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|  | **Name of the Assistant Professor: Dr.Ritu Rani** |
|  | **Lesson Plan( Business Management) BCOM 1**  **Session (2023-24)** |
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| **DATE** | **TOPIC** |
| 24 July – 29 July | Concept, nature and spectrum of business activities |
| 31 July – 05 Aug. | Business system |
| 07 Aug. – 12 Aug. | Business objectives |
| 14 Aug. – 19 Aug. | Management: Introduction, concept, nature, process and significance |
| 21 Aug .– 26 Aug. | Management: Objective, process and significance |
| 28 Aug. – 02 Sept. | Development of Management Thought and Assignment |
| 04 Sept. – 09 Sept. | Classical and Neo-Classical systems, |
| 11 Sept. – 16 Sept. | Contingency approaches |
| 18 Sept. – 23 Sept. | Planning: concept, types and process, Assignment |
| 25 Sept. – 30 Sept. | Planning: Significance,Limitations |
| 02 Oct. – 07 Oct. | Decision Making: concept and process |
| 09 Oct. – 14 Oct. | Management by Objectives., test |
| 16 Oct. – 21 Oct. | Case study of Management by Objectives |
| 23 Oct. – 28 Oct. | Corporate Planning and Strategic Formulation |
| 30 Oct. – 04 Nov. | Presentations on Corporate Planning and Strategic Formulation |
| 06 Nov. – 18 Nov. | Business Case study |
| 20 Nov. – 24 Nov. | Case study of top business in India |
| 26 Aug - 28 Aug | Organizing: concept, nature, process and significance, Assignment |
| 02 Sept - 04 Sept | Authority and Responsibility relationship and Presentations, test |
| 09 Sept- 11 Sept | Centralization and Decentralization; Assignment |
| 30 Sept -02 Oct. | Departmentation |
| 14 Oct- 16 Oct | Firms of Organizing structure. |
| 28 Oct.- 30 Oct. | Revision and presentations |
| 18 Nov- 20 Nov | Revision |

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|  | **Lesson Plan( Business Statistics) BCOM II**  **Name of the Assistant Professor: Dr.Ritu Rani** |
|  | **Session (2023-24)** |
| **DATE** | **TOPIC** |
| 24 July – 29 July | Introduction of Statistics: Origin, Development |
| 31 July – 05 Aug. | Definition, Scope, Uses and Limitations. Statistical Data: |
| 07 Aug. – 12 Aug. | Types of Measurement scales- normal, Ordinal, Interval and Ratio level measurement |
| 14 Aug. – 19 Aug. | Collection, Classification and Tabulation of Primary and Secondary data, Assignment |
| 21 Aug .– 26 Aug. | Presentation of data: Diagrammatic and Graphical presentation of Data-Bar, |
| 28 Aug. – 02 Sept. | Squares, rectangular and Circular diagrams; Histogram, frequency polygon, Ogives , Stem and Leaf displays box plots |
| 04 Sept. – 09 Sept. | Central Tendency and Partition values; Concept and Measures of Central tendency, |
| 11 Sept. – 16 Sept. | Quartiles, Deciles, Percentiles. |
| 18 Sept. – 23 Sept. | Dispersion: Concept and Its absolute as well as relative measures |
| 25 Sept. – 30 Sept. | presentations and problems of Dispersion: Concept and Its absolute as well as  relative measures |
| 02 Oct. – 07 Oct. | Practical Questions and Doubts |
| 09 Oct. – 14 Oct. | Moments, Skewness |
| 16 Oct. – 21 Oct. | Kurtosis |
| 23 Oct. – 28 Oct. | Moments about any point and about mean and the relationship between them |
| 30 Oct. – 04 Nov. | Sheppard’s Corrections for Moments. Test |
| 06 Nov. – 18 Nov. | Concept of symmetrical distribution and skewness, and Assignment |
| 20 Nov. – 24 Nov. | Measures and Co- efficient of skewness, |
| 26 Aug - 28 Aug | Concept of Kurtosis and its measures |
| 02 Sept - 04 Sept | Correlation-concept, scatter diagram, Karl Pearson’s co-efficient of Correlation |
| 09 Sept- 11 Sept | Correlation and its properties presentations and problems |
| 30 Sept -02 Oct. | Spearman’s rank Correlation, Concurrent deviation method, Regression: Meaning and Definition, Difference between Correlation and Regression |
| 14 Oct- 16 Oct | Principle of least squares and fitting of a line of best fit to the given data,  Regression lines, Properties of regression Co-efficient and Regression lines, Assignment |
| 28 Oct.- 30 Oct. | , standard error of estimate, Co-efficient of determination |
| 18 Nov- 20 Nov | Revision Test |

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|  | **Name of the Assistant Professor: Dr.Ritu Rani** |
|  | **Lesson Plan( Taxation-I) BCOM III** |
|  | **Session (2023-24)** |
| **DATE** | **TOPIC** |
| 24 July – 29 July | Income Tax: An introduction |
| 31 July – 05 Aug. | Income Tax: Important Definitions |
| 07 Aug. – 12 Aug. | Agriculture Income |
| 14 Aug. – 19 Aug. | Residential status ,Assignment |
| 21 Aug .– 26 Aug. | Incidence of Tax Liability and Presentations |
| 28 Aug. – 02 Sept. | Exempted incomes |
| 04 Sept. – 09 Sept. | Income from Salaries |
| 11 Sept. – 16 Sept. | Practical questions (income from Salaries ) |
| 18 Sept. – 23 Sept. | Income from Salaries (including retirement benefits) |
| 25 Sept. – 30 Sept. | Income from House property |
| 02 Oct. – 07 Oct. | Practical questions (Income from House property) |
| 09 Oct. – 14 Oct. | Profits and Gains from Business or Profession |
| 16 Oct. – 21 Oct. | Profits and Gains from Business or Profession |
| 23 Oct. – 28 Oct. | Profits and Gains from Business or Profession,Assignment |
| 30 Oct. – 04 Nov. | Problems of practical questions of Profits and Gains from Business or Profession |
| 06 Nov. – 18 Nov. | Depreciation; |
| 20 Nov. – 24 Nov. | Income from Capital Gains, Assignment |
| 26 Aug - 28 Aug | Income from Capital Gains |
| 02 Sept - 04 Sept | Income from other sources, |
| 09 Sept- 11 Sept | Clubbing of incomes & aggregation of incomes |
| 30 Sept -02 Oct. | Clubbing of incomes & aggregation of incomes |
| 14 Oct- 16 Oct | Set off and carry forward of losses,Deductions to be made in computing total income |
| 28 Oct.- 30 Oct. | Problem and Doubts clearing |
| 18 Nov- 20 Nov | Revision/Test |

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|  | **Name of the Assistant Professor: Dr.Ritu Rani** |
|  | **Lesson Plan( Entrepreneurship and Small Scale Business)**  **( B COM III)Session (2023-24)** |
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| **DATE** | **TOPIC** |
| 24 July – 29 July | Entrepreneur-Entrepreneurship-Enterprise: Conceptual issues. Entrepreneurship vs. Management. |
| 31 July – 05 Aug. | Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy |
| 07 Aug. – 12 Aug. | Entrepreneurship as a interactive process between the individual and the environment.  Small business as the seedbed of entrepreneurship. |
| 14 Aug. – 19 Aug. | Entrepreneurial competencies. Entrepreneurial motivation, performance and rewards. |
| 21 Aug .– 26 Aug. | Entrepreneurship Development Institute of India’s Inventory of Entrepreneurial Competencies  and National Institute of Entrepreneurship and Small Business Development’s training |
| 28 Aug. – 02 Sept. | Opportunity scouting and idea generation: role of creativity & inOctation and business research.  Sources of business ideas. Entrepreneurial opportunities in contemporary business environment, |
| 04 Sept. – 09 Sept. | Opportunities in network-marketing, franchising, business process outsourcing in the  early 21st century. |
| 11 Sept. – 16 Sept. | The process of setting up a small business: preliminary screening and aspects of the detailed study of  the feasibility of the business idea and financing/non-financing support agencies |
| 18 Sept. – 23 Sept. | Preparation of Project Report and Report on Experiential Learning of successful/unsuccessful  entrepreneurs |
| 25 Sept. – 30 Sept. | Development of a structured instrument (questionnaire) for conducting survey of the various aspects  of entrepreneurs/enterprise. |
| 02 Oct. – 07 Oct. | Managerial roles and functions in a small business. Designing and redesigning business processes,  location, layout, operations planning &cont |
| 09 Oct. – 14 Oct. | Basic awareness of the issues impinging on quality, productivity and environment. Assignment |
| 16 Oct. – 21 Oct. | Managing business growth. |
| 23 Oct. – 28 Oct. | The pros and cons of alternative growth options: internal expansion, acquisitions & mergers, |
| 30 Oct. – 04 Nov. | The pros and cons of alternative growth options:, integration & diversification. Crises in  business growth |
| 06 Nov. – 18 Nov. | Issues in small business marketing. Assignment |
| 20 Nov. – 24 Nov. | The concept and application of product life cycle (ptc), advertising & publicity, |
| 26 Aug - 28 Aug | sales& distribution management. |
| 02 Sept - 04 Sept | The idea of consortium marketing, competitive bidding/tender marketing, negotiation  with principal customers. |
| 09 Sept- 11 Sept | The contemporary perspectives on Infrastructure Development, Product and Procurement ReservationAssignment |
| 30 Sept -02 Oct. | Marketing Assistance, Subsidies and other Fiscal & Monetary Incentives. |
| 14 Oct- 16 Oct | National, state level and grass-root level financial and nonfinancial institutions  in support of small business development.Assignment |
| 28 Oct.- 30 Oct. | Top entrepreneurs case study ,Assignment |
| 18 Nov- 20 Nov | Failure of entrepreneurs ,Assignment |

**(Dr.Ritu Rani)**