

## LESSON PLAN ODD SEMESTER (SESSION 2018-19)

Name of Assistant/Associate Professor : Aakansha Sharma			
Class	B.COM III SEM	Subject	BUSINESS LAW
<b>July 13, 2018 to July 14, 2018 (Week 1)</b>			
13-Jul-18		14-Jul-18	
<b>July 16, 2018 to July 21, 2018(Week 2)</b>			
16-Jul-18	SO + Inroduction	17-Jul-18	Discussion of Syllabus
18-Jul-18	Introduction to busines law	19-Jul-18	Law of contract Act (1872)
20-Jul-18	Continue	21-Jul-18	Nature and Classification of Contract.
<b>July 23, 2018 to July 28, 2018(Week 3)</b>			
23-Jul-18	Continue	24-Jul-18	Continue
25-Jul-18	Revision	26-Jul-18	Offer and Acceptance
27-Jul-18	Continue	28-Jul-18	Continue
<b>July 30, 2018 to August 04, 2018(Week 4)</b>			
30-Jul-18	Continue	31-Jul-18	Shahid Udham Singh Shahidi Diwas
1-Aug-18	Continue	2-Aug-18	Revision
3-Aug-18	Contractual Capacity of Parties	4-Aug-18	Continue
<b>August 06, 2018 to August 11, 2018(Week 5)</b>			
6-Aug-18	Continue	7-Aug-18	Free Consent of Parties.
8-Aug-18	Continue	9-Aug-18	Continue
10-Aug-18	Continue	11-Aug-18	Continue
<b>August 13, 2018 to August 18, 2018(Week 6)</b>			
13-Aug-18	Revision	14-Aug-18	Consideration and Object.
15-Aug-18	Independence Day	16-Aug-18	Continue
17-Aug-18	Continue	18-Aug-18	Continue
<b>August 20, 2018 to august 25, 2018(Week 7)</b>			
20-Aug-18	Revision	21-Aug-18	Agreements Declared as void.
22-Aug-18	Id-UI-Juha	23-Aug-18	Continue
24-Aug-18	Continue	25-Aug-18	Continue
<b>August 27, 2018 to September 01, 2018(Week 8)</b>			
27-Aug-18	Revision	28-Aug-18	Performance of Contract
29-Aug-18	Continue	30-Aug-18	Continue
31-Aug-18	Revision	1-Sep-18	Discharge of Contract.
<b>September 03, 2018 to September 08, 2018(Week 9)</b>			
3-Sep-18	Janamashatmi	4-Sep-18	Continue
5-Sep-18	Continue	6-Sep-18	Continue
7-Sep-18	Revision	8-Sep-18	Remedies for Breach of Contract.
<b>September 10, 2018 to September 15, 2018(Week 10)</b>			
10-Sep-18	Continue	11-Sep-18	Continue
12-Sep-18	Revision	13-Sep-18	Contingent Contracts.
14-Sep-18	Continue	15-Sep-18	Quasi Contracts.
<b>September 17, 2018 to September 22, 2018(Week 11)</b>			
17-Sep-18	Continue	18-Sep-18	Contracts of Indemnity and Guarantee.
19-Sep-18	Continue	20-Sep-18	Continue
21-Sep-18	Continue	22-Sep-18	Continue

<b>September 24, 2018 to September 29,2018(Week 12)</b>			
24-Sep-18	Revision	25-Sep-18	Assignment 1 (Valid Contract and Its Elements)
26-Sep-18	Bailment and Pledge	27-Sep-18	Continue
28-Sep-18	Continue	29-Sep-18	Continue
<b>October 01, 2018 to October 06,2018(Week 13)</b>			
1-Oct-18	Continue	2-Oct-18	Gandhi Jayanti
3-Oct-18	Contracts of Agency	4-Oct-18	Continue
5-Oct-18	Continue	6-Oct-18	Continue
<b>October 08, 2018 to October 13,2018(Week 14)</b>			
8-Oct-18	Continue	9-Oct-18	Revision
10-Oct-18	Maharaja Aggarsain Jayanti	11-Oct-18	Sale of Goods Act 1930
12-Oct-18	Test (Contracts of Agency).	13-Oct-18	Formation of Contract of Sale.
<b>October 15, 2018 to October 20,2018(Week 15)</b>			
15-Oct-18	Goods and Their Classification.	16-Oct-18	Conditions and Warranties.
17-Oct-18	Continue	18-Oct-18	Dushehra
19-Oct-18	Continue	20-Oct-18	Transfer of Property or Ownership.
<b>October 22, 2018 to October 27,2018(Week 16)</b>			
22-Oct-18	Continue	23-Oct-18	Continue
24-Oct-18	Mahrishi Valmiki Jayanti	25-Oct-18	Performance of Contract of Sale.
26-Oct-18	Continue	27-Oct-18	Assignment 2 (Contract of Sale.)
<b>October 29, 2018 to November 03,2018(Week 17)</b>			
29-Oct-18	Unpaid Seller.	30-Oct-18	Consumer Protection Act 1986.
31-Oct-18	Continue	1-Nov-18	Haryana Day
2-Nov-18	Continue	3-Nov-18	Revision

### Lesson Plan Odd Semester (Session 2018-19)

Name of Assistant/Associate Professor :Ms Vanita Rehani

Class : B.COM III sem

Subject: Business Statistics

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	Orientation + Introduction	17/07/2018	Discussion about syllabus
18/07/18	Introduction of Statistics	19/07/18	Scope of Statistics
20/07/18	Usefulness and Limitations of Statistics	21/07/18	Distrust of statistics
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	revision	24/07/18	Collection of data:Primary and Secondary(introduction)
25/07/18	Methods of collection of data	26/07/18	continue...
27/07/18	Continue...	28/07/18	Revision
July 30, 2018 to August 04, 2018(Week 4)			
30/07/18	Measures of central tendency:Introduction	31/07/18	Shahid Udham Singh Shahidi Diwas
01/08/18	Mean	02/08/18	continue...
03/08/18	continue...	04/08/18	continue...
August 06, 2018 to August 11, 2018(Week 5)			
06/08/18	Median	07/08/18	continue...
08/08/18	continue...	09/08/18	continue...
10/08/18	Mode	11/08/18	continue...
August 13, 2018 to August 18, 2018(Week 6)			
13/08/18	continue...	14/08/18	continue...
15/08/18	Independence Day	16/08/18	Geometric Mean
17/08/18	continue...	18/08/18	Harmonic mean
August 20, 2018 to august 25, 2018(Week 7)			
20/08/18	continue...	21/08/18	continue...
22/08/18	Id-Ul-Juha	23/08/18	Revision
24/08/18	Measure of Dispersion:Introduction	25/08/18	Range
August 27, 2018 to September 01, 2018(Week 8)			
27/08/18	Inter-Quartile Range,Quartile Deviation	28/08/18	Mean-deviation
29/08/18	continue...	30/08/18	Standard Deviation
31/08/18	continue...	01/09/18	continue...
September 03, 2018 to September 08, 2018(Week 9)			
03/09/18	Janamashatmi	04/09/18	continue...
05/09/18	continue...	06/09/18	continue...
07/09/18	Coefficient of Variation	08/09/18	continue...

September 10, 2018 to September 15, 2018(Week 10)			
10/09/18	Lorenz Curve	11/09/18	Revision
12/09/18	Index Numbers:Meaning,Uses	13/09/18	Types of Index No., Prob. In construction of Index no.
14/09/18	Methods of prep. of Index no.: simple	15/09/18	continue...
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	continue...	18/09/18	Weighted Index no.
19/09/18	continue...	20/09/18	Qty,Value index no.
21/09/18	Test of adequacy	22/09/18	continue...
September 24, 2018 to September 29,2018(Week 12)			
24/09/18	Assignment(I)-central tendency	25/09/18	chain base Index no.
26/09/18	Base conversion	27/09/18	Base Shifting
28/09/18	continue...	29/09/18	Revision &Prob. discussion
October 01, 2018 to October 06,2018(Week 13)			
01/10/18	Deflating Index no.	02/10/18	Gandhi Jayanti
03/10/18	continue...	04/10/18	Consumer Price Index
05/10/18	continue...	06/10/18	continue...
October 08, 2018 to October 13,2018(Week 14)			
08/10/18	revision	09/10/18	Assignment (II)- Index no. I
10/10/18	Maharaja Aggarsain Jayanti	11/10/18	Analysis of Time Series: concept
12/10/18	Causes of variation in time series data	13/10/18	Component of Time Series
October 15, 2018 to October 20,2018(Week 15)			
15/10/18	Conditional Test :Dispersion	16/10/18	Determination of Trend
17/10/18	continue...	18/10/18	Dushehra
19/10/18	continue...	20/10/18	continue...
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	Revision
26/10/18	Computation of Seasonal -Indices	27/10/18	continue...
October 29, 2018 to November 03,2018(Week 17)			
29/10/18	continue...	30/10/18	continue...
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  
Class B.com 2nd (3rd sem.)

Ekta malik  
Subject company law -1

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	Orientation programme	17/07/18 Discussion about syllabus
18/07/18	Company-meaning & characteristics	19/07/18 Type of company
20/07/18	Continue	21/07/18 Continue
July 23, 2018 to July 28, 2018(Week 3)		
23/07/18	Continue	24/07/18 Revision
25/07/18	Conversion of private into public company	26/07/18 Continue
27/07/18	Continue	28/07/18 Revision
July 30, 2018 to August 04, 2018(Week 4)		
30/07/18	Pomotion and Incorporation of company	31/07/18 <b>Shahid Udham Singh Shahidi Diwas</b>
01/08/18	Continue	02/08/18 Promoter- It's legal position
03/08/18	Continue	04/08/18 Duty and liability of Promoter
August 06, 2018 to August 11, 2018(Week 5)		
06/08/18	Continue	07/08/18 Remuneration of Promoter
08/08/18	Pre-Incorporation contracts	09/08/18 Incorporation Procedure
10/08/18	Revision	11/08/18 Memorandum of Association
August 13, 2018 to August 18, 2018(Week 6)		
13/08/18	Clauses of MOA	14/08/18 Continue
15/08/18	<b>Independence Day</b>	16/08/18 Continue
17/08/18	Continue	18/08/18 Doctrine of ultra vires
August 20, 2018 to august 25, 2018(Week 7)		
20/08/18	Altration of clauses	21/08/18 Revision
22/08/18	<b>Id-Ul-Juha</b>	23/08/18 Article of Association
24/08/18	Contents of ADA	25/08/18 Model form
August 27, 2018 to September 01, 2018(Week 8)		
27/08/18	Continue	28/08/18 Alteration in ADA
29/08/18	Continue	30/08/18 Doctrine of Indoor Management
31/08/18	Constructive Notice	01/09/18 Continue
September 03, 2018 to September 08, 2018(Week 9)		
03/09/18	<b>Janamashatmi</b>	04/09/18 Prospectus
05/09/18	Content and Formalities	06/09/18 Continue
07/09/18	Continue	08/09/18 Abridged prospectus

September 10, 2018 to September 15, 2018(Week 10)		
10/09/18	Deemed prospectus	11/09/18 Red -herring and Self prospectus
12/09/18	Continue	13/09/18 Mis-statement and remedies
14/09/18	Continue	15/09/18 Liabilities for misstatement
September 17, 2018 to September 22, 2018(Week 11)		
17/09/18	Continue	18/09/18 Revision
19/09/18	Share Capital	20/09/18 Type of Share Capital
21/09/18	Continue	22/09/18 Issue and Allotment
September 24, 2018 to September 29, 2018(Week 12)		
24/09/18	Continue	25/09/18 Share Certificate and Share warrant
#####	Continue	27/09/18 Reduction of share capital
#####	Assinment - 1 on MOA	29/09/18 Buy-back of share
October 01, 2018 to October 06, 2018(Week 13)		
01/10/18	Continue	02/10/18 Gandhi Jayanti
03/10/18	Transfer and Transmission of share & Debenture	04/10/18 Continue
05/10/18	Continue	06/10/18 Revision
October 08, 2018 to October 13, 2018(Week 14)		
08/10/18	Assinment - 2 on Prospectus	09/10/18 Depository System
10/10/18	Maharaja Aggarsain Jayanti	11/10/18 Continue
12/10/18	Continue	13/10/18 Borrowing -Power
October 15, 2018 to October 20, 2018(Week 15)		
15/10/18	Continue	16/10/18 Debentures
17/10/18	Continue	18/10/18 Dushehra
19/10/18	Continue	Continue
October 22, 2018 to October 27, 2018(Week 16)		
22/10/18	Continue	23/10/18 Revision
24/10/18	Mahrishi Valmiki Jayanti	25/10/18 Conditional Test on company introduction and AOA
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 II (3rd sem.)

Subject: Corporate 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
18/07/18	Issue of shares : Introduction	19/07/18
20/07/18	Journal entries of issue with B/s	21/07/18
July 23, 2018 to July 28, 2018(Week 3)		
23/07/18	Continued..	24/07/18
25/07/18	Forfeiture of shares	26/07/18
27/07/18	Re-issue of shares	28/07/18
July 30, 2018 to August 04, 2018(Week 4)		
30/07/18	Oversubscription and forfeiture of shares	31/07/18
01/08/18	Continued	02/08/18
03/08/18	Continued	04/08/18
August 06, 2018 to August 11, 2018(Week 5)		
06/08/18	Right shares and buy back of shares	07/08/18
08/08/18	Accounting treatment	09/08/18
10/08/18	bonus shares: basic concept	11/08/18
August 13, 2018 to August 18, 2018(Week 6)		
13/08/18	revision and Problems	14/08/18
15/08/18	Independence Day	16/08/18
17/08/18	Continued	18/08/18
August 20, 2018 to August 25, 2018(Week 7)		
20/08/18	Continued	21/08/18
22/08/18	Id-Lil-Juha	23/08/18
24/08/18	Problems and revision	25/08/18
August 27, 2018 to September 01, 2018(Week 8)		
27/08/18	Lump-sum method of redemption	28/08/18
29/08/18	Continued	30/08/18
31/08/18	Continued	01/09/18
September 03, 2018 to September 08, 2018(Week 9)		
03/09/18	Janamashatmi	04/09/18
05/09/18	Purchase of own debentures	06/09/18
07/09/18	cum interest and ex-int.	08/09/18

September 10, 2018 to September 15, 2018(Week 10)		
10/09/18	Problems	11/09/18 Revision
12/09/18	Internal Reconstruction: basics	13/09/18 Theoretical concept
14/09/18	Accounting treatment	15/09/18 Practical questions
September 17, 2018 to September 22, 2018(Week 11)		
17/09/18	Continued	18/09/18 Continued
19/09/18	Problems and revision	20/09/18 Amalgamation of companies
21/09/18	acc. Treatment as per AS 14	22/09/18 Continued
September 24, 2018 to September 29, 2018(Week 12)		
24/09/18	1st Assignment: Issue of shares	25/09/18 Practical portion of amalgamation
26/09/18	Continued	27/09/18 Continued
28/09/18	Continued	29/09/18 Continued
October 01, 2018 to October 06, 2018(Week 13)		
01/10/18	Problems of fractional shares	02/10/18 Gandhi Jayanti
03/10/18	Continued	04/10/18 Continued
05/10/18	Problems and revision	06/10/18 Assignment II: Amalgamation and redemption of debentures
October 08, 2018 to October 13, 2018(Week 14)		
08/10/18	Final accounts of companies	09/10/18 Form of Balance sheet
10/10/18	Maharaja Aggarsain Jayanti	11/10/18 Form of profit and loss account
12/10/18	Continued	13/10/18 Treatment of dividend
October 15, 2018 to October 20, 2018(Week 15)		
15/10/18	Continued	16/10/18 Conditional test : on issue of shares and debentures and redemption of preference shares
17/10/18	Form of P&L appropriation	18/10/18 Dushehra
19/10/18	adjustments and their accounting	20/10/18 Continued
October 22, 2018 to October 27, 2018(Week 16)		
22/10/18	Practical Questions	23/10/18 Continued
24/10/18	Mahrishi Valmiki Jayanti	25/10/18 Continued
26/10/18	Continued	27/10/18 Continued
October 29, 2018 to November 03, 2018(Week 17)		
29/10/18	Problems and revision	30/10/18 revision
31/10/18	revision	01/11/18 Haryana Day
02/11/18	Revision	03/11/18 Revision

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	Introduction : nature & role of Financial system		19/07/18 Contd.
20/07/18	Financial System & Economic development		21/07/18 Contd.
July 23, 2018 to July 28, 2018(Week 3)			
23/07/18	Components of Financial System : Financial Mkt		24/07/18 Contd.
25/07/18	Financial Instruments		26/07/18 Contd.
27/07/18	Money Mkt		28/07/18 Contd.
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	Contd.	07/08/18 Revision & problems
	08/08/18	Class test	09/08/18 capital mkt ( Primary mkt)
	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 Capital mkt 2 ( Secondary mkt)
17/08/18	Contd.		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-Ul-Juha		23/08/18 Depository system, recent dev. In Indian cap. Mkt
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	SEBI (formulation, role & recent development)		30/08/18 Contd.
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 Contd.
September 10, 2018 to September 15, 2018(Week 10)			
	10/09/18	Revision & problems	11/09/18 The Debt Mkt ( meaning, feature & participants)
	12/09/18	Contd.	13/09/18 Private & govt securities mkt
14/09/18	Contd.		15/09/18 Contd.
September 17, 2018 to September 22, 2018(Week 11)			
17/09/18	revision		18/09/18 Financial institution: RBI
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	Contd.		25/09/18 Class test
26/09/18	Commercial banks: meaning & functions		27/09/18 Contd.
28/09/18	Assignment 1 ( Financial system)		29/09/18 Contd.
October 01, 2018 to October 06,2018(Week 13)			
	01/10/18	Structure & recent development in Comm. Banks	02/10/18 Gandhi Jayanti
	03/10/18	Contd.	04/10/18 Contd.
	05/10/18	Contd.	06/10/18 Contd.
October 08, 2018 to October 13,2018(Week 14)			
	08/10/18	E banking , NPAs Comm banks	09/10/18 Contd.
	10/10/18	Maharaja Aggarsain Jayanti	11/10/18 Revision
	12/10/18	Group Discussion	13/10/18 Development banks: concept , objectives & functions
October 15, 2018 to October 20,2018(Week 15)			
15/10/18	Conditional test ( money & capital mkt)		16/10/18 Contd.
17/10/18	Contd.		18/10/18 Dushehra
19/10/18	Revision		20/10/18 Recent development in Development banking
October 22, 2018 to October 27,2018(Week 16)			
22/10/18	Contd.		23/10/18 Contd.
24/10/18	Mahrishi Valmiki Jayanti		25/10/18 Assignment 2 ( SEBI)
26/10/18	Revision		27/10/18 Class test
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 Sakshi Munjal  
B.COM III sem

Subject Rural 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	Students introduction	17/07/18
18/07/18	intro to rural marketing	19/07/18
20/07/18	..cntd....	21/07/18
July 23, 2018 to July 28, 2018(Week 3)		
23/07/18	..cntd....	24/07/18
25/07/18	factors affecting rural mktng env.	26/07/18
27/07/18	..cntd....	28/07/18
July 30, 2018 to August 04, 2018(Week 4)		
30/07/18	revision	31/07/18
01/08/18	..cntd....	02/08/18
03/08/18	..cntd....	04/08/18
August 06, 2018 to August 11, 2018(Week 5)		
06/08/18	..cntd....	07/08/18
08/08/18	revision	09/08/18
10/08/18	..cntd....	11/08/18
August 13, 2018 to August 18, 2018(Week 6)		
13/08/18	..cntd....	14/08/18
15/08/18	Independence Day	16/08/18
17/08/18	..cntd....	18/08/18
August 20, 2018 to August 25, 2018(Week 7)		
20/08/18	..cntd....	21/08/18
22/08/18	Id-Ul-Juha	23/08/18
24/08/18	strategies for rural mktng	25/08/18
August 27, 2018 to September 01, 2018(Week 8)		
27/08/18	..cntd....	28/08/18
29/08/18	..cntd....	30/08/18
31/08/18	..cntd....	01/09/18
September 03, 2018 to September 08, 2018(Week 9)		
03/09/18	Janamashatmi	04/09/18
05/09/18	rural mktng mix	06/09/18
07/09/18	..cntd....	08/09/18

September 10, 2018 to September 15, 2018(Week 10)		
10/09/18	oral test	11/09/18 ...cntd...
12/09/18	...cntd...	13/09/18 revision
14/09/18	difference in urban and rural market	15/09/18 problems in rural marketing
September 17, 2018 to September 22, 2018(Week 11)		
17/09/18	strategies for rural mktng	09/18/18 product planning
19/09/18	...cntd...	20/09/18 ...cntd...
21/09/18	...cntd...	22/09/18 revision
September 24, 2018 to September 29, 2018(Week 12)		
24/09/18	assignment(i) intro to rural mktg	25/09/18 pricing
26/09/18	...cntd...	27/09/18 ...cntd...
28/09/18	...cntd...	29/09/18 revision
9		
01/10/18	promotion	02/10/18 Gandhi Jayanti
03/10/18	...cntd...	04/10/18 ...cntd...
05/10/18	revision	06/10/18 assignment(ii)rural consumer behaviour
October 08, 2018 to October 13,2018(Week 14)		
08/10/18	dis. Channels in rural areas	09/10/18 ...cntd...
10/10/18	Maharaja Agarsain 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	revision	16/10/18 planning and organizing personnel selling
17/10/18	...cntd...	18/10/18 Dushehra
19/10/18	Conditional test: rural mkt. strategies	20/10/18 innovation in rural market
October 22, 2018 to October 27,2018(Week 16)		
22/10/18	...cntd...	23/10/18 ...cntd...
24/10/18	Maharshi Valmiki Jayanti	25/10/18 ...cntd...
26/10/18	revision	27/10/18 E-commerce in rural markets
October 29, 2018 to November 03,2018(Week 17)		
29/10/18	...cntd...	30/10/18 E-Chaupal and other similar initiatives in rural markets
31/10/18	...cntd...	01/11/18 Haryana Day
02/11/18	Revision	03/11/18 revision