

"Lesson plan for various topics" Teaching Plan  
 Sec 1 year "Business math"

Month	Proposed	Teaching work	Period
Aug 2021	Average	(i) outline learning objective (ii) Develop the Introduction (iii) Plan for various chapters (iv) How to solve the question (v)	8
Sept 2021	Ratio, Proportion, Percentage	Commission, brokerage, Discount	12
Oct 2021	Profit and loss, Transportation Problems	Logarithms	15
Nov 2021	Simple int, Compound int, Annuity	Sinking Fund	15
Dec 2021	Matrices, determinants		10
Jan. 2022	Simultaneous equations		05
Feb 2022	Linear Programming		10
	Doubt-clearing classes		

Month

Prepared teaching work / Lesson Plan Teaching Plan

Month	Teaching describe	Law. Plan or various laws	Understanding	Duration
Aug. 2021	Law of contract, Capacity of Parties to contract			10
Sept. 2021	offer, acceptance, Free consent- Consideration, performance of contract, special contract, insurance, bailment Pledge.			15
Oct. 2021	Sale of goods act.			10
Nov. 2021	negotiable instruments act			10
Dec. 2021	Coining, dishonour, and discharge of N/E.			05
Jan. 2021	The Consumer Protection Act, - Indian Partnership a			08
Feb. 2021	Introduction of intellectual Property act, copy to Right- Patent- and Trade mark.			
	<u>Seminar</u> , <u>Group discussion</u> , <u>Quiz</u> etc			

19-20, 20-21

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Block I Bus Communication

2019-20

Course objective, Importance, A good Communicator, Importance for an institution, Leadership development, Types of Communication

Month

Proposed teaching work / Lesson Plan

Credits

Aug 2021

Bus Commu. - Concept, Importance etc

07

Sept- 2021

Types of Communication, Principles of Communication  
SWOT Analysis

10

Oct- 2021

Communication technique. Formal and Informal  
Audience Analysis

10

Nov 2021

Writing skills, letters and Application

10

Dec. 2021

Report- writing etc

08

Jan. 2021

Verbal and Non Verbal language, New Techniques  
of Communication.

11

Feb 2021

Oral Presentation - principles and Main factors

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International Communication

Seminar, Quiz, & group discussion

2019-20, 2021

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Date

2019-20

B Com II year Business Statistics

Course objectives: Importance, Relationship between various subjects, correlation, Regression, Probability understanding.

month	Proposed teaching work, Lesson Plan	Periods
Aug. 2021	An Introduction: Concept of central tendency	08
Sept. 2021	Dispersion and their Measures, Partion values	10
Oct. 2021	Linear Regression, / equation, Correlation	10
Nov 2021	Index Numbers : Moving Averages	12
Dec. 2021	Analysis of time series, Practical Problems	10
Jan. 2021	Business forecasting: methods, Principles, Law of Probability	10
Feb 2021	Probability :- Question and Sol.	10
	Seminar, Quiz, group discussion, Internal Assessment-	10

month	Proposed Teaching work	Periods
Aug.	Cost Account: An intro material cost, issue of material various methods	10
sept.	Accounting for labour: Incentive Plans Allocation of overheads.	10
oct.	Unit cost; Job cost- and Contract cost-	10
Nov	operating costing, Process Costing.	15
Dec.	Process Costing: by Product- Joint- Product-	10
Jan.	Reconciliation of cost and financial profits problems and solution	10
Feb	Break even Analysis: Probl. sol.	10
march	Quiz, Seminar, group discussion, Internal Test-	10

# Exam II Fundamental of Entrepreneurship

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 2021

Month	Proposed Teaching work	Credits
Aug. 2021	An Entrepreneurship : Definition, class, theory. Role of an Entrepreneur.	05
Sept-	Promotion of An Venture. Venture Capital	02
Oct-	Entrepreneurship development- Programme	10
NOV "	Continue E.D.P. Programmes	10
Dec. "	Role of Entrepreneur : in economic growth generation of Employment- opportunities.	10
Jan. "	Role of Export- promotion, Import substitution substitution Forex earning.	10
Feb: "	Entrepreneurial behaviour : Innovation and Entrepreneurship. The Psycho Theories, Social Responsibility.	10
*	Seminar, Quiz, group discussion, Internal Test-	05

Management Accounting

Unit Proposed Learning Hours

Aug. 2021	An Introduction to management accounting Side of management Accounting Ratio Analysis	10
Sept	Ratio Analysis continue.	10
Oct	fund flow statement, cash flow statement	15
Nov	Marginal costing; question related to decision making.	10
Dec	Budget- and budgetary control Flexible budget- production budget- and various types of budget	15
Jan	standard costing & Variance Analysis, material labour and overhead variance	15
Feb	Revision of fund flow, cash flow, and other topics	10
	Quiz Seminar group discussion.	5
	Online Test-	



2018-20

2018-19

B.Com III. Auditing

month	Proposed Teaching work	Credits
Aug. 2018	Auditing: Meaning, objects, Types, merits etc	10
sept	Internal cheque system, Internal control Audit, Audit- Procedure, Vouching Verification of Assets	10
oct-	Audit- of Limited Companies: Company Auditor Auditors reports	10
NOV	Audit- of Non-Profit Companies, where fraud is suspected and when a running business is proposed.	10
Dec.	Auditors Qualification, Appointment, Duties and Responsibilities.	10
Jan.	Recent- Trend in Auditing: Nature and significance of Cost Audit- Tax Audit-	10
Feb	Management Audit-, Company Audit-. etc	05
	Quiz, Seminar, group discussion, Internal Test-	10

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Branch III Principles of Marketing.

July 20  
30.20.21

Month	Proposed Teaching work / learn Plan	Periods
Aug. 2021	Marketing definition Nature, objects. Components and Importance of marketing.	10
Sept- 2021	Marketing Environment; consumer behaviour; Marketing strategies	10
Oct. 2021	Market- segmentation, Product Planning.	07
Nov. 2021	Wholesale business, Retail business Advantages, and disadvantages	08
Dec. 2021	Channels of distribution, Physical distribution of goods Transportation of goods. order processing.	10
Jan. 2021	Promotion, Individual sales, warehousing, Advertising. Functions of Advertisement, Personnel selling. Sale as a Career,	10
Feb 2021	A good seller his merits and demerits.	05
	Quiz, Seminar Internal Test,	15