

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor Ms. Ruhani Sharma

Class : B.Com. (5th Sem) Subject Company Law 2

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18		14/07/18	
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	SO + Introduction	17/07/18	Discussion of syllabus
18/07/18	Company Members	19/07/18	Contd.
20/07/18	Contd.	21/07/18	Contd.
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	Contd.	24/07/18	Revision
25/07/18	Transfer & transmission of Shares	26/07/18	Contd.
27/07/18	Contd.	28/07/18	Contd.
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	Contd.	31/07/18	Shahid Uddham Singh Shahidi Diwas
01/08/18	Depository System	02/08/18	Contd.
03/08/18	Contd.	04/08/18	Contd.
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	Contd.	07/08/18	Company Mgmt & Administration
08/08/18	Contd.	09/08/18	Contd.
10/08/18	Contd.	11/08/18	Contd.
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	Contd.	14/08/18	Contd.
15/08/18	Independence Day	16/08/18	Contd.
17/08/18	Contd.	18/08/18	Revision
August 20, 2018 to August 25, 2018(Week 7)			
20/08/18	Secretary	21/08/18	Contd.
22/08/18	Id-Ul-Juha	23/08/18	Contd.
24/08/18	Contd.	25/08/18	Contd.
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	Contd.	28/08/18	Contd.
29/08/18	Revision	30/08/18	Meetings
31/08/18	Contd.	01/09/18	Contd.
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamashatmi	04/09/18	Contd.
05/09/18	Contd.	06/09/18	Contd.
07/09/18	Contd.	08/09/18	Revision

September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	Requisites of a Valid meeting	11/09/18	Contd.
12/09/18	Contd.	13/09/18	Contd.
14/09/18	Contd.	15/09/18	Revision
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	Dividend	18/09/18	Contd.
19/09/18	Contd.	20/09/18	Contd.
21/09/18	Contd.	22/09/18	Revision
September 24, 2018 to September 29,2018(Week 12)			
24/09/18	Assignment-1 (Members+ Meetings)	25/09/18	Borrowing powers & debentures
26/09/18	Contd.	27/09/18	Contd.
28/09/18	Contd.	29/09/18	Contd.
October 01, 2018 to October 06,2018(Week 13)			
01/10/18	Revision	02/10/18	Gandhi Jayanti
03/10/18	Reconstruction & Amalgamation	04/10/18	Contd.
05/10/18	Contd.	06/10/18	Contd.
October 08, 2018 to October 13,2018(Week 14)			
08/10/18	Contd.	09/10/18	Revision
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	Assignment 2 (Secretary)
12/10/18	Winding up	13/10/18	Contd.
October 15, 2018 to October 20,2018(Week 15)			
15/10/18	Contd.	16/10/18	Class Test- (Company Mgmt & Administration)
17/10/18	Contd.	18/10/18	Dussehra
19/10/18	Contd.	20/10/18	Revision
October 22, 2018 to October 27,2018(Week 16)			
22/10/18	Revision	23/10/18	Revision
24/10/18	Mahrishi Valmiki Jayanti	25/10/18	Revision
26/10/18	Revision	27/10/18	Revision
October 29, 2018 to November 03,2018(Week 17)			
29/10/18	Revision	30/10/18	Revision
31/10/18	Revision	01/11/18	Haryana Day
02/11/18	Revision	03/11/18	Revision

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor : Ms. Dolly chugh

Class : B.Com III (5th sem.)

Subject: Cost Accounting

July 13, 2018 to July 14, 2018 (Week 1)		
13/07/18		14/07/18
July 16, 2018 to July 21, 2018(Week 2)		
16/07/18	Students introduction	17/07/18
		Discussion about syllabus
18/07/18	Cost accounting: Introduction	19/07/18
		Various concepts: nature and scope
20/07/18	Continued	21/07/18
		Methods and techniques
July 23, 2018 to July 28, 2018(Week 3)		
23/07/18	Other concepts	24/07/18
		Continued
25/07/18	Elements and classification of costs	26/07/18
		Continued
27/07/18	Unit and output costing:introduction	28/07/18
		Speciman of cost sheets
July 30, 2018 to August 04, 2018(Week 4)		
30/07/18	Practical portion	31/07/18
		Shahid Udham Singh Shahidi Diwas
01/08/18	Continued	02/08/18
		Continued
03/08/18	Continued	04/08/18
		Continued
August 06, 2018 to August 11, 2018(Week 5)		
06/08/18	Continued	07/08/18
		Continued
08/08/18	Revision and Problems of student	09/08/18
		Unit and output costing II
10/08/18	Practical portion	11/08/18
		Continued
August 13, 2018 to August 18, 2018(Week 6)		
13/08/18	Continued	14/08/18
		Continued
15/08/18	Independence Day	16/08/18
		Continued
17/08/18	Continued	18/08/18
		Problems and revision
August 20, 2018 to august 25, 2018(Week 7)		
20/08/18	Process costing: introduction	21/08/18
		Preparation of processes: normal losses
22/08/18	Id-Lil-Juha	23/08/18
		Abnormal losses and effectiveness and WIP
24/08/18	Practical portion	25/08/18
		Continued
August 27, 2018 to September 01, 2018(Week 8)		
27/08/18	opening and closing stocks	28/08/18
		Joint product and by product
29/08/18	Continued	30/08/18
		Oil industries treatment
31/08/18	Problems and revision	01/09/18
		Inter-process: introduction and practicals
September 03, 2018 to September 08, 2018(Week 9)		
03/09/18	Janamashatmi	04/09/18
		Continued
05/09/18	Problems	06/09/18
		Material costing: planning and purchasing
07/09/18	Pricing of material issue	08/09/18
		Continued

September 10, 2018 to September 15, 2018(Week 10)		
10/09/18	Continued	11/09/18 Treatment of material losses
12/09/18	Continued	13/09/18 Material control: concept and techniques
14/09/18	Accounting treatment	15/09/18 Continued
September 17, 2018 to September 22, 2018(Week 11)		
17/09/18	Continued	18/09/18 Levels of inventory
19/09/18	Problems and revision	20/09/18 Contract costing: introduction
21/09/18	Preparation of contract account	22/09/18 Practical portion
September 24, 2018 to September 29, 2018(Week 12)		
24/09/18	1st Assignment: unit and output costing	25/09/18 Incomplete contract: treatment of WIP
26/09/18	Continued	27/09/18 calculation of work uncertified
28/09/18	Continued	29/09/18 Incomplete contract near completion
October 01, 2018 to October 06, 2018(Week 13)		
01/10/18	Continued	02/10/18 Gandhi Jayanti
03/10/18	Problems and revision	04/10/18 Job costing:concept and accounting treatment
05/10/18	Continued	06/10/18 Batch costing
October 08, 2018 to October 13, 2018(Week 14)		
08/10/18	Assignment II: Contract costing	09/10/18 Labour costing: labour turnover and idle time
10/10/18	Maharaja Aggarsain Jayanti	11/10/18 overtime treatment
12/10/18	methods of wage payment: theory	13/10/18 Time and wage payment methods
October 15, 2018 to October 20, 2018(Week 15)		
15/10/18	Continued	16/10/18 Incentive schemes
17/10/18	Continued	18/10/18 Dushehra
19/10/18	Practicals	20/10/18 Problems and revision
October 22, 2018 to October 27, 2018(Week 16)		
22/10/18	Conditional test: Cost accounting and unit cos.	23/10/18 Overheads:classification, allocation
24/10/18	Mahrishi Valmiki Jayanti	25/10/18 absorption and apportionment of overheads
26/10/18	Continued	27/10/18 Over and under absorption
October 29, 2018 to November 03, 2018(Week 17)		
29/10/18	Continued	30/10/18 revision
31/10/18	revision	01/11/18 Haryana Day
02/11/18	Revision	03/11/18 Revision

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor

Ms. Sunita Singh

Class : B.com (5th sem)

Subject Entrepreneurship Development

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18		14/07/18	
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	Entrepreneurship (meaning & scope)	17/07/18	Contd.
18/07/18	Role & Functions of Entrepreneur in Eco Development	19/07/18	Contd.
20/07/18	Contd.	21/07/18	Needs of Entrepreneurship
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	Contd.	24/07/18	Contd.
25/07/18	Characteristics of Entrepreneur	26/07/18	Qualities & Pre requisites of entrepreneur
27/07/18	Revision	28/07/18	Methods & procedures to start, expand own business
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	Contd.	31/07/18	Shahid Udham Singh Shahidi Diwas
01/08/18	Contd.	02/08/18	Contd.
03/08/18	Contd.	04/08/18	Contd.
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	Life cycle of Business	07/08/18	Contd.
08/08/18	Relationship with large enterprises	09/08/18	Revision
10/08/18	Factors affecting success of a new business	11/08/18	Contd.
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	Contd.	14/08/18	Contd.
15/08/18	Independence Day	16/08/18	Reasons for failure & visible problems of business
17/08/18	Feasibility study & preparation of feasibility report	18/08/18	Contd.
August 20, 2018 to August 25, 2018(Week 7)			
20/08/18	Contd.	21/08/18	Contd.
22/08/18	Id-UI-Juha	23/08/18	Economical, technical , financial, managerial feasibility of report
24/08/18	Contd.	25/08/18	Revision
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	Selection of factory location	28/08/18	Contd.
29/08/18	Contd.	30/08/18	Contd.
31/08/18	Demand Analysis	01/09/18	Contd.
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamashatmi	04/09/18	Contd.
05/09/18	Contd.	06/09/18	Market potential measurement
07/09/18	Capital & project costing	08/09/18	Contd.
September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	Contd.	11/09/18	Working capital requirements
12/09/18	Contd.	13/09/18	Contd.
14/09/18	Contd.	15/09/18	Contd.
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	Contd.	18/09/18	Contd.
19/09/18	Contd.	20/09/18	Contd.
21/09/18	Contd.	22/09/18	Contd.
September 24, 2018 to September 29, 2018(Week 12)			
24/09/18	Assignment 1 (Entrepreneur)	25/09/18	Sources of finance
26/09/18	Contd.	27/09/18	Contd.
28/09/18	Contd.	29/09/18	Contd.
October 01, 2018 to October 06, 2018(Week 13)			
01/10/18	Contd.	02/10/18	Gandhi Jayanti
03/10/18	Entrepreneurship development programmes	04/10/18	Contd.
05/10/18	Startup India	06/10/18	Skill India
October 08, 2018 to October 13, 2018(Week 14)			
08/10/18	Cost support & incentives	09/10/18	Contd.
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	Assignment - 2 (Life cycle of new business & factors affecting)
12/10/18	Contd.	13/10/18	Role of govt promotional agencies & institutions in ED
October 15, 2018 to October 20, 2018(Week 15)			
15/10/18	Contd.	16/10/18	Contd.
17/10/18	Contd.	18/10/18	Dushehra
19/10/18	Profit & tax planning	20/10/18	Contd.
October 22, 2018 to October 27, 2018(Week 16)			
22/10/18	Contd.	23/10/18	Conditional test (Sources of finance)
24/10/18	Mahrishi Valmiki Jayanti	25/10/18	Contd.
26/10/18	Contd.	27/10/18	Revision
October 29, 2018 to November 03, 2018(Week 17)			
29/10/18	Revision	30/10/18	Revision
31/10/18	Revision	01/11/18	Haryana Day
02/11/18	Revision	03/11/18	Revision

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor : Sonia Dhingra

class : Bcom vth sem

Subject : Industrial Marketing

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18		14/07/18	
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	introduction of students	17/07/18	introduction of subject
18/07/18	Intro to Industrial Marketing, concept	19/07/18	Nature and scope of industrial mktng
20/07/18	.....cntd.....	21/07/18	....cntd.....
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	...cntd.....	24/07/18	...cntd....
25/07/18	comparison b/w ind. & consumer mktng	26/07/18	...cntd.....
27/07/18	revision	28/07/18	industrial mkt research, need & process
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	.....cntd.....	31/07/18	Shaheed Udham Singh's Martyrdom Day
01/08/18	....cntd...	02/08/18	demand forecasting, meaning
03/08/18	techniques of demand forecasting	04/08/18	.....cntd.....
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	revision	07/08/18	industrial mkt segmentation
08/08/18	....cntd.....	09/08/18	....cntd.....
10/08/18	.....cntd.....	11/08/18	.....cntd....
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	....cntd.....	14/08/18	revision
15/08/18	Independence Day	16/08/18	organisational buying behaviour
17/08/18	....cntd.....	18/08/18	....cntd.....
August 20, 2018 to august 25, 2018(Week 7)			
20/08/18	....cntd.....	21/08/18	.....cntd....
22/08/18	Id-UI-Zuha (Bakrid)	23/08/18	revision
24/08/18	industrial pricing	25/08/18	....cntd.....
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	....cntd.....	28/08/18	....cntd.....
29/08/18	...cntd.....	30/08/18	revision
31/08/18	industrial mktng communication	01/09/18	....cntd.
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamshatmi	04/09/18	....cntd.....
05/09/18cntd.....	06/09/18cntd.....

07/09/18	Talent Search Competition	08/09/18	Talent Search Competition
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September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	...cntd.....	11/09/18	revision
12/09/18	ind mktng channels & logistics	13/09/18	...cntd.....
14/09/18	...cntd...	15/09/18	...cntd
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	...cntd.....	18/09/18	...cntd...
19/09/18	...cntd.....	20/09/18	...cntd.....
21/09/18	revision	22/09/18	assignment 1
September 24, 2018 to September 29, 2018(Week 12)			
24/09/18	ind planning & organizing	25/09/18	...cntd.....
26/09/18	...cntd.....	27/09/18	...cntd....
28/09/18	...cntd.....	29/09/18	...cntd.....
October 01, 2018 to October 06, 2018(Week 13)			
01/10/18	revision	02/10/18	Mahatama Gandhi Jayanti
03/10/18	group discussion	04/10/18	ind mktng control practices
05/10/18	...cntd.....	06/10/18	assignment 2
October 08, 2018 to October 13, 2018(Week 14)			
08/10/18	...cntd.....	09/10/18	techniques of ind mktng operations
10/10/18	Maharaja Agrasen Jayanti	11/10/18	...cntd.....
12/10/18	...cntd.....	13/10/18	...cntd.....
October 15, 2018 to October 20, 2018(Week 15)			
15/10/18	group discussion	16/10/18	conditional test
17/10/18	problem taking session	18/10/18	Dussehra
19/10/18	contemporary issues in ind mktng	20/10/18	contemporary issues in ind mktng
October 22, 2018 to October 27, 2018(Week 16)			
22/10/18	revision	23/10/18	revision
24/10/18	Maharishi Valmiki's Birthday	25/10/18	revision
26/10/18	revision	27/10/18	revision
October 29, 2018 to November 03, 2018(Week 17)			
29/10/18	revision	30/10/18	revision
31/10/18	revision	01/11/18	Haryana Day
02/11/18	Annual Athletic Meet	03/11/18	Annual Athletic Meet

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor

Ajay Pal Singh

Class B.Com 3rd Year 5th Semester

Subject Income Tax

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18	Intoduction to Income Tax	14/07/18	Contd.
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	Definitions:-Income,GTI,TI,Casual Income	17/07/18	Person,Assessee,P.Y,A.Y & Exceptions
18/07/18	Tax Evasion,Avoidance,Planning & Mgmt.	19/07/18	Revision
20/07/18	Agricultural & Non Agricultural Income	21/07/18	Practicals
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	Revision	24/07/18	Meaning & Types Of Residents
25/07/18	Scope of Residential Status & Practicals	26/07/18	Practicals
27/07/18	Practicals	28/07/18	Revision
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	Exemptions For All Assesseees	31/07/18	Shahid Udham Singh Shahidi Diwas
01/08/18	Exemptions For All Employees	02/08/18	Exemptions For Institutions
03/08/18	Revision	04/08/18	Introduction To House Property
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	Practicals	07/08/18	Deductions & Practicals
08/08/18	Other Conditions & Practicals	09/08/18	Practicals
10/08/18	Practicals	11/08/18	Revision
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	Introduction to Dep.& Additional Dep.	14/08/18	W.D.V. & Unabsorbed Depreciation
15/08/18	Independence Day	16/08/18	Practicals & Investment Allowance
17/08/18	Revision	18/08/18	Introduction To Business/Profession
August 20, 2018 to august 25, 2018(Week 7)			
20/08/18	Allowed Deductions	21/08/18	Allowed Deductions
22/08/18	Id-UI-Juha	23/08/18	Disallowed Deductions
24/08/18	Practicals Of Business Head	25/08/18	Practicals Of Business Head
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	Prcaticals Of Profession Head	28/08/18	Prcaticals Of Profession Head
29/08/18	Revision	30/08/18	Meaning & Definition Of Salary
31/08/18	Allowances	01/09/18	Practicals
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamashatmi	04/09/18	Perquisites
05/09/18	Valuation Of Perquisites	06/09/18	Practicals

07/09/18	Practicals	08/09/18	Practicals
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September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	Provident Fund & Deductions	11/09/18	Practicals
12/09/18	Contd.	13/09/18	Contd.
14/09/18	Contd.	15/09/18	Contd.
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	Contd.	18/09/18	Contd.
19/09/18	Contd.	20/09/18	Revision
21/09/18	Meaning & Provisions Of Gratuity & Pension	22/09/18	Earned Leave Salary & Retrenchment
September 24, 2018 to September 29, 2018(Week 12)			
24/09/18	Voluntary Retirement & Provident Fund	25/09/18	Assignment First
26/09/18	Practicals	27/09/18	Revision
28/09/18	Determination Of Eligible Business	29/09/18	Plying & LIC Agents
October 01, 2018 to October 06, 2018(Week 13)			
01/10/18	Revision	02/10/18	Gandhi Jayanti
03/10/18	Conditional Test	04/10/18	Meaning & Transfer Of Capital Assets
05/10/18	Computation Of Capital Gains & Practical	06/10/18	Cost Of Acquisition & Practical
October 08, 2018 to October 13, 2018(Week 14)			
08/10/18	Capital Gains Under Different Conditions	09/10/18	Capital Gain Exemptions & Practical
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	Assignment Second
12/10/18	Capital Gain Exemptions & Practical	13/10/18	Practicals
October 15, 2018 to October 20, 2018(Week 15)			
15/10/18	Practicals	16/10/18	Revision
17/10/18	Income Of Other Sources	18/10/18	Dushehra
19/10/18	Other Incomes	20/10/18	Bond Washing Transactions & Deductions
October 22, 2018 to October 27, 2018(Week 16)			
22/10/18	Practicals	23/10/18	Revision
24/10/18	Mahrishi Valmiki Jayanti	25/10/18	Deemed & Clubbing Of Income
26/10/18	Practicals	27/10/18	Revision
October 29, 2018 to November 03, 2018(Week 17)			
29/10/18	Meaning & Provisions Of Set-Off & Carry Fwd	30/10/18	Practicals
31/10/18	Revision	01/11/18	Haryana Day
02/11/18	Revision	03/11/18	Revision

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor

jaspinder kaur

Class - bcom 5th sem

Subject materials mgmnt

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18	introduction to materials mgmnt	14/07/18	imp and scope
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	modern trends in mat mgmnt	17/07/18	challenges to mat mgmnt
18/07/18	obj & functions of mat mgmnt	19/07/18	revision ch-1
20/07/18	process of mgmnt & system approach	21/07/18	...cntd.....
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	material planning	24/07/18	significance of mat planning
25/07/18	factors affecting mat planning	26/07/18	guidelines for mat planning
27/07/18	techniques & adv of mrp	28/07/18	disadv & challenges of mrp
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	material cycle & material budget	31/07/18	Shahid Udham Singh Shahidi Diwas
01/08/18	...cntd...	02/08/18	revision ch-2& 3
03/08/18	revision ch-2 & 3	04/08/18	purchasing mgmnt
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	obj ,principles	07/08/18	fdorms of purchasing
08/08/18	legal aspects of purchasing		revision ch-4
10/08/18	purchaes police and procedure	11/08/18	govt. purchasing practices
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	modes of purchaes	14/08/18	....cont.
15/08/18	Independence Day	16/08/18	revision ch-4
17/08/18	purchaesing methods (practical)	18/08/18	.....cntd..
August 20, 2018 to august 25, 2018(Week 7)			
20/08/18	...cntd.	21/08/18	..cntd..
22/08/18	Id-UI-Juha	23/08/18	material research and intelligence
24/08/18	objt,causes,techiques	25/08/18	revision ch -6,7
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	standardisation ,objt, meaning	28/08/18	level,process
29/08/18	adv. And disadv.	30/08/18	value analysis ,mealNG ,FEATURES
31/08/18	areas for its application	01/09/18	process and techniques
03/09/18	Janamashatmi	04/09/18	adv
05/09/18	revision ch- 8 & 9	06/09/18	revision ch0 8 & 9

07/09/18	Talent Search Competition	08/09/18	Talent Search Competition
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September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	financial aspects and committee reports	11/09/18	...cntd..
12/09/18	spare parts mgmnt,	13/09/18	classification of spm
14/09/18	planning	15/09/18	procedure of spm
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	revision ch -10,11	18/09/18	revision ch-10,11
19/09/18	test of ch-1,2	20/09/18	stores and warehouse mgmnt
21/09/18	features and type	22/09/18	...cntd..
September 24, 2018 to September 29,2018(Week 12)			
24/09/18	..cntd..	25/09/18	functions of stores mgmnt ,stores layout
26/09/18	types and methods	27/09/18	classification of material
28/09/18	codification of material	29/09/18	assignment-1 (value analysis)
October 01, 2018 to October 06,2018(Week 13)			
01/10/18	inventory(pratical)	02/10/18	Gandhi Jayanti
03/10/18	..cntd..	04/10/18	...cntd..
05/10/18	...cntd..	06/10/18	cntd..
October 08, 2018 to October 13,2018(Week 14)			
08/10/18	...cntd..	09/10/18	....cntd..
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	...cntd..
12/10/18	problems	13/10/18	assignment-2(store mgmnt)
October 15, 2018 to October 20,2018(Week 15)			
15/10/18	intro to scrap	16/10/18	types of scrap
17/10/18	causes and treatment	18/10/18	Dushehra
19/10/18	conditional test (inventory methods	20/10/18	revision ch -14
October 22, 2018 to October 27,2018(Week 16)			
22/10/18	tranportation,intro.	23/10/18	roles,modes of transportaion
24/10/18	Mahrishi Valmiki Jayanti	25/10/18	classification
26/10/18	insurance	27/10/18	types and procedure
October 29, 2018 to November 03,2018(Week 17)			
29/10/18	claim settlement	30/10/18	revision
31/10/18	revision	01/11/18	Haryana Day
02/11/18	Annual Athletic Meet	03/11/18	Annual Athletic Meet

Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor:

PROF. MANEET KAUR

Class B.COM (5th SEMESTER)

Subject

SERVICE MARKETING

July 13, 2018 to July 14, 2018 (Week 1)			
13/07/18		14/07/2018	
July 16, 2018 to July 21, 2018(Week 2)			
16/07/18	STUDENT ORIENTATION	17/07/18	SYLLABUS DISCUSSION
18/07/18	SERVICES: MEANING AND FEATURES	19/07/18	CONTINUE.....
20/07/18	CONTINUE.....	21/07/18	REVISION
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	GROWTH OF SERVICE SECTOR	24/07/18	CONTINUE.....
25/07/18	CONTINUE.....	26/07/18	SERVICE MARKET TRIANGLE
27/07/18	EXTERNAL SERVICE MARKETING	28/07/18	CONTINUE.....
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	INTERNAL SERVICE MARKETING	31/07/18	Shahid Udham Singh Shahidi Diwas
01/08/18	CONTINUE.....	02/08/18	CONTINUE.....
03/08/18	RELATIONSHIP MARKETING: INTRODUCTION	04/08/18	APPLICATIONS OF RELATIONSHIP MARKETING
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	MARKETING STRATEGY CONTINUUM	08/07/10	CONTINUE.....
08/08/18	CONTINUE.....	09/08/18	REVISION
10/08/18	INTERACTIVE MARKETING	11/08/18	4 C'S OF CUSTOMER SERVICE MIX
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	METHODS OF INTERACTIVE MARKETING	14/08/18	NEW DESIGN AND DEVELOPMENT
15/08/18	Independence Day	16/08/18	CONTINUE.....
17/08/18	SERVICE CONSUMER BEHAVIOUR: INTRODUCTION	18/08/18	FACTOR AFFECTING CONSUMER BEHAVIOUR
August 20, 2018 to august 25, 2018(Week 7)			
20/08/18	CONTINUE.....	08/21/18	IMPORTANCE OF STUDYING CONSUMER BEHAVIOUR
22/08/18	Id-Ul-Juha	23/08/18	CONTINUE.....
24/08/18	CONTINUE.....	25/08/18	REVISION
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	SEGMENTATION: CONCEPT	28/08/18	STRATEGIES OF SEGMENTATION
29/08/18	CONTINUE.....	30/08/18	BASIS FOR SEGMENTATION
31/08/18	CONTINUE.....	01/09/18	TARGET MARKET SELECTION.
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamashatmi	04/09/18	CONTINUE....
05/09/18	CONTINUE.....	06/09/18	POSITIONING OF SERVICES: INTRODUCTION
07/09/18	CONTINUE.....	09/08/18	POSITIONING OF INTANGIBLES

September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	CONTINUE.....	11/09/18	POSITIONING PROCESS
12/09/18	CONTINUE.....	13/09/18	SERVICE QUALITY GAP : INTRODUCTION
14/09/18	DIMENSIONS OF SERVICE QUALITY GAP	15/09/18	CONTINUE.....
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	SERVICE GAP	18/09/18	CONTINUE.....
19/09/18	SERQUAL: INTRODUCTION	20/09/18	CONTINUE....
21/09/18	CONTINUE.....	22/09/18	ASSIGNMENT 1
September 24, 2018 to September 29,2018(Week 12)			
24/09/18	MARKETING MIX AND SERVICES	25/09/18	CONTINUE.....
26/09/18	CONTINUE.....	27/09/18	SERVICE PRICING: INTRODUCTION AND OBJECTIVES
28/09/18	APPROACHES TO SERVICE PRICING	29/09/18	CONTINUE.....
October 01, 2018 to October 06,2018(Week 13)			
01/10/18	CONTINUE.....	02/10/18	Gandhi Jayanti
03/10/18	MANAGING PHYSICAL EVIDENCE	04/10/18	CONTINUE.....
05/10/18	DELIVERY AND DISTRIBUTION OF SEVICES	06/10/18	CONTINUE.....
October 08, 2018 to October 13,2018(Week 14)			
08/10/18	CONTINUE.....	09/10/18	ASSIGNMENT 2
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	ROLE OF IT IN MARKETING OF SERVICES
12/10/18	CONTINUE.....	13/10/18	CONTINUE.....
October 15, 2018 to October 20,2018(Week 15)			
15/10/18	MANGING SERVICES EMPLOYEE	16/10/18	CONTINUE.....
17/10/18	CONTINUE.....	18/10/18	Dushehra
19/10/18	CONDITIONAL TEST	20/10/18	MARKETING COMMUNICATION IN SERVICES
October 22, 2018 to October 27,2018(Week 16)			
22/10/18	CONTINUE.....	23/10/18	CONTINUE.....
24/10/18	Mahrishi Valmiki Jayanti	25/10/18	EMERGING SERVICE SECTOR IN INDIA
26/10/18	CONTINUE.....	27/10/18	CONTINUE.....
October 29, 2018 to November 03,2018(Week 17)			
29/10/18	REVISION	30/10/18	REVISION
31/10/18	REVISION	01/11/18	Haryana Day
02/11/18	REVISION	03/11/18	REVISION