

ਸੁਲਾਈ :- ਸਮੁੱਚੇ ਸਿਲੇਬਸ ਨਾਲ ਜਾਣ-ਪਛਾਣ  
ਸੁਫੀ ਕਵੀ ਕੁੱਝ ਨਾਮ ਜੀਵਨ ਤੇ ਰਚਨਾ  
ਨਾਨਕ ਸਿੰਘ ਰਚਿਤ ਕਾਫੀ ਸਮੁੱਚੀ ਦਾ ਯਾਦਗਾਰ, ਦਿਲੋਗਤ  
ਕਲਾਤਮਕ ਅਧਿਐਨ ; ਰੀਪਰਿਟਰ ਸਪਰਾਦਲੀ,

ਮਾਗਸਤ :- ਸੁਲੇਖਨ ਜੀਵਨ ਤੇ ਰਚਨਾ ।  
ਗੁਰੂਪ੍ਰਕਾਸ਼ ਸਿੰਘ ਰਚਿਤ ਕਾਫੀ ਸਮੁੱਚੀ ਦਾ ਯਾਦਗਾਰ, ਦਿਲੋਗਤ  
ਕਲਾਤਮਕ ਅਧਿਐਨ । ਰੀਪਰਿਟਰ ਸਪਰਾਦਲੀ ,  
ਯੋਗ ਰਚਨਾ । ਕੰਪਿਓਰ ਪ੍ਰੀਖਿਆ ।

ਸਤੰਬਰ :- ਗਮਨ ਜੀਵਨ ਤੇ ਰਚਨਾ ।  
ਸੁਜਾਨ ਸਿੰਘ ਰਚਿਤ ਕਾਫੀ ਕੁੱਝ ਵੀ ਨੇੜ ਦਾ ਦਿ-ਯਾਦਗਾਰ,  
ਦਿਲੋਗਤ, ਕਲਾਤਮਕ ਅਧਿਐਨ ।  
ਸੈਂਥ-ਲੈਂਥ, ਯੋਗ ਰਚਨਾ, ਕੰਪਿਓਰ ਪ੍ਰੀਖਿਆ

ਓਕਤੂਬਰ :- ਸਮੁੱਚੇ ਸਿਲੇਬਸ : ਜੀਵਨ ਤੇ ਰਚਨਾ ।  
ਕੁਰਤਾਰ ਸਿੰਘ ਕੁੱਝ ਨਾਮ ਰਚਿਤ ਕਾਫੀ 'ਸੁਫੀ ਕਾਫੀ'  
ਦਾ ਯਾਦਗਾਰ, ਦਿਲੋਗਤ, ਕਲਾਤਮਕ ਅਧਿਐਨ  
ਕੁਰਤਾਰ ਸਿੰਘ ਦਿਲੋਗਤ ਕਾਫੀ 'ਕੋ ਮਾਏ ਕਾਫੀ'  
ਦਾ ਯਾਦਗਾਰ, ਦਿਲੋਗਤ, ਕਲਾਤਮਕ ਅਧਿਐਨ ।  
ਰੀਪਰਿਟਰ ਸਪਰਾਦਲੀ, ਯੋਗ ਰਚਨਾ, ਦਿਲੋਗਤ

ਨਵੰਬਰ :- ਸਮੁੱਚੇ ਸਿਲੇਬਸ ਦੀ ਵਾਰਤਾ  
ਕੁਰਤਾਰ ਸਿੰਘ ਕਾਫੀ

(Dr. Balwinder Kaur)  
HOD  
Dept. of P.S.

LESSON PLAN OF BA FINAL YEAR (SEM 8<sup>th</sup>)  
(SESSION - 2016-17)

सहायक :- (ब्राह्म-जैठा) अमृतदर दिवस श्री गुरु कानक रेह जी अडे  
श्री गुरु मीगर रेह जी पामे दिगड्डिउ आटवारी,  
गौर खयच अमृतदर दिवस भग्या गम दिवसगी रा मीदर  
डे वरना। यीभावी पाउ-सीउ रा दिगड्डिउ मयिपेन।

दसदमी :- (ब्राह्म-जैठा) अमृतदर दिवस खोरम मीदर डे वरना।  
अमृतदर गौर खयच दिवस धे; अमृत मीप (दउक रा  
यिमाग), सात मीप बमका मरासी (उठ सात), पिथे;  
डेका मीप (गुमफाया) पामे दिगड्डिउ आटवारी।  
माडिउ रे वृय विमा अडे मीगराग रा दिगड्डिउ मयिपेन।

माउक :-  
प्यापा डगीर, डेही गुरराम मीदर डे वरना।  
गौर खयच अमृतदर दिवस भग्याग अमृत रेहिर (खरा वरडे  
अगफयेगं डे), धे; अमृत मीप अडे फडिउ अमृत मीर उदाग  
मरिउ दिरांगी (व्ययसी कयसीपाउ डे; मीवेडुवरम) रा  
दिगड्डिउ मयिपेन। धे; माडिउ मीप (पार दिवस जी गुमिमादी),  
गुमफाया मीप (मंग मीपदक यिमाग) व्यकडेउ गागगी  
(साटवरी कुरडरारी), व्यकगन माउकी (गुमफादी) उरिरेर  
मीप वृय (रेडुडवरफा) गिमासी गुररिउ मीप (नीउं  
भायां री भग्यां)

माउक :- माडिउ वृय: व्यगगांग, गलफ, वृपादी, भगंरादि, बाढी  
रा दिगड्डिउ मयिपेन  
मिफेवम रा उज्जुडि  
रफाग रेहट पाडे ममादिन मीं

LESSON PLAN OF BA 2nd year (3rd Sem)

SESSION - 2016-2017

ਸ਼ੁੱਕਰਵਾਰ :- ਮਹਾਂਨਿਵੇਦਨ ਕਾਲ ਸ਼ਾਇਰੀ ਪੜ੍ਹਾਏ।  
2016 ਪੁਸਤਕ "ਬਾਇ-ਤਰੀਕਾਂ" ਵਿੱਚੋਂ ਸਾਈਕਲੋਪੈਡੀਆ, ਮੁਕਦਮਾ ਦੇ ਸ਼ੀਰਸ਼  
ਅਤੇ ਕੁਝ ਹੋਰ ਧਾਰੇ ਵਿਸਤ੍ਰਿਤ ਸ਼ਾਇਰੀ।

ਸੋਮਵਾਰ :- 'ਬਖ਼ਾ-ਜਾਤਗ' ਰਗਦੀ ਨੀਗੂਰ ਵਿੱਚ ਕਾਮਿਲ ਰਗਦੀਆਂ ਦਾ ਵਿਸ਼ੇਸ਼ਤ  
2016 ਮਯਿਮੈਨ (ਅਕਸ਼ੀ, ਦਾਗ, ਕੋਝ ਦੀ ਕੱਤ, ਸ਼ੀਰਸ਼ ਮਾਯਾ, ਕਾਂਫੀ ਕੋਝ,  
ਹੈ ਮਾਨੇ ਦਾ ਘਾੜ, ਮੀਰਕਲੀ ਕੋੜ, ਘੁੱਤ ਸਿਰਕ, ਕੋਸ਼ਕਾਗ, ਗੋਈ ਅਤੇ  
ਕੋਝ ਮਾਰਸੀ) ਦੇ ਮਾਯਾਗਾਏ।

ਮੰਗਲਵਾਰ :- ਪੁਸਤਕ "ਬਾਇ-ਤਰੀਕਾਂ" ਵਿੱਚੋਂ ਗੁਜਰਾਤੀ ਸ਼ੀਰਸ਼ ਤੇ  
2016 ਕੁਝ ਧਾਰੇ ਵਿਸਤ੍ਰਿਤ ਸ਼ਾਇਰੀ। ਨਿਵੇਦਨ, ਮੁਕਦਮਾ-ਕੋੜ  
ਅਤੇ ਮਾਯਿਤਰ ਮੁਕਦਮਾਦੀ ਧਾਰੇ ਵਿਸਤ੍ਰਿਤ ਸ਼ਾਇਰੀ।

ਬੁੱਧਵਾਰ :- ਪੁਸਤਕ "ਬਾਇ-ਤਰੀਕਾਂ" ਵਿੱਚੋਂ ਅਗਰਾ ਸ਼ੀਰਸ਼ ਤੇ ਕੁਝ ਧਾਰੇ।  
2016 ਡੋਰ :- ਕੋਝ, ਮੋਰਕਾ, ਕੋਝ, ਕਵਿੱਤ, ਕੋੜ ਧਾਰੇ ਵਿਸਤ੍ਰਿਤ  
ਸ਼ਾਇਰੀ।

ਸ਼ੁੱਕਰਵਾਰ :- ਡੋਰ :- ਤਿਉਰ ਅਤੇ ਸਿਰਕੀ ਦਾ ਵਿਸਤ੍ਰਿਤ ਮਯਿਮੈਨ  
2016 ਕਲਾਮ ਟੈਮਟ, ਮੋਖਿਰ ਪ੍ਰੀਖਿਆ, ਸਿਰਕੇ ਦਾ ਕੁਝ ਧਾਰੇ।

*Pi*  
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LESSON PLAN OF BA Jst SEM  
SUBJECT PBI - ELECTIVE  
SESSION. 2016-17

ODD SEM

ਜੁਲਾਈ :-  
2016

ਸਮੱਚੇ ਸਿਲੇਬਸ ਨਾਲ ਸਾਹ-ਯੋਗ।  
'ਸਾਹਿ-ਨਾਰ' ਪੁਸਤਕ ਵਿੱਚੋਂ ਕੁਈ ਵੀ ਸਿੱਖ ਨੇ ਚਲੀ ਰਾਮ ਕਾਇਕ  
ਸੀਦਨ ਤੇ ਰਚਨਾ, ਕਵਿਤਾਵਾਂ ਨੂੰ ਪਾਠਗਤ ਕਰਿਅਮੈਨ।

ਅਗਸਤ :-  
2016

ਨਾਨਕ ਸਿੱਖ ਸੀਦਨ ਤੇ ਰਚਨਾ ਨੀਦੀਯੀ ਵਿਸਤ੍ਰਿਤ ਸਾਹ-ਰਾਗੀ।  
ਨਾਨਕ ਸਿੱਖ ਦੀ ਖੋਜਾਈ ਨਾਦਲ ਜਗਤ ਨੇ ਰੇਣ।  
'ਪਵਿੱਤਰ ਆਖੀ' ਨਾਦਲ ਦਾ ਪਾਠਗਤ ਕਰਿਅਮੈਨ।  
'ਪਵਿੱਤਰ ਆਖੀ' ਨਾਦਲ ਦਾ ਵਿਸ਼ੇਸ਼ਗਤ ਕਰਿਅਮੈਨ।  
'ਪਵਿੱਤਰ ਆਖੀ' ਨਾਦਲ ਦਾ ਰਸਾਤਲ ਕਰਿਅਮੈਨ।  
'ਨਾਦਲ ਵਿਚੋਲ' ਪਾਤਰਾਂ ਦਾ ਪਾਤਰ ਚਿੱਤਰਣ।  
ਪ੍ਰੋ: ਮੋਹਨ ਸਿੱਖ ਸੀਦਨ ਤੇ ਰਚਨਾ ਯੋਗ ਸਾਹ-ਰਾਗੀ।  
'ਸਾਹਿ-ਨਾਰ' ਦੇ ਨਾਮਾਹ 'ਤੇ ਪ੍ਰੋ: ਮੋਹਨ ਸਿੱਖ ਦੀਆਂ  
ਕਵਿਤਾਵਾਂ ਦਾ ਕਰਿਅਮੈਨ।

ਸਤੰਬਰ :-  
2016

ਮੁਗ਼ਲੀਆਂ ਦਾ ਵਿਸਤ੍ਰਿਤ ਕਰਿਅਮੈਨ, ਪ੍ਰਕੀਯ ਰੀ ਸੁਪਰਾਦਸੀ,  
ਮੁੱਢ-ਮੁੱਢ, ਰਚਨਾ ਚਿੱਠੀ ਪੱਤਰ ਯੋਗ ਵਿਸਤ੍ਰਿਤ ਸਾਹ-ਰਾਗੀ।  
ਘਾਟਾ ਘਲਾਟੇ ਨੇ ਡਾ. ਗੋਬਿੰਦ ਸਿੱਖ ਸੀਦਨ ਤੇ ਰਚਨਾ।  
ਸਾਹਿ-ਨਾਰ ਪੁਸਤਕ ਦੇ ਨਾਮਾਹ ਤੇ ਉਪਰੋਕਤ ਕਵੀਆਂ ਦੀਆਂ  
ਕਵਿਤਾਵਾਂ ਵਿਸ਼ੇਸ਼ੀਆਂ ਸਾਈਆਂ ਕਵਿਤਾਵਾਂ ਦਾ ਕਰਿਅਮੈਨ  
ਮੈਥਿਰੇ ਪ੍ਰੀਥਿਆਂ ਨੇ ਲਿਖਤੀ ਪ੍ਰੀਥਿਆਂ।

ਅਕਤੂਬਰ :-  
2016

ਗੋਬਿੰਦ ਸਿੱਖ ਸੀਦਨ ਨੇ ਰਚਨਾ ਚਿੱਠੀ ਪੱਤਰ ਯੋਗ ਸਾਹ-ਰਾਗੀ ਸੀਦਨ ਤੇ ਰਚਨਾ।  
'ਸਾਹਿ-ਨਾਰ' ਪੁਸਤਕ ਦੇ ਨਾਮਾਹ ਤੇ ਉਪਰੋਕਤ ਕਵੀਆਂ ਦੀਆਂ ਕਵਿਤਾਵਾਂ  
ਦਾ ਵਿਸਤ੍ਰਿਤ ਕਰਿਅਮੈਨ। ਮੁਗ਼ਲੀਆਂ, ਪ੍ਰਕੀਯ ਰੀ ਸੁਪਰਾਦਸੀ।

ਨਵੰਬਰ :-  
2016

ਗੋਬਿੰਦ ਸਿੱਖ ਸੀਦਨ ਨੇ ਰਚਨਾ ਕਵਿਤਾਵਾਂ ਦਾ ਵਿਸਤ੍ਰਿਤ  
ਕਰਿਅਮੈਨ। ਉਪਰੋਕਤ ਸਮੱਚੇ ਸਿਲੇਬਸ ਦਾ ਚਿੱਤਰਣ।

(Dr. Balvinder Singh)  
HOD, Dept of PBI, G. U. Kartar

कठकरी

- अंग्रावी रीति : लिङ्गाग्र यथिय
- चरीर : शीत के ठरुका
- दामि माग : शीत के ठरुका
- बारगार : शीत के ठरुका
- माग गुमर : शीत के ठरुका
- हियगेउ रदीमां रीमां रीतिडां या याठगउ,  
दिगागउ, मयिमां
- मँरा यँउर : मरुली माहरागी

माठरु

- माठरु (रिरी के अंग्रावी
- हियगेउ नव्वर
- पूदीयरी नव्वरादही
- मँरा यँउर
- मँखर लिखडी पूरीयमा

माथरु

- हियगेउ मगँरु मिप्रेवम री उठगदी
- हिरिमावरीमां रीमां मगँरिमादां  
या ठरु
- लिखडी मडे मँखर पूरीयमा ।

ਜਨਵਰੀ

- ਸਮੁੱਚੇ ਮਿਲੇਵਸ ਭਾਲ ਜਾਣ ਪਛਾਣ
- ਰਿਯਾ ਜਾਤਕੀ ਵਿੱਚੋਂ ਕੋਈ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ, ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਸੋਮਵਾਰ ਸੋਮਿਆ ਸ਼ੀਰ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਸ਼ੁੱਕਰਵਾਰ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਸੋਮਵਾਰੀ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਮੰਗਲੀਕ ਵੈਰ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਸੋਮਵਾਰੀ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਸ਼ੁੱਕਰਵਾਰੀ ਵੈਰ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਕੋਈ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਪ੍ਰੇਮ ਪ੍ਰੇਮ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਸੋਮਵਾਰੀ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਮਨੁੱਖ ਅਧਿਕਾਰ ਕੋਈ: ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਗਿਲਾਸ਼ੀ ਵਗਈ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਵੀਰਮਾਮ ਸੋਮਿਆ ਸੋਮਿਆ ਅਤੇ ਵਿਰਧਾਨ ਕੋਈ ਸ਼ੀਦਕ ਤੇ ਠਰਨਾ
- ਵਗਈਆਂ, ਗੇਮ ਦਾ ਯਾਠਗਤ, ਦਿਸ਼ਾਗਤ ਅਤੇ ਰੂਪਗਤ ਅਧਿਐਨ
- ਸੋਮਿਆ ਅਤੇ ਲਿਖਤੀ ਪ੍ਰੀਖਿਆ

- गुरु नाथ रात्र सीमा रात्रि यात्रा
- मुली रात्रि
- रिमा रात्रि
- दार रात्रि
- गणगति रात्रि
- मंगळ संक्रांती भांड (१५०० ए. उ. १७०० ए. उ. ३२) र मंगळ
- दण्ड क्रिडा प्रग
- मंगळ प्रीतिमा
- छिबडी प्रीतिमा
- मंगळ मित्रवत व दण्ड

सकृदी

- सभरे मिलेवम ठाल माह-यकाह ।
- यमउर रादि-मेडां दिहं मूी गुरु ममसक रेह मी ।
- मूी गुरु उगा वजार मी ।
- माउउ ग्रुय : कादल, निर्री बगरी, कादर, दिवांगी ।
- दमउ किमठ पूरुन ।
- सिखडी पूीधमा ।

दरदरी

- मूदी रादि-याग दिहं माउ गुरुन ।
- रिमा रादि याग दिहं पूरुन ।
- येसायी माउउ रा दिउगम
- येसाय उ येसायी
- मारि राल रीमा मस रादि यागदां
- माउउ ग्रुय : रेखा रिउउ, मडुकागा, निवीय,
- मरुदर येसायी उ रिदी ।
- मेखिर पूीधमा
- सिखडी पूीधमा

गारु

- दार रादि याग दिहं गुरु गैरिपेर रिपमी
- माउउ ग्रुय : मीदकी - मदे - मीदकी
- येसायी माउउ रा दिउगम । 1501-1700पी
- उरं



(1871-1872)

1. 1871-1872

2. 1872-1873

3. 1873-1874

4. 1874-1875

5. 1875-1876

6. 1876-1877

7. 1877-1878

8. 1878-1879

9. 1879-1880

10. 1880-1881



LESSON PLAN BA 2nd YEAR (SEM 4th)

SESSION- 2016-17

ਸੋਨਵਰੀ :- 'ਰਾਇ-ਤਰੇਗਾਂ' ਯੁਗਤਕ ਵਿੱਚੋਂ ਵਜ਼ੀਰ ਸ਼ੀਦਨ ਤੇ ਰਚਨਾ,  
ਵਾਗਿਮ ਗਾਠ ਸ਼ੀਦਨ ਤੇ ਰਚਨਾ।

ਅਫੈਕਾਰ : ਮੁਕਲੀ ਸਾਟਰਾਗੀ । ਰੁਪਰ, ਉਪਗਾ, ਅਤਿਰਬਨੀ  
ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

ਕੁਰਦਗੀ :- 'ਰਾਇ-ਤਰੇਗਾਂ' ਯੁਗਤਕ ਵਿੱਚੋਂ ਵਾਗਯਾਰ ਅਤੇ ਘੀਰ ਮੁੰਗਰ  
ਸ਼ੀਦਨ ਤੇ ਰਚਨਾ । ਅਫੈਕਾਰ :- ਟਿਕਾਣਾ, ਪਿੱਠੇ, ਅਨੁਪਾਮ  
ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ । ਖੰਗ-ਰਚਨਾ ।

ਮਾਰਕ :- 'ਰਾਇ-ਤਰੇਗਾਂ' ਯੁਗਤਕ ਵਿੱਚੋਂ ਗਾਠ ਮੁੰਗਰ ਸ਼ੀਦਨ ਤੇ  
ਰਚਨਾ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

ਪੰਜਾਬੀ ਗਾਉਤ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

ਗਾਉਤਕ ਨਾਪਰਾਦਲੀ

ਵਾਗੁਤ ਨਾਪਰਾਦਲੀ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ

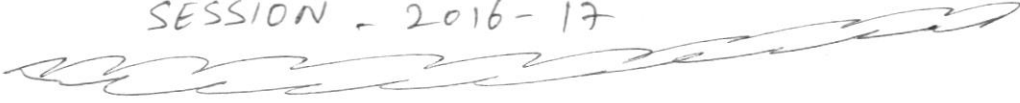
ਅਫੈਕਾਰ :- ਅਫੈਕਾਰ ਅਨੁਪਾਮ, ਵਰ੍ਹੇਵਤੀ, ਖੇਮ, ਖੇਰੇਵਤੀ  
ਅਫੈਕਾਰਾਂ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

ਪੰਜਾਬੀ ਗਾਉਤ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।


ਸਿਫੇਪਮ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

ਟੈਗਰ ਅਤੇ ਅਨੁਪਾਮ ਦਾ ਵਿਸਤ੍ਰਿਤ ਅਧਿਐਨ।

LESSON PLAN OF 8th year and stem



- सहायी :- 2016  
महौले मिलेपम ताल साट पकाट ।  
'रादि-कार' अमउव दिसें मे: भूतन मिय, मीवरड, यूडम  
मीदन डे वरुतादां रा दिमड्डुड मयिमौन, दि  
दिरांगी रा तिराम डे दिराम, धुदिरडी मां रा मयिमौन ।  
धीमदर डेरु केरा रदाग गडिड दिरांगी (वेदी मात) रा  
दिमौगड मयिमौन ।
- मगमउ :- 2016  
'रादि-कार' अमउव दिसें मेडुअ मिय यीर मडे यूडम  
मिय मदीर मीदन डे वरुता । वरुतन मिय ( मडुवतागा )  
वयुव मिय धीमद ( वेगलगाटा ) वलदडे गारगी ( यंडदेवोस )  
दिरांगीमां रा दिमड्डुड मयिमौन ।  
फेसी रवेरी यंडव
- मडेवड :- 2016  
'रादि-कार' अमउव दिसें मिद शुभ वटावदी, मडेउव  
मिय याम मीदन डे वरुता, दार मयी ।  
धुदीयवी मयरावदी, मयिवर यूडिमाम ।
- मवेडुवड :-  
'रादि-कार' अमउव दिसें मीमडु मिय केरी मडे  
गडिउमन मिय मेडु मीदन डे वरुतादां रा दिमड्डुड  
मयिमौन । मयावडा रा दिमड्डुड मयिमौन  
मममड मयमय ( डुडी दाता रेका ) वरुतन मिय  
( दिव दिरुडी मां ) दिरांगीमां रा दिमड्डुड मयिमौन )
- नवेवड :-  
माडममीड ( मीनेवादे ) रा दिमड्डुड मयिमौन ।  
मिलेपम रा रउगडि । डेमर, मगादिमौड ।

  
(Dr. Balkinder Singh)  
H O S  
Dept of PBI

**2November to 15November** Globalization and Management: Globalization: Meaning, proximity, location, attitude; Globalization and competitiveness: Relative standing today, looking forward, relative standing today from the past to today; How Governments Influence Competitiveness: The building of public and private spheres of influence, The changing internal science: The coming of European community, economic experiments in people's Republic of China, The North America Free Trade Agreement.

**15 November onwards** Revision

## LESSON PLAN

Name of Assistant Professor

Ms. Gaytri  
Ms. Anjali  
Ms. Prabhjot  
Mr. Upender Sethi

Class: B. Com I Sem

Subject: Principles of Management

G & CAV

Lesson Plan: From July 2016 to November 2016

**15 July to 30 July** Introduction to Management: History of Management, Definition of Management, Process of Management, Significance of Management; Functions of Management: Planning, Organizing, Staffing, Directing, Control, Coordination; Characteristics of Management: Management – As a Science, as an Art and as a profession; Different Approaches to Management: The behavioural school, The management science school: The system Approach.

**1 August to 14 August** The contingency approach, Classical Management School; Managerial Skills and Competencies: Skills Inventories, Multi-Skilling, Competencies. Planning: Introduction, Concept of Planning, Types of planning, Importance of Planning, Limitations of Planning; Components of Planning: Policy, Programme, Strategy, Vision, Mission, Goals, Objectives; Strategic Control: Establishing Strategic Control, Types of Strategic Control: Operational Control: Functional and Grand Strategies, Operational Strategy Factors.

**16 August to 31 August** Budgeting; Forecasting: Steps in Forecasting, Types of Forecasting; Decision Making: Decision Trees, Management Information Systems and Decision Support Systems. Organizing: Organization: Meaning of organization, Principles of Organization, Benefits of Organizations; Organizational structure: Departmentation, Functional, Line & Staff, matrix and the formal and informal organizational structure; Systems View of Organizations: Organizational Structure and Systems, Organization Structure, Types of Organization Structures, Organizational Effectiveness, Developing an Organization Structure or Design; Organizational Design: The classical approach, the task technology approach, the environmental approach.

**1 October to 15 October** Delegation: Meaning, the advantages of delegation, barriers to delegation, guidelines for effective delegation; Decentralization and Centralization: Advantages and disadvantages, challenges of decentralization, factors influencing decentralization; Organization Structure in a Globalized World: Virtual or Networked Organizations. Directing Through Motivation: Introduction; Motivation in Organizations: Process of Motivation, Objectives of Motivation, Significance of Motivation in Organizations.

**17 October to 31 October** Leadership: Meaning, Functions of Leadership, Formal and Informal Leadership, Significance of Leadership, Principles of Leadership, Factors of Leadership; Leadership and Power: Leadership Styles, Leadership Attitudes, Leadership Skill. Controlling: Meaning, Characteristics of Control Prerequisites of a Good Control System, Essential Features of a Good Control System, Usage of central, shortcomings of central; Process of Control: Establish standards & methods for measuring performance, measure the performance, determine whether performance the standards, and take corrective action.

## LESSON PLAN

Name of Assistant Professor **Ms. Anil**  
**Ms. Richa,**  
**Dr. Desraj**  
**Ms. Nupur**

Class: B. Com I Sem **G & CAV**

Subject: Business Communication

Lesson Plan: From July 2016 to November 2016

<b>15 July to 30 July</b> Business Communication: meaning; basic forms of communicating; communication models and processes;
<b>1 August to 14 August</b> Theories of communication; Audience analysis. Corporate Communication: formal and informal communication network; communication barriers; improving communication
<b>16 August to 31 August</b> Effective presentation skills – individual and group presentation; practices in business communication – group discussion, mock-interview and seminars; report writing: principles and contents.
<b>1 September to 15 September</b> Self development and communication: development of personal positive attitude; SWOT analysis; body language – kinesics, proxemics, para language; Principles of effective listening: oral, written and video session;
<b>16 September to 30 September</b> Interviewing skills: appearing and conducting; writing resume
<b>1 October to 15 October</b> International Communication: cultural sensitiveness and cultural context
<b>17 October to 31 October</b> writing and presenting in intercultural situations; intercultural factors in interactions; adapting to global business.
<b>2 November to 15 November</b> Revision
<b>15 November onwards</b> Revision

## LESSON PLAN

Name of Assistant Professor : Ms-Nupur  
Ms-Nisha  
Ms-Sujata  
Mr Parmil

Class: B.Com I Sem Subject: Financial Acc  
GBCAU

Lesson Plan: From July 2016 to November 2016

<b>15 July to 30 July</b> Financial accounting: meaning, need, objectives & scope; book-keeping and accounting; branches of accounting
<b>1 August to 14 August</b> Accounting principles- basic concepts and conventions; Accounting standards: concept, Benefits and procedure of issuing accounting standards in India.
<b>16 August to 31 August</b> Accounting cycle and accounting equation; journal; rules of journalizing; ledger & trial balance; Rectification of Errors: classification of errors; location of errors; rectification of errors; suspense account; effect on profit.
<b>1 September to 15 September</b> Capital and Revenue: classification of income and expenditure; classification of receipts; accounting concept of income: income measurement; expired cost and income measurement.
<b>16 September to 30 September</b> Depreciation provisions and reserves: concept and classification; depreciation accounting; depreciation policy as per accounting standard.
<b>1 October to 15 October</b> Final Accounts: manufacturing, trading and profit and loss account; Balance sheet; adjustment entries; Accounts of non -profit organizations; accounts for insurance claims.
<b>17 October to 31 October</b> Consignment Accounts: accounting records; Valuation of unsold stock; Conversion of consignment into branch.
<b>2 November to 15 November</b> Joint Venture Accounts: concept, joint venture & partnership; accounting treatment and Revision
<b>15 November onwards</b> Revision



# Lesson Plan

(Session - 2016-17)

Name of Assistant Professor

Class - Bcom IV Sem

Subject - Bus. Env. of Haryana

S.No	Time Period	Chapter / Topic
1.	1 Jan to 14 Jan	Haryana Economy - nature and problems, concept of economic development; State of Haryana, Economy on the eve of the inception.
2.	16 Jan to 31 Jan	Haryana Agriculture, trend in investment in agriculture
3.	1 Feb to 15 Feb	Agriculture Credit; Agriculture Finance, Types of agri-finance Sources of credit
4.	16 Feb to 28 Feb	NABARD, Role, Objectives, Rural Indebtedness Small Scale & Cottage Industry
5.	1 March to 15 March	Role of HSIIDC, SEZ and institutional development -
6.	16 March to 31 March	Institutions: Haryana Financial Corporation HAFED, Haryana Planning Commission
7.	1 April to 15 April	Haryana Budget, Utilization & S&I
8.	15 April onwards	Revision and Tests.

# Subject : Management of Sales force.

Lesson Plan :- 2016-17 Even Sem.

Class :- B. Com Sem IV.

Name of Teacher :-

Sr No	Time Period Month/Week.	Chapter/Topics.
1.	Jan	1 → Sales force Mgmt Meaning nature, functions
		2 → Personal Selling Concept & Imp
		3 → Classification of Sales Jobs
		4 → Personal Selling Process.
2.	Feb	1 → Sales forecasting & Budgeting
		2 → Sales Organization
		3 → Organizing for global sales.
		4 → Recruitment of SF
3.	March	1 - Selection, Training, Compensation
		2 → Motivating & Leading
		3 - Territory & Quota Management
		4 → Sales force Compensation
4.	April	1 → Sales force Expenses
		2 → Evaluating Salesforce Performance
		3 → Ethical Issues in Sales
		4 → Role of IT in SFM.

Subject; Corporate Acing - II

Name of Teacher :-

Lesson Plan 2016-17 Even Sem.

Class :- B. Com Sem IV 48 CAV

Month/Week.

Chapter/Topics

Sr No.

Sr No.	Month	Week	Chapter/Topics
1.	Jan	1	Valuation of Goodwill
		2	Valuation of Goodwill
		3	Valuation of Shares
		4	Valuation of Shares.
2.	Feb	1	Accounts of Holding Co's
		2	Accounts of Holding Co's
		3	Accounts of Holding Co's
		4.	Accounts of Banking Co's
3	March	1	Accounts of Banking Co's
		2	Accounts of Banking Co's.
		3	Accounts of Insurance Co's
		4	Accounts of Insurance Co's
4	April	1	Accounts of Insurance Co's
		2	liquidation of Co's
		3	liquidation of Co's
		4	liquidation of Co's.

LESSON PLAN for B.Com IV SEM. QB LAW

NAME OF ASSISTANT PROFESSOR -

SUBJECT : BUSINESS LAW - II

SESSION : 2016-17

SN	Month	Week	Name of Topic
1.	January	Week 1	Negotiable Instrument Act 1881
		Week 2	"
		Week 3	Indian Partnership Act 1932
		Week 4	"
		Week 5	"
2.	February	Week 1	Information Technology Act, 2000
		Week 2	Right to Information Act, 2005
		Week 3	Limited Liability Partnership Act, 2008
		Week 4	"
3.	March	Week 1	"
		Week 2	"
		Week 3	"
		Week 4	"
4.	April	Week 1	———— Revision ————
		Week 2.	———— Revision ————

LESSON PLAN FOR B.COM IV Sem GBCAV

NAME OF ASSISTANT PROFESSOR :

SUBJECT : COMPANY LAW-II

SESSION : 2016-17

Sl No	Month	Week	Name of Topic
1.	January	Week 1	Membership of Company
		Week 2	Transfer of Membership of Company
		Week 3	"
		Week 4	Global Depository Receipt
		Week 5	Management and Control of Companies
2.	February	Week 1	"
		Week 2	Companies meetings and Resolutions
		Week 3	meetings Procedure.
		Week 4	Company Secretaries
3.	March	Week 1	"
		Week 2	Winding up of Company
		Week 3	"
		Week 4	Amalgamation of Companies
4.	April	Week 1	Internal reconstruction
		Week 2	— Revision —



# Lesson Plan

(Session 2016-17)

Even Semester)

Name of Assistant Professor :-

class :-

B. Com IV sem G & CAW

Subject :-

Financial Management

<u>S.No.</u>	<u>Time Period</u>	<u>chapters/ Topics</u>
1	2 Jan - 14 Jan	ch 1 :- Financial Management - nature, significance, scope
2	16 Jan - 31 Jan	ch 2 :- financial planning ch 3 :- financial forecasting
3	1 Feb - 15 Feb	ch 4 :- Cost of Capital
4	16 Feb - 28 Feb	ch 5 :- Capital Structure
5	1 <sup>st</sup> March - 15 March	ch 6 :- Capital Budgeting

S.No.	Month/Week	Topic of lectures
1.	15 July - 30th July	<ul style="list-style-type: none"> <li>- Basic concepts of Statistics</li> <li>- Types of statistical data</li> <li>- Collection of data.</li> <li>- Measures of Central Tendency and Dispersion.</li> </ul>
2.	1st Aug - 14th Aug	<ul style="list-style-type: none"> <li>- Simple Correlation</li> <li>- Regression Analysis</li> <li>- Multiple and partial, linear - non-linear</li> <li>- Scatter diagram</li> </ul>
3.	16 Aug - 31st Aug	<ul style="list-style-type: none"> <li>- Pearson's co-efficient of correlation</li> <li>- Probable and standard errors</li> <li>- Rank Correlation</li> </ul>
4.	1st Sep - 15 Sep	<ul style="list-style-type: none"> <li>- Regression Analysis</li> <li>- Index number</li> <li>- Univariate and composite</li> </ul>
5.	16 Sep - 30 Sep	<ul style="list-style-type: none"> <li>- Base shifting</li> <li>- Splicing and deflating</li> <li>- Construction of Consumer price indices</li> </ul>
6.	1st Oct - 15 Oct	<ul style="list-style-type: none"> <li>- Probability</li> <li>- Theory of Probability</li> </ul>
7.	17 Oct - 31st Oct	<ul style="list-style-type: none"> <li>- Approaches to calculation of probability</li> <li>- Calculation of event probabilities</li> </ul>
8.	2nd Nov - 15 Nov and onwards.	<ul style="list-style-type: none"> <li>- Addition and multiplication laws of Prob.</li> <li>- Calculation of event probabilities</li> <li>- Addition and multiplication laws of probability</li> <li>- Binomial, Poisson and Normal and Revis</li> </ul>



Subject : Human Resource Mgt Name of Teacher -

S No	Month/week	Topic of lectures
1.	15th July - 30th July	<ul style="list-style-type: none"> <li>- Human Resource Management:</li> <li>- Brief history of HRM, definition and scope</li> <li>- objective, functions, nature, importance,</li> <li>- limitations of HRM, HRM and HRD</li> </ul>
2.	1st Aug - 14 August	<ul style="list-style-type: none"> <li>- Human Resource Development and personnel management</li> <li>- HRM environment,</li> <li>- Current and future challenges to HRM</li> <li>- Human Resource Planning &amp; definition, need</li> </ul>
3.	16 Aug - 31st Aug	<ul style="list-style-type: none"> <li>- Human Resource Planning, objectives, process</li> <li>- factors affecting manpower planning</li> <li>- Types of HR Planning</li> <li>- Problems and suggestions for making HR Planning</li> </ul>
4.	1st Sep - 15 Sep	<ul style="list-style-type: none"> <li>- Succession Planning</li> <li>- Job analysis and Design - meaning and definition</li> <li>- The process of job analysis, methods, potential problem</li> <li>- Job design: meaning, factors affecting job design,</li> <li>- Techniques of job design</li> </ul>
5.	16 Sept - 30 Sep	<ul style="list-style-type: none"> <li>- Recruitment and selection</li> <li>- Recruitment Policy and situational factors</li> <li>- Source of Recruitment</li> <li>- Constraints and challenges</li> </ul>
6.	1st Oct - 15 Oct	<ul style="list-style-type: none"> <li>- Placement and induction</li> <li>- Internal mobility and Separations</li> <li>- Transfer, promotion, demotion</li> <li>- Separations, Training, meaning, training beduction</li> <li>- Training and development, objectives,</li> </ul>
7.	17 Oct - 31st Oct -	<ul style="list-style-type: none"> <li>- Importance of Training, steps in training</li> <li>- designing a training programme</li> <li>- Training methods: coaching, apprenticeship,</li> <li>- vestibule training, internship and computer based</li> </ul>
8.	2nd Nov - 15 Nov onwards.	<ul style="list-style-type: none"> <li>- Evaluation of training programme.</li> <li>- Performance Appraisal: meaning, feature,</li> <li>- merits, limitations, process and methods of</li> <li>- Suggestion to improve performance appraisal,</li> <li>- level and ethical issues.</li> </ul>

Subject: Principles of marketing Name of Teacher: \_\_\_\_\_

S.No.	Month/week	Topic of lectures
1.	15 July - 30th July	- Introduction, nature, scope and importance - marketing mix
2.	1st Aug - 14 Aug	- Marketing environment - Impact of global marketing.
3.	16 Aug. 31st Aug	- Market Segmentation - Understanding Consumer Behaviour
4.	1st Sep - 15 Sep	- Product, meaning, classification - product line decisions, - product differentiation
5.	16 sept - 30 Sept	- product life cycle - new product development process - Pricing
6.	1st Oct - 15 Oct	- Pricing policies and strategies - Promotion, publicity - Personal selling.
7	17 Oct - 31st Oct	- Marketing Information System - Marketing Research
8	2nd Nov - 15 Nov onwards.	- Recent trends in marketing: - Changing retailing scenario Revision

Lesson Plan for B Com 3rd Semester.

Session 2016-17

Subject: Advertising      Name of Teacher →

S.No.	Month/week	Topic of lectures
	15 <sup>th</sup> July - 30 <sup>th</sup> July	- Advertising - Meaning and scope - Importance of Advertising
	1 <sup>st</sup> August 14 August	- Difference between advertising & publicity - Communication and Advertising mix - Communication Process
	16 Aug - 31 Aug	- Basic Communication Process - Role of Source, encoding and decoding of message - Importance of Communication in marketing. - Steps in effective Marketing Communication.
	1 <sup>st</sup> Sep 15 Sep	- Media, Audience, feedback, and noise - different advertising function - Types of advertising - Economic and social aspects of advertising
	16 Sept 30 Sept	- Advertising process - an overview - Setting advertising objective and budget - Role of Advertising in promoting economic development - Sales and Communication objective.
	1 <sup>st</sup> Oct - 15 Oct	- Creative aspects of Advertising: - Advertising appeals, copy writing - headlines, illustrations and message. - Types of advertisement copy.
	17 October - 31 October	- Advertising media, different types of media - media planning and scheduling - Approaches of determining the size of adv. Budget - Print media, Broadcasting media, outdoor media - Direct mail advertising, Internet Advtg media
	2 <sup>nd</sup> Nov - 15 NOV and onwards.	- Impact of advertising: Advertising agency role, - relationship, with clients, Advertising department, - Measuring advertising effectiveness, - legal and ethical aspects of advertising - Advertising and Consumer behaviour - Revision.

Subject → Corporate A/c      Name of Teacher →

S.No.	Month/week	Topic of lectures
1.	15th July - 30th July	<ul style="list-style-type: none"> <li>- Accounting for share capital</li> <li>- Accounting for debentures</li> <li>- Types of shares,</li> <li>- Issue of shares, forfeiture and reissue</li> </ul>
2.	1st Aug - 14th Aug	<ul style="list-style-type: none"> <li>- of forfeited shares</li> <li>- concept and process of book building</li> <li>- Issue of rights and bonus shares,</li> <li>- Buy back of shares.</li> </ul>
3	16 Aug - 31st Aug	<ul style="list-style-type: none"> <li>- Redemption of preference shares</li> <li>- Issue of debentures,</li> <li>- Redemption of debentures.</li> <li>- Types of debentures.</li> </ul>
4	1st Sep - 15 Sep	<ul style="list-style-type: none"> <li>- Final accounts of companies</li> <li>- Problems related to final accounts of companies</li> <li>- Excluding computation of managerial remuneration</li> </ul>
5	16 Sep - 30 Sep	<ul style="list-style-type: none"> <li>- Amalgamation of companies</li> <li>- Problem related to amalgamation of companies</li> <li>- Concepts and accounting treatment</li> </ul>
6	1st Oct - 15 Oct	<ul style="list-style-type: none"> <li>- Accounting terminology of Accounting standard: 14</li> <li>- KAI Intu Company holdings.</li> <li>- Internal reconstruction: Concepts and</li> </ul>
7	17 Oct - 31st Oct	<ul style="list-style-type: none"> <li>- accounting treatment.</li> <li>- objectives of internal reconstruction</li> <li>- Methods of internal reconstruction.</li> <li>- Accounting standard for Amalgamation</li> </ul>
8.	2nd Nov - 15 Nov and onwards	<ul style="list-style-type: none"> <li>- Types of Amalgamation.</li> <li>- Purchase consideration.</li> <li>- Revision.</li> </ul>

Lesson Plan for B.com 3rd Semester - G & CAU

Session 2016-17

Subject - Business Law

Name of Teacher →

<u>S. NO.</u>	<u>Month/Week</u>	<u>Topic of the lecture</u>
1	Week 1 <u>August</u>	Law of contract
	Week 2	Nature of classification of Contract, offer and acceptance
	Week 3	Capacity of parties to contract,
	Week 4	Free consent, Consideration, legality of object
	Week 5	Agreement declared void, performance of contract
2.	<u>September</u>	
	Week 1	discharge of contract, remedies for breach of contract
	Week 2	Special contract: indemnity & guarantee,
	Week 3	bailment and pledge, contract of agency.
	Week 4	Negotiable Instrument Act 1881
	Week 5	definition of negotiable instruments, features
3.	<u>October</u>	
	Week 1	Promissory notes, bill of exchange
	Week 2	cheque, types and effects of crossing
	Week 3	dishonour and discharge of negotiable instruments
	Week 4.	Sale of goods Act 1930
4.	<u>November</u>	
	Week 1	formation of contracts of sale
	Week 2	goods and their classification, price
	Week 3	conditions and warranties, transfer of
	Week 4	property in goods: performance of contract of sales
	Week 5.	Unpaid seller and his rights
5.	<u>December</u>	
	Week 1	Right to Information Act, 2005 (RTI), Salient features.

Lesson Plan for B.Com VI<sup>th</sup> Sem for the session  
2016-17.

Subject: Marketing Research (BC-609)

Name of Teacher:

Topic of Discussion

S.No.

Month/Week

Nature & Importance

- | S.No. | Month/Week | Topic of Discussion   | Nature & Importance |
|-------|------------|---|---------------------|
| 1.    | Jan.       | 1. Introduction of MR,  | Nature & Importance |
|       |            | 2. Research Process   |                     |
|       |            | 3. Problem Formulation  |                     |
|       |            | 4. — do —   |                     |
| 2.    | Feb.       | 1. Data collection methods  | Nature & Importance |
|       |            | 2. Primary data, types  |                     |
|       |            | 3. Questionnaire & interview merits & demerits                        |                     |
|       |            | 4. Secondary data, types & merits & demerits                          |                     |
|       |            | 5. Scaling Techniques   |                     |
| 3.    | March      | 1. Sampling Procedure   | Nature & Importance |
|       |            | 2. Types of sampling plans  |                     |
|       |            | 3. Non Probability samples  |                     |
|       |            | 4. Probability samples  |                     |
|       |            | 5. RD & its types   |                     |
| 4.    | April      | 1. Data Analysis; fundamentals  | Nature & Importance |
|       |            | 2. Data Editing, coding, Tabulation                                   |                     |
|       |            | 3. Cross Tabulation   |                     |
|       |            | 4. Role of statistical Techniques for data Analysis & Interpretation. |                     |
|       |            | 5. Revision, Tests & Assignments.                                     |                     |

Lesson Plan for B.Com VI Sem. for the session  
2016-17

Subject: International Marketing (BC-605)

Name of Teacher:

Month/Week

Topic to be discussed

Jan

1. Introduction: meaning, scope & importance, of IM
2. International Marketing Environment
3. Market Entry Modes
4. Product Planning of International Mkt.

2. Feb.

1. Standardisation & Adaptation
2. New Product Development
3. Branding, Packaging & Labelling
4. International Pricing, Test & Revision.
5. Factors influencing International price,

3. March

1. International Price Quotation & Payment Terms
2. Promotion of Product Abroad
3. Sales Literature
4. Direct mail, Personal Selling, Advertising
5. Trade fairs & Exhibitions

4. April

1. International Distribution: mgt of Distribut. channels & logistics
2. — do —
3. — Selection
4. — Appointment of Foreign Sales Agents
5. Revision, Tests & Assignments.

Lesson Plan for B.Com VI Sem. for the Session  
2016-2017 G & CAV

Subject: Security Market Operations (BC-604)

S.No.	Month/week	Topic to be discussed
1.	Jan. 1	Security markets - Primary & secondary market; its role & functions
		2. Methods of selling securities in Primary market
		3. New Financial Instruments SEBI guidelines for public Issues
		4. Stock exchanges; listing of securities in stock exchanges
2.	Feb.	1. Trading Mechanism - screen based trading
		2. Internet based trading.
		3. NSE & BSE
		4. Role, org. & mgt.
		5. Listing procedure; accounting & participants Regulation 1996;
3.	March	1. SEBI Custodian of Securities) Regulation 1996;
		2. National Securities Depository Ltd. (NSDL)
		3. Derivative Trading;
		4. Future Copinions - concepts, meaning & importance
		5. Methods of Trading; SEBI Guidelines
4.	April	1. Methods & trading; valuation of options
		2. Raising Funds from International markets
		3. FIT's Even Issues
		4. ADR's, GDR's & FDI.
		5. Revision, Tests & Assignments.



Lesson Plan for B.Com VI Sem. for the session 2016-2017.

Subject : Income Tax-II (BC-603) G & CA

Name of Teacher

S.No.	Month/Week	Topic of Discussion
1.	Jan.	1. Deductions under 80C to 80U in computing Total Income 2. do— 3. Computation of Total Income 4. Tax liability of an Individual & H.U.F
2.	Feb.	1. Computation of Total Income & Tax liability of firm 2. Tax liability of companies 3. Practical Problems 4. Income Tax Authorities & their power 5. do—, Test & Revision
3.	March	1. Procedure for Assessment 2. Different Types of Returns 3. do— 4. Deduction of Tax at source 5. Advance Payment of Tax
4.	April	1. Recovery of Tax 2. Refund of Tax, DTC : An Overview 3. Appeals & Revision 4. Penalties & Prosecutions 5. Revision, Tests & Assignments.

Lesson Plan for B-com VI Sem. for the session 2016-2017  
 Subject: Auditing (BC-602) G & CAV  
 Name of Teacher:

S.No.

Month/Week

Topic to be discussed

- | S.No. | Month/Week | Topic to be discussed  |
|-------|------------|--|
| 1.    | Jan. 1     | 1. Introduction: Meaning, objectives & advantages of Auditing                                    |
|       |            | 2. Types of Audit  |
|       |            | 3. Internal & External Audit   |
|       |            | 4. Propriety & efficiency audit  |
| 2.    | Feb.       | 1. Audit Process: audit Programme; audit working papers & evidences                              |
|       |            | 2. Audit of e-commerce transactions  |
|       |            | 3. Methods of audit work; Routine checking & Test checking.                                      |
|       |            | 4. Internal control & Internal checking system.  |
| 3.    | March.     | 1. Vouching: Meaning, Objectives & importance of vouching, vouching of Cash Books & other Books. |
|       |            | 2. Verification of Assets & liabilities.   |
|       |            | 3. Audit of limited companies, company auditor   |
|       |            | 4. Appointment, powers, duties & liabilities   |
|       |            | 5. —do—; Directors of CAG of India   |
| 4.    | April      | 1. Audit Reports   |
|       |            | 2. Investigation: Meaning, nature, Procedures of   |
|       |            | 3. —do—; Investigating due diligence   |
|       |            | 4. Professional Ethics of Auditing.  |
|       |            | 5. Revision, Tests & Assignments   |

Lesson Plan for B.Com VI<sup>th</sup> Sem. for the Session 2016-17.  
 Subject: Management Accounting (BC-601) G.B. U.V.  
 Name of Teacher:

S.No.	Month/week	Topic of Discussion
1.	Jan.	1 → Mgt Acctg; Nature, Significance & Scope.
		2 → Rules & Techniques, Difference b/w Cost & mgt Acctg
		3 → Cost Control, Cost reduction, Cost mgt.
		4 Test, Revision & Assignment
2.	Feb.	1 → Budgeting & Control; Budgetary Objectives
		2 → merits & limitations, budget Adm. functional Budgets, zero base budget.
		3 Standard costing & variance Analysis: Concept & significance.
		4 Variance Analysis - material & labour.
3.	March	1 → Absorption vs. variable costing, cost-volume Profit Analysis.
		2 Break even Analysis & its methods
		3 Contribution; P/V Ratio, B.E.P, margin of safety
		4 Angle of incidence; determination of cost indifference point
		5 Responsibility accounting - Concept, significance
4.	April	1 Types of Responsibility centres
		2 Divisional Performance measurement
		3 — do —
		4 — financial measures
		5 Revision, Tests.

## LESSON PLAN

Name of Assistant Professor : *Dr Desai*  
*Ms Richa* Class: B.Com **II** Sem **G/BLAV**  
*Ms Shweta*  
Subject: Business Environment *Mr Anil*

Lesson Plan: From Jan to April

<b>2 Jan to 14 Jan</b> Business Environment: Concept, components, and importance; Environmental scanning techniques
<b>16 Jan to 31 Jan</b> Economics Systems, Economic Planning – Concept, types of plans; Five year plans and planning machinery in India
<b>1 Feb to 15 Feb</b> Liberalization, Privatization, Globalization; Regional Economic Groupings
<b>16 Feb to 28 Feb</b> Role of Government in Indian Economy; Monetary policy; fiscal policy; Industrial policy; Industrial Licensing
<b>1 March to 15 March</b> Export-Import Policy; Foreign Investment and Collaborations; Multinational Corporations
<b>16 March to 31 March</b> International Economic Institutions – WTO, UNCTAD
<b>1 April to 15 April</b> World Bank, IMF
<b>15 April onwards</b> Revision

**1 March to 15 March** Stress Management: Learning Objectives; Introduction; Definitions; Different Types of Stress; Symptoms of Stress or Stress Responses; Physiological, Behavioural; Nature of Stress and Job Performance, Causes of Stress; Individual Stressors; Group Stressors; Organizational Stressors; Extra-Organizational Stressors, Overcoming Stress; Individual Strategies; Organizational Strategies; Job Related Causes of Stress

**16 March to 31 March** Group Dynamics: Learning Objectives; Introduction; Meaning; Components of Group Dynamics; Group Norms; Group Role; Group Status; Group Size; Group Leadership; Group Composition; Proxemics and Group Dynamics; Group Cohesiveness; Determinants of Cohesiveness; Consequences of Group Cohesiveness; Relationship between Group Cohesiveness and Productivity

**1 April to 15 April** Transactional Analysis: Learning Objectives; Introduction; Concept of TA; Scope of Transactional Analysis; Analysis of Self-Awareness; Analysis of Ego States; Analysis of Life Positions; Analysis of Games; Analysis of Stroking, Benefits of Transactional Analysis, Organizational Culture and Climate: Learning Objectives; Introduction; Institutionalization: A Forerunner of Culture; Definitions; Characteristics of Organizational Culture; Culture's Functions and Roles of Organization; Types of Culture; How Employees Learn Culture; The Process of Creation of Organizational Culture; Symptoms of a Weak Organizational Culture; Sustaining or Keeping a Culture Alive; Socialization; Organizational Climate; Definitions; Characteristics of Organizational Climate; Improving Organizational Climate; Organizational Health

**15 April onwards** Revision

## LESSON PLAN

Name of Assistant Professor : *Ms Anurag*  
*Ms Shweta*  
*Ms Seema*  
*Ms Dimple*

Class: B.Com ~~II~~ Sem *6/CAV*

Subject: Organisational Behaviour

Lesson Plan: From Jan to April

**2 Jan to 14 Jan** Organization Behaviour: Concepts and Significance, Human Relations and Organizational Behaviour. Introduction; Historical Development of Organizational Behaviour; Industrial Revolution; Scientific Management, The Human Relations Movements, Hawthorne Studies; Meaning and Definitions of Organizational Behaviour; Features of OB; Basic Assumptions; Contributing Disciplines to OB; Emergence of HR and OB, Approaches to Organization Behaviour; Classical Approach; Neo-Classical; Modern approach; Scope of OB; Nature/Fundamental concepts of OB; Nature of People; Nature of Organizations; Determinants of Organization Behaviour; Significance of OB; Criticism

**16 Jan to 31 Jan** Personality: Learning Objectives: Introduction; Concept and Definitions of Personality; The Development of Personality; Stages of Personality Development; Freudian Stages; Assessment of Freud's Stages, Erikson Stages (Neo Freudian Stages); Assessment of Psycho-Social Stages; Adult Life Stages; Chris Argyris' Immaturity- Maturity Theory; Major Determinants of Personality; Biological Contribution: Socialization: Culture; Situational Factors; Major Personality Attributes Influencing Organizational Behaviour; Theories of Personality; Psychoanalytic Theory (Freud's Theory); New Freudian Theories; Trait Theories; Social Learning Theory; The Self Theory; Need Theories; Holistic Theories; Personality and Organizational Behaviour;

**1 Feb to 15 Feb** Perception: Learning Objectives: Introduction; Nature and Importance of Perception, Meaning of Perception; Definitions; Perception Process; Perceptual Selectivity; Internal Factors; External Factors; Distortion in Perception; Attribution; Distortions in Attribution; Managerial Implications of Perception; Managing the Perception Process

**16 Feb to 28 Feb** Learning: Learning Objectives: Introduction; Definitions; Theories of Learning; Classical Conditioning Theory; Operant or Instrument Conditioning Theory; Cognitive Learning Theory, Social Learning Theory; Modeling; Shaping Behaviour; Strategies of Reinforcement; Schedule of Reinforcement; Use of Reinforcement Theory in Behaviour Modification; Learning and Organizational Behaviour or Significance of Learning

## LESSON PLAN

Name of Assistant Professor : *Ms Parmil*  
*Ms Seema*  
*Ms Richa*  
*Ms Nupur*

Class: B.Com **II** Sem *CB CAU*

Subject: Advance Financial accounting

Lesson Plan: From Jan to April

<b>2 Jan to 14 Jan</b> Branch Accounts: dependent branch, debtors system, stock and debtor system; final accounts; wholesale branch, independent branch; foreign branch
<b>16 Jan to 31 Jan</b> Hire purchase and installment purchase system: concept and legal provisions regarding hire-purchase contract; accounting records for goods of substantial sale values and accounting records for goods of small values; installment purchase system; After sales service
<b>1 Feb to 15 Feb</b> Partnership account: essential characteristics of partnership; partnership deed; final accounts; adjustment after closing the accounts
<b>16 Feb to 28 Feb</b> Partnership account :fixed and fluctuating capital; goodwill; joint life policy; change in profit sharing ratio
<b>1 March to 15 March</b> Reconstitution of a partnership firm: admission and retirement of a partner; death of a partner; amalgamation of partnership firms
<b>16 March to 31 March</b> Dissolution of a partnership firm: modes of dissolution of a firm; accounting entries
<b>1 April to 15 April</b> Insolvency of partners; sale of firm to a company; gradual realization of assets and piecemeal distribution
<b>15 April onwards</b> Revision

5<sup>th</sup>

16<sup>th</sup> Sep - 30 Sep

Borrowing Powers & debentures

6<sup>th</sup>

1<sup>st</sup> Oct - 15 Oct

Reconstruction & Amalgamation

7

17<sup>th</sup> Oct - 31<sup>st</sup> Oct

Acquisition of shares of dissenting shareholders.

8

2<sup>nd</sup> Nov - 15 Nov

winding up

9

15 Nov onwards

Revision



# Lesson Plan

(for Session 2016-17)

odd semester 5<sup>th</sup>

Name :-  
Ms. Amarjeet  
Ms. Richa  
Ms. Prabhjot  
Ms. Neeraj  
Mr. Parmil

class :- B. Com 5<sup>th</sup> Sem

subject :- Company Law - II

S. No.	Time Period	Chapters / Topics
1	15 July - 30 July	Ch 1 :- Company members Transfer & Transmission of shares & debentures
2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	Ch 2 :- Directors
3	16 <sup>th</sup> Aug - 31 <sup>st</sup> Aug	Ch 3 :- Meetings statutory, Annual general, Extra ordinary
4	1 <sup>st</sup> Sep - 15 Sep	Ch 4 :- Dividend accounts and audit

S.No.	Time Period	chapters / topics
5	16 <sup>th</sup> sep - 30 sep	ch 8: - Income from other sources
6	1 <sup>st</sup> oct - 15 oct	ch 7: - Income from Capital Gains
7	17 oct - 31 <sup>st</sup> oct	ch 9: - Deductions
8	2 <sup>nd</sup> Nov - 15 Nov	ch 10: - clubbing of incomes & set-off carry forward of losses
9	15 Nov onwards	Revision

# Lesson Plan

(for session 20-16-17  
odd semester)

name of Assistant Professor:-

Ms. Anagyeet  
Ms. Nupur  
Ms. Usha Chahal  
Ms. Sujata

class :-

B. Com <sup>III</sup> Sem Gen & CAU

Subject :-

Income Tax - I

S.No.	Time Period	chapters/Topics
1	15 <sup>th</sup> July - 30 <sup>th</sup> July	ch 1 :- Introduction of Income tax ch 2 :- Residential status of assessee
2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	ch 3 :- Exempted Incomes ch 4 :- Income from Salaries
3	16 <sup>th</sup> Aug - 31 <sup>st</sup> Aug	ch 5 :- Income from Salaries ch 5 :- Income from House Property
4	1 <sup>st</sup> Sep - 15 Sep	ch 6 :- Income from Business and Profession

S. No.	Time Period	chapters/Topics
5	16 <sup>th</sup> Sep - 30 Sep	ch 8 :- Capital and Project Cost ch 9 :- Sources of finance ch 15 :- Skill India
6	1 <sup>st</sup> Oct - 15 Oct	ch 10 :- Profit & Tax Planning ch 11 :- Entrepreneurship Development Programmes
7	17 Oct - 31 <sup>st</sup> Oct	ch 12 :- <del>Tax</del> Institutional support to Entrepreneurship Development ch 13 :- Government support and Incentives of new Enterprises
8	2 <sup>nd</sup> Nov - 15 Nov onwards	ch 14 & 5 - startup India Revision

# Lesson Plan

(for session 2016-17

odd semester)

Name :- Ms. Gayatri  
Ms. Aarti  
Dr. Ajit

class :- B.Com V<sup>th</sup> Sem Gen & CAU

subject :- Entrepreneurship Development

S.No	Time Period	chapters / Topics
1	15 July - 30 <sup>th</sup> July	ch 1 :- Entrepreneur - an overview ch 2 :- Entrepreneurship
2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	ch 3 :- Setting up of A new Business ch 4 :- Life cycle of A new Business
3	16 <sup>th</sup> Aug - 31 <sup>st</sup> Aug	ch 5 :- Environmental factors affecting A new Business ch 6 :- Project Planning
4	1 <sup>st</sup> sep - 15 sep	ch 7 :- Market & Demand Analysis ch 8 :- Capital & Project Cost

S.No.	Time Period	chapters / topics
5	16 <sup>th</sup> sep - 30 sep	ch 6 :- unit or output Costing
6	1 <sup>st</sup> oct - 15 oct	ch 7 :- operating Costing
7	17 oct - 31 <sup>st</sup> oct	ch 8 :- Job Costing ch 9 :- Contract Costing
8	2 <sup>nd</sup> nov - 15 nov	ch 9 :- Contract Costing ch 10 :- Process Costing system
9	15 nov onwards	Revision

# Lesson Plan

(for Session 2016-17

odd semester)

Name of Assistant Professor: - Mr. Parmil  
Dr. Desraj

class

) -

B. Com V<sup>th</sup> Sem Gen & CAU

Subject

: -

Cost Accounting

S.No.	Time Period	Chapters/Topics
1	15 <sup>th</sup> July - 30 <sup>th</sup> July	Ch 1: - Nature & scope of Cost Accounting Ch 2: - Elements of Cost and Classification
2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	Ch 3: - Materials: Issue, Control and Valuation
3	16 <sup>th</sup> Aug - 31 <sup>st</sup> Aug	Ch 4: - Labour Cost: Computation and Control
4	1 <sup>st</sup> Sep - 15 <sup>th</sup> Sep	Ch 5: - Overheads

S.No	Time Period	Chapters/Topics
5	16 <sup>th</sup> sep - 30 sep	ch 7: - Industrial Marketing Communication
6	1 <sup>st</sup> oct - 15 oct	ch 8: - Industrial Mkt channels ch 9: - Industrial Sales force Mgt
7	17 oct - 31 <sup>st</sup> oct	ch 10: - Industrial Marketing!:- Planning & organizing
8	2 <sup>nd</sup> Nov - 15 Nov	ch 11: - Industrial marketing Control
9	15 Nov onwards	Revision

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Lesson Plan

(for Session 2016-17

odd semester)

Dr. Dipender Sethi

M. Usha  
M. Rajat

N. Govind Kumar

Subject - Industrial Marketing

Class -

Name -

Sl. No.	Time Period	Chapters / Topics
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1	15 <sup>th</sup> July - 30 <sup>th</sup> July	ch 1: - Industrial Marketing: An Introduction
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		ch 2: - Industrial Mkt. Research and Demand forecasting
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2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	ch 3 - Industrial Market Segmentation
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		ch 4: - Organizational Buying and Behaviour
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3	16 <sup>th</sup> Aug - 31 <sup>st</sup> Aug	ch 5: - Industrial Product
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4	1 <sup>st</sup> Sep - 15 Sep	ch 6: - Industrial Pricing
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S. No.	Time Period	Chapters.
5	16 <sup>th</sup> sep - 30 sep	ch 11 :- spare parts management ch 12 :- stores & warehouse mgt.
6	1 <sup>st</sup> oct - 15 oct	ch 13 :- Inventory :- Issues, Valuation & Control ch 14 :- disposal of scrap & obsolete items
7	17 oct - 31 <sup>st</sup> oct	ch 15 :- Transportation & Insurance for risk mgt ch 16 :- Quality Assurance & Incoming material Quality Control
8	2 <sup>nd</sup> nov - 15 <sup>th</sup> nov and onwards	Revision

# Lesson Plan

(for session 2016-17)

odd semester (5<sup>th</sup>)

Name! - Ms. Aarti  
Ms. Sujata  
Ms. Nisha  
Ms. Usha

class :- B. Com 5<sup>th</sup> Sem

Subject :- Material Management

S.No.	Time Period	Chapters / Topics
1	15 July - 30 <sup>th</sup> July	ch 1 :- Material Mgt. :- Introduction ch 2 :- System Approach to Mgt. ch 3 :- Material Planning
2	1 <sup>st</sup> Aug - 14 <sup>th</sup> Aug	ch 4 :- Purchasing Management ch 5 :- Purchase Policy & Procedures ch 6 :- Purchasing of Capital Equipment
3	16 Aug - 31 <sup>st</sup> Aug	ch 7 :- Material Research & Intelligence ch 8 :- Standardisation & Materials Mgt.
4	1 <sup>st</sup> Sep - 15 Sep	ch 9 :- Value Analysis & Engineering ch 10 :- Financial Aspects & Committee Reports.

Ser. No.	Month/ Week	Topic of the lecture
	Week 2	Activity based costing
	Week 3	Quality costing
	Week 4	Target & life cycle costing
	Week 5	Revision
5.	December	Revision

Lesson Plan for M.Com I<sup>st</sup> Semester

subject: Accounting for Managerial decision

Sec No.	Month/ week	Topic of the lecture
1.	<u>August</u> week 1	Management Accounting: Meaning, objectives, nature, tools & technique of management accounting
	week 2	Installation of management Accounting system
	week 3	management Information System and reporting
	week 4	Responsibility Accounting and divisional Performance measurement: Meaning, significance, fundamental aspects
	week 5	Responsibility centres, Transfer pricing
2.	<u>September</u> week 1	Budgeting: Essentials, types, budgetary control, zero base budgeting
	week 2	Standard costing and variance analysis: Types of standards, setting of standards, Revision
	week 3	Variance Analysis
	week 4	Marginal Costing and Break even analysis: Concept, marginal vs Absorption Costing, preparation of income statements
	week 5	Break even Analysis
3.	<u>October</u> week 1	Cost Profit volume Analysis
	week 2	Composite break even point
	week 3	Managerial applications of marginal Costing
	week 4	Price level adjustment Accounting
4.	<u>November</u> week 1	Value chain analysis

# Lesson Plan for M.Com 1<sup>st</sup> semester

Subject: Business Environment

Ser.No	Month / Week	Topic of the lecture
1.	<u>August</u> week 1 week 2 week 3 week 4 week 5	Business environment: nature and importance Interaction of different environment factors Environment scanning Economic Planning in India: objectives strategies and problems
2.	<del>August</del> <u>September</u> week 1 week 2 week 3 week 4 week 5	Privatization. Globalization; disinvestment in public sector Business ethics Corporate Governance Social responsibility of business
3.	<u>October</u> week 1 week 2 week 3 week 4	Fiscal Policy Monetary policy Industrial policy & Industrial licencing Policy EXIM Policy
4.	<u>November</u> week 1 week 2 week 3 week 4 week 5	Industrial Sickness; Development and Protection of small scale Industries Environment protection Act Consumer Protection Act Competition Act Foreign Exchange Mgt Act
5.	<u>December</u> week 1 week 2 to 4	Right to Information Act Revision



# Lesson Plan for M. Com 1<sup>st</sup> Semester

Subject: Marketing Management

Sl. No.	Month/ week	Topic of the Lecture
1.	<u>August</u> week 1 week 2 week 3 week 4 week 5	Marketing: Meaning and scope, Importance Evolution of marketing; Understanding marketing in new perspective Managing marketing mix Marketing environment Information system and marketing Research
2.	<u>September</u> week 1 week 2 week 3 week 4 week 5	Understanding consumer behaviour Analysis business markets Customer relationship management Product: concept, classification, New Product development, product mix Product line, PLC, Branding, labelling warranty
3.	<u>October</u> week 1 week 2 week 3 week 4	Price determination, pricing policies Promotion programme Distribution logistics Supply chain mgt, Marketing channels Retailing, wholeselling and physical distribution
4.	<u>November</u> week 1 week 2 week 3 week 4 week 5	Social aspects of marketing Legal aspects Marketing and Information economy Direct and online marketing Revision
5.	December	Revision



# Lesson Plan for M.Com I<sup>st</sup> Semester

## Subject: Organisational Behaviour

Sec. No	Month/week	Topic of the Lecture
1.	<u>August</u> week 1	Organisational Behaviour: Concepts and Significance, Human Relations, O.B development
	week 2	Industrial Revolution
	week 3	Hawthorne studies
	week 4	Organisational Behaviour: meaning, features, basic assumptions
	week 5	Approaches of O.B
2.	<u>September</u> week 1	Personality: Concept, determinants
	week 2	Theories of Personality
	week 3	Perception: Introduction, nature importance, Process
	week 4	Factors, managing the perception process
	week 5	Learning: Introduction, features
3.	<u>October</u> week 1	Learning theories
	week 2	Learning theories
	week 3	O.B and Significance of Learning
	week 4	Group Dynamics: components,
4.	<u>November</u> Week 1	Leadership & group Composition
	week 2	Group Cohesiveness
	week 3	Transaction Analysis, Concept, Analysis
	week 4	Benefits
	week 5	Revision
5.	<u>December</u>	Revision

Lesson Plan for M. Com - I<sup>st</sup> semester

Subject :- Company law

Ser. No	Month/Week	Topic of the lecture
1 <sup>o</sup>	<u>August</u> week 1	Company Law: History and administration Meaning & characteristics
	week 2	Types of Companies
	week 3	Promotion & Incorporation of Companies
	week 4	Memorandum of Association
	week 5	Articles of Association
2 <sup>o</sup>	<u>September</u> week 1	Articles of Association
	week 2	Prospectus, Powers of SEBI
	week 3	Contents & liability of misleading Statements
	week 4	Share Capital: Provisions of Issue of shares
	week 5	Buy back of share, membership
3 <sup>o</sup>	<u>October</u> week 1	Borrowing powers, mortgage and charges
	week 2	Directors: appointment
	week 3	Powers and legal position
	week 4	Company meetings
4 <sup>o</sup>	<u>November</u> week 1	Reconstruction
	week 2	Amalgamation
	week 3	Prevention of oppression and Mismanagement winding up of Companies
	week 4	Revision
	week 5	Revision
5 <sup>o</sup>	<u>December</u>	Revision continued

Session plan for BBA - Ist Sem.

Name of Assistant Professor -

Subject: Business Organisation.

Session: 2016-2017

1	August	Week 1	Business: An Introduction
2		2	Business: An Introduction.
3		3	Conceptual framework of Corporate Governance.
4		4	"
5		5	"
6	September	Week 1	Sole Proprietorship / sole Trade
7		2	"
8		3	Partnership organisation
9		4	"
10		5	Company organisation
11	October	Week 1	"
12		2	formation of Company; various stages
13		3	"
14		4	multinational Companies - MNCs.
15	November	Week 1	"
16		2	"
17		3	cooperative organisation.
18		4	"
19		5	"
20	December.	Week 1	state ownership, non-profit organisations
21		2	and Trade Association.
22		3	"
23		4	Revision
24		5	Revision.
25			

Lesson Plan for BBA - ~~1st~~ sem.

Name of the Assistant Professor:

Subject : Business Accounting

Session : 2016 - 2017

Sr. No.	Weeks	
	1. January [2-7]	Meaning and scope of Accounting.
	2. [9-14]	"
	3. (16-21)	Accounting Principles.
	4. (23-28)	Accounting Standards.
	5. <sup>Jan. Feb.</sup> (30-4)	Double Entry System and Accounting Equations
	Feb. 6. [6-11]	Double Entry System and Accounting Equations.
	7. [13-18]	Accounting cycle - Journal
	8. (20-25)	Accounting cycle - Ledger.
	9. <sup>Feb. Mar.</sup> [27-4]	Accounting cycle - Trial Balance.
	March.	
	10. (6-11)	Capital and Revenue Items.
	11. [13-18]	Errors and Their Rectification.
	12. (20-25)	"
	13. <sup>Mar. Apr.</sup> [27-1]	Final Accounts: With Adjustments.
	April	
	14. [3-8]	"
	15. [10-15]	"
	16. (17-22)	Accounting Software - Tally.

# Lesson plan for BBA - II<sup>nd</sup> Sem

Name of Teacher:

Subject : Business Accounting / Analysis of Financial Statements

Session : 2016-17

Sr. No.	Month	Week	Name of Topic
1.)	August	Week 1	Financial Statements
2.)		2	" "
3.)		3	" "
4.)		4	" "
5.)		5	Techniques of Financial Analysis
6.)	September	Week 1	" "
7.)		2	" "
8.)		3	" "
9.)		4	" "
10.)		5	Ratio Analysis
11.)	October	Week 1	" "
12.)		2	" "
13.)		3	" "
14.)		4	Fund Flow Statement
15.)	November	Week 1	" "
16.)		2	" "
17.)		3	" "
18.)		4	" "
19.)		5	Cash Flow Statement
20.)	December	Week 1	" "
21.)		2	" "
22.)		3	" "
23.)		4	Societal Obligations of Accounting
24.)		5	" "

# Lesson Plan for BBA 2nd Sem.

Name of the Assistant Professor:

Subject: Business Communication

Session: 2016 - 2017

Sr. No.	Weeks./Month	Topic of the Lecture
1	[Jan. 2 to 7]	Business Communication.
2	[ 9 to 14]	Importance and objectives of Business Communication.
3	[16 to 21]	Scope of Business Communication.
4	[23 to 28]	Barriers to effective Communication.
5	[ <sup>Jan.</sup> 30 - 4 <sup>Feb.</sup> ]	Different Models of Business Communication.
6	[ 6 - 11]	"
7	[13 - 18]	"
8	[ 20 - 25]	Essentials of effective Business Communication.
9	[ <sup>Feb.</sup> 27 - 4 <sup>Mar.</sup> ]	"
10	[ 6 - 11]	"
11	[13 - 18]	writing Application for Business.
12	[ 20 - 25]	"
13	[ <sup>Mar.</sup> 27 - 1 <sup>Apr.</sup> ]	verbal Communication.
14	[ 3 - 8]	Non verbal Communication.
15	[10 - 15]	Importance of Non Verbal Communication.
16	[17 - 22]	Revision.

# Lesson Plan for BBA - II<sup>nd</sup> Sem.

Name of the Assistant Professor:

Subject : Understanding Human Behaviour.

Session : 2016-2017

Sr. No.	Week	Topic of the Lecture
1.	(Jan. 2 to Jan 7)	Nature and scope of sociology.
2.	[ " 9 to " 14 ]	Nature and scope of sociology.
3.	[ " 16 to " 21 ]	Methods of sociology.
4.	[ 23 to 28 ]	fundamental concepts of sociology.
5.	(Jan. 30 to Feb 4)	Relationship Between man and Society.
6.	[ Feb. 6 to " 11 ]	Relationship Between man and Society.
7.	[ Feb. 13 to Feb. 18 ]	Social Structure.
8.	[ Feb. 20 to Feb. 25 ]	Social Institutions and their functions.
9.	[ Feb. 27 to Mar. 4 ]	Social Process: co-operation, Conflict, Competition and Assimilation.
10.	[ Mar. 6 to Mar. 11 ]	Social Process: "
11.	[ Mar. 13 to Mar. 18 ]	Socialization.
12.	[ Mar. 20 to Mar. 25 ]	Social Action & Social Change.
13.	[ Mar. 27 to Apr. 1 ]	Social Institution.
14.	[ April 3 to April 8 ]	Social stratification in India.
15.	[ April 10 to April 15 ]	Revision.
16.	[ April 17 to Apr. 22 ]	Revision.

# Lesson Plan for M.Com IV sem

Name of Professor : Ms. Sujata

Subject : Organisational change & Intervention strategies

Session : 2016-17

S.no	Month	Week	Name of topic
1.	January	Week I	Introduction to organisational change
		Week II	Management of organisational change
		Week III	Leverages to implement organisational change
		Week IV	Managing resistance to change
		Week V	Organisational development: Introduction
2.	February	Week I	OD Interventions
		Week II	OD Interventions: HR, Inter group & third party peace making interventions
		Week III	OD Interventions: Comprehensive interventions
		Week IV	OD Interventions: Structural interventions.
3.	March	Week I	Issues & challenges for OD practitioners
		Week II	Values & ethics of OD practitioners
		Week III	Organisational development in India
		Week IV	Power, Politics of OD
		Week V	Evaluation of OD
4.	April	Week I	Revision
		Week II	Revision



LESSON PLAN FOR M.COM IV Sem.

NAME OF PROFESSOR : Dr. Ajit Singh.  
 SUBJECT : Project Planning  
 SESSION : 2016-17

S.N	Month	Week	Name of Topic
1.	January	Week 1	Project Risk Analysis
		Week 2	Monte Carlo Simulation, T- analysis Risk.
		Week 3	Applied Theories, Selection of Project
		Week 4	Optional Timing,
		Week 5	Inflation
	February	Week 1	Capital Budgeting
		Week 2	Firms and Market Risk : CAPM
		Week 3	Portfolio Theory
		Week 4	Options and Flexibility
	March	Week 1	Project Appraisal
		Week 2	Strategic Aspect and Organizational Considerations
		Week 3	Social Cost-Benefit Analysis
		Week 4	Management for Project Implementation
		Week 5	Project Review and Administration
	April	Week 1	Performance Evaluation
		Week 2	— Revision —

- 10) 11/3 to 18/3 Training, Compensation, Sales Meeting
- 11) 19/3 to 26/3 Control Kocers.
- 12) 27/3 to 5/4 Management of Sales Expenses.
- 13) 6/4 to 15/4 Evaluating Sales Performance.
- 14) 15/4 to 20/4 ~~onwards~~ Ethical Issue in Sales Management
- 15) 20/4 onwards Revision

Lesson Plan for Session <sup>Even</sup> ~~Old~~ Semester  
2016-17

Name:- Sales Management  
of Subject

Name:- Dr. Des Raj

Class:- M.Com Sem IV

Sr. No.	Date	Topic/Subject
1	1/1 to 8/1	Meaning & Intro Sales Management
2	9/1 to 15/1	Personal Selling
3	16/1 to 20/1	Sales Planning
4	21/1 to 31/1	Sales Organization
5	1/2 to 8/2	Structures sales Orgn.
6	9/2 to 15/2	Sale Territories
7	16/2 to 22/2	Quota Management
8	23/2 to 28/2	Sales Quota
9	1/3 to 10/3	Recruitment & Selection

Lesson Plan for M-Com IV Sem.

NAME OF PROFESSOR - Mr PARMIL

SUBJECT - CORPORATE TAX & PLANNING

SESSION - 2016-17

Sr	Month	Week	Name of Topic
1.	January	Week 1	Corporate tax - meaning, nature
2.		Week 2	Tax planning, Precautions, Limitations.
3.		Week 3	Free trade zone, Infrastructure, Tax Issues.
4.		Week 4	Amalgamation, meaning, type and tax issues.
5.		Week 5	"
6.	February	Week 1	Tax planning and financial management
7.		Week 2	Tax planning & Capital structure
8.		Week 3	Tax planning & Dividend policy
9.		Week 4	Tax planning & Bonus shares and debentures
10.	March	Week 1	Tax planning & sale of Assets
11.		Week 2	Tax planning & Use for scientific research
12.		Week 3	"
13.		Week 4	Tax planning in respect of selling in Deemit
14.		Week 5	& foreign market "
15.	April	Week 1	— Revision —
16.		Week 2	— Revision —

# Lesson Plan for M.com IV Sem

NAME OF PROFESSOR - Mr. Aarti

SUBJECT - Service Marketing

SESSION - 2016-17

S.No.	Month	Week	Name of Topic
1.	January	Week 1.	Services Meaning, characteristics
2.		Week 2.	"
3.		Week 3	Marketing of Services
4.		Week 4	Consumer Behaviour
5.		Week 5	Market Segmentation
6.	February	Week 1	Service Quality, Gap Analysis
7.		Week 2	New Service design and development
8.		Week 3	Service pricing
9.		Week 4	"
10.	March	Week 1	Managing Physical Evidence and Servicescape
11.		Week 2	"
12.		Week 3	Integrated Service Marketing Communication
13.		Week 4	"
14.	April	Week 1	Delivery and Distribution of Services
		Week 2.	Role of Technology in Marketing of Service

# Lesson plan for M.COM IIIrd Sem

NAME OF TEACHER -

~~NA~~ SUBJECT - ADVANCED FINANCIAL MANAGEMENT  
SESSION - 2016-17

Sr.No.	Month	Week	Name of Topic
1.)	AUGUST	Week 1	Introduction to financial Management
2.)		Week 2	" "
3.)		Week 3	" "
4.)		Week 4	Dividend Decisions
5.)		Week 5	"
6.)	SEPTEMBER	Week 1	Dividend Decisions
7.)		Week 2	Capital Structure Decisions
8.)		Week 3	"
9.)		Week 4	"
10.)		Week 5	Cost of Capital and Capital Structure
11.)	OCTOBER	Week 1	" "
12.)		Week 2	" "
13.)		Week 3	Leverages
14.)		Week 4	"
15.)	NOVEMBER	Week 1	Corporate Restructuring
16.)		Week 2	" "
17.)		Week 3	Mergers, Takeovers and Acquisitions
18.)		Week 4	" " "
19.)		Week 5	Financial Restructuring
20.)	DECEMBER	Week 1	" "
21.)		Week 2	" "
22.)		Week 3	Financial Management of Sick Units
23.)		Week 4	
24.)		Week 5	

# Lesson Plan for M.COM IIIrd Sem

NAME OF TEACHER -

SUBJECT - Advertising Management

SESSION - 2016-17

Sr. No.	Month	Week	Name of Topic
1.)	AUGUST	Week 1	Advertising: Meaning, Scope and Functions
2.)		Week 2	" " " "
3.)		Week 3	Types of Advertising
4.)		Week 4	" "
5.)		Week 5	Economic and Social Aspects of Advertising
6.)	SEPTEMBER	Week 1	" " "
7.)		Week 2	Advertising Process: An Overview
8.)		Week 3	" " "
9.)		Week 4	Objectives of Advertising
10.)		Week 5	" "
11.)	OCTOBER	Week 1	Advertising Budget
12.)		Week 2	" "
13.)		Week 3	Creative Aspects of Advertising
14.)		Week 4	" " "
15.)	NOVEMBER	Week 1	Types of Advertising Media
16.)		Week 2	" " "
17.)		Week 3	Media planning and scheduling
18.)		Week 4	" " "
19.)		Week 5	Advertising Agency and its roles
20.)	DECEMBER	Week 1	" " "
21.)		Week 2	Client Agency Relationship, Agency remuneration & Deptd.
22.)		Week 3	" " "
23.)		Week 4	Measuring Advertising effectiveness
24.)		Week 5	Legal and Ethical Aspects of Advertising

- 0) 13/9 to 20/9
- 1) 21/9 to 30/9
- 2) 1/10 to 5/10
- 3) 6/10 to 11/10.

Scaling Techniques.  
Sampling Errors  
Non Sampling Errors.  
Meaning, Process of.  
Qualitative Research

14) 12/10 to 17/10.

Methodologies of Qualitative  
Research.

15) 18/10 to 30/10

→ Technique of Qualitative  
Research.

16) 1/11 to 5/11

→ Observation

17) 6/11 to 11/11

→ Survey. Q R.

18) 11/11 onwards

→ Revision



# Lesson Plan for Session 2016-17 Odd Semester.

Name :- Gayatri

Class :- M. Com Sem III

Subject :- Marketing Research.

S.No	Time Period	Chapter / Topics.
1	15/7 to 22/7.	Introduction to MR.
2	23/7 to 30/7	Marketing Research Process.
3	1/8 to 5/8.	Formulating the problem
4	6/8 to 10/8.	Research design
5	11/8 to 15/8	Types of R-Design.
6	16/8 to 22/8.	Sampling Design
7	23/8 to 30/8.	Sources of Information
8	31/8 to 4/9.	Designing Questionnaire
9	5/9 to 12/9.	Methods of data Collection

- 12) 1/10 to 10/10 - Merchant Banking Concept, functions, growth
- 13) 11/10 to 16/10 - Govt Policy for M.B.
- 14) 17/10 to 25/10 → SEBI Guidelines for M.B.
- 15) 26/10 to 5/11 → Mutual funds. Regulations
- 16) 6/11 to 15/11 → Schemes of M.F.
- 17) 16/11 onwards → Revision

Lesson Plan for Session 2016-17  
odd Sem.

Name - Dr. Ajit Singh.  
Class - M-Com Sem III  
Subject :- Fin. Inst. & Markets

Sr-No	Dates	Subject/Topic Chapter
1.	15/7 to 22/7	Nature & Role of financial System
2.	23/7 to 30/7	Financial Systems
3.	1/8 to 5/8	FS and Economic Development
4.	6/8 to 10/8	IFS Overview
5.	11/8 to 16/8	Money market
6.	17/8 to 20/8	Capital Market
7.	21/8 to 30/8	Govt Sec. Mkt.
8.	31/8 to 2/9.	Recent Dev in Capital Market
9.	3/9 to 10/9.	Role of SEBI
10)	11/9 to 20/9.	Development. Banks
11)	21/9 to 30/9.	Operational activities of DB.

11	16/9 to 20/9.	Learning and Learning Organization
12	21/9 to 25/9	Role Analysis
13	26/9 to 30/9	Presentations and Group discussions
14	1/10 to 5/10	Competency Mapping
15	6/10 to 11/10	Employee Socialization
16	12/10 to 15/10	Induction
17	16/10 to 20/10.	Training
18	21/10 to 30/10	Development
19	31/10 to 5/11	Organizational Health
20	6/11 to 14/11	Organizational Climate
21	15/11 onwards	PPT, GD, Role Play and Revision

# Lesson Plan for Session 2016-17 odd Semester

Name :- Dr. Chagun Ahuja

Class :- M. Com Sem III

Subject → HRD.

Sr. No	Time Period	Chapter/Topic
15/7 to 22/7	15/7 to 22/7	HRD: Nature & Scope - Chapter 1
23/7 to 30/7	23/7 to 30/7	HRD Process & Outcomes
3.	01/8 to 04/8	HRD Approaches
4.	05/8 to 10/8	HRD trends
6	11/8 to 20/8	Organizational Effectiveness
7	21/8 to 30/8	Strategic HRD.
8	31/8 to 4/9	Challenges for HRD Managers
9.	5/9 to 10/9.	Knowledge Management Meaning, Need, Obj <sup>s</sup>
10	11/9 to 15/9.	Techniques of KM.

## Subject - International Bus. Environment

S.No	Week	Topic of the lecture.
1	Jan	<ol style="list-style-type: none"> <li>1 Nature, Importance &amp; Scope (IB)</li> <li>2 Framework for analyzing (IBE)</li> <li>3 Multinational Corporations.</li> <li>4 Technology Transfers</li> <li>5 Foreign Investment.</li> </ol>
2	Feb	<ol style="list-style-type: none"> <li>1 International Economic Institutions: WTO</li> <li>2 UNCTAD,</li> <li>3 IMF</li> <li>4 World bank</li> <li>5 Generalized System of Preference.</li> </ol>
3	March	<ol style="list-style-type: none"> <li>1 International Commodity Agreements.</li> <li>2 Regional Economic co-operation.</li> <li>3 EU, NAFTA, ASEAN, SAFTA</li> <li>4 Foreign Exchange markets.</li> <li>5 Foreign Exchange rate determinants</li> </ol>
4	April	<ol style="list-style-type: none"> <li>1 Exchange rates arrangement in India</li> <li>2 Foreign Exchange Risk.</li> <li>3 Its Nature &amp; Management.</li> <li>4 Revision.</li> </ol>

Subject - Bus. Statistics (II sem)

S.No	Week	Topic of the Lecture
1	Jan	<ol style="list-style-type: none"> <li>1 Multiple Regression &amp; Correlations .</li> <li>2 Regressions equations .</li> <li>3 Multiple correlations .</li> <li>4 Partial Correlations</li> <li>5 Index Numbers .</li> </ol>
2	Feb	<ol style="list-style-type: none"> <li>1 Types, uses &amp; Methods of Index No<sup>y</sup>.</li> <li>2 Test of adequacy .</li> <li>3 Chain base Index No<sup>y</sup></li> <li>4 Consumer Price Index</li> <li>5 Time Series Analysis .</li> </ol>
3	March	<ol style="list-style-type: none"> <li>1 Models of Time Series Analysis .</li> <li>2 Methods of Constructing Seasonal Index</li> <li>3 Adjusting - time series .</li> <li>4 Estimation of Seasonal Variations .</li> </ol>
4	April	<ol style="list-style-type: none"> <li>1 Theory of Probability</li> <li>2 Approaches of Defining Probability .</li> <li>3 Bayes Theorem .</li> <li>4 Probability Distributions .</li> </ol>

Subject :- Strategic Marketing (II sem)

S. No	Week	Topic of the lecture
1.	Jan	<ol style="list-style-type: none"> <li>1. Concept &amp; hierarchy of strategies.</li> <li>2. Strategic role of marketing</li> <li>3. Strategic marketing Planning Process.</li> <li>4. Marketing Plan.</li> <li>5. Corporate Strategy decisions</li> </ol>
2.	Feb	<ol style="list-style-type: none"> <li>1. Resource allocation</li> <li>2. Bus. strategies &amp; Their marketing Implications</li> <li>3. Environmental Analysis.</li> <li>4. SWOT analysis</li> <li>5. Portfolio analysis</li> </ol>
3.	March	<ol style="list-style-type: none"> <li>1. Market Segmentation</li> <li>2. Targeting &amp; Positioning</li> <li>3. Marketing Strategies for new market entr.</li> <li>4. " " " Growth "</li> </ol>
4.	April	<ol style="list-style-type: none"> <li>1. Marketing " " mature market-</li> <li>2. " " " Declining "</li> <li>3. Relation betw bus strategies &amp; Marketing Mix</li> <li>4. Marketing Strategy Implementation</li> </ol>



Subject - Financial Mgt & Policy II sem

S.No	Week	Topic of the lecture
1.	Jan	<ol style="list-style-type: none"> <li>1 Financial Mgt - Nature, Significance, objectives</li> <li>2 Time value of Money</li> <li>3 Recent developments in Financial Mgt</li> <li>4 Financial Planning &amp; Forecasting.</li> <li>5 Financial Planning Process</li> </ol>
2	Feb	<ol style="list-style-type: none"> <li>1 Drafting a financial Plan</li> <li>2 Financial forecasting</li> <li>3 Source of finance</li> <li>4 Cost of Capital</li> <li>5 CAPM and Problem in computation of Cost of Capital</li> </ol>
3	March	<ol style="list-style-type: none"> <li>1 Working Capital Management &amp; Cost-</li> <li>2 Management of Cash.</li> <li>3 Marketable securities &amp; Receivables</li> <li>4 financial of working Capital - banking terms.</li> </ol>
4	April	<ol style="list-style-type: none"> <li>1 Capital building Decisions</li> <li>2 Capital building Process.</li> <li>3 Evaluation Criteria &amp; Risk Analysis.</li> <li>4 Capital Expenditure Control.</li> </ol>

4. Incentives & Emp'ee benefits

5. Job Satisfaction

6. Job Stress Management

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Subject Human Resource Management (II sem)

S.No	Week	Topic of the lecture.
1	Jan	<ol style="list-style-type: none"> <li>1. Concept, Evolution, Scope (HRM)</li> <li>2. Importance, objective &amp; functions (HRM).</li> <li>3. HRM in dynamic environment</li> <li>4. Building up skills</li> <li>5. Global HRM.</li> </ol>
2	Feb	<ol style="list-style-type: none"> <li>1. HR Planning</li> <li>2. HR Information System.</li> <li>3. HR Policy</li> <li>4. Job analysis.</li> <li>5. Recruitment.</li> </ol>
3	Mar	<ol style="list-style-type: none"> <li>1. Selection</li> <li>2. Induction &amp; Placement</li> <li>3. Work force: Promotion, transfer &amp; Separation.</li> <li>4. Emp<sup>ee</sup> training &amp; Executive development</li> <li>5. Career Planning &amp; development.</li> </ol>
4	April	<ol style="list-style-type: none"> <li>1. Empowerment</li> <li>2. Quality of work life</li> <li>3. Compensation - Nature &amp; Significance.</li> </ol>



Lesson Plan for M.Coms - II sem. (2016-17)

Subject - Corporate Accounting

S.No	Week	Topic of the lecture.
1	Jan	<ol style="list-style-type: none"><li>1. Company Accounts:- Issue, forfeiture &amp; valuation of shares.</li><li>2. Final a/c of company</li><li>3. Amalgamations</li><li>4. Absorption</li><li>5. Reconstruction</li></ol>
2	Feb	<ol style="list-style-type: none"><li>1. Human Resource Accounting</li><li>2. Lease Accounting</li><li>3. Lease Accounting - illustration</li><li>4. Preparation of Consolidated Financial statements</li><li>5. Holding Companies</li></ol>
3	March	<ol style="list-style-type: none"><li>1. Subsidiary Companies</li><li>2. Corporate reporting</li><li>3. Their current practices.</li><li>4. Periodic Reporting</li></ol>
4	April	<ol style="list-style-type: none"><li>1. Segment Reporting</li><li>2. Social Reporting</li><li>3. Harmonization in Corporate reports.</li></ol>

B.B.A. Ind Sem  
Business Mathematics-II.

- 1 JAN to 15 JAN → Cartesian System of Rectangular Coordinates.
- 16 JAN to 31 JAN → straight lines.
- 1 feb to 15 feb → Arithmetic, Geometric and Harmonic Progression.
- 16 feb to 28 feb → Integration.
- 1 March - 15 March → Application of Integration in Business and Commerce.
- 16 March to 31 March → Logarithm.
- 1 April to 15 April → Compound Interest.
- 16 April → Revision.

- 15 July to 31 July → Set Theory.
- 1 August to 15 August → Logical statements and Truth Tables.
- 16 August to 31 August → Linear equations. Quadratic Equations.
- 1 Sept to 15 Sept. → Permutations and Combinations. Binomial Theorems.
- 16 Sept to 30 Sept. → Limits and Continuity.
- 1 Oct to 15 Oct → Differential Calculus.
- 15 Oct to 31 Oct. → Matrices.
- 1 Nov to 15 Nov → Solution of System of Linear Equations.
- After 15 Nov. → Revision.

## Computer Oriented Statistical Methods

- 1 Jan to 15 Jan → Basic Statistics.
- 16 Jan to 31 Jan → Measure of Dispersion.
- 1 Feb to 15 Feb → Types of Theoretical Probability.
- 16 Feb to 28 Feb → Correlation and Regression.
- 1 March to 15 March → Test of Significance, Z-test, T-test  
Chi-square test.
- 16 March to 31 March → Curve fitting, Method of least  
Squares and Polynomial fit.
- 1 April to 15 April → Anova, Bayes theorem in  
decision-making.
- After 16 April. → Revision.



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B.C.A. III<sup>rd</sup> Sem. B.C.A. 236  
Computer Oriented Numerical Methods.

15 July to 31 July. - Floating Point representation of Numbers. Error in number representation. Iterative Methods,

1 Aug to 15 August. - Solution of simultaneous linear equations and ordinary differential equations. Elimination Methods and ill-conditioned equations.

16 Aug to 31 August - Gauss-Seidel iterative method, Euler Method, Taylor Series Method. Runge Kutta Method.

1 Sept to 15 Sept. - Interpolation and Approximation. Polynomial interpolation, Chebyshev Polynomial.

16 Sept. to 30 Sept. - Chebyshev polynomial and orthogonal properties, Numerical differentiation.

1 Oct to - 15 Oct. - Differentiation formulae based on polynomial fit.

15 Oct to 31 Oct → Pitfalls in Differentiation and exercises.

1 Nov to - 15 Nov → Trapezoidal and Simpson Rule, Gaussian Quadrature, Numerical Integration.

After

15 Nov ~~to~~ — Revision.

LESSON PLAN

EVEN SEMESTER

CLASS : BCA II SEM

Subect : Elements of Mathematical Foundations

Session : 2016-17

1 Jan – 15 Jan	Groups
16 Jan – 31 Jan	Rings,Fields and Ideals
1 Feb – 15 Feb	Matrices
16 Feb -28 Feb	Rank of Matrices
1March -15 March	Applications of Matrices to solution of system of linear Equations
16 March -31 March	Principal of Mathematical Induction
1April – 15 April	Characterstic Equation of Matrix
16 april onwards	Revision

## LESSON PLAN

### ODD SEMESTER

Class : **BCA I SEM**

Subject : Elements of mathematical foundations

Session : 2016-17

15 July -31 July	sets
1 August – 15 August	partially ordered sets ,Lattices, Boolean Algebra,Permutations and Combinations.
16 August-31 August	limits,continuity and derivability, Differentiaon
1 Sept – 15 Sept	Differential equations and their Formation ,exact differential Equations
16 Sept – 30 Sept	linear differential equations with Constant coefficients.
1 Oct – 15 Oct	Exact Ditterential Equations
16 Oct – 31 Oct	continued
1 Nov -15 Nov	Homogeneous differential Equations.
16 Nov onwards	Revision

## B.Com Sem II

1 Jan to 15 Jan	Formulation of L.P.P.
16 Jan to 31 Jan	Graphically Method.
1 Feb to 14 Feb	Problems Related to two variables including the case of mixed Constraints
15 Feb to 28 Feb →	Simplex Method
1st March to 15 March	Transportation Problem
16 March to 31 March.	Certain different types of Interest data, Present value, Annuities,
1 April to 15 April	Present value, Numerical Problems Related to topic
Onwards 15 April —	Revision

B. Com Sem I

B. Mathematics

15 July to 31 July

Differentiation.

01 Aug to 15 Aug

Differentiation.

16 Aug to 31 Aug

Partial Diff, Maxima Minima.

01 Sep to 15 Sep

Integration.

16 Sep to 30 Sep

Definite Integral and Area.

01 Oct to 15 Oct

Algebra of Matrices.

16 October to 31 Oct

Determinants

01 Nov to 15 Nov

Matrices.

After 16 NOV

— Revision.

③

# Dynamics.

B.A/B.Sc 6<sup>th</sup> Sem (NM/CS).

Jan 1 to Jan 15	Motion along a plane curve
Jan 16 to Jan 31.	Relative Motion, Projectile
Feb 1 to Feb 15	S.H.M / Elastic Strings.
Feb 16 to Feb 28	Newton's laws of Motion.
March 1 to March 15	work, Power and Energy.
March 16 to March 31	Motion of a Particle on Smooth and Rough Inclined Plane.
April 1 to April 15	Central orbit, Kepler's Law. Motion of Particle in 3 Dimension
After April 15	Revision

Mathematics  
Linear Algebra.  
BA/BSc 6<sup>th</sup> Sem.

(2)

1 Jan to 15 Jan	Vector space and Subspaces.
16 Jan to 31 Jan	Basis and Dimension
1 Feb to 15 Feb	Quotient space and L.T.
16 Feb to 28 Feb	Rank and Nullity
01 March to 15 March	Algebra of L.T.
16 March to 31 March	Matrxn of L.T.
01 April to 15 April.	Dual space, I.P.S.
After 15 April	— Revision



# Real And Complex Analysis. ①

BA/BSc  
M/CS Semester 6

Jan 1 to Jan 15	Jacobians.
Jan 16 to Jan 31	Beta and Gamma function
Feb 1 to Feb 15	Double and Triple Integral
Feb 16 to Feb 28	Fourier Series
March 1 to March 15	Calculus of Complex Analysis
March 16 to March 31	Elementary functions and Möbius Transformation
April 1 to April 15	Critical Mapping
After April 15	Revision.

# Numerical Analysis's. Paper 3

BA/BSc 5th Sem. NM/C-S.

July 15 to July 31	finite difference operator
1 Aug to 15 Aug	Interpolation with Equal Interval.
16 Aug to 31 Aug	Interpolation with Unequal Interval
01 Sep to 15 Sep	Central Difference Interpolation. Formulae
16 Sep to 30 Sep	Probability Distributions.
01 Oct to 15 Oct	Numerical Differentiation.
16 Oct to 31 Oct	Eigen Value Problems. Numerical Integration
01 Nov to 15 Nov	Numerical Sol of O.D.E
After 15 Nov	———— Revision

Paper-2 Real Analysis.

BA/BSc 5th Sem (NM/C.S.)

July 15 to July 31	Riemann Integral
1 Aug to 15 Aug	Improper Integrals and their Convergence.
16 Aug to 31 Aug	Integral as a function of Parameters.
1 Sep to 15 Sep	Metric spaces.
16 Sep to 30 Sep.	Open and closed set in Metric Space
1 Oct to 15 Oct	Completeness of in Metric Space
16 Oct to 31 Oct	Continuity and uniform Continuity
01 Nov to 15 Nov	Compactness and Connectedness.
After 15 Nov	Revision

Paper 1

Groups and Rings  
BA/BSc 5<sup>th</sup> Sem  
NM/CS

15 July to 31 July	Groups and Sub gp.
01 Aug to 15 Aug	Coset
16 Aug to 31 Aug	Homomorphism and Automorphism.
01 Sep to 15 Sep	Permutation Group.
16 Sep to 30 Sep	Rings and Field.
1 Oct to 15 Oct	Ideal and Quotient Rings
16 Oct to 31 Oct	Euclidean Rings
1 Nov to 15 Nov.	Polynomial Rings.

## LESSON PLAN

Class: B.A/B.Sc II (NIM, CS) Semester - 3<sup>rd</sup>

Subject: Advanced Calculus

From July 2016 to November 2016

July 15 To July 31 : Continuous functions, The derivative and Mean Value Theorems.

August 01 to August 31 : Indeterminate forms, limit and continuity of functions of two variables

September 01 to September 15 : Partial differentiation, Diff. of functions of two variables

September 16 to September 30 : Maximum and minimum of functions of two variables

October 01 to October 31 : Curves in Space, Circle of curvature & Spherical Curvature

November 01 to November 15 : Involution & Evolutes, Concept of Surface & Envelopes.

November 16 onwards : Revision

# LESSON PLAN

Class: B.A/B.Sc II (NM, CS) Sem. 3<sup>rd</sup>

Subject: Statics

From July 2016 to November 2016

July 15 to July 31: Forces Acting at a Point

August 01 to August 15: Parallel Forces, Moments

August 16 to August 31: Couples, Analytical Conditions of Equilibrium of Coplanar Forces.

September 01 to September 15: Friction & Centre of Gravity

September 16 to September 30: Virtual Work

October 01 to October 15: Forces in three dimensions

October 16 to October 31: Wrenches

November 01 to November 15: Null lines and Null Planes

November 16 onwards: Stable, Unstable and Neutral Equilibrium and Reversion.

## LESSON PLAN

Class: B.A / B.Sc II (NM, CS) - Sem 04

Subject: Sequence and Series

From Jan 2017 to April 2017

January 01 to January 15: Topology of Real Numbers

January 16 to January 31: Sequences

February ~~01~~ to February 28: Infinite Series, Infinite Series (Continued)

March 01 to March 15: Alternating Series

March 16 to March 31: Arbitrary Series

April 01 to April 15: Infinite Products

April 16 onwards: Revision.

# LESSON PLAN

Class: B.A/B.Sc II (NM, CS) - Sem 04

Subject: Programming in C and Numerical Methods

From Jan 2017 to April 2017

January 01 to Jan. 15: Computers: A General Introduction  
& Introduction to C

Jan. 16 to January 31: Data-Types

February 01 to February 15: operators and Expressions  
Decision Control Structures

February 16 to February 28: Loops & Functions

March 01 to March 15: The C Preprocessor

March 16 to March 31: Arrays, Puppeting of  
Strings

April 01 to April 15: Structures & Unions, Pointers  
Files in C

April 16 onwards: Numerical methods.



## LESSON PLAN

Class: BA / B.Sc II (NIM, CS) - Sem 04

Subject: Special Functions and Integral Transforms.

From Jan. 2017 to April 2017

January 01 to January 15: Power Series, Bessel's Equations and functions.

January 16 to January 31: Legendre's Equation

February 01 to February 15: Hermite's Equation

February 16 to February 28: Laplace Transforms

March 01 to March 15: Inverse Laplace Transforms

March 16 to March 31: Use of Laplace transforms in Integral Equations

April 01 to April 15: Solution of system of Diff. Equations by Laplace transforms

April 16 onwards: Fourier transforms and Solution of differential equations by Fourier transforms.

## LESSON PLAN

Class: B.A/B.Sc II (NM, CS), Sem. 3<sup>rd</sup>

Subject: Partial differential Equations.

From July 2016 to November 2016,

July 15 to July 31: Formation of Partial differential Equations, First order h.p.d. Eqs.

August 01 to August 15: First order non linear P.D. Eqs.

August 16 to August 31: Linear Partial D. Eqs of 2<sup>nd</sup> and higher orders

September 01 to September 15: P.D. Eqs with variable coefficients, classification and Canonical forms of 2<sup>nd</sup> order h. D. Eqs.

September 16 to September 30: Monge's Method for Partial differential Equations of 2<sup>nd</sup> order

October 01 to October 15: Characteristics of second order Partial differential equations and Cauchy's Problem

October 16 to October 31: Method of separation of variables: Wave, Heat and Laplace Equations

November 01 to November 15: Revision

November 16 onwards: Revision.

<b>March 16 to March 31</b>	Ordinary simultaneous differential equations
<b>April 01 to April 10</b>	Total differential equations
<b>April 16 Onwards</b>	Revision

Class: B. SC. 2<sup>nd</sup> Semester

Subject : Vector Calculus

<b>January 1 to January 15</b>	Multiple Products of Vectors
<b>January 16 to January 31</b>	Differentiation of Vectors
<b>February 01 to February 15</b>	Gradient, Divergence and Curl
<b>February 16 to February 28</b>	Gradient , Divergence and Curl
<b>March 1 to March 15</b>	Curvilinear Co-ordinates
<b>March 16 to March 31</b>	Vector Integration
<b>April 01 to April 10</b>	Green's, Gauss's and Stoke's Theorems
<b>April 16 Onwards</b>	Revision

<b>February 16 to February 28</b>	Number Theoretic Functions, Quadratic Residue
<b>March 1 to March 15</b>	Demoivre's Theorems and its applications
<b>March 16 to March 31</b>	Functions of complex variables, Logarithms of complex numbers
<b>April 01 to April 10</b>	Inverse circular and inverse hyperbolic functions, Summation of series
<b>April 16 Onwards</b>	Revision

Class: B. SC. 2<sup>nd</sup> Semester

Subject : Ordinary Differential Equations

<b>January 1 to January 15</b>	Exact Differential Equations
<b>January 16 to January 31</b>	Equations of First order but not of First Degree
<b>February 01 to February 15</b>	Orthogonal trajectories
<b>February 16 to February 28</b>	Linear Differential Equations with Constant Coefficients
<b>March 1 to March 15</b>	Homogeneous linear equations and linear differential equations of second order

<b>August 01 to August 15</b>	Successive Differentiation, Some General theorems on Differentiable functions and Expansions
<b>August 16 to August 31</b>	Asymptotes
<b>September 01 to September 15</b>	Curvature
<b>September 16 to September 30</b>	Singular points, Curve Tracing
<b>October 01 to October 15</b>	Reduction Formulae
<b>October 16 to October 31</b>	Rectification, Quadrature
<b>November 01 to November 15</b>	Volumes and surfaces of solids of revolution
<b>November 16 onwards</b>	Revision

Class: B. SC. 2<sup>nd</sup> Semester

Subject : Number Theory and Trigonometry

<b>January 1 to January 15</b>	Divisibility Theory and properties of primes
<b>January 16 to January 31</b>	Congruences
<b>February 01 to February 15</b>	Fermat's Theorem and its applications, Euler's Function and complete residue system

B&I

Subject: Solid Geometry

Lesson Plan: From July 2016 to November 2016

<b>July 15 to July 31</b>	General Equations of second degree, Tracing of conics
<b>August 01 to August 15</b>	System of conics, Confocal conics, Polar equation of a conic
<b>August 16 to August 31</b>	Sphere, Cone
<b>September 01 to September 15</b>	Cone, Cylinder
<b>September 16 to September 30</b>	The Conicoid
<b>October 01 to October 15</b>	Plane sections of Conicoids, Generating Lines
<b>October 16 to October 31</b>	Confocal Conicoids, Reduction of second degree equations
<b>November 01 to November 15</b>	Revision
<b>November 16 onwards</b>	Revision

Class: B.Sc. 1<sup>st</sup> semester

Subject: Calculus

Lesson Plan: From July 2016 to November 2016

<b>July 15 to July 31</b>	Limit , Continuity and Derivability
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## LESSON PLAN

Class: B.Sc. 1<sup>st</sup> semester

Subject: Algebra

Lesson Plan: From July 2016 to November 2016

<b>July 15 to July 31</b>	Matrices
<b>August 01 to August 15</b>	Rank of a matrix
<b>August 16 to August 31</b>	Characteristic Equation of a matrix ; Application of matrices to a System of Linear Equations
<b>September 01 to September 15</b>	Orthogonal and Unitary matrices
<b>September 16 to September 30</b>	Bilinear and Quadratic forms
<b>October 01 to October 15</b>	Relation between the roots and coefficients of an equation
<b>October 16 to October 31</b>	Transformation of Equations
<b>November 01 to November 15</b>	Solution of Cubic and Biquadratic equations ; Descarte's Rule of signs
<b>November 16 Onwards</b>	Revision

Class: B.Sc. 1<sup>st</sup> semester

## Lesson Plan

Class : M.A.-II (Semester IV)

Subject : Critical Theory (Part - I)

July 2016 - Aristotle's Poetics

August 2016 - Bharatmuni's Natyashastra

September 2016 - Bharatmuni's Natyashastra  
Sentiments, The Exposition of Emotion

Octo. 2016 - Horace's Ars Poetica

Nov. 2016 - Dr. Johnson's Preface to Shakespeare.  
Revision.

Class - M.A.-II (Semester IV)

Subject - Critical Theory (Part - II)

Jan. 2017 - William Wordsworth's Preface to Lyrical  
Ballads.

Matthew Arnold's Essays in Criticism

Feb. 2017 - Virginia Woolf's Modern Fiction.

March 2017 - T.S. Eliot's "Tradition and the Individual  
Talent" and

I.A. Richards' chapters XXVII and XXVIII  
of Principles of Literary Criticism

April 2017 - 1) Saussure's "The Object of Study"

2) Elaine Showalter's "Feminist Criticism  
in Wilderness"

3) M.H. Abrams's "Deconstructive Angel"



## Lesson Plan (2016-17)

Class: M.A II (Semester III)

Subject: Literature and Gender (Part-I)

Lesson Plan (2016-17)

### Topics

July 2016 - A Basic introduction to Literature and Gender;  
An Introduction to Feminist Literary Movements;

August 2016 - A Room of One's Own by Virginia Woolf

September 2016 - To the Lighthouse by Virginia Woolf + Assignment

October 2016 - Jane Eyre's Charlotte Bronte

November 2016 - Doris Lessing's The Golden Notebook; class test and Assignment.

Class - M.A-II (Semester IV) (2016-17)

Subject - Literature and Gender (Part-II)

### Topics

January 2017 - Simone de Beauvoir: The Second Sex;

Feb. 2017 - Toni Morrison's Beloved

March 2017 - Alice Walker's The Color Purple

April 2017 - Shashi Deshpande's That Long Silence

## Lesson Plan (2016-17)

Class : M.A-II (Semester III)

Subject: Indian Writing in English (Part-I)

July 2016 - History of Indian Literature in English; An Introductory Lecture on Sri Aurobindo and his Savitri; Book-IV.

August 2016 - Sri Aurobindo's Savitri, Book-IV.

September 2016 - Kamala Das

Oct. 2016 - Jayant Mahapatra.

Nov. 2016 - Mulk Raj Anand's Coolie.

Class : M.A. II (Semester IV)

Subject: Indian Writing in English (Part-II)

January 2017 - Khushwant Singh's Train to Pakistan.

Feb. 2017 - Anita Desai's Voices in the City.

March 2017 - Vijay Tendulkar's Silence! The Court is in Session.

April 2017 - S. Radhakrishnan's The Hindu View of Life.



Lesson Plan (month-wise)

2016-17

American Literature (Department of English)  
Govt. PG College, Ambala Cantt.

Semester-II

1. Robert Frost: Poetry. (January 2017)

Study of the poems and Notes Preparation from January 1<sup>st</sup> till 25<sup>th</sup> January 2017.

Tests 26<sup>th</sup> January till 31<sup>st</sup> January, 2017.

2. Ernest Hemingway: The Sun Also Rises - (February 2017)

Study of the Novel and Notes Preparation: from February 1<sup>st</sup> till 25<sup>th</sup> February.

Tests: From 26<sup>th</sup> February till 29<sup>th</sup> February 2017.

3. Eugene O'Neill: The Hairy Ape: (March 2017)

Study of the play and Notes Preparation:  
From March 1<sup>st</sup> till 25<sup>th</sup> March.

Tests: 26<sup>th</sup> March till 31<sup>st</sup> March 2017.

4. Tennessee Williams: A Streetcar Named Desire:

Study of the play and Notes Preparation:  
(April 2017)

From 1<sup>st</sup> April till 22<sup>nd</sup> April 2017.

Tests: 23<sup>rd</sup> April onwards.

## Lesson Plan (2016-17)

Class - M.A. - II (Semester III)

Subject - English Language (Part-I)

- July 2016 -- Phonetics: Speech Mechanism, Role of different Organs of Speech.
- August 2016 -- Transcribing words phonemically with primary stresses.
- September 2016 -- History of English Language: Old English, Middle English, Latin, Celtic and Scandinavian Influence on Old English.
- Octo. 2016 -- Word Formation
- Nov. 2016 -- Back Formation, Translation & Revision.

Class - M.A. - II (Semester IV)

Subject - English Language (Part-II)

- Jan. 2017 -- Study of Clauses
- Feb. 2017 -- Figures of Speech
- March 2017 -- Critical Appreciation
- April 2017 -- ELT in India

: Study of the Chapter "Day of Atonement" with questions - Answers and vocabulary exercises.

Nov 2016 : Paragraph writing

: Revision and important discussion points

Lesson - Plan - 2016-17 (Cold Semester)

Class : B.C.I.B<sup>1</sup> Sub. English

- July 2016 :
- Introduction to syllabus
  - Study of the Chapter Training of the Spirit.
  - Study of the Essay "The Pleasures of Ignorance" with questions - answers
- Aug 2016 :
- Study of the Essay "What Animals Think of Man," with comprehension and vocabulary exercises.
  - Study of the Essay "My Educational Outlook" with questions - Answers.
  - Study of the Short - story "Grief" with comprehension and vocabulary exercises
- Sep 2016 :
- Study of the story "The Viper" with questions - Answers.
  - Study of the chapter "Old Bapu" with vocabulary exercises
  - Study of the chapter "Rangji's Wonderful Bat" with vocabulary exercises
- Oct 16 - :
- Study of the Chapter "Rory Aforesaid" with comprehension and vocabulary exercises

Lesson Plan (2016-2017)  
B. Sc. - I<sup>st</sup> (Semester - II)

- Jan. 2017 :- Study of Essay Our Civilization  
by C.E.M. Joad.  
-- Study of essay It's Question Time  
by Jayant V. Narlikar.  
-- Introduction to Brevis Writing.
- Feb. 2017 :- Study of Essay An Interview  
With Christiaan Barnard by  
N. Ram.  
-- Study of essay Untouchability  
and the Caste System by  
B.R. Ambedkar.  
-- Study of Letter-Writing.
- March 2017 :- Study of essay Inhumanisation  
of War by Huch Brutman.  
-- Study of essay Seven Types of  
Gender Inequality by  
Amaritya Sen.  
-- Introduction to Translation
- April 2017 :- Revision



Nov. 2016 :- Study of the poem "England in 1819" by P.B. Shelley.

- Study of the poem "Crossing The Bar" by Lord Tennyson.

- Revision

Lesson Plan (2016-2017)  
B.Sc. II<sup>nd</sup> (Semester-I)

- July 2016 :- Study of the poem "Let Me Not  
to the Marriage of True Minds" by  
William Shakespeare.
- Study of the poem "Death Be Not  
Proud" by John Donne.
  - Study of Common Errors.
- August 2016 :- Study of the poem "On His Blindness"  
by John Milton.
- Study of the poem "The Retreat"  
by Henry Vaughan.
  - Study of Phrasal Verbs.
- Sep. 2016 :- Study of the poem "Shadwell" by  
John Dryden.
- Study of the poem "Know Then  
Thyself" by Alexander Pope.
  - Study of the topic "The Preposition".
- Oct. 2016 :- Study of the poem "The Little Black  
Boy" by William Blake.
- Study of the poem "Three Years She  
Grew in Sun and Shower" by William  
Wordsworth.
  - Study and Explanation of  
Translation.

Lesson - Plan English  
Session 2016-17, even Semester  
Class : BA/BTM - III 6th Sem

- Jan 2017 - Introduction to the Play. Drama and its forms.
- Introduction to the Playwright. Major Characters of the Play.
  - Poetic Writing
- Feb 2017 - Brief Summary of the play (The Merchant of Venice).
- Detailed Summary (Act wise, Scene wise)
  - Summarising and Abstracting
  - One word substitution
- March 2017 - Detailed Summary Continued
- Discussion of important questions
  - Correspondence
  - Comprehension.
- April 2017 - Discussion of important questions
- Revision.

Lesson-Plan. English  
Session 2016-17 odd Semester  
Class : B.A./BTM-III 5<sup>th</sup> Sem

July 2016

- Introduction to Novel. Literary terms related to novel

Aug. 2016

- Background reading of Indian English Novel with special reference to Raja Rao.

- Introduction to Kanthapura

- Overview of Kanthapura

Sep 2016

- Detailed Summary of Kanthapura

- Continued

- Discussion of important questions

Oct 2016

- Continued

- Transitional words and phrases;

- Transformation of Sentences

- Continued

Nov 2016

- Paragraph writing

- Revision and important discussion points.

Book Reviews.

- Study of Resume Writing & Revision of the  
Plays with class tests.

# Lesson Plan 2016-17

B.T.M./B.A. 4<sup>th</sup> Sem English

Jan 2017 :- Introduction to spoken English, study of Phoneme, Syllable and Syllabic structure, stress rules.

- Study of Intonation, falling Tone and Rising Tone, study of some important pronunciation Patterns.
- Study of the play 'The Envoy' by Bhasa. Study of 'Translation (Language Skills)

Feb 2017 :- Study of the Play 'The Swan Song' by Arun Chikha.

- Study of Dialogue Writing.
- Study of play 'The Monkey's Paw' by W.W. Jacobs. E-mails & Phonemic Transcriptions writing.

March 2017. - Study of the play 'Before Breakfast' by Eugene O'Neill. Study of Antonyms and Synonyms.

- Study of the play 'The Sleepwalkers' by Nissim Ezekiel. Writing of

Nov 2016 Revision of the Poems with class tests.

Prefixes and suffixes.

Study of the poem ~~The~~ Bangle Another  
Woman by Gindroz Dharke. Study of

Oct 2016 : Study of the poem The Bangle Sellers  
with study of Verb Patterns.

# Lesson Plan 2016-17

B.T.M / B.A 3<sup>rd</sup> Sem English

July 2016 : Introduction to English poetry. Important Poetic forms and Devices.

Aug 2016 : Study of Sonnet XVIII by William Shakespeare  
Study of Non-finite verbs: Infinitive.

: Study of the poem known Then Thyself.  
Study of Non-finite verbs: Gerund.

: Study of the poem Elegy written by  
Country Churchyard and paragraph writing.

Sep 2016 : Study of the Prepositions. Study of the  
Poem The World is Too Much with Us by  
William Wordsworth.

: Study of the poem Ode on a Grecian Urn  
by John Keats. Study of the clauses.

: Study of the poem My Last Duchess.  
Test of Noun clauses.

Oct 2016 : Study of the poem When you are Old  
by W.B. Yeats. Study of Adverbial clauses.



: Study of the Chapter The Blind Boy.  
Study of the chapters Punctuation, Tag  
Questions and Homonyms.

Revision of the Chapters with class tests.

# LESSON PLAN (2016-17)

BTM.

Class: /B.A I<sup>st</sup> 2nd Sem

Sub: English

Jan 2017 : - Introduction to the short story. Chapter Pigeons at Day break with comprehension and vocabulary exercises. Study of the Sentences.

- Reading of the Chapter with the Photographer. Study of Auxiliaries.

Feb 2017 : Reading of the Chapter "The Journey with" vocabulary exercises - Study of Modals.

: Chapter The Refugee. Study of the Subject - verb Agreement (Concord.)

: Study of the Bellows for the Bullock with comprehension and vocabulary exercises. Test of Phonetic transcription. Study of the Voice with exercises.

March 2017

Study of the Chapter Panchligh with Comprehension and vocabulary exercises. Study of the Phrasal Verbs.

- Chapter the Responsibility of Young Men. Study of the conjunctions.
- Chapter Bharat Mata with comprehension and vocabulary exercises. Revision of the Tenses.
- Class tests and study of Interjections.

Nov 2016 :- Revision of Antonyms and Synonyms.  
Study of the Subject Verb Agreement.

- Revision of Essays- writing with class tests.

## LESSON PLAN

Session- 2016-17

B.T.M / B.A I<sup>st</sup> Sem. English

July 2016 Introduction to the speech sounds  
vowels, consonants with phonetic transcription.

Aug 2016 : Chapter -1 Choosing Our Universe with  
comprehension exercises. Study of Noun.

Chapter 2. Arc Dams the Temples of Modern  
India. Study of Pronouns.

Chapter 3. The Generation Gap with compre-  
hension and vocabulary exercises. Study of  
Adjective.

Sep 2016 : - Chapter Language and National Identity  
with vocabulary exercises and the study  
of verbs. Writing of the Paragraph.

- Chapter Playing the English Gentleman  
with comprehension and vocabulary exercises.

- study of the Tenses with exercises  
and class tests.

Oct. 2016 : - Chapter Great Books Born out of  
Great Minds. study of the Prepositions.

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(July, 2016 to November, 2016)

**Class:** M. Com. (Sem-I)

**Subject:** Managerial Economics

Name of Month	Topics to be Taught
July	Nature and significance of managerial economics. Demand Analysis: Demand and Elasticity of Demand; Demand estimation for major consumer durable and non-durable products; Demand forecasting techniques.
August	Production analysis and cost analysis: Production functions in short run and long run. Cost concepts, Cost behavior in short run and long run. Price Determination Under Different Market Conditions: Characteristics of different market structures;
September	Price determination & firm's equilibrium under perfect competition, Price and output determination under monopoly, Discriminating monopoly, Monopolistic competition and oligopoly.
October	Business Cycles: Nature and phases of business cycle, Theories of business cycle: Psychological, profit, monetary, innovation, Cobweb, Samuelson and Hicks theories.
November	Inflation: Definition, characteristics and types; Inflation in terms of demand-pull and cost-push factors; Effects of inflation. Revision

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(January, 2017 to April, 2017)

Class: BBA (Sem-II)

Subject: Managerial Economics - II

Name of Month	Topics to be Taught
January	Concept of Macroeconomics, National income; Concepts and measurement, Classical theory of output and employment, Say's law of markets.
February	Keynesian & Friedmanian theory of income determination, Determinants of Macro equilibrium with aggregate demand and aggregate supply functions under employment, Equilibrium, Concept of multiplier.
March	Consumption: Meaning determinants and importance, Theory of consumption: Absolute income hypothesis, Relative income hypothesis, Permanent income hypothesis, Life cycle hypothesis
April	Theory of investment: Types of investment determinants of investment, Marginal efficiency of capital, Interest rate determination, Classical, neoclassical and Keynesian theories, Inflation: Meaning, types, and theories, Stabilization policies: Monetary and fiscal policies Revision

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(July, 2016 to November, 2016)

**Class:** BBA (Sem-I)

**Subject:** Managerial Economics-I

Name of Month	Topics to be Taught
July	Managerial economics: meaning nature and scope, Objectives of firm equilibrium, opportunity cost, marginal and incremental principles.
August	Theory of demand: Nature of demand for a product, individual demand, market demand, determinants of demand, Law of demand, Elasticity of demand and its determinants.
September	Theory of Consumer Behavior: Cardinal Utility analysis, Indifference curve analysis, Applications of indifference curves.
October	Theory of production and costs: The concept of production function, production with one and two variable inputs, Theory of cost in short run and long run, Revenue function.
November	Theory of firm and market organization: Pricing under perfect competition, Pricing under Monopoly, price discrimination, Pricing under monopolistic competition and oligopoly. Revision

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(January, 2017 to April, 2017)

**Class:** B. Corn. CAV (Sem-II)

**Subject:** Macro Economics

Name of Month	Topics to be Taught
January	Macroeconomics: concept, nature, scope, and variables; National income: concept and measurement; Circular flow of income (four core sectors);
February	Consumption function; Investment function; Multiplier: concepts and importance; Principle of acceleration,
March	Classical & Keynesian theory of income, output and employment; Income determination in closed economy, Inflation: meaning, types, theories, causes, effects and remedial measures.
April	Business cycle: meaning, and phases; Hicks & Samuelson Theory, measures for business cycles. Revision.



Govt. P. G. College, Ambala Cantt.

Lesson Plan

(July, 2016 to November, 2016)

Class: B. Com. CAV (Sem-I)

Subject: Macro Economics

Name of Month	Topics to be Taught
July	Meaning, nature and scope of economics; Micro and macroeconomics; Theories of demand: cardinal utility approach; Indifference curve approach: assumptions, properties, consumer equilibrium, price, income and substitution effects, limitations.
August	Nature of demand function: Law of demand; elasticity of demand: price, income and cross; Measurement methods of price elasticity of demand.
September	Production function: meaning and concepts, Law of variable proportions; Economies and diseconomies of scale; law of returns to scale; Cost concepts; Theory of costs: traditional and modern.
October	Equilibrium of firm and industry under perfect competition; Price and output determination under monopoly, Price discrimination;
November	Price determination under monopolistic competition: Chamberlin's approach, Monopolistic competition vs monopoly. Revision

Govt. P. G. College, Ambala Cantt.

Lesson Plan

(January, 2017 to April, 2017)

Class: B. Com. (Sem-II)

Section-C

Subject: Macro Economics

Name of Month	Topics to be Taught
January	Macro Economics: nature, scope, concepts and variables; National income: concepts and measurement; Circular flow of income (four sector); Consumption function.
February	Investment function; multiplier: concepts and importance; Principle of Acceleration. Keynesian theory of income, output and employment; Income determination in closed economy.
March	Equilibrium of product and money market using IS-LM approach; Inflation: meaning, types, causes Effects and remedial measures of Inflation.
April	Business cycle: meaning, and phases; Instruments of monetary policy and fiscal policy Effectiveness of Monetary. Revision.

	Price determination under monopolistic competition – Chamberlin's Approach, monopolistic competition vs monopoly.
November	The marginal productivity theory of distribution; Ricardian theory of rent; Keynes liquidity preference theory of interest. Revision.

Govt. P. G. College, Ambala Cantt.

Lesson Plan

(July, 2016 to November, 2016)

Class: B. Com. (Sem-I)

Section - C

Subject: Micro Economics

Name of Month	Topics to be Taught
July	Meaning, Nature and Scope of Economics; Micro and Macroeconomics; Theories of Demand: Cardinal Utility Approach; Indifference Curve Approach: Assumptions, Properties, Consumer equilibrium, Price, Income and Substitution Effects, limitations.
August	Nature of Demand function Law of Demand; Elasticity of Demand – Price, Income and Cross; Measurement Methods of Price Elasticity of Demand; Concepts of Revenue (Marginal and Average) and Relationship with Elasticity of Demand.
September	Production function: meaning and concepts, Law of variable proportions; Isoquants – meaning, properties and producer's equilibrium; Economies and diseconomies of scale; Law of returns to scale; Cost concepts; theory of costs – traditional and modern; Law of supply and elasticity of supply.
October	Equilibrium the firm and industry under perfect competition; Price and output determination under monopoly, Price discrimination;

**Govt. P. G. College, Ambala Cantt.**

**Lesson Plan**

**(January, 2017 to April, 2017)**

**Class: B. Com. (Sem-II)**

**Section-B**

**Subject: Macro Economics**

<b>Name of Month</b>	<b>Topics to be Taught</b>
January	Macro Economics: nature, scope, concepts and variables; National income: concepts and measurement; Circular flow of income (four sector); Consumption function.
February	Investment function; multiplier: concepts and importance; Principle of Acceleration. Keynesian theory of income, output and employment; Income determination in closed economy.
March	Equilibrium of product and money market using IS-LM approach; Inflation: meaning, types, causes Effects and remedial measures of Inflation.
April	Business cycle: meaning, and phases; Instruments of monetary policy and fiscal policy Effectiveness of Monetary. Revision.

	Price determination under monopolistic competition – Chamberlin's Approach, monopolistic competition vs monopoly.
November	The marginal productivity theory of distribution; Recardian theory of rent; Keynes liquidity preference theory of interest. Revision.

Govt. P. G. College, Ambala Cantt.

Lesson Plan

(July, 2016 to November, 2016)

Class: B. Com. (Sem-I)

Section -B

Subject: Micro Economics

Name of Month	Topics to be Taught
July	Meaning, Nature and Scope of Economics; Micro and Macroeconomics; Theories of Demand: Cardinal Utility Approach; Indifference Curve Approach: Assumptions, Properties, Consumer equilibrium, Price, Income and Substitution Effects, limitations.
August	Nature of Demand function Law of Demand; Elasticity of Demand – Price, Income and Cross; Measurement Methods of Price Elasticity of Demand; Concepts of Revenue (Marginal and Average) and Relationship with Elasticity of Demand.
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October	Equilibrium the firm and industry under perfect competition; Price and output determination under monopoly, Price discrimination;

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(January, 2017 to April, 2017)

**Class:** B. Com. (Sem-II)

**Section-** A

**Subject:** Macro Economics

<b>Name of Month</b>	<b>Topics to be Taught</b>
January	Macro Economics: nature, scope, concepts and variables; National income: concepts and measurement; Circular flow of income (four sector); Consumption function.
February	Investment function; multiplier: concepts and importance; Principle of Acceleration. Keynesian theory of income, output and employment; Income determination in closed economy.
March	Equilibrium of product and money market using IS-LM approach; Inflation: meaning, types, causes Effects and remedial measures of Inflation.
April	Business cycle: meaning, and phases; Instruments of monetary policy and fiscal policy Effectiveness of Monetary. Revision



	Price determination under monopolistic competition – Chamberlin's Approach, monopolistic competition vs monopoly.
November	The marginal productivity theory of distribution; Ricardian theory of rent; Keynes liquidity preference theory of interest. Revision

**Govt. P. G. College, Ambala Cantt.**

Lesson Plan

(July, 2016 to November, 2016)

**Class:** B. Com. (Sem-I)

**Section** -A

**Subject:** Micro Economics

Name of Month	Topics to be Taught
July	Meaning, Nature and Scope of Economics; Micro and Macroeconomics; Theories of Demand: Cardinal Utility Approach; Indifference Curve Approach: Assumptions, Properties, Consumer equilibrium, Price, Income and Substitution Effects, limitations.
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