

LESSON PLAN

Session: 2025-2026

Class: B.Com 1st Semester

Name of the faculty: Ms. Lakhvinder Kaur

Paper code: B23- COM- 101

Nomenclature of the paper: Financial Accounting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning and scope of Accounting: Need ,Meaning of Book Keeping, Meaning of Accounting , Features, Types, Object, Limitation , Qualitative characteristics of Accounting Information.
	28.07.25 - 31.07.25	Accounting Principles: Meaning, Types, Significance, Limitations.
August	1.08.25 - 02.08.25	Accounting Standards: Meaning, Characteristics, Utility, International Accounting Standards, National Accounting Standards, Scope and Procedure for issuing Accounting Standards issued by ICAI.
	04.08.25 - 09.08.25	Accounting Equations - Numerical, Doubt Session, Assignment and Double Entry System.
	11.08.25 - 16.08.25	Recoding of Businesses Transactions, Journal- Meaning, Rules, Discount, Compound Entry, Meaning of Goods, Numerical of Journal Merits and Limitations of Journal Ledger: Meaning, Rules of Posting, Numerical Need and Importance of Ledger, Advantage of Ledger.
	18.08.25 - 23.08.25	Trial Balanced: Meaning , Format ,Methods , Accounting Errors, Suspense Account, Limitations of Trial Balance , Sub division of Journal.
	25.08.25 - 30.08.25	Capital and Revenue Items: Meaning of Capital and Revenue, Classification, Deferred Revenue Expenditure, Numericals, Business Income Measurement, Doubt Session.
September	01.09.25- 06.09.25	Final Account with adjustment: Meaning of Trading Account, Preparation of Trading Account, Numericals, Meaning of Profit and Loss Account, Need, Preparation, Numericals, Manufacturing Account, Numericals, Balance Sheet, Format, Classification of Assets and Liabilities, Need and Importance of Final Account, Numerical, Doubt Session, Assignment
	08.09.25- 13.09.25	Final Accounts : Different types of Adjustment, Closing Stock , Prepaid Expenses , Outstanding Expenses , Numericals, Depreciation, Accrued Income ,Unearned Income, Numericals , Interest on Capital ,Interest on Drawings , Numericals, Interest on Loan ,Bad debts , Numericals, Implied Interest ,Loss by Accident, Goods given as Charity , Numericals, Managers Commission, Contingent Liability, Numericals, Dishonor of Bill of exchange ,Sale of Goods on sale or return basis ,Numericals ,Queries .
	15.09.25- 20.09.25	Accounts of Non Trading Organisation: Meaning of Receipt and Payment Account, Format, Income and Expenditure Account, Balance Sheet, Numericals.
	22.09.25- 27.09.25	Consignment Account: Meaning, Characteristics, need, objectives, Important Terms, Accounting Procedure, Numericals, Valuation of

		Unsold Stock.
	29.09.25- 30.09.25	Consignment Account, Numericals
October	01.10.25- 04.10.25	Queries.
	06.10.25- 11.10.25	Branch Account: Meaning, Types
	13.10.25 - 18.10.25	Of Branch, Accounting Procedure, Dependent Branch, Independent Branch, Inter Branch Transaction, Normal and Abnormal Loss.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Branch Account: Debtor System, Stock and Debtor System, Final Account System, Wholesale Branch, Foreign Branch, conversion of Foreign Branch, Numerical, Doubt Session.
November	01.11.25	Holiday
	03.11.25- 08.11.25	Hire Purchase System and Installment Payment System: Meaning, Characteristics, Journal Entries of Hire Purchase System, Calculation of Interest, Calculation of Cash Price.
	10.11.25- 15.11.25	Hire Purchase System: Return of Goods, Repossession of Goods, Transfer of Assets to Third Party, Purchase through Financial Institution, After Sale Services, Installment payment System, Numerical, Doubt Session, Assignment.
	17.11.25 - 22.11.25	Revision, Test and Doubt Session.
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: B.Com 1st Semester

Name of the faculty: Ms. Sakshi

Paper Code: BC-25-COM-102

Nomenclature of the paper: Business Law

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	introduction of Business Law, Scope, Sources, Need of law, Fundamental definitions, Valid Contract, Contract vs. Agreement, Essentials of Valid Contract, Kinds of Agreements and Contract.
	28.07.25 - 31.07.25	Proposal & Acceptance, legal rules for a Proposal and Acceptance, Communication and Revocation of Offer and Acceptance, Modes of Lapse of an Offer. Contractual Capacity of Parties- Minor, Person of unsound mind, Person disqualified by Law, Contracts by Minors and their legal position
August	1.08.25 - 02.08.25	Free Consent of Parties- Coercion, Undue Influence, Fraud, Misrepresentation and Mistake. Lawful Consideration and Object- meaning, Adequacy, difference between Stranger to Contract and Stranger to Consideration, Unlawful Consideration & Object.
	04.08.25 - 09.08.25	Agreements Expressly Declared as Void Agreement in Restraint in Marriage, Agreement in Restraint of Trade, Agreement in Restraint of Legal Proceedings, Agreements involving uncertainty, Wagering Agreements & Agreements to do impossible acts
	11.08.25 - 16.08.25	Legal Formalities –Written and Registered Contingent Contracts- features and difference between Wagering and Contingent Contract.
	18.08.25 - 23.08.25	Discharge of Contract-Modes of Discharge, Doctrine of Frustration. Quasi Contracts- Types of Implied Contracts Consequences of Breach of Contract, Assessment of Damages, types of Damages. Assignment and Revision
	25.08.25 - 30.08.25	Contract of indemnity and Guarantee- essential, Revocation, Liability of Surety and Rights of Surety. Contract of bailment and Pledge characteristics, types of contract of Bailment, Duties and Responsibilities of bailor and Bailee, finder of goods, pledge, lien & their differences.
September	01.09.25- 06.09.25	Contract of Agency-Its creation, sub Agent, Substituted Agent, Co-Agent, classification of Agents, Ratification, Termination of Agency, Rights and duties of Agent and Principal, Principal's and Agent's Liability to third Party.
	08.09.25- 13.09.25	Introduction of Sales of Goods Act-1930, its definition. Contract of Sale- difference between Sale And Agreement to sell, contract of Sale vs. Other Contracts, Subject-Matter of Sale of Contract, types of Goods, destruction of Goods
	15.09.25- 20.09.25	Performance of Contracts- essentials of valid Tender, joint promise and its performance, Reciprocal promises and their

		Performance & Appropriation Of Payments
	22.09.25- 27.09.25	Conditions and Warranties- meaning, difference between condition and Warranties, implied Condition and Warranties & Buyer Beware. Transfer of Property or Ownership- Meaning, Transfer of ownership from Seller to Buyer, Transfer of Title of Goods and its Exceptions.
	29.09.25- 30.09.25	Assignment & Revision Test
October	01.10.25- 04.10.25	Performance of the Contract- Delivery, types of Delivery, rules Governing the Delivery of Goods, Rights and Duties of Buyer. Unpaid Seller- Rights of Unpaid Seller against Goods and Buyer
	06.10.25- 11.10.25	Suits for Breach of Contract- Seller's remedies and Buyer's Remedies, Sale by Auction. Indian Partnership Act 1932: Nature of firm; Duties and rights of partners; Liabilities of firm and partner;
	13.10.25 - 18.10.25	Limited Liability Partnership Act, 2008: concepts, characteristics of LLP; Incorporation of LLP; LLP agreement, Extent & limitations of liabilities of LLP and partners.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Negotiable Instruments Act, 1881: scope, features and types; Negotiation; Crossing; Dishonor and discharge of negotiable instruments
November	01.11.25	Holiday
	03.11.25- 08.11.25	Information Technology Act, 2000: Purpose; Benefits and limitations; Digital signature E-Governance; Attribution of electronic records, duties of subscribers; Penalties and adjudication offences.
	10.11.25- 15.11.25	Revision, Doubt Sessions & Tests
	17.11.25 - 22.11.25	Revision, Doubt Sessions & Tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: B.Com 1st Semester

Name of the faculty: Ms. Diksha

Paper code: B23-COM-103

Nomenclature of the paper: Business Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Management: characteristics and significance, process and functions of management
	28.07.25 - 31.07.25	Management: as science, art and profession; Approaches to management: Classical and neo classical approach
August	1.08.25 - 02.08.25	Behavioral approach, management science approach
	04.08.25 - 09.08.25	Systems approach and contingency approach; Emerging management concepts; Assignment given to students on the topic: approaches to management; Planning: process and importance; Types of plans: Policy, programme
	11.08.25 - 16.08.25	Strategy, vision, mission, goals and objectives; Organizing: Principles and benefits of organizations
	18.08.25 - 23.08.25	Organizational structure: Functional, line and staff, matrix, formal vs. informal; Organizational structure for large scale business organization, virtual organization; Test of organizational structure given to students
	25.08.25 - 30.08.25	Staffing: Importance, scope and modes of staffing; Delegation: Advantages, barriers to delegation, guidelines for effective delegation
September	01.09.25- 06.09.25	Decentralization and Centralization: Advantages and disadvantages; Factors influencing decentralization
	08.09.25-13.09.25	Directing: Features and importance, principles and elements; Coordination: Importance and methods
	15.09.25-20.09.25	Controlling: Characteristics and process of control, prerequisites of an effective control system
	22.09.25-27.09.25	Control techniques: Traditional control techniques; Assignment given to students on the topic: Decentralization and Centralization
	29.09.25-30.09.25	Modern control techniques
October	01.10.25- 04.10.25	Motivation: Objectives and significance, Approaches to motivation
	06.10.25-11.10.25	Leadership: Significance and functions
	13.10.25 - 18.10.25	Leadership styles
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Approaches to leadership
November	01.11.25	Holiday
	03.11.25-08.11.25	Test given to students on the topic: Leadership styles
	10.11.25-15.11.25	Revision, doubt sessions and tests
	17.11.25 - 22.11.25	Revision, doubt sessions and tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: B.Com 3rd Semester

Name of the faculty: Ms. Diksha

Paper code: B23-COM-301

Nomenclature of the paper: Corporate Accounting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Issue of Shares: Meaning, characteristics and kinds of a company, distinction between private company and public company
	28.07.25 - 31.07.25	Shares: Meaning, nature and types; Share Capital: Presentation in Company's Balance Sheet; distinction between Reserve Capital and Capital Reserves
August	1.08.25 - 02.08.25	Issue of Shares: Private Placement of shares, Public Subscription of shares, Consideration other than cash
	04.08.25 - 09.08.25	Preliminary Expenses; Book Building; Entries on Issue of Shares, Issue of Shares at Par: Numerical, Issue of Shares at Premium: Numerical, Issue of Shares at Discount
	11.08.25 - 16.08.25	Under-subscription of Shares, Shares Issued for Consideration other than Cash: Numerical, Interest on Calls in Arrear: Numerical, Calls Paid-in-Advance: Numerical, Difference between Calls in Arrear and Calls in Advance
	18.08.25 - 23.08.25	Over-Subscription of Shares: Numerical, Difference between Oversubscription and Undersubscription, Opening of Joint 'Application and Allotment Account'
	25.08.25 - 30.08.25	Forfeiture of Shares: Entries and Re-Issue of Forfeited Shares, Numerical, Presentation of Forfeited Shares Account in the Balance Sheet, Forfeiture in Case of Over-subscription and Pro-rata Allotment, Numerical
September	01.09.25- 06.09.25	Redemption of Preference Shares: Conditions and Accounting Entries, Redemption of Preference Shares at Par, Numerical, Redemption when Calls are in Arrears, Numerical, Redemption of partly-paid Preference Shares, Numerical, Use of Equation for Determining the Amount of New Issue, Numerical; Bonus Shares: Guidelines and Difference between Right Shares and Bonus Shares, Sources and Journal Entries, Redemption of Preference Shares and Issue of Bonus Shares: Numerical
	08.09.25- 13.09.25	Buy-Back of Shares: Meaning, Conditions, Sources, Free Reserves available for buy-back, Free Reserves not available for buy-back, SEBI Guidelines, Deposit in an Escrow Account, Advantages, Limitations and Journal Entries, Numerical
	15.09.25- 20.09.25	Profit or Loss Prior to Incorporation and Subsequent to Incorporation: Calculation of Profit or Loss Prior to Incorporation
	22.09.25- 27.09.25	Underwriting: Meaning, Advantages and Objectives, Underwriting Commission, Entries Relating to Underwriting, Underwriting Account, Marked Applications, Partial Underwriting, Excess Applications, Firm Underwriting, Sub-Underwriting

	29.09.25-30.09.25	Amalgamation of Companies: Meaning of Amalgamation, Absorption, Objectives of Amalgamation and Absorption, Reconstruction: Types, Objectives and Difference between Amalgamation, Absorption and Reconstruction, Types of Amalgamation, Important Terms, Purchase Consideration: Methods of Calculating Purchase Consideration, Accounting Treatment in the Books of Transferor and Transferee Company, Numerical
October	01.10.25-04.10.25	Internal Reconstruction: Meaning, Objectives, Distinction between Internal and External Reconstruction, Methods of Internal Reconstruction, Accounting Procedure for Reduction of Share Capital, Numerical
	06.10.25-11.10.25	Income Computation and Disclosure Standards: Origin, Objectives, Key Aspects, List of ICDS notified under Income Tax Act, Explanation of important changes as per ICDS
	13.10.25 - 18.10.25	Final Accounts of Companies: Financial Statements, Financial Year, Corporate Social Responsibility (CSR), Schedule III for preparing Balance Sheet and Statement of Profit and Loss, Divisible Profits, Surplus Account, Dividend: Separate Bank Account for the payment of dividends
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25-31.10.25	Some Special Items Related to Trial Balance, Numericals
November	01.11.25	Holiday
	03.11.25-08.11.25	Completion of Remaining Numericals
	10.11.25-15.11.25	Revision, doubt sessions and tests
	17.11.25 - 22.11.25	Revision, doubt sessions and tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: B.com 3rd Semester

Name of the faculty: Dr. Santosh

Paper code: B23-COM-302

Nomenclature of the paper: Income tax

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction of students and Introduction of subject. History of Income Tax in India, Characteristics of Income Tax, Important Definitions; Income, Basis and Procedure of Charging Income Tax
	28.07.25 - 31.07.25	Gross Total Income, Total Income, Casual Income, Person, Assessee, Assessment Year, Previous Year, Permanent Account Number, Tax Deduction and Collection Account Number
August	1.08.25 - 02.08.25	Agricultural Income, Kinds of Agricultural Income, Partly Agricultural Income Residence of Assessee; Individuals, Hindu Divided Family, Firm, Association of Persons, Companies, Every other person, Scope of Total Income or Incidence of Tax, Given assignments
	04.08.25 - 09.08.25	Exemptions from Tax; For all assesses, Employees, Institutions, Income From Salaries; Salary, Allowances, Perquisites Leave Travel Concession, Valuation of Perquisites, Profits in lieu of Salary, Provident Fund, Numerical queries
	11.08.25 - 16.08.25	Income from Salaries (Retirement); Gratuity, Pension and Commutation of Pension, Earned Leave Salary
	18.08.25 - 23.08.25	Agricultural Income, Kinds of Agricultural Income, Partly Agricultural Income Residence of Assessee; Individuals, Hindu Divided Family, Firm, Association of Persons, Companies, Every other person, Scope of Total Income or Incidence of Tax, Given assignments
	25.08.25 - 30.08.25	Exemptions from Tax; For all assesses, Employees, Institutions, Income From Salaries; Salary, Allowances, Perquisites Leave Travel Concession, Valuation of Perquisites, Profits in lieu of Salary, Provident Fund, Numerical queries
September	01.09.25- 06.09.25	Income from Salaries (Retirement); Gratuity, Pension and Commutation of Pension, Earned Leave Salary
	08.09.25- 13.09.25	Retrenchment Compensation, Compensation on Voluntary Retirement, Amount received from Provident Fund, Handling of queries
	15.09.25- 20.09.25	Income from House Property, Exemptions regarding Income from House Property, Annual Value
	22.09.25- 27.09.25	Determination of Gross Annual Value, Deductions from Annual Value, Computation of Pre-Construction period. Annual value of Self-occupied property, Loss from House Property, Profits and Gains of Business or Profession, Handling of queries
	29.09.25- 30.09.25	Deductions Expressly allowed, Expenses expressly disallowed, Deductions allowable only on actual payment
October	01.10.25- 04.10.25	Maintenance of accounts, Compulsory Audit of accounts, Valuation of Stock in hand Determination of Income of certain business or profession on Presumptive basis

	06.10.25-11.10.25	Capital Gains; Capital asset, Kinds of Capital Assets, Transfer of Capital Asset
	13.10.25 - 18.10.25	Computation of Capital Gains; Long term Capital gain, Short term capital gain, Cost of Acquisition
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25-31.10.25	Computation of Capital gains in special cases, Capital gain exempt from tax, Numerical queries
November	01.11.25	Holiday
	03.11.25-08.11.25	Income from other sources, Dividends, Security Kinds of Securities, Bond Washing transactions, Deductions allowable, Amounts not deductible, Clubbing of Incomes, Deemed Incomes
	10.11.25-15.11.25	Set off of losses, Carry forward of losses, Revision, Provided Important questions. conduct regular test
	17.11.25 - 22.11.25	Revision, Doubt clearing sessions and test
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: B.com 3rd Semester

Name of the faculty: Ms. Sakshi

Paper Code: B23-COM-303

Nomenclature of the paper: Banking and Insurance

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Evolution of Banking, Meaning features, Principles of Banking
	28.07.25 - 31.07.25	Functions of Commercial Banks, Importance/Role of Banks
August	1.08.25 - 02.08.25	Classification of Banks: Scheduled Banks, Scheduled Cooperative Bank
	04.08.25 - 09.08.25	Non-Scheduled Bank
	11.08.25 - 16.08.25	Credit Creation- Types of Credit
	18.08.25 - 23.08.25	Process of Credit Creation, Limitations of Credit Creation
	25.08.25 - 30.08.25	Banking Regulation Act-1949- Introduction, Objectives and Features of the Act, Provisions of the Act
September	01.09.25- 06.09.25	Indian Banking System- Introduction, Features and Nationalization of Commercial Banks
	08.09.25-13.09.25	Necessity of Nationalization of Banks ,it's Objectives
	15.09.25-20.09.25	Organization and Management of RBI, Functions of RBI, Powers and failures of RBI
	22.09.25-27.09.25	Recent Trends in Banking - Universal Banking, Core Banking, Retail Banking, Wholesale Banking, international Banking
	29.09.25-30.09.25	Presentation and Revision
October	01.10.25- 04.10.25	Insurance - Meaning, features, Principles ,Risk, it's types ,Types of Insurance, objectives of Insurance , Insurance as social security tool, Insurance and Economic development
	06.10.25-11.10.25	Life insurance - Features, objectives, Activities, Parties of Insurance, Types, Importance, Assignment, Nomination and Procedure of Life Insurance
	13.10.25 - 18.10.25	General Insurance -Features, Types, Importunate and Process of Taking Insurance Policy
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Fire Insurance - Meaning, Principles, Features, Conditions, types , Procedure and Claim settlement Procedure
November	01.11.25	Marine Insurance -Meaning, Types,Conditions, Double Insurance, Assignment, Warranties,The Voyage, loss and Abandonment, Procedure for settlement
	03.11.25-08.11.25	Accident and Motor Insurance - Meaning, Objective , Classification of Risk, Types of Motor Insurance policy, condition, Procedure and it's settlement Procedure.
	10.11.25-15.11.25	Doubts &Revision
	17.11.25 - 22.11.25	Doubts &Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025- 2026

Class: B.Com 3rd Semester

Name of the faculty: Ms. Sheetal

Paper code: M23-SEC-315

Nomenclature of the paper: Accounting Data Processing

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Basics of Accounting: Meaning, Advantage and Limitations.
	28.07.25 - 31.07.25	Fundamental Accounting Assumptions: GAAP
August	1.08.25 - 02.08.25	Computerized Accounting System: concepts, need, advantages and disadvantages, different between manual and Computerized accounting system
	04.08.25 - 09.08.25	Tally: introduction, features, installations methods and licensing procedures.
	11.08.25 - 16.08.25	Practical: Installation of Tally Prime software, activate licensing and Re- activate existing license.
	18.08.25 - 23.08.25	Security control In Tally Prime: Tally vault password, data backup, restore, export and import of data and edit log features;
	25.08.25 - 30.08.25	Practical: security control and Company Creation.
September	01.09.25- 06.09.25	Masters: concept, types, groups; Gateway of tally; Company creations: setup features, configuration, shutting and deleting a company. Practical: Alterations, shutting and deleting of a company in tally prime
	08.09.25-13.09.25	Ledger creations: creating single and multiple ledgers, displaying, altering and deleting ledger. Practical: creation, alteration, displaying and detailing of ledger.
	15.09.25-20.09.25	Invoicing, cost centre, cost categories and interest calculation. Practical: creating cost centre, cost categories and interest calculations in tally prime.
	22.09.25-27.09.25	Inventory; concept, stock groups, stock categories, stock items, purchase and sales order processing.
	29.09.25-30.09.25	Godowns /location, unit of measurement. Practical; inventory control: activate inventory master's and create purchases and sales orders and cancellations of purchase and sales orders.
October	01.10.25- 04.10.25	Vouchers: introduction, concept, types of vouchers, voucher configuration in tally prime, accounting and inventory vouchers. Debt and credit note.
	06.10.25-11.10.25	Practical: Accounting voucher entries in tally prime.
	13.10.25 - 18.10.25	Final statement: profit and loss account, balance sheet, bank reconciliation, tally audit features and printing features.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Practical: Trail balance, Trading account, profit and loss account, Balance sheet.

November	01.11.25	Holiday
	03.11.25-08.11.25	Management information system and different reports in tally prime.
	10.11.25-15.11.25	Revision and doubt sessions.
	17.11.25 - 22.11.25	Practical file checking and submission.
	25.11.25	Examinations

LESSON PLAN

Session: 2025 -2026

Class: B.Com 5th Semester

Name of the faculty: Ms. Sukhwinder Kaur

Paper code: B23-COM-501

Nomenclature of the paper: Cost Accounting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction of cost accounting, financial accounting and Management Accounting. limitations of financial accounting , Nature and scope of cost Accounting, difference between financial accounting , cost accounting and Management Accounting, similarities in financial accounting and cost accounting , fundamental principles and objectives of cost accounting
	28.07.25 - 31.07.25	Advantages of cost accounting, Methods of Costing, Techniques of costing. Installation of costing system Elements of cost and classification of costs Material :Meaning, levels and objectives of material control, essentials of material control
August	1.08.25 - 02.08.25	Techniques of material control -ABC analysis, VED analysis, Perpetual Inventory system Simplification, classification and Codification of Material
	04.08.25 - 09.08.25	Methods of Material issue-FIFO, LIFO, HIFO, Average price method and weighted average method. Calculation of Economic order Quantity. Test and Assignment
	11.08.25 - 16.08.25	Labour cost-Meaning and elements of wages, labour turnover -effects of labour turnover, different departments in industrial organization, treatment of normal idle time ,overtime . Time wage rate system, piece wage system and incentive wage rate system, Numerical on labour cost incentive system
	18.08.25 - 23.08.25	Classification and collection of overheads. Codification its methods, allocation apportionment & absorption of overheads. Methods of absorption of overheads its advantages, absorption of office & administrative overheads and selling and distribution overheads
	25.08.25 - 30.08.25	Unit or output Costing, Numerical of unit costing
September	01.09.25- 06.09.25	Job and batch costing-Meaning, objectives, Advantages, disadvantages. Procedure of job order cost accounting. Numerical of job costing. Batch size and calculations of Economic Batch Quantity Doubt session
	08.09.25- 13.09.25	Operating costing- meaning of operating costing, scope of operating cost ,special terminology used in operating costing system ,collection of expenses or cost selection of appropriate cost unit ,preparing operating cost sheet ,Numerical of operating costing (transport costing)

	15.09.25-20.09.25	Revision,doubt session and test
	22.09.25-27.09.25	Contract costing- meaning of contract costing ,features of contract costing ,difference between contract costing and job costing, types of contracts .special points in contract costing, calculation of profits on incomplete contract, numerical of contract costing
	29.09.25-30.09.25	Process costing - meaning of process costing ,characteristics of process costing ,objectives and elements of process cost accounting principles of process cost accounting ,difference between job costing contract costing and process costing
October	01.10.25-04.10.25	Process costing numericals
	06.10.25-11.10.25	Numerical of normal loss and abnormal loss, abnormal gain or abnormal effectiveness production of oil process account accounting for joint products.
	13.10.25 - 18.10.25	Revision and doubt of Process costing
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25-31.10.25	Revision
November	01.11.25	Holiday
	03.11.25-08.11.25	Presentation
	10.11.25-15.11.25	Cost Audit, cost control and cost Reduction Doubt session and Assignment
	17.11.25 - 22.11.25	Revision and test
	25.11.25	Examinations

LESSON PLAN

Session: 2025 -2026

Class: B. Com 5th Semester

Name of the faculty: Dr. Dimple Goel

Paper code: B23-COM-502

Nomenclature of the paper: Goods and Service Tax

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction Tax Law, Scope, Direct and Indirect Tax. Overview of GST;
	28.07.25 - 31.07.25	GST; Features, Merits and Drawbacks of GST.
August	1.08.25 - 02.08.25	Introduction of Levy and Collection of Tax; Provisions Related with Levy and Collection of Tax.
	04.08.25 - 09.08.25	Administration of GST, Taxable event and scope of supply under GST. Small taxable persons: Exemptions and composition scheme.
	11.08.25 - 16.08.25	Introduction of time of Supply; Time of supply of goods and services. Group discussion And Doubt session
	18.08.25 - 23.08.25	Introduction of Place of Supply; meaning, purpose, provisions related with place of supply, specific rules in case of goods and service. Revision of this chapter.
	25.08.25 - 30.08.25	Introduction of Value of Taxable Supply; Transaction value; Compulsory inclusions in value of supply; Value of Supply Rules, 2017.
September	01.09.25- 06.09.25	Input Tax Credit; Meaning; Conditions for taking ITC; Apportionment of Credit; Blocked Credit; Availability of credit in special circumstances.
	08.09.25-13.09.25	Provisions related with taking ITC; Practical Questions related with ITC.
	15.09.25-20.09.25	Discussed Practical File with students and guided them to prepare their files.
	22.09.25-27.09.25	Registration; Benefits, Persons liable for registration under GST; Aggregate Turnover.
	29.09.25-30.09.25	Types of Registration Procedure for registration, Amendment of registration; Cancellation of registration
October	01.10.25- 04.10.25	Introduction of Tax Invoice; Importance; Particulars; Manner of Issuing Invoice; Types of Invoice in GST Law; Credit and Debit Notes; Provisions related with Credit Note, Debit Note; Contents, E-Way Bill under GST; Purpose and Provisions with E-Way Bill
	06.10.25-11.10.25	Introduction of Returns, Assessment and Audit; Types of Returns, Provisions related with Filing of Returns; Matching, Reversal and Reclaim of ITC
	13.10.25 - 18.10.25	Meaning of Assessment; Types of Assessment under GST; Provisional Assessment; Procedure; Audit under GST; Types of Audit. Payment of Tax; Types; Maintenance of Electronic Ledger; Electronic credit ledger; Electronic liability Register.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25-	GST Payment Process; Meaning of TDS and TCS and its

	31.10.25	Provisions.
November	01.11.25	Holiday
	03.11.25-08.11.25	Discussed practical file work
	10.11.25-15.11.25	Introduction of Offences and Penalties; Liabilities and Punishment under GST Law; Penalty and Amount of Penalty Confiscation and provisions; Prosecution and its Provisions; Compounding of Offences.
	17.11.25 - 22.11.25	Compounding of Offences. Test and doubt session.
	25.11.25	Discussion of important questions, revisions of chapters and Tests.

LESSON PLAN

Session: 2025 -2026

Class: B.Com 5th semester

Name of the faculty: Ms. Neha Parveen

Paper code: B23-COM-503

Nomenclature of the paper: Industrial and Labour Laws

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Labour laws: meaning, history, purpose, and classification. Regulatory framework of labour laws in India.
	28.07.25 - 31.07.25	Fundamental rights and industrial relations. Article 14: Equality before Law, Article 16: Equality of Opportunity in Public Employment.
August	1.08.25 - 02.08.25	Article 19(1)(c): Right to association & union. Article 23 & 24: Rights against exploitation, equal pay for equal work.
	04.08.25 - 09.08.25	Social security provisions. New Labour Codes: Need, objectives, features (Code on Wages 2019, Code on Social Security 2020, Industrial Relations Code 2020).
	11.08.25 - 16.08.25	The Factories Act, 1948: Objectives, provision regarding health, safety, and welfare.
	18.08.25 - 23.08.25	Employment of young persons and women under Factories Act. Approvals, licensing and registration under Factories Act.
	25.08.25 - 30.08.25	The Contract Labour (Regulation & Abolition) Act, 1970. The Industrial Disputes Act, 1947: definitions, authorities, procedure for settlement of disputes.
September	01.09.25- 06.09.25	Trade Union Act, 1926: Provisions, authorities, registration, amalgamation and dissolution.
	08.09.25- 13.09.25	The Payment of Wages Act, 1936: Definitions, methods of computing and fixing wages. Test
	15.09.25- 20.09.25	The Minimum Wages Act, 1948: Objectives, wage fixation and revisions.
	22.09.25- 27.09.25	The Payment of Bonus Act, 1965: Definitions, accounting year, allocable surplus, available surplus, eligibility.
	29.09.25- 30.09.25	Disqualification from bonus, computation of bonus, powers of inspectors, penalties and offences.
October	01.10.25- 04.10.25	Presentations
	06.10.25- 11.10.25	The Employees' State Insurance Act, 1948: objectives, coverage, benefits, employer's obligations.
	13.10.25 -	The Employees' Provident Fund Act, 1952: schemes,

	18.10.25	superannuation, employee deposit linked insurance
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	The Gratuity Act, 1972: objectives, coverage, employer's obligations, benefits.
November	01.11.25	Holiday
	03.11.25- 08.11.25	Overview of Shram Suvidha portal, ESIC portal, EPFO portal.
	10.11.25- 15.11.25	case studies, practical examples of compliance.
	17.11.25 - 22.11.25	Revision of all four units. Student presentations mock test. Q&A session before end-term exam.
	25.11.25	Examinations

LESSON PLAN

Session: 2025 -2026

Class: B.Com 5th Semester

Name of the faculty: Ms. Diksha

Paper code: B23-VOC-131

Nomenclature of the paper: Foreign Trade Policy

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Trends in India's Foreign Trade: Direction and composition
	28.07.25 - 31.07.25	Instruments of Trade Policy: Tariffs and quotas
August	1.08.25 - 02.08.25	Duties including anti-dumping/countervailing duties
	04.08.25 - 09.08.25	Technical standards, Exchange controls
	11.08.25 - 16.08.25	Other non-tariff measures, Assignment given to students on the topic: Instruments of Trade Policy
	18.08.25 - 23.08.25	Foreign Trade Policy 1991: Import liberalization, export orientation, Salient features of Foreign Trade Policy 2015-20: MEIS and SEIS Schemes
	25.08.25 - 30.08.25	Make in India, Digital India, Duty Exemption/Remission Schemes, Special Economic Zones
September	01.09.25- 06.09.25	Foreign Trade Policy 2023-28: Salient features-Incentives to remission
	08.09.25-13.09.25	Collaboration, ease of doing business, emerging areas
	15.09.25-20.09.25	Incentives for exporters: Duty drawback, EPCG, advance authorization
	22.09.25-27.09.25	FTAs, towns of export excellence
	29.09.25-30.09.25	E-single window, SEZs, Test of Make in India, Digital India given to students
October	01.10.25- 04.10.25	Sectoral Policies to promote exports - agriculture, industry
	06.10.25-11.10.25	Mining, Trade in services
	13.10.25 - 18.10.25	IPRs, Institutional framework to promote exports, Assignment given to students on the topic: Incentives for exporters
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Export Promotion Councils, Commodity Boards
November	01.11.25	Holiday
	03.11.25-08.11.25	APEDA, DGFT, Test of IPRs given to students
	10.11.25-15.11.25	Revision, doubt sessions and tests
	17.11.25 - 22.11.25	Revision, doubt sessions and tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025 -2026

Class: B.Com 5th Semester

Name of the faculty: Dr. Uttampreet Kaur Sabharwal

Paper code: B23-VOC-126

Nomenclature of the paper: Creativity & Advertising

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction, Overview of Advertising, Creativity in Ads
	28.07.25 - 31.07.25	Designing Ad Copies (Print)
August	1.08.25 - 02.08.25	Broadcast Ad Copy (Radio/TV)
	04.08.25 - 09.08.25	Internet Ad Copy & Web Commercials
	11.08.25 - 16.08.25	Media Strategies for Creative Ads
	18.08.25 - 23.08.25	New-Age Media
	25.08.25 - 30.08.25	Media and Media Mix
September	01.09.25- 06.09.25	Media Planning & Scheduling
	08.09.25-13.09.25	Media Buying & Testing
	15.09.25-20.09.25	Determinants of Ad Decisions
	22.09.25-27.09.25	Measuring Effectiveness
	29.09.25-30.09.25	Creative Team Formation
October	01.10.25- 04.10.25	Slogan and Logo Creation
	06.10.25-11.10.25	Prepare Creative Brief/Script
	13.10.25 - 18.10.25	In-Class Presentation
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Budgeting for Ads
November	03.11.25-08.11.25	Project Report Compilation
	10.11.25-15.11.25	Final Presentations & Wrap-up
	17.11.25 - 22.11.25	Internal Evaluation & Feedback
	25.11.25	Examinations

LESSON PLAN

Session: 2025 – 2026

Class: MDC 1st Semester

Name of the faculty: Mrs. Simple Ghai

Paper code: B23-MKT-102

Nomenclature of the paper: Business Organisation (MDC)

Month	Week	Topics to be covered
July	22.07.25-26.07.25	Business organization: Meaning, features and objectives, Concept of Industry, commerce and trade. Distinctive features of different form of business Organization
	28.07.25- 31.07.25	Sole proprietor, meaning, features.
August	1.08.25-02.08.25	Partnership Characteristics
	04.08.25-09.08.25	Registration of Partnership deed
	11.08.25-16.08.25	Partner Rights, Duties and Liabilities
	18.08.25-23.08.25	Revision and test
	25.08.25- 30.08.25	Dissolution of Partnership deed
September	01.09.25- 06.09.25	Joint stock company: Concepts Characteristics types
	08.09.25-13.09.25	Conceptual framework of corporate governance. Formation of Company
	15.09.25-20.09.25	Cooperative and state ownership : Meaning. trade associations,
	22.09.25-27.09.25	Emergence of Indian MNCs. Transactional Corporation, Liberalisation, Privatisation and Globalization
	29.09.25-30.09.25	Revision and test
October	01.10.25-04.10.25	Form of business Organisation in new millennium
	06.10.25-11.10.25	Setting up of new enterprise, opportunities and ideas generation. role of creativity and innovation Test
	13.10.25- 18.10.25	Feasibility study and business plan, business size and location
	19.10.25 -26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Various factors to be considered starting a new unit
November	01.11.25	Holiday
	03.11.25-08.11.25	Special Economic zone policy
	10.11.25-15.11.25	Presentation & Debates on Different Topics
	17.11.25 - 22.11.25	Revision, Doubt Sessions & Tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025–2026

Class: MDC 3rd Semester

Name of the faculty: Ms. Vandana

Paper code: B23-COM-305

Nomenclature of the paper: Fundamentals of Indian Capital Market

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Capital Market: Need and Structure
	28.07.25 - 31.07.25	Types of Capital Market: Primary and Secondary Market
August	1.08.25 - 02.08.25	Functions of Primary and Secondary Market
	04.08.25 - 09.08.25	Financial Instruments in Indian Capital Market
	11.08.25 - 16.08.25	Regulation of Indian Capital Market: SEBI Constitution
	18.08.25 - 23.08.25	Role of SEBI in Regulating Markets
	25.08.25 - 30.08.25	Investor Protection and Grievance Redressal
September	01.09.25- 06.09.25	Stock Exchanges in India: Origin and Functions
	08.09.25-13.09.25	Listing of Securities: Concepts, Merits & Demerits
	15.09.25-20.09.25	Listing Requirements and Procedures
	22.09.25-27.09.25	Depository System in India: Role and Function
	29.09.25-30.09.25	Dematerialization of Securities
October	01.10.25- 04.10.25	Recent Trends in Indian Capital Market
	06.10.25-11.10.25	Revision: Capital Market and SEBI
	13.10.25 - 18.10.25	Revision: Stock Exchanges and Listing
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Depository System and Recent Trends Review
November	03.11.25-08.11.25	Quick Recap Before Exams, Doubt Clearing Sessions
	10.11.25-15.11.25	Pre-Exam Preparation
	17.11.25 - 22.11.25	Final Revisions
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: MDC 3rd Semester

Name of the faculty: Ms. Sakshi

Paper Code: B23-MKT-302

Nomenclature of the paper: Rural Marketing

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Rural Marketing :Meaning, nature,characteristics
	28.07.25 - 31.07.25	Opportunity and Challenges to Rural Marketing in India
August	1.08.25 - 02.08.25	Socio culture , economic , demographic , technological and other environmental factor affecting rural marketing
	04.08.25 - 09.08.25	Rural Consumer behaviour
	11.08.25 - 16.08.25	Segmentation of Rural Marketing
	18.08.25 - 23.08.25	Strategies for Rural Marketing
	25.08.25 - 30.08.25	Rural Marketing Mix
September	01.09.25- 06.09.25	Difference in Urban and Rural Marketing
	08.09.25-13.09.25	Problem in Rural Marketing
	15.09.25-20.09.25	Strategies for Rural Marketing
	22.09.25-27.09.25	Product Planning , Pricing
	29.09.25-30.09.25	Doubts & Revision
October	01.10.25- 04.10.25	Promotion and management of distribution channels for marketing of durables and non - durables in rural area
	06.10.25-11.10.25	Planning and Organizing personnel selling in rural markets
	13.10.25 - 18.10.25	Innovation in rural Marketing
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	E - commerce in rural Marketing
November	01.11.25	Holiday
	03.11.25-08.11.25	E-chaupal and other similar initiatives
	10.11.25-15.11.25	Revision , Doubt & tests
	17.11.25 - 22.11.25	Revision , Doubt & tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 1st Semester

Name of the faculty: Ms. Diksha

Paper code: B23-BBA-101

Nomenclature of the paper: Fundamentals of Financial Accounting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning, Objectives, Scope and Nature of Accounting: Need, Meaning, Characteristics, Objectives, Functions, Distinction between Book-Keeping and Accounting, Distinction between Accounting and Accountancy
	28.07.25 - 31.07.25	Scope or Branches of Accounting, Accounting as a Source of Information, Users of Accounting Information, Advantages or Uses of Accounting, Limitations of Accounting, Qualitative Characteristics of Accounting Information
August	1.08.25 - 02.08.25	Accounting Principles: Meaning, Nature, Need and Kinds
	04.08.25 - 09.08.25	Accounting Standards: Meaning and Need, Nature or Characteristics, GAAP Versus Accounting Standards, Purpose or Objective, Advantages, Limitations, Compliance of Accounting Standards
	11.08.25 - 16.08.25	Process and Bases of Accounting; Distinction between Cash Basis of Accounting and Accrual Basis of Accounting, Accounting Equations: Meaning and Effect of Transactions on Accounting Equations
	18.08.25 - 23.08.25	Capital and Revenue: Classification of Capital and Revenue Items, Deferred Revenue Expenditure, Difference between Capital Expenditure and Revenue Expenditure, Numerical
	25.08.25 - 30.08.25	Double Entry System: Meaning, Principles, Classification of Accounts, Stages of Double Entry System, Advantages and Disadvantages of Double Entry System
September	01.09.25- 06.09.25	Books of Original Entry - Journal: Names of Books of Original Entry, Meaning and Format of Journal, Rules of Journalizing, Distinction between Trade Discount and Cash Discount, Compound Journal Entries, Numerical, Opening Entry, Numerical, Bad Debts, Numerical, Special transactions relating to goods, Numerical
	08.09.25-13.09.25	Accounting for Goods and Service Tax (GST): Meaning, Characteristics, Objectives, Types, Accounting Procedure, Numerical
	15.09.25-20.09.25	Books of Original Entry - Cash Book: Advantages of Subsidiary Books, Cash Book: A Subsidiary Book and a Principal Book, Distinction between Cash Account and Cash Book, Cash Book is a Journalized Ledger, Similarities of Cash Book with Journal and Ledger, Types of Cash Book, Numerical
	22.09.25-27.09.25	Ledger: Meaning, Need and Importance, Advantages, Difference between 'Books of Original Entry' and 'Ledger', Performa of Ledger, Rules of Posting, Posting of Compound Journal Entries, Numerical, Closing and Balancing of Accounts and Trial Balance, Significance of various balances relating to Accounts, Posting of Opening Entry, Numerical, Ledger posting of Single, Double and Triple Column Cash Book, Numerical, Purchase Book and its Posting, Numerical, Sales Book and its Posting, Numerical
	29.09.25-30.09.25	Trial Balance: Meaning, Features, Objectives, Methods of Preparing Trial Balance, Numerical, Steps to Locate or Detect the Errors in Trial Balance, Types of Errors, Suspense Account, Numerical
October	01.10.25- 04.10.25	Rectification of Errors: Classification of Errors on the Basis of

		Rectification, Numerical, Suspense Account, Numerical, Effect of Rectification of Errors on Net Profit, Numerical, Rectification of Errors through Capital Account, Numerical
	06.10.25-11.10.25	Financial Statements: Meaning, Objectives, Income Statement: Trading Account - Preparation of Trading Account, Closing Entries Relating to Trading Account, Format of a Trading Account, Profit and Loss Account - Preparation of Profit and Loss Account, Closing Entries Relating to Profit and Loss Account, Preparation of Profit and Loss Account, Numerical and Balance Sheet: Need and Importance, Drafting a Balance Sheet, Grouping and Marshalling of Assets and Liabilities in Balance Sheet, Classification of Assets, Difference between Tangible and Intangible Assets, Classification of Liabilities, Numerical
	13.10.25 - 18.10.25	Financial Statements - With Adjustments: Meaning and Need, Important Adjustments: Closing Stock, Numerical, Outstanding Expenses, Numerical, Prepaid Expenses, Numerical, Depreciation, Numerical, Accrued Income, Numerical, Unearned Income, Numerical and Interest on Capital, Numerical, Interest on Drawings, Numerical, Interest on Loan, Numerical, Bad-Debts, Numerical, Provision for Bad and Doubtful Debts, Numerical, Provision for Discount on Debtors, Numerical, Abnormal Loss, Numerical, Charity in the Form of Goods, Numerical, Goods Distributed as Free Samples, Numerical, Drawings in Goods, Numerical, Deferred Revenue Expenditure, Numerical Manager's Commission on Net Profit, Numerical and Capital Expenditure treated as Revenue Expenditure, Numerical, Goods Sold and Dispatched but Omitted to be Recorded, Numerical, Goods Purchased but Omitted to be Recorded, Numerical, Sale of Goods on Approval Basis, Numerical
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Bank Reconciliation Statement: Meaning, Causes of Difference in the Cash Book and Pass Book Balance, Need and Importance, Procedure or Methods of Preparing Bank Reconciliation Statement
November	01.11.25	Holiday
	03.11.25-08.11.25	Accounts of Non-Profit Organizations: Final Accounts of Non-Profit Organizations - Receipts and Payments Account, Distinction between Receipts and Payments Account and Cash Book, Income and Expenditure Account, Difference between Receipts and Payments Account and Income.Expenditure Account, Balance Sheet, Preparation of Income and Expenditure Account and Balance Sheet from Receipts and Payments Account, Numerical, Preparation of Receipts and Payments Account from Income and Expenditure Account, Numerical
	10.11.25-15.11.25	Revision, doubt sessions and tests
	17.11.25 - 22.11.25	Revision, doubt sessions and tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025- 2026

Class: BBA 1st Semester

Name of the faculty: Sukhvinder kaur

Paper code: B23-BBA-102

Nomenclature of the paper: Principle of Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Management: Concept, Meaning and Functions, Importance and Advantages of Management.
	28.07.25 - 31.07.25	Evolution of Management Thoughts: Classical Approach (Scientific Administrative Approach)
August	1.08.25 - 02.08.25	Bureaucratic Approach, Neo classical Approach
	04.08.25 - 09.08.25	Modern Approach of Management, Concept of Managerial Skills
	11.08.25 - 16.08.25	Concept of Managerial Role, Class Test, Planning, concept, Meaning, features of Planning
	18.08.25 - 23.08.25	Types of Planning, Evaluating of Planning (advantages & Limitations), Planning Process,
	25.08.25 - 30.08.25	Concept of Decision Making: Meaning, Features, Importance, Decision Process Relation Between Planning & Decision
September	01.09.25- 06.09.25	Organizing: Concept, Guiding Principles, Types of Organization
	08.09.25-13.09.25	Concept of Line, Functional & Line and Staff Relationship, Delegation of Authority
	15.09.25-20.09.25	Centralization & Decentralization, Elements of delegation
	22.09.25-27.09.25	Staffing: Nature, Meaning, Importance of Staffing
	29.09.25-30.09.25	Steps involved in staffing, Directing, Elements & Principles of Directing
October	01.10.25- 04.10.25	Test
	06.10.25-11.10.25	Importance of Directing, Concept of Communication: Meaning, Features & Importance of communication
	13.10.25 - 18.10.25	Communication Process, Barriers & Corrective Measures of Communication
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Controlling and Controlling techniques
November	01.11.25	Holiday
	03.11.25-08.11.25	Test
	10.11.25-15.11.25	Revision
	17.11.25 - 22.11.25	Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 1st Semester

Name of the faculty: Mrs. Simple Ghai

Paper code: B23-BBA-103

Nomenclature of the paper: Business Organization

Month	Week	Topics to be covered
July	22.07.25-26.07.25	Business organization: Meaning, features and objectives, evolution forms. Distinctive features of different form of business Organization
	28.07.25- 31.07.25	Sole proprietor, meaning, features.
August	1.08.25-02.08.25	Partnership Characteristics
	04.08.25-09.08.25	Registration of Partnership deed
	11.08.25-16.08.25	Partner Rights, Duties and Liabilities
	18.08.25-23.08.25	Revision and test
	25.08.25- 30.08.25	Dissolution of Partnership deed
September	01.09.25- 06.09.25	Joint stock company: Concepts Characteristics types
	08.09.25-13.09.25	Conceptual framework of corporate governance. Formation of Company
	15.09.25-20.09.25	Cooperative and state ownership: Meaning. trade associations,
	22.09.25-27.09.25	Emergence of Indian MNCs. Transactional Corporation, recent trend in business world, Globalization
	29.09.25-30.09.25	Revision and test
October	01.10.25-04.10.25	Form of business Organization in new millennium
	06.10.25-11.10.25	Setting up of new enterprise, opportunities and ideas generation. role of creativity and innovation Test
	13.10.25- 18.10.25	Feasibility study and business plan, business size and location
	19.10.25 -26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Various factors to be considered starting a new unit And Special Economic zone policy
November	01.11.25	Holiday
	03.11.25-08.11.25	Revision, Doubt Sessions & Tests
	10.11.25-15.11.25	Presentation & Debates on Different Topics
	17.11.25 - 22.11.25	Revision, Doubt Sessions & Tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 3rd Semester

Name of the faculty: Pooja Anand `

Paper code: B23-BBA-301

Nomenclature of the paper: Managerial Accounting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning, Nature, Scope of Managerial Accounting
	28.07.25 - 31.07.25	Function and Significance of Managerial Accounting
August	1.08.25 - 02.08.25	Decision Making through Management Accounting
	04.08.25 - 09.08.25	Relationship between Management Accounting and Financial Accounting, Distinction between Management Accounting and Financial Accounting
	11.08.25 - 16.08.25	Meaning and Definition of Marginal costing and Significance and limitations.
	18.08.25 - 23.08.25	Cost-Volume-Profit (CVP) - Meaning and Definition, Features, Assumptions, Techniques
	25.08.25 - 30.08.25	Contribution, Profit Volume ratio, Break-Even Analysis, Break-Even Point.
September	01.09.25- 06.09.25	Practical questions of Marginal Costing.
	08.09.25-13.09.25	Revision and Test, Marginal Costing as decision making tool, Distinction between Marginal Costing and Standard Costing
	15.09.25-20.09.25	Budgeting Process, Performance Budgeting, Zero Base Budgeting.
	22.09.25-27.09.25	Programme Budgeting and Activity Based Budgeting.
	29.09.25-30.09.25	Budgetary Control: Nature, Objectives and Significance. Types of Budgets.
October	01.10.25- 04.10.25	Operational Budgets, Financial Budgets and Master Budget.
	06.10.25-11.10.25	Practical Question of Budget Control.
	13.10.25 - 18.10.25	Test and Revision
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Meaning of Responsibility and Centres
November	01.11.25	Haryana day Holiday
	03.11.25-08.11.25	Management Control System and Financial analysis.
	10.11.25-15.11.25	Ratio Analysis - Types, Meaning, Practical Questions.
	17.11.25 - 22.11.25	Revision and Tests.
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 3rd Semester

Name of the faculty: Dr. Uttampreet kaur Sabharwal

Paper code: B23-BBA-302

Nomenclature of the paper: Marketing Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Marketing Management: Meaning, Nature, Scope
	28.07.25 - 31.07.25	Concepts of Marketing, Marketing Environment
August	1.08.25 - 02.08.25	Marketing Mix (4Ps)
	04.08.25 - 09.08.25	STP Approach (Segmenting, Targeting, Positioning)
	11.08.25 - 16.08.25	Marketing Information System: Meaning and Components
	18.08.25 - 23.08.25	Marketing Research
	25.08.25 - 30.08.25	Consumer Behaviour: Meaning and Importance for Marketers
September	01.09.25- 06.09.25	Product: Meaning, Levels, Product Mix
	08.09.25-13.09.25	New Product Development, Product Life Cycle
	15.09.25-20.09.25	Branding, Packaging Decisions
	22.09.25-27.09.25	Pricing: Meaning, Strategy & Setting Procedures
	29.09.25-30.09.25	Distribution Channels: Levels & Roles
October	01.10.25- 04.10.25	Management of Physical Distribution
	06.10.25-11.10.25	Promotion: Promotion Mix, Advertising
	13.10.25 - 18.10.25	Sales Promotion, Personal Selling
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Direct Marketing, Public Relations
November	03.11.25-08.11.25	Marketing Organization & Control
	10.11.25-15.11.25	Marketing of Services: Introduction, Service Sector, 7P's of Service Marketing
	17.11.25 - 22.11.25	Review, Recap, Preparation for Final Assessment
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 3rd Semester

Name of the faculty: Dr, Dimple Goel

Paper code: B23-BBA-303

Nomenclature of the paper: Human Resource Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning and Definitions of human Resource Management; Nature and Objectives, Scope and functions of HRM
	28.07.25 - 31.07.25	Human Resource Management Versus Personnel management; Qualifications & Qualities of Human Resource Manager; Limitations of HRM
August	1.08.25 - 02.08.25	Introduction of Human Resource Planning; Objectives; Importance; HRP at Different Levels;
	04.08.25 - 09.08.25	Planning of HRP; Barriers of HRP and Pre-requisites for effective HRP
	11.08.25 - 16.08.25	Meaning of Job-Analysis; Definitions; Contents; Sources of Job analysis Information; Uses; Process of Job Analysis; Methods of job Analysis;
	18.08.25 - 23.08.25	Meaning of Job Description; Job Description; Contents and Advantages; Job Specifications; Contents of Job Specification.
	25.08.25 - 30.08.25	Meaning of Recruitment; Objectives and Importance; Factors Affecting Recruitment; Recent Trends in Recruitment; Factors Affecting Recruitment; Recruitment Process;
September	01.09.25- 06.09.25	Introduction of Selection; Process of Selection; Barriers to Effective Selection. Meaning of Placement Types and Objectives of Placement Problems in Placement;
	08.09.25-13.09.25	Introduction of Training; Training and Development; Training and Education; Objectives of Training; Importance of Training; Training Process; Evaluation of Training Programme: Types of Evaluation; Designing of Training Programme; Principles of Training; Methods; Merits of Training.
	15.09.25-20.09.25	Performance Appraisal, Features and Importance; Process of Appraisal; Methods of Performance Appraisal; Levels of Appraisal; Potential Appraisal; Technique and Process
	22.09.25-27.09.25	Ethics and Suggestions to improve Performance Appraisal.
	29.09.25-30.09.25	Career Planning, Development and Management
October	01.10.25- 04.10.25	Payroll and Compensation Management; Employee Retention; Employee Health and Safety; Mental Health and Well-being
	06.10.25-11.10.25	Recent trends in Human Resource Management.
	13.10.25 - 18.10.25	Impact of Technology on HRM, International HRM

		Practices.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Meaning and Definitions of human Resource Management; Nature and Objectives Scope and functions of HRM
November	02.11.25	PPT Presentations
	03.11.25-08.11.25	Human Resource Management Versus Personnel management; Qualifications & Qualities of Human Resource Manager; Limitations of HRM
	10.11.25-15.11.25	Introduction of Human Resource Planning; Objectives; Importance; HRP at Different Levels;
	17.11.25 - 22.11.25	Group Discussion, Doubt Session with Students; Important Questions Discussed.
	25.11.25	Revision

LESSON PLAN

Session: 2025-2026

Class: BBA 3rd Semester

Name of the faculty: Neha Parveen

Paper code: B23-BBA-304

Nomenclature of the paper: Production Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction Meaning, Nature, Objectives of production management
	28.07.25 - 31.07.25	Functions & Scope of Production Management
August	1.08.25 - 02.08.25	Historical evolution of production management, Test
	04.08.25 - 09.08.25	Introduction of Production Systems, job shop productions, Batch production, Mass production, continuous production, Emerging Trends
	11.08.25 - 16.08.25	Batch production-nature, advantages, disadvantages, intermittent productions -advantages and disadvantages
	18.08.25 - 23.08.25	Productivity- types of productivity, plant location, ideal plant location, location analysis
	25.08.25 - 30.08.25	Plant Location- Factors affecting plant location, importance of plant location, plant location techniques
September	01.09.25- 06.09.25	Plant Layout- introduction, meaning, features, objectives of plant layout, principles of plant layout
	08.09.25-13.09.25	Characteristics of a good plant layout, Types of layout- Product/Process/Fixed Layout, factor affecting the plant layout decision.
	15.09.25-20.09.25	Product Design: introduction, features, Steps, objectives, factors
	22.09.25-27.09.25	Process planning- objectives, types and its advantages and disadvantages
	29.09.25-30.09.25	Make or Buy Decisions-introduction, analysis for make or buy decision, factors to be considered in make or buy decision, advantages and limitation, process +Test
October	01.10.25- 04.10.25	Presentations
	06.10.25-11.10.25	Purchase management. & Purchasing Cycle- introduction, features, objectives, principle of purchasing steps, methods of purchasing and material management
	13.10.25 - 18.10.25	Maintenance management-objectives, types, advantage, functions, maintenance scheduling, computerized maintenance management system
	19.10.25 -	Diwali Vacations

	26.10.25	
	27.10.25- 31.10.25	Production Planning and Control features, advantage, element, just-in-time technique Inventory management and Controlling-objectives, benefit, limitations, steps involved in inventory control, types and function of inventory control system
November	01.11.25	Holiday
	03.11.25-08.11.25	Inventory Techniques (ABC, XYZ, VED), FSN, SDE Techniques with advantage and disadvantage and importance
	10.11.25-15.11.25	Quality Control in Production- feature, objectives, component, steps, benefits, tools of quality control
	17.11.25 - 22.11.25	Test, Revision and Discussion of important question
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 5th Semester

Name of the faculty: Dr. Uttampreet kaur Sabharwal

Paper code: B23-BBA-503

Nomenclature of the paper: Business Law

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Definition, Elements of Contract
	28.07.25 - 31.07.25	Offer & Acceptance
August	1.08.25 - 02.08.25	consideration
	04.08.25 - 09.08.25	Capacity of parties
	11.08.25 - 16.08.25	Void agreements and contracts
	18.08.25 - 23.08.25	Discharge and remedies
	25.08.25 - 30.08.25	Law of Sale of Goods & Partnership
September	01.09.25- 06.09.25	Sale of Goods
	08.09.25-13.09.25	Conditions, Warranties,
	15.09.25-20.09.25	Transfer of Property,
	22.09.25-27.09.25	rights of Unpaid Seller
	29.09.25-30.09.25	Indemnity vs Pledge, Dissolution of Partnership.
October	01.10.25- 04.10.25	Indemnity, Guarantee,
	06.10.25-11.10.25	Essential Elements, comparison
	13.10.25 - 18.10.25	Agency, Creation, Duties
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Types of Agents, Rights of Agent & Principal.
November	03.11.25-08.11.25	Negotiable instruments, features and types, crossing of cheque
	10.11.25-15.11.25	Dishonor, discharge and bouncing of cheque
	17.11.25 - 22.11.25	Review, Recap, Preparation for Final Assessment
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 5th Semester

Name of the faculty: Neha Parveen

Paper code: B23-BBA-501

Nomenclature of the paper: Corporate Finance

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Financial Management: meaning, nature, and scope. Objectives and functions of financial management.
	28.07.25 - 31.07.25	Role of finance manager, decision areas in FM. Relationship with other functional areas.
August	1.08.25 - 02.08.25	Sources of long-term finance (equity, debt, preference) and medium term finance its advantages and disadvantage's
	04.08.25 - 09.08.25	Sources of short-term finance (bank credit, trade credit, commercial paper, etc.) Its benefit and limitation
	11.08.25 - 16.08.25	Class Test, discussion on importance of financial management.
	18.08.25 - 23.08.25	Concept of cost of capital. Computation of cost of equity, debt, and preference shares
	25.08.25 - 30.08.25	Weighted Average Cost of Capital (WACC). Marginal Cost of Capital Formulas
September	01.09.25- 06.09.25	Numerical and class revision
	08.09.25-13.09.25	Investment decision: Nature and importance. Capital budgeting: Process and methods.
	15.09.25-20.09.25	Discounted cash flow methods (NPV, IRR, PI). Non-discounted methods (Payback, ARR). Tutorial + Problem Solving
	22.09.25-27.09.25	Financing decision: concept and importance. Leverage: Operating and financial leverage.
	29.09.25-30.09.25	Combined leverage .Capital structure theories: NI and NOI approaches.
October	01.10.25- 04.10.25	Traditional approach and Modigliani-Miller (MM) approach. With numerical
	06.10.25-11.10.25	EPS-EBIT analysis. Numerical problems.
	13.10.25 - 18.10.25	Dividend decision: relevance theories (Walter, Gordon). Irrelevance theory (MM).
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Dividend policy determinants .Dividend models with examples.
November	01.11.25	Holiday
	03.11.25-08.11.25	Working capital management: Nature and significance .Factors affecting working capital.
	10.11.25-15.11.25	Techniques of working capital management. Inventory, receivables, and cash management.
	17.11.25 - 22.11.25	Comprehensive revision of all 4 units. Past year paper solving, expected question discussion.
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 5th Semester

Name of the faculty: MS. Sheetal

Paper code: B23-BBA-502

Nomenclature of the paper: International Business

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	International Business: Concept, Nature, importance and Process of International Business.
	28.07.25 - 31.07.25	Growth of International Business in India and Problems of Developing Countries Related to International Business.
August	1.08.25 - 02.08.25	International Trade of India: concept and Features.
	04.08.25 - 09.08.25	International Trade of India: Composition, Direction and Recent Trends of Indian Export and Import from world as whole.
	11.08.25 - 16.08.25	International Business Environment: Introduction and meaning. Components of International Business Environment.
	18.08.25 - 23.08.25	Risk in International Environment: Concept, Meaning and Types of Risks in Business Units. Factors Affecting of Risk in International Environment.
	25.08.25 - 30.08.25	Culture Environment and culture shock and management. Political Environment- Forms of political risks and management, Legal Environment and Economic Environment and Rationale for Government Intervention- why and how.
September	01.09.25- 06.09.25	Modes of entry in International Environment: Concept, Nature, and Merits and Demerits.
	08.09.25-13.09.25	Factors Affecting Selection of Entry Modes of International Business. Comparison of Trade Mode and Investment Modes. Factors for Entry into Foreign Markets.
	15.09.25-20.09.25	BRICS: Objectives, Principles and Merits and Demerits.
	22.09.25-27.09.25	New Development Bank: Objectives ,Principles and Merits and Demerits.
	29.09.25-30.09.25	World Trade Organization: Features Objectives, Functions, Scope, and Structures.
October	01.10.25- 04.10.25	World Trade Organization: Important Agreements on Agriculture, Textile and clothing, TRIPs, TRIMs, GATS and Relations of WTO with India.
	06.10.25-11.10.25	Foreign Investment: Nature, Types of Foreign Capital, Status and Approval Process.

	13.10.25 - 18.10.25	Trends in Foreign Direct Investment and Foreign Institutional Investment from India to the World.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Factors Influencing Foreign Investment, Policy Regarding Foreign Capital, Contribution of Foreign Capital in Economic Development of India.
November	01.11.25	Holiday
	03.11.25-08.11.25	Barriers in Foreign Investment Inflow in India and Measures for Foreign Investment from India
	10.11.25-15.11.25	Case Studies on International Issues
	17.11.25 - 22.11.25	Revisions and Presentations
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: BBA 5th Semester

Name of the faculty: Dr. Santosh

Paper code: B23-VOC-126

Nomenclature of the paper: Creativity & Advertising

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction ,Overview of Advertising, Creativity in Ads
	28.07.25 - 31.07.25	Designing Ad Copies (Print)
August	1.08.25 - 02.08.25	Broadcast Ad Copy (Radio/TV)
	04.08.25 - 09.08.25	Internet Ad Copy & Web Commercials
	11.08.25 - 16.08.25	Media Strategies for Creative Ads
	18.08.25 - 23.08.25	New-Age Media
	25.08.25 - 30.08.25	Media and Media Mix
September	01.09.25- 06.09.25	Media Planning & Scheduling
	08.09.25-13.09.25	Media Buying & Testing
	15.09.25-20.09.25	Determinants of Ad Decisions
	22.09.25-27.09.25	Measuring Effectiveness
	29.09.25-30.09.25	Creative Team Formation
October	01.10.25- 04.10.25	Slogan and Logo Creation
	06.10.25-11.10.25	Prepare Creative Brief/Script
	13.10.25 - 18.10.25	In-Class Presentation
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Budgeting for Ads
November	03.11.25-08.11.25	Project Report Compilation
	10.11.25-15.11.25	Final Presentations & Wrap-up
	17.11.25 - 22.11.25	Internal Evaluation & Feedback
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: MDC 1st Semester

Name of the faculty: Ms. Sheetal

Paper code: B23-BBA-105

Nomenclature of the paper: Social Media Marketing

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Social Media Marketing: Meaning and significance in modern era;
	28.07.25 - 31.07.25	Impact of social media platforms- Facebook, LinkedIn, Twitter,
August	1.08.25 - 02.08.25	Instagram, Pinterest, and YouTube on Marketing endeavor.
	04.08.25 - 09.08.25	Problems associated with Social Media Marketing
	11.08.25 - 16.08.25	Social Media Planning: Social media goals and objectives;
	18.08.25 - 23.08.25	Audience analysis; concept and process of Audience Analysis.
	25.08.25 - 30.08.25	Developing social media marketing strategy, Features, Essentials for social media marketing strategy.
September	01.09.25- 06.09.25	Social media control; Integrating marketing strategy with social media marketing
	08.09.25-13.09.25	Social Media Content: Concept, Objectives and Importance.
	15.09.25-20.09.25	Social Media Engagement: Meaning, Tools and Techniques of Social Media Engagement.
	22.09.25-27.09.25	Content Scheduling: Concept, Objectives, Tools of Scheduling and Benefits.
	29.09.25-30.09.25	Content Management: Key Components of Content Management and merits of Content Management.
October	01.10.25- 04.10.25	Content Control: Meaning, Process and Techniques of Content Control.
	06.10.25-11.10.25	Social Media Advertising and Analytics: Tools for social media
	13.10.25 - 18.10.25	Advertising, Planning and executing social media campaigns.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	An Overview of social media analytics tools and Methods to track social media analytics.
November	01.11.25	HOLIDAY
	03.11.25-08.11.25	Revision, Doubt Session and PPT presentation.
	10.11.25-15.11.25	Revision, Doubt Session and PPT presentation.
	17.11.25 - 22.11.25	Revision, Doubt Session and PPT presentation.
	25.11.25	Examinations

LESSION PLAN

Session: 2025-2026

Class: MDC 3rd Semester

Name of the faculty: Pooja Anand

Paper code: B23-BBA-306

Nomenclature of the paper: Fundamentals of Investing

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	investment avenues meaning, features, types of revenues
	28.07.25 - 31.07.25	money market meaning and instruments
August	1.08.25 - 02.08.25	Capital market meaning and its instruments
	04.08.25 - 09.08.25	difference between capital market and money market. revision and test
	11.08.25 - 16.08.25	investment process and objectives of investment
	18.08.25 - 23.08.25	Indian security market meaning, types of Indian security market
	25.08.25 - 30.08.25	stock exchange meaning and process of investing through stock exchange
September	01.09.25- 06.09.25	stock market indices
	08.09.25-13.09.25	NEAT system and BOLT system
	15.09.25-20.09.25	role of SEBI, Functions and guidelines
	22.09.25-27.09.25	return and risk to financial investment
	29.09.25-30.09.25	securities meaning and fixed income second band variable income securities and their differences
October	01.10.25- 04.10.25	bond and mutual fund meanings and their types
	06.10.25-11.10.25	role of depository in India, demat account and dematerialisation
	13.10.25 - 18.10.25	Test and Revision.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	investor protection in india
November	01.11.25	Haryana day Holiday
	03.11.25-08.11.25	rights and duties of investors
	10.11.25-15-11-25	role of investors
	17.11.25 - 22.11.25	Test and Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 1st Semester

Name of the faculty: Ms. Lakhvinder Kaur

Paper code: M24-COM- 101

Nomenclature of the paper: Organizational Behaviour

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Concept, Significance of Organisational Behaviour, Human Relations and Organisational Behaviour.
	28.07.25 - 31.07.25	Historical, Industrial and Scientific Management, HR Movement, Hawthorne studies.
August	1.08.25 - 02.08.25	Meaning, Definition, features, basic assumptions of OB, Emergence of HR and OB, Approaches to OB, Concept, Nature, Determinants, Significance and Criticism.
	04.08.25 - 09.08.25	Personality: Concept, Definition, Major Determinants Biological Contribution, Socialization, Culture, Situation Factor, Major Personality Attributes.
	11.08.25 - 16.08.25	Theories of Personality: Psychoanalytic, New Freudian Theory, Self-Theory, Need Theory, Holistic Theory, Personality and OB.
	18.08.25 - 23.08.25	Perception: Introduction, Nature, Importance, Meaning, Definition, Process of Selectivity.
	25.08.25 - 30.08.25	Internal Factors, External Factors, Distortions in Perception, Implications and Process.
September	01.09.25- 06.09.25	Learning: Introduction, Definition, Classical Conditioning Theory.
	08.09.25-13.09.25	Operant Conditioning Theory, Cognitive and Social Learning Theory.
	15.09.25-20.09.25	Modeling, Shaping Behaviour, Learning and Organisational Behaviour, Significance of Learning.
	22.09.25-27.09.25	Group Dynamics: Meaning, Components, Group Norms, Group Role, Group Status, Group Size, Group Leadership.
	29.09.25-30.09.25	Group Composition: Proximics, Group Dynamics, Group Cohesiveness, Determinants, Consequences of Cohesiveness, Relationship Between Group Cohesiveness and Productivity.
October	01.10.25- 04.10.25	Transactional Analysis: Introduction, Concept, Scope, Analysis of self Awareness
	06.10.25-11.10.25	Analysis of Ego State, Analysis of Life Position, Analysis of Games and Stroking,

		Benefits of Transactional Analysis.
	13.10.25 - 18.10.25	Team Building: Meaning, Features, Types, Stages, Techniques of Team Building.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Organisational Conflict: Meaning, Features, Types, Cause, Process and Approaches of Organisational Conflict.
November	01.11.25	Holiday
	03.11.25-08.11.25	Organisational Development: Features, Objectives, Process, Tools of Organisational Development. Management of Change: Meaning, Nature, Types, Factor, Cause, Resistance to Change
	10.11.25-15.11.25	Revision and Doubt Session
	17.11.25 - 22.11.25	Assignment of Learning Theories
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 1st Semester

Name of the faculty: Ms. Vandana

Paper code: M24-COM-102

Nomenclature of the paper: Financial Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning of Finance and Financial Management, Nature, Evolution, Importance, Scope, Objectives, Functions of Finance Manager
	28.07.25 - 31.07.25	Time Value of Money: Concept, Reasons, Techniques of Time Value of Money: Compounding and Discounting or Present value
August	1.08.25 - 02.08.25	Recent Developments in Financial Management, Meaning of Financial Planning and Objectives
	04.08.25 - 09.08.25	Need and Importance of Financial Planning, Financial Planning Process, Characteristics of Sound Financial Plan, Drafting a Financial Plan
	11.08.25 - 16.08.25	Financial Forecasting: Meaning, Benefits, Kinds, Steps of Forecasting, Techniques, Theories in Business Forecasting
	18.08.25 - 23.08.25	Sources of Finance: Short-Term Sources, Medium-Term Sources and Long-Term Sources
	25.08.25 - 30.08.25	Cost of Capital: Meaning, Concept, Significance, Classification of Cost, Determination of Cost of Capital
September	01.09.25- 06.09.25	Computation of Cost of Capital, Problems in Computation of Cost of Capital, Numerical
	08.09.25-13.09.25	Capital Structure: Concept, Determinants of capital structure
	15.09.25-20.09.25	Theories of Capital Structure
	22.09.25-27.09.25	Capital Budgeting: Meaning, Nature, Importance, Capital Budgeting Process, Kinds of Capital Budgeting Decisions, Methods, Numerical
	29.09.25-30.09.25	Factors, Limitations, Capital Expenditure Control: Meaning, Objectives, Steps in Control of Capital Expenditure
October	01.10.25- 04.10.25	Meaning of Risk, Types of Risk, Evaluation Criteria and Risk Analysis
	06.10.25-11.10.25	Working Capital: Meaning, Concept, Kinds of Working Capital- On the basis of Concept and Time, Importance and Need

	13.10.25 - 18.10.25	Excess or Inadequate Working Capital, Assessment of Working Capital Requirements, Management, Approaches, Numerical Sources of Working Capital Finance; Permanent or Fixed and Temporary or Variable
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Meaning of Cash, Nature, Motives of Holding Cash, Cash Management, Managing Cash Flows, Cash Management Models, Adequate Cash Balance, Investment of Surplus Funds, Marketable Securities: Meaning, Types, Management, Factors considered in Selecting a Marketable Security
November	01.11.25	Holiday
	03.11.25-08.11.25	Receivables: Meaning, Factors, Forecasting of Receivables, Cost of Maintaining Receivables, Receivable Management: Meaning, Objectives and Dimensions
	10.11.25-15.11.25	Dividend Decisions: Concept, Types of Dividend, Determinants of Dividend Decisions, Theories of Dividend
	17.11.25 - 22.11.25	Interaction with Students, Test and Revision of Chapters, Preparation of Viva and Assignments Given
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 1st Semester

Name of the faculty: Ms. Sheetal

Paper code: M24-COM-103

Nomenclature of the paper: Indian Business Environment

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Business Environment: concept, nature, importance and types of business environment.
	28.07.25 - 31.07.25	Changing dimension of business environment; interactive matrix of different environment factors.
August	1.08.25 - 02.08.25	Organization and Environmental Scanning: concept, objective, process and techniques.
	04.08.25 - 09.08.25	Economic planning in India success and failure.
	11.08.25 - 16.08.25	Economic system: introduction, concepts and salient features of Indian economic system.
	18.08.25 - 23.08.25	Liberalization: concept and measures, Privatization: concept, objectives, advantages and disadvantages
	25.08.25 - 30.08.25	Disinvestment: concept, committees and criticism. Globalization: concept, features, conditions, types, advantages and disadvantages.
September	01.09.25- 06.09.25	NITI Ayog: concept, significance, objectives and machinery.
	08.09.25-13.09.25	Business ethics; Corporate governance and social responsibility of business and social audit.
	15.09.25-20.09.25	Fiscal policy: Monetary policy, Industrial licensing policy and EXIM policy.
	22.09.25-27.09.25	Industrial sickness; Development and protection of small-scale industry; technology transfer.
	29.09.25-30.09.25	Consumer Protection Act: meaning, problems, rights, importance, and main provision.
October	01.10.25- 04.10.25	Competition Act: objective, features, provisions and differences between MRTP Act and Competition Bill
	06.10.25-11.10.25	Foreign exchange management Act: Applicability, goals, provisions.
	13.10.25 - 18.10.25	FERA, FEMA and difference between FERA and FEMA.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Intellectual property law in India: introduction, provisions and plant varieties and Farmers rights.
November	01.11.25	HOLIDAY
	03.11.25-08.11.25	Revisions, Doubts session and ppt presentations.
	10.11.25-15.11.25	Revisions, Doubts session and ppt presentations.
	17.11.25 - 22.11.25	Revisions, Doubts session and ppt presentations.
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 1st Semester

Name of the faculty: Pooja Anand

Paper code:M24-COM-104

Nomenclature of the paper: Business Research Methods

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Business Research: Concept, Significance, Types of Research.
	28.07.25 - 31.07.25	Analytical, Applied, Conceptual, Empirical, Experimental, Causal Research
August	1.08.25 - 02.08.25	Approaches to Research: Quantitative, Qualitative, Longitudinal, Cross Sectional, Methods Vs Methodology
	04.08.25 - 09.08.25	Research Problems: Concept, Selection, Defining Research Questions.
	11.08.25 - 16.08.25	Formulation of Research Problem, Framing of research hypothesis.
	18.08.25 - 23.08.25	Developing Research Plan
	25.08.25 - 30.08.25	Test and Revision
September	01.09.25- 06.09.25	Research Process: Concept, Steps, Research Design: Descriptive, Exploratory, Conclusive, Experimental, Variables.
	08.09.25-13.09.25	Measurement: Scale of measurement; Likert's Scale
	15.09.25-20.09.25	Reliability; Validity Concept, Types
	22.09.25-27.09.25	Literature REview: Concept, Process,Types-Traditional, Conceptual, Narrative, Systematic, Critical, Meta-Analysis : Citation, Referencing (APA style)
	29.09.25-30.09.25	Sampling: Concept, Need, Types, Characteristics of a good sample; PopulationVs Sample: Types of errors;
October	01.10.25- 04.10.25	Data Collections and Analysis, Types, Tabulation, Approaches; Questionnaire, Interview, Observation, Experimentation, Survey Methods, Case Study Method.
	06.10.25-11.10.25	Hypothesis Testing: T-test,Z-test, Chi Square TEst, ANOVA, Multiple Regression, Factors Analysis
	13.10.25 - 18.10.25	Test and Revision.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Interpretation of Data: Concept and Techniques;
November	01.11.25	Haryana day Holiday
	03.11.25-08.11.25	Report Writing: Types of Report, Layout of Report
	10.11.25-15.11.25	Research Proposal, Purpose, Nature Format,Presentations, Research Ethics and Ethic issues in research.
	17.11.25 - 22.11.25	Test and Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M.COM 1st Semester

Name of the faculty: Dr. Dimple Goel

Paper code : M24-COM-105

Nomenclature of the paper: Retailing

Month	Week / Dates	Topics Covered
July	22.07.25 – 26.07.25	Introduction to Retailing – Concept, Characteristics, Importance
	28.07.25 – 31.07.25	Functions & Theories of Retailing
August	01.08.25 – 02.08.25	Emerging Trends in Retailing
	04.08.25 – 09.08.25	Evolution of Retailing in India; History of Retail Institutions
	11.08.25 – 16.08.25	Contribution of Retailing to Indian Economy
	18.08.25 – 23.08.25	Globalization of Retailing
	25.08.25 – 30.08.25	Indian Retailing Scenario; Organizational Environment in Retail Sector
September	01.09.25 – 06.09.25	Factors Behind Change in Indian Retail Industry
	08.09.25 – 13.09.25	Retail Formats: By Ownership, Store-based Strategy Mix
	15.09.25 – 20.09.25	Non-Store Based & E-Retailing; Non-traditional Retailing
	22.09.25 – 27.09.25	E-Retailing Strategies
	29.09.25 – 30.09.25	Retail Market Segmentation – Introduction
October	01.10.25 – 04.10.25	Store Location: Trading Area Analysis, Characteristics
	06.10.25 – 11.10.25	Site Selection, Types of Locations, Evaluation
	13.10.25 – 18.10.25	Store Planning: Design & Layout; Retail Image Mix
	19.10.25 – 26.10.25	Diwali Vacations
	27.10.25 – 31.10.25	Retail Space Management; Atmospherics; HR in Retail, Retail Marketing Mix
November	01.11.25	Holiday
	03.11.25 – 08.11.25	Advertising & Sales Promotion; Store Positioning; Customer Service
	10.11.25 – 15.11.25	Retail Merchandising: Buying Organization Formats, Merchandise Plans
	17.11.25 – 22.11.25	Shrinkage in Merchandise; Merchandise Pricing – Concepts & Strategies and Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 1st Sem

Name of the faculty: Ms. Sukhwinder Kaur

Paper code:M24-COM-107

Nomenclature of the paper: Strategic Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Strategy: Concepts, characteristics, importance and levels of strategies
	28.07.25 - 31.07.25	Strategic decision making: Concept, significance and approaches, Strategic Management Process
August	1.08.25 - 02.08.25	Developing a Strategic Vision, Mission and setting objectives
	04.08.25 - 09.08.25	Environment appraisal, Organisational appraisal
	11.08.25 - 16.08.25	Methods and techniques of organizational appraisal, Porter Generic Strategies
	18.08.25 - 23.08.25	Strategy alternatives: Stability, expansion, Retrenchment, combination strategies
	25.08.25 - 30.08.25	Variations strategy: Internal and external alternatives, related and unrelated alternatives Horizontal and vertical alternatives
September	01.09.25- 06.09.25	Competitive Business Strategy, Cost Leadership focus and Differentia
	08.09.25-13.09.25	International Level Strategic alternatives; Strategic choice: Process choice models, Managerial factors
	15.09.25-20.09.25	Revision and test
	22.09.25-27.09.25	Strategy Implementation decisions
	29.09.25-30.09.25	Operational decisions in implementation
October	01.10.25- 04.10.25	Presentation
	06.10.25-11.10.25	Strategy evaluation and Control
	13.10.25 - 18.10.25	Revision and doubts
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Presentations
November	01.11.25	Holiday
	03.11.25-08.11.25	Assignment and test
	10.11.25-15.11.25	Strategic issues in technological Era, Strategic Management for New entrepreneurial ventures
	17.11.25 - 22.11.25	Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 3rd Semester

Name of the faculty: Ms.Sakshi

Paper code:M24-COM-301

Nomenclature of the paper: Financial Institutions and Markets

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to financial system: concept, nature, role.Components: financial institutions, markets, instruments.
	28.07.25 - 31.07.25	Banking and non-banking financial institutions.
August	1.08.25 - 02.08.25	Financial conglomerates & their importance.
	04.08.25 - 09.08.25	Competition among financial institutions. Consolidation & reforms in financial system.
	11.08.25 - 16.08.25	Financial system & economic development. Indian financial system: overview.
	18.08.25 - 23.08.25	Organization & economic role of financial markets. Instruments of money market.
	25.08.25 - 30.08.25	Capital Market: Primary & Secondary markets.Stock exchanges & trading mechanisms.
September	01.09.25- 06.09.25	Government securities market. SEBI's role in regulation
	08.09.25-13.09.25	Recent developments in money & capital market
	15.09.25-20.09.25	Commercial banking: concept, role, classification. NPAs, asset liability management.
	22.09.25-27.09.25	Financial inclusion & rural banking.
	29.09.25-30.09.25	Restructuring, privatisation, MUDRA financing
October	01.10.25- 04.10.25	Insurance: Life & non-life. NBFCs: roles, types, regulations.
	06.10.25-11.10.25	Private equity, venture capital, hedge funds. Development banks (IFCI, ICICI, IDBI, NABARD, SIDBI, SBI).
	13.10.25 - 18.10.25	Merchant banking: concept, growth, functions. SEBI guidelines, government policy.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Leasing, hire purchase, venture capital, factoring services. Credit rating agencies in India.
November	01.11.25	Holiday
	03.11.25-08.11.25	Mutual funds: concept, appraisal, regulation.Types of schemes (open/close ended, equity, debt, hybrid, ETFs).
	10.11.25-15.11.25	Designing & marketing of mutual funds. Recent developments in India.
	17.11.25 - 22.11.25	Revision.
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 3rd Semester

Name of the faculty: Dr. Uttampreet Kaur Sabharwal

Paper code: M24-COM-302

Nomenclature of the paper: Financial Analysis & Reporting

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to Financial Reporting, Purpose and Users
	28.07.25 - 31.07.25	Conceptual Framework of Reporting
August	1.08.25 - 02.08.25	Auditor's report, director's report, corporate governance report and other disclosures
	04.08.25 - 09.08.25	Structure & Purpose of Financial Statements (Ind AS)
	11.08.25 - 16.08.25	Auditors' & Directors' Reports, Corporate Governance
	18.08.25 - 23.08.25	Disclosures: Mandatory, Voluntary & Components of Financial Statements
	25.08.25 - 30.08.25	Disclosure of Accounting Policies (AS-1), Inventories (AS-2)
September	01.09.25- 06.09.25	Revenue Recognition (AS-9), Fixed Assets (AS-10)
	08.09.25-13.09.25	Earnings Per Share (AS-20), Tax on Income (AS-22), Intangible Assets (AS-26)
	15.09.25-20.09.25	Vertical & Horizontal Analysis, Ratio Analysis
	22.09.25-27.09.25	Graphical Information and Indexed Financial Statements
	29.09.25-30.09.25	Return on Assets, Solvency, Market, Dividend Ratios, Z Score
October	01.10.25- 04.10.25	Fair Value Measurement, Inter-firm Comparison
	06.10.25-11.10.25	Accounting Standards and IFRS: Concepts & Objectives
	13.10.25 - 18.10.25	Indian GAAPs vs IFRS, Ind AS 101, 102, 103, 110
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Share-Based Payment, Business Comb., Consolidated Financial Statements
November	01.11.25	Holiday
	03.11.25-08.11.25	Contemporary Issues in Reporting, Accounting for E-Commerce
	10.11.25-15.11.25	Value-Added Statements, EBITDA, Interim Reporting, Revision
	17.11.25 - 22.11.25	Final Assessment/Discussion
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M.com 3rd Semester

Name of the faculty: Ms. Sukhwinder Kaur

Paper code: M24-COM-303

Nomenclature of the paper: Investment Management

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Investment analysis-Introduction, Nature & scope of investment analysis; approaches to investment
	28.07.25 - 31.07.25	Investment analysis Investment process, Importance of investment analysis, Factors affecting investment decisions
August	1.08.25 - 02.08.25	Investment avenues
	04.08.25 - 09.08.25	Investment avenues
	11.08.25 - 16.08.25	Risk and Return analysis: systematic & non- systematic Risk, Default risk, Foreign exchange risk, interest rate risk, purchasing power risk and other types of risk
	18.08.25 - 23.08.25	Risk and Return-Techniques of Risk and Return analysis
	25.08.25 - 30.08.25	Security analysis -Valuation of securities, objectives and importance of valuation of securities
September	01.09.25- 06.09.25	Valuation of different securities
	08.09.25-13.09.25	Fundamental analysis-Economy and industry analysis
	15.09.25-20.09.25	Fundamental analysis-Company analysis
	22.09.25-27.09.25	Technical analysis
	29.09.25-30.09.25	Technical analysis
October	01.10.25- 04.10.25	Presentations
	06.10.25-11.10.25	Efficient market hypothesis
	13.10.25 - 18.10.25	Revision and doubts
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Behavioral finance. Portfolio Performance evaluation- Introduction, concept, types and strategies of Portfolio
November	01.11.25	Holiday
	03.11.25-08.11.25	Portfolio Performance evaluation- Sharpe, Treynor and Jensen index
	10.11.25-15.11.25	Financial derivatives- Introduction of derivatives and future contracts
	17.11.25 - 22.11.25	Financial derivatives – Option contracts Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 3rd Semester

Name of the faculty: Pooja Anand

Paper code:M24-COM-305

Nomenclature of the paper: Services Marketing

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Services Marketing: Concepts, characteristics and classifications.
	28.07.25 - 31.07.25	Buying process of Services.
August	1.08.25 - 02.08.25	Customer expectations of Services.
	04.08.25 - 09.08.25	Customer Perception of Services.
	11.08.25 - 16.08.25	Marketing Mix in Services: Meaning and Component
	18.08.25 - 23.08.25	Services Quality: Concepts, dimensions and models.
	25.08.25 - 30.08.25	Relationship Marketing: Concept., Service market segmentation and targeting
September	01.09.25- 06.09.25	Customer retentions strategies
	08.09.25-13.09.25	Services Development Process
	15.09.25-20.09.25	Service Blueprinting.
	22.09.25-27.09.25	Approaches to service delivery
	29.09.25-30.09.25	Customer feedback and service recovery, Physical environment of Services.
October	01.10.25- 04.10.25	Communication and promotion of services, Main problem, objectives, communication mix and strategies.
	06.10.25-11.10.25	Pricing of Services: Characteristics, approaches, and pricing strategies.
	13.10.25 - 18.10.25	Test and Revision.
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Distribution of Services: Channels and Key Intermediates.
November	01.11.25	Haryana day Holiday
	03.11.25-08.11.25	Strategies for effective service delivery, Managing service employees.
	10.11.25-15.11.25	Managing service delivery employees, Managing customers and Customer protection and ethics in services
	17.11.25 - 22.11.25	Test and Revision
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M.com 3rd Semester

Name of the faculty: Dr. Santosh

Paper code: M24-COM-307

Nomenclature of the paper: Human resources development

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Meaning and definition of Human resource Development, Nature, Objectives, Need of HRD
	28.07.25 - 31.07.25	Difference between HRD and HRM, Principles of HRD, Components, Skills of HRD Managers, Qualities, Role and Responsibilities of HRD Manager.
August	1.08.25 - 02.08.25	Designing HRD System- Meaning, Designing of HRD System, Scheduling an HRD Program, Methods, Success of HRD Program.
	04.08.25 - 09.08.25	Theoretical Foundation of Human Resource Development HRD Process, HRD Outcomes, Human Resource Development Strategies, Need, Types, Designing, HRD Model. Queries
	11.08.25 - 16.08.25	HRD Approaches- Meaning, HRD challenges in Globally Competitive Environment, Emerging Trends in Human Resource Development
	18.08.25 - 23.08.25	Organizational Effectiveness: Meaning, Definition, Feature, Factors, Approaching. Technique for improving Organizational Effectiveness, Features of Virtual Organization, Advantages, Limitations
	25.08.25 - 30.08.25	Knowledge Management: Meaning, Sources, Knowledge Resources, Need, Approaches, Nature, Process, Importance, Tools Barriers
September	01.09.25- 06.09.25	Learning and Learning Organizations: Meaning, Features, Types, ,Components, Organizational Learning Styles, Principles, Significance and characteristics of Learning Organization .Barrier in Effective Learning, E-Learning
	08.09.25-13.09.25	Role Analysis: Meaning, Components, Process, Role stress, Conflicts, Need, Benefits, Techniques and Essentials for Role Analysis
	15.09.25-20.09.25	Competency Mapping-Meaning, Characteristics, Types, Process, Techniques, Advantages, Models, Competency. Queries
	22.09.25-27.09.25	Employees Socialization and Induction: Meaning, Assumptions, Features, Purposes,
	29.09.25-30.09.25	Process, Method, Types, Advantages, Approaches to Socialization

October	01.10.25- 04.10.25	Meaning of Induction or Orientation, Definition, Objectives, Need, Orientation Process, Problems, Principles, Contents.
	06.10.25-11.10.25	Training: Meaning, Definition, Characteristics, Objectives, Benefits, Methods, Principles, Steps
	13.10.25 - 18.10.25	Executive Development: Meaning, Features, Objectives, Need, Process, Methods, Principles. Queries
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Executive Development: Meaning, Features, Objectives, Need, Process, Methods, Principles. Queries
November	01.11.25	Holiday
	03.11.25-08.11.25	Organizational Climate: Meaning, Nature, Dimensions, Determinants, Impact, Types, HRD Climate, Characteristics, Elements, Impact of HRD Climate on the Organization, Factors Impressing HRD Climate Suggestions for improvement of Organizational Climate
	10.11.25-15.11.25	Important question discussed
	17.11.25 - 22.11.25	Revision, Doubt Session & Tests
	25.11.25	Examinations

LESSON PLAN

Session: 2025-2026

Class: M. Com 3rd Semester

Name of the faculty: Neha Parveen

Paper code: M24-COM-309

Nomenclature of the paper: Consumer Behaviour

Month	Week	Topics to be covered
July	22.07.25 - 26.07.25	Introduction to consumer behaviour: Meaning, concept, importance Types of consumers: individual vs. organizational
	28.07.25 - 31.07.25	Consumer behaviour applications in marketing decisions, Consumer buying roles (initiator, influencer, decider, buyer, user)
August	1.08.25 - 02.08.25	Types of Indian consumers (rural vs. urban, traditional vs. modern) Factors shaping Indian consumer behaviour
	04.08.25 - 09.08.25	Consumer decision-making process (5-stage model) Case study discussion (Example: purchase of mobile phone)
	11.08.25 - 16.08.25	Needs, motivation: Maslow's hierarchy, Herzberg theory Consumer involvement: high vs. low involvement buying
	18.08.25 - 23.08.25	Consumer perception: process & factors influencing perception Perceptual distortions & their impact on marketing
	25.08.25 - 30.08.25	Learning theories: classical conditioning, operant conditioning, cognitive learning Applications in advertising
September	01.09.25- 06.09.25	Attitude and attitude change (Tri-component model, strategies to change attitude)
	08.09.25-13.09.25	Role of family in consumer decisions Reference groups & their influence
	15.09.25-20.09.25	Social class and consumer behavior Influence of culture on buying behaviour
	22.09.25-27.09.25	Sub-cultural aspects of consumer behaviour Opinion leadership: meaning, process, measurement
	29.09.25-30.09.25	Word-of-mouth (WOM) communication in consumer behavior Case Study Discussion (Ex: Social media influence)
October	01.10.25- 04.10.25	Four views of consumer: economic man, passive man, advantages and disadvantages models
	06.10.25-11.10.25	Four views of consumer: cognitive man, emotional man advantages' and disadvantage modes
	13.10.25 - 18.10.25	Class revision and test
	19.10.25 - 26.10.25	Diwali Vacations
	27.10.25- 31.10.25	Models of buyer behaviour: Howard-Sheth, Engel-Kollat-Blackwell model
November	01.11.25	Holiday
	03.11.25-08.11.25	Diffusion of innovation process & adopter categories Adaptation process in consumer behaviour
	10.11.25-15.11.25	Consumer research: concept, scope, importance Methods of consumer research (survey, observation, focus groups)
	17.11.25 - 22.11.25	Full syllabus revision (all Units) Past year papers discussion Preparation for end-semester exam
	25.11.25	Examinations