

Lesson Plan

Name of Teacher: Dr. Preeti		Class: B.Com 2nd Year
Session: 2022-23 Odd Semester		Subject: Basics of Retailing
Week	Date/Month	Topic
1	Aug. 22-27	Introduction: Meaning, nature, scope, importance, growth and present size.
2	Aug.29-Sept.3	Career option in retailing; Technology induction in retailing;
3	Sept. 5-10	Future of retailing in India
4	12-17	Types of Retailing: Stores classified by owners; Stores classified by merchandising categories;
5	19-24	Wheel of retailing; Traditional retail formats vs. modern retail formats in India; Store and non-store based formats;
6	Sept.26- Oct.1	Cash and carry business - Meaning, nature and scope;
7	Oct. 3-8	Retailing models – Franchiser - franchisee, directly owned; Wheel of retailing and retailing life cycle;
8	10-15	Co-operation and conflict with other retailers
9	17-21	Revision, problem and Test
10	27-29	Management of Retailing Operations: Retailing management
11	Oct. 31-Nov. 5	"the total performance model;
12	7-12	Functions of retail management;
13	14-19	Strategic retail management process.
14	21-26	Retail planning - importance and process;
15	Nov.28-Dec. 3.	Developing retailing strategies, objectives.
16	5-10	action plans.
17	12-17	location strategies.
18	19-24	pricing strategies
19	26-30	Revision, problem and Test

Preeti
Dr. Preeti
Assistant Professor

Lesson Plan

Name of Teacher: Dr. Preeti		Class: B.Com 2 nd Year
Session: 2022-23 Odd Semester		Subject: Corporate Accounting-I
Week	Date/Month	Topic
1	Aug. 22-27	Share Capital: Meaning, types.
2	Aug.29-Sept.3	Accounting Treatment of issue.
3	Sept. 5-10	forfeiture and reissue of Share;
4	12-17	Buy- back of equity shares & Sweat shares;
5	19-24	Redemption of preference share; Issue of Bonus Share.
6	Sept.26- Oct.1	Debenture: Meaning, Types
7	Oct. 3-8	Issue of Debentures
8	10-15	Redemption of Debentures
9	17-21	Revision, Problems and Test
10	27-29	Valuation of Goodwill: Meaning, objectives.
11	Oct. 31-Nov. 5	determinates and main methods
12	7-12	Valuation of Shares: Meaning, objectives
13	14-19	determinates
14	21-26	main methods
15	Nov.28-Dec. 3	Profit or loss before and after incorporation
16	5-10	Profit or loss before and after incorporation
17	12-17	Final accounts of companies
18	19-24	Final accounts of companies
19	26-30	Revision, Problems and Test

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Lesson Plan

Name of Teacher: Dr. Preeti		Class: B.Com 2 nd Year
Session: 2022-23 Odd Semester		Subject: Business Statistics-I
Week	Date/Month	Topic
	Aug. 22-27	Introduction of Statistics: Origin, Development, Definition.
2	Aug.29-Sept.3	Scope, Uses and Limitations.
3	Sept. 5-10	Statistical Data: Types of Measurement scales- normal, Ordinal, Interval and Ratio level measurement;
4	12-17	Collection, Classification and Tabulation of Primary and Secondary data.
5	19-24	Presentation of data: Diagrammatic and Graphical presentation of Data-Bar, Squares, rectangular and Circular diagrams;
6	Sept.26- Oct.1	Histogram, frequency polygon, Ogives, Stem and Leaf displays box plots.
7	Oct. 3-8	Central Tendency and Partition values;
8	10-15	Concept and Measures of Central tendency,
9	17-21	Quartiles, Deciles, Percentiles.
10	27-29	Dispersion: Concept and Its absolute as well as relative measures.
11	Oct. 31-Nov. 5	Revision, Problems and Test
12	7-12	Moments, Skewness and Kurtosis: Moments about any point and about mean and the relationship between them.
13	14-19	Sheppard's Corrections for Moments, Concept of Kurtosis and its measures.
14	21-26	Concept of symmetrical distribution and skewness, measures and Co- efficient of skewness.
15	Nov.28-Dec. 3	Analysis of Bivariate data: Correlation-concept, scatter diagram, Karl Pearson's co-efficient of Correlation and its properties Spearman's rank Correlation.
16	5-10	Concurrent deviation method Regression: Meaning and Definition, Difference between Correlation and Regression.
17	12-17	Principle of least squares and fitting of a line of best fit to the given data, Regression lines.
18	19-24	Properties of regression Co-efficient and Regression lines, standard error of estimate, Co-efficient of determination
19	26-30	Revision, Problems and Test

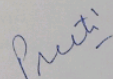
Lesson Plan

Name of Teacher: Dr. Preeti		Class: B.Com 2 nd Year
Session: 2022-23 Odd Semester		Subject: BRF
Week	Date/Month	Topic
	Aug. 22-27	Indian Contract Act: - Valid contract and its elements;
2	Aug. 29-Sept. 3	Void and void able agreements; Void and illegal agreements;
3	Sept. 5-10	Offer and acceptance; Contractual capacity of parties;
4	12-17	Free consent of parties; Lawful consideration and object;
5	19-24	Agreements expressly declared as void.
6	Sept. 26- Oct. 1	Contingent Contracts: - Quasi contracts;
7	Oct. 3-8	Discharge of contracts: - methods of discharge of contracts;
8	10-15	Consequences of Breach of contracts.
9	17-21	Contract of Indemnity and guarantee: - Elements of contract of Indemnity; Rights of Indemnity
10	27-29	Holder and indemnifier Guarantee: - features of contract of guarantee; Rights and Liabilities of surely;
11	Oct. 31-Nov. 5	Discharge of surety; Difference between contract of indemnity and Guarantee.
12	7-12	Revision, problem and Test
13	14-19	Contract of Bailment and Pledge: - Meaning; types of bailment, Termination of bailment,
14	21-26	Duties and rights of bailor and bailee.
15	Nov. 28-Dec. 3	Essentials of pledge. who may pledge. Rights and Duties of Pawnor and Pawnee.
16	1986: 5-10	Consumer protection Act 1986:- Salient features of consumer Protection Act:
17	12-17	Rights of consumers; consumer Protection councils;
18	19-24	consumer disputes redressal machinery
19	26-30	Revision, problem and Test

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 Assistant Professor

Lesson Plan

Name of Teacher: Dr. Preeti		Class: B.Com 2 nd Year	
Session: 2022-23 Odd Semester		Subject: Corporate Law	
Week	Date/Month	Topic	
	Aug. 22-27	Company- Meaning and Characteristics;	
2	Aug.29-Sept.3	Features of company; Types of companies.	
3	Sept. 5-10	advantages and disadvantages of incorporation;	
4	12-17	Lifting of corporate veil;	
5	19-24	Formation of Company: - Promotion of company;	
6	Sept.26- Oct.1	Functions of promoter; importance of promoter;	
7	Oct. 3-8	Promoter's remuneration; legal status of Promoter; Rights of promoters; Duties of promoters;	
8	10-15	Liabilities of promoters; Pre- incorporation contracts, Incorporation and commencement of Business.	
9	17-21	Prospectus: - definition; Public offer, contents; misleading prospectus and its consequences.	
10	27-29	Revision, problem and Test	
11	Oct. 31-Nov. 5	Memorandum of Association: - Meaning; importance; clauses of memorandum of association	
12	7-12	their Alteration; doctrine of ultra- virus.	
13	14-19	Articles of Association: - Meaning; contents; alteration of articles of association;	
14	21-26	constructive notice	
15	Nov.28-Dec. 3	doctrine of indoor management.	
Borrowing Powers:	16	5-10	Borrowing Powers;
	17	12-17	Debentures
	18	19-24	Charges
	19	26-30	Revision, problem and Test


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Lesson Plan

Name of Teacher: Dr. Preeti		Session: 2022-23 Odd Semester		Subject: HRM		Class: B.Com 2 nd Year	
Week	Date/Month	Topic					
1	Aug. 22-27	An Introduction to Human Resource Management Definition, Importance objectives					
2	Aug. 29-Sept. 3	scope of Human Resource Management (HRM)					
3	Sept. 5-10	Function of Human Resource Management: - Managerial and Operative Functions,					
4	12-17	Qualification and Qualities of Human Resource manager in our organization.					
5	19-24	Evolution and Growth of Human Recourse Management (HRM) India.					
6	Sept. 26- Oct. 1	Recruitment: - Meaning, Steps in recruitment policy,					
7	Oct. 3-8	sources and modes of recruitment, Factors affecting recruitment.					
8	10-15	Selection: - Meaning, Essentials of Selection Procedure, Stages in Selection Procedure.					
9	17-21	Training: - Concept, Need and importance of Training. Methods of Training: - On the job Training + off the job Training, Principles of training, Evaluation of training Programme in India.					
10	27-29	Revision, problem and Test					
11	Oct. 31-Nov. 5	Wages: - Meaning, Objective and Theories of wages. Methods of wage Programme: - Time wages and Piece wages methods					
12	7-12	Concept of wages: - Fair, Minimum and Living wage, Factors determining wage Structure of an organization, essentials of satisfactory wage policy.					
13	14-19	Wage Incentives: - Concept, Need and Importance of Incentives, Special Incentives					
14	21-26	Prefect sharing and Labour Co. Partnership and Essentials of Ideal Incentives system.					
15	Nov. 28-Dec. 3	Industrial Relations: - Concept, Importance and Objectives of industrial relations,					
16	5-10	Contents of industrial relations, Participants of Industrial relation and Recruitment of good Industrial relation Programme.					
17	12-17	Industrial Unrest: - Meaning, Forms and Causes of industrial disputes, Impact of Industrial unrest on the Economy,					
18	19-24	preventive and curative methods and Agencies for Reconciliation of Industrial unrest.					
19	26-30	Revision, problem and Test					

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