
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Lesson Plan-

Even Sem

Name of Assistant Professor : Aarti Shama.
Class and Section : B.Com 6th Sem
Subject : Retailing
Session : 2023-2024

Weeks	Topics to be Covered
1→ Feb 01- Feb 03	Retailing→ Meaning, Nature, Scope
2→ Feb 05- Feb 10	Theories and Models in Retail
3→ Feb 12- Feb 17	Doubts, Test
4→ Feb 19- Feb 24	Retail Strategic Planning and operations Management
5→ Feb 26- Mar 02	Primary Retailing Strategies, Planning locations
6→ Mar 04- Mar 09	Assignments, Presentations.
7→ Mar 11- Mar 16	Merchandise Planning and Retail Communications.
8→ Mar 18- Mar 22	Securities issue in Retailing.
9→ Mar 23- Mar 27	Holi Vacations.
10→ Mar 28- Mar 30	Test and doubts.
11→ Apr 01- Apr 06	Store design, Store layout.
12→ Apr 08- Apr 13	Organisational Structure in Retail institutions.
13→ Apr 15- Apr 20	Assignment, Test.
14→ Apr 22- Apr 27	Applications of informations Technology in Retailing.
15→ Apr 29- May 04	Foreign Direct Investment in Retail
16→ May 06- May 11	Retail Store Management, Material Handling
17→ May 13- May 15	Revision



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Even Sem

Name of Assistant Professor : Aarti Sharma
Class and Section : B.Com IInd Sem
Subject : Principles of Marketing
Session : 2023-2024.

Weeks	Topics to be Covered
1) Feb 01 - Feb 03	Introduction of Marketing
2) Feb 05 - Feb 10	Marketing Concepts, Environment
3) Feb 12 - Feb 17	Market Segmentations, Consumer behaviour.
4) Feb 19 - Feb 24	Buying Motives, Product Concept, Classifications.
5) Feb 26 - Mar 02	Branding, Packaging, Labeling, PLC,
6) Mar 04 - Mar 09	Assignment, Presentations, New Product Dev. Process.
7) Mar 11 - Mar 16	Product Pricing, Promotion Mix, Advertising.
8) Mar 18 - Mar 22	Personal Selling, Sales Promotions, Publicity.
9) Mar 25 - Mar 27	Holi Vacations.
10) Mar 28 - Mar 30	Test, doubts.
11) Ap 01 - Ap 06	Distribution channels, Marketing middlemen.
12) Ap 08 - Ap 13	Wholesaling, Direct Marketing
13) Ap 15 - Ap 20	Online Marketing
14) Ap 22 - Ap 27	Assignment, doubts.
15) Ap 29 - May 04	Customer Relationship Marketing, Green Marketing
16) May 06 - May 11	Recent trends in Marketing.
17) May 13 - May 15	Revision.

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