

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Corporate Accounting

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : DR. SUNIT SHARMA, Prof. RUCHIKA BATRA, Prof. AKANSHA

| WEEK | DATE | TOPICS |
|--|--------------------------|--|
| 1 | November (2-3), (5-7) | Time table display & discussion |
| | | Discussion about syllabus |
| | | Issue of shares - introduction |
| | | Book building - concept & process |
| | | Journal entries of issue of shares with balancesheet |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | Practical questions |
| | | Continue |
| | | Continue |
| | | Over subscription |
| | | Forfeiture of shares |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | Continue |
| | | Continue |
| | | Right shares & buyback of shares |
| | | Continue |
| | | Continue |
| | | Redemption of preference shares |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | Accounting treatment |
| | | Continue |
| | | Continue |
| | | Bonus shares : basics concept |
| | | Continue |
| | | Continue |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| 5 | December (1-5) | Revision & problems |
| | | Issue of debentures - introduction |
| | | Accounting treatment |
| | | Continue |
| | | Continue |
| SUNDAY - 06.12.2020 | | |

| | | |
|---|---|---|
| 6 | December (07-12) | Issue & terms of redemption |
| | | Writing of discount on debentures |
| | | Redemption of debentures - introduction |
| | | Methods of redemption |
| | | Lum sum payment method |
| | | Continue |
| SUNDAY - 13.12.2020 | | |
| 7 | December (14-19) | Instalment method |
| | | Continue |
| | | Purchase of own debenture method |
| | | Continue |
| | | Continue |
| | | Conversion method |
| SUNDAY - 20.12.2020 | | |
| 8 | December (21-24) (26) | Continue |
| | | Continue |
| | | Cum interest & ex-interest |
| | | Continue |
| | | Continue |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 9 | December (28-31) January (1-2) | Revisions & problems |
| | | Internal reconstruction - basics |
| | | Theoretical concept |
| | | Accounting treatment |
| | | Practical questions |
| | | Continue |
| SUNDAY - 03.01.2021 | | |
| 10 | January (4-9) | Continue |
| | | Assignment 1st (Issue of shares) |
| | | Amalgamation of companies |
| | | Continue |
| | | Continue |
| | | Accounting treatment as per AS-14 |
| SUNDAY - 10.01.2021 | | |
| 11 | January (11-16) | Practical questions |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 17.01.2021 | | |

I.B. (PG) COLLEGE, PANIPAT
SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Business Statistics

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : Prof. MADHVI, Prof. VANITA REHANI

| WEEK | DATE | TOPICS |
|--|-----------------------------|--|
| 1 | November (2 -3), (5 - 7) | Discussion about syllabus |
| | | Introduction of Statistics |
| | | Scope and functions of Statistics |
| | | Usefulness of Statistics |
| | | Limitations and distrust of statistics |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | revision |
| | | Collection of data:Primary and Secondary(introduction) |
| | | Methods of collection of data |
| | | continued |
| | | continued |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | Measures of central tendency:Introduction |
| | | Mean |
| | | continued... |
| | | continued... |
| | | continued... |
| | | Median |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | continued... |
| | | Median continued and partition values |
| | | continued... |
| | | continued... |
| | | Mode |
| | | continued... |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| 5 | December (1-5) | continued... |
| | | Geometric Mean |
| | | continued... |
| | | Harmonic mean |
| | | continued... |
| SUNDAY - 06.12.2020 | | |

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|----------------------------------|--------------------------------------|--|
| 6 | December (07-12) | continued... |
| | | Revision and prob discussion |
| | | Measure of Dispersion:Introduction |
| | | Absolute and relative measures of dispersion,Range |
| | | Inter-Quartile Range,Quartile Deviation |
| SUNDAY - 13.12.2020 | | |
| 7 | December (14-19) | continued... |
| | | Standard Deviation |
| | | continued... |
| | | continued... |
| | | Coefficient of Variation |
| SUNDAY - 20.12.2020 | | |
| 8 | December (21-24) (26) | continued..... |
| | | Lorenz Curve |
| | | Revision and Prob Discussion |
| | | Class test |
| | | Index Numbers:Meaning,Uses,limitations |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 9 | December (28-31) January (1-2) | Types of Index No., Prob. In construction of Index no. |
| | | Methods of prep. of Index no.: simple |
| | | continued... |
| | | Weighted Index no. |
| | | continued... |
| SUNDAY - 03.01.2021 | | |
| 10 | January (4-9) | Qty,Value index no. |
| | | Test of adequacy |
| | | continued... |
| | | continued... |
| | | Revision & Prob. Discussion |
| SUNDAY - 10.01.2021 | | |
| 11 | January (11-16) | Base conversion |
| | | Base Shifting |
| | | Base splicing |
| | | Deflating Index no. |
| | | continued... |
| SUNDAY - 17.01.2021 | | |

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| 12 | January (18-19) (21-23) | continued... |
| | | continued... |
| | | revision and Prob discussion |
| | | Analysis of Time Series: concept and utility |
| | | Component of Time Series and models |
| HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti) | | |
| SUNDAY - 24.01.2021 | | |
| 13 | January (25) (27-30) | Analysis & Methods of measuring trend:Freehand curve |
| | | ASSIGNMENT -1 |
| | | Semi average Method |
| | | continued... |
| | | Moving average method. |
| HOLIDAY - 26.01.2021 (Republic Day) | | |
| SUNDAY - 31.01.2021 | | |
| 14 | February (01-06) | continued |
| | | Least square method |
| | | continued |
| | | continued,Prob discussion |
| | | Conditional test |
| | | Fitting of second degree parabolic and exponential trend |
| SUNDAY - 07.02.2021 | | |
| 15 | February (08-13) | continued |
| | | continued |
| | | continued |
| | | Measurement of Seasonal Variations:simple average |
| | | Ratio to moving average |
| | | II Assignment |
| SUNDAY - 14.02.2021 | | |
| 16 | February (15 - 20) | Ratio to trend method |
| | | link relatives method,deseasonalisation of data |
| | | Revision and Prob Discussion |
| | | Revision |
| | | Revision |
| | | Revision |

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Business Law-I

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : Prof. MANEET KAUR, Prof. AKANSHA

| WEEK | DATE | TOPICS |
|--|-----------------------------|--|
| 1 | November (2 -3), (5 - 7) | DISCUSSION OF SYLLABUS |
| | | BUSINESS LAW: AN OVERVIEW |
| | | INDIAN CONTRACT ACT,1872 |
| | | CONTINUE |
| | | ORAL REVISION |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | VALID CONTRACT AND ITS ELEMENTS- INTRODUCTION, CONTRACT vs. AGREEMENT |
| | | CONTINUE |
| | | ALL CONTRACTS ARE AGREEMENTS BUT ALL AGREEMENTS ARE NOT CONTRACTS |
| | | CONTINUE |
| | | KINDS OF AGREEMENTS |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | CONTINUE |
| | | ORAL REVISION |
| | | PROPOSAL, ACCEPTANCE AND REVOCATION- MEANING OF OFFER, LEGAL RULES FOR OFFER |
| | | ACCEPTANCE- MEANING AND RULES |
| | | REVOCATION: MEANING AND CONCEPT, MODES OF LAPSE OF AN OFFER |
| | | A STRANGER TO A CONTRACT CANNOT SUE |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | CONTINUE |
| | | ORAL REVISION |
| | | CONTRACTUAL CAPACITY OF PARTIES- MEANING & CONCEPT |
| | | CONTRACTS BY MINORS |
| | | CONTINUE |
| | | ORAL REVISION |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| | December (1-5) | FREE CONSENT OF PARTIES: MEANING AND CONCEPT |
| | | CONTINUE |
| | | CONTINUE |
| | | CONTINUE |
| | | CONTINUE |
| SUNDAY - 06.12.2020 | | |

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| 6 | December (07-12) | LAWFUL CONSIDERATION AND OBJECT: INTRODUCTION, MEANING & ELEMENTS OF CONSIDERATION |
| | | AGREEMENTS OPPOSED TO PUBLIC POLICY |
| | | CONTINUE |
| | | AGREEMENTS EXPRESSLY DECLARED AS VOID |
| | | CONTINUE |
| | | CONTINUE |
| SUNDAY - 13.12.2020 | | |
| 6 | December (14-19) | CONTINGENT CONTRACTS: MEANING, FEATURES AND RULES |
| | | PERFORMANCE OF CONTRACTS: MEANING, ESSENTIALS OF A VALID TENDER, TIME AND PLACE OF PERFORMANCE |
| | | RECIPROCAL PROMISES |
| | | CONTINUE |
| | | DISCHARGE OF CONTRACT: MEANING AND MODES OF DISCHARGE |
| | | CONTINUE |
| SUNDAY - 20.12.2020 | | |
| 7 | December (21-24) (26) | ORAL REVISION |
| | | IMPLIED, QUASI OR CONSTRUCTIVE CONTRACTS: MEANING, FEATURES AND TYPES OF IMPLIED CONTRACTS |
| | | CONTINUE |
| | | CONSEQUENCES OF BREACH OF CONTRACT: MEANING, REMEDIES |
| | | TYPES OF DAMAGES |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 8 | December (28-31) January (1-2) | CONTRACTS OF INDEMNITY AND GUARANTEE: INTRODUCTION, RIGHTS OF INDEMNITY HOLDER & INDEMNIFIER |
| | | CONTRACT OF GUARANTEE: MEANING AND ESSENTIALS, REVOCATION OF CONTINUING GUARANTEE |
| | | DISCHARGE OF SURETY FROM LIABILITY & RIGHTS OF SURETY |
| | | ORAL REVISION |
| | | CONTRACTS OF BAILMENT AND PLEDGE: MEANING OF BAILMENT, FEATURES, TYPES OF CONTRACT OF BAILMENT |
| | | DUTIES AND RESPONSIBILITIES OF A BAILOR AND A BAILEE |
| SUNDAY - 03.01.2021 | | |
| 9 | January (4-9) | TERMINATION OF BAILMENT, LIEN : MEANING AND TYPES |
| | | PLEDGE: MEANING, FEATURES, RIGHTS AND DUTIES OF PLEDGER & PLEDGEE |
| | | ASSIGNMENT I- CONTRACTUAL CAPACITY OF PARTIES |
| | | CONTRACTS OF AGENCY: MEANING, RULES, CONSIDERATION FOR AGENCY AND CREATION OF AGENCY |
| | | AUTHORITY OF AGENT, CLASSIFICATION OF AGENTS |
| | | TERMINATION OF AGENCY, RIGHTS AND DUTIES OF AGENT & PRINCIPAL |
| SUNDAY - 10.01.2021 | | |
| 10 | January (11-16) | LIABILITY OF THE AGENT & PRINCIPAL TO THIRD PARTY |
| | | ORAL REVISION |
| | | SALES OF GOODS ACT-1930: INTRODUCTION & CONCEPT |
| | | CONTRACT OF SALE: MEANING AND CONCEPT, SUBJECT MATTER OF SALE CONTRACT |
| | | GOODS AND THEIR CLASSIFICATION |
| | | CONDITION AND WARRANTIES: INTRODUCTION & CONCEPT |
| SUNDAY - 17.01.2021 | | |

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| 11 | January (18-19) (21-23) | IMPLIED CONDITIONS AND WARRANTIES |
| | | CONTINUE |
| | | ORAL REVISION |
| | | ASSIGNMENT II- CONTRACT OF INDEMNITY AND GUARANTEE |
| | | TRANSFER OF PROPERTY OR OWNERSHIP: MEANING AND CONCEPT |
| HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti) | | |
| SUNDAY - 24.01.2021 | | |
| 12 | January (25) (27-30) | TRANSFER OF TITLE OF GOODS AND EXCEPTIONS |
| | | ORAL REVISION |
| | | PERFORMANCE OF THE CONTRACT- DELIVERY & PAYMENT: MEANING, TYPES OF DELIVERY AND RULES GOVERNING DELIVERY OF GOODS |
| | | RIGHTS AND DUTIES OF THE BUYER |
| | | UNPAID SELLER: MEANING, RIGHTS OF AN UNPAID SELLER |
| HOLIDAY - 26.01.2021 (Republic Day) | | |
| SUNDAY - 31.01.2021 | | |
| 13 | February (01-06) | RIGHTS AGAINST THE GOODS AND RIGHTS AGAINST THE BUYER |
| | | ORAL REVISION |
| | | CONDITIONAL TEST: CONTRACT OF AGENCY |
| | | SUITS FOR BREACH OF CONTRACT: MEANING AND REMEDIES |
| | | CONTINUE |
| | | ORAL REVISION |
| SUNDAY - 07.02.2021 | | |
| 14 | February (08-13) | CONSUMER PROTECTION ACT-1986: INTRODUCTION, MEANING , FEATURES AND OBJECTIVES |
| | | TYPES OF CONSUMER PROBLEMS |
| | | RIGHTS TO CONSUMER, NEED AND IMPORTANCE OF CONSUMER PROTECTION |
| | | CONSUMER PROTECTION COUNCILS: CENTRAL COUNCIL & STATE COUNCIL |
| | | BRIEF INTRODUCTION OF CONSUMER PROTECTION AMENDMENT ACT,2002 |
| | | ORAL REVISION |
| SUNDAY - 14.02.2021 | | |
| 15 | February (15 - 20) | REVISION |
| | | REVISION |
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| | | REVISION |
| | | REVISION |
| | | REVISION |

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Company Law

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : Prof. REENA RANI, Prof. SAKSHI MANJAL, Prof. RAJESH BALA

| WEEK | DATE | TOPICS |
|--|-----------------------------|--|
| 1 | November (2 -3), (5 - 7) | Timetable Display and Discussion |
| | | Discussion About Syllabus |
| | | Company Law: History and Administration |
| | | Contd. |
| | | Contd. |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | Company Law: Meaning and Characteristics |
| | | Contd. |
| | | Contd. |
| | | Revision |
| | | Types of Companies |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | Contd. |
| | | Contd. |
| | | Contd. |
| | | Conversion of Private Company Into Public Company |
| | | Contd. |
| | | Contd. |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | Revision |
| | | Promotion and Incorporation of Company |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Promoters : Legal Position, Duty, Liability and Remuneration |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| | December (1-5) | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Pre-Incorporation Contracts, Incorporation Procedures |
| SUNDAY - 06.12.2020 | | |

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|---|---|---|
| 6 | December (07-12) | Contd. |
| | | Contd. |
| | | Memorandum of Association |
| | | Clauses of Memorandum of Association |
| | | Contd. |
| | | Procedure for Alteration |
| SUNDAY - 13.12.2020 | | |
| 6 | December (14-19) | Revision |
| | | Articles of Association |
| | | Contents of Articles of Association |
| | | Contd. |
| | | Contd. |
| | | Doctrine of Indoor Management |
| SUNDAY - 20.12.2020 | | |
| 7 | December (21-24) (26) | Doctrine of Ultra Vires |
| | | Revision |
| | | Prospectus |
| | | Contents of Prospectus |
| | | Contd. |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 8 | December (28-31) January (1-2) | Liability for Misleading Statements |
| | | Deemed Prospectus |
| | | Share Capital Provision Regarding Issue |
| | | Contd. |
| | | Allotment of Shares |
| | | Contd. |
| SUNDAY - 03.01.2021 | | |
| 9 | January (4-9) | Share Capital of Company |
| | | Contd. |
| | | Revision |
| | | Share Certificate and Share Warrant |
| | | Contd. |
| | | Contd. |
| SUNDAY - 10.01.2021 | | |
| 10 | January (11-16) | Presentation of Students |
| | | Issue and Allotment of Debentures |
| | | Contd. |
| | | Contd. |
| | | Transfer and Transmission of Shares |
| | | Contd. |
| SUNDAY - 17.01.2021 | | |

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|---|------------------------------------|-------------------------------|
| 11 | January (18-19) (21-23) | Contd. |
| | | Depository System |
| | | Contd. |
| | | Assignment 1 |
| HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti) | | |
| SUNDAY - 24.01.2021 | | |
| 12 | January (25) (27-30) | Borrowing Powers of a Company |
| | | Contd. |
| | | Contd. |
| | | Revision |
| HOLIDAY - 26.01.2021 (Republic Day) | | |
| SUNDAY - 31.01.2021 | | |
| 13 | February (01-06) | Conditional Test |
| | | Charges |
| | | Contd. |
| | | Contd. |
| | | Revision |
| SUNDAY - 07.02.2021 | | |
| 14 | February (08-13) | Assignment 2 |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| SUNDAY - 14.02.2021 | | |
| 15 | February (15 - 20) | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Indian Financial System

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : Prof. SONIA VIRMANI, Prof. RITIKA JATANA

| WEEK | DATE | TOPICS |
|--|-----------------------------|---|
| 1 | November (2 -3), (5 - 7) | Introduction about syllabus |
| | | Indian financial system an overview |
| | | Continue |
| | | Continue |
| | | Revision |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | Financial system and economic development |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Oral discussion |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | Money market |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | Oral discussion |
| | | Capital market |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| | December (1-5) | Continue |
| | | Continue |
| | | Depositories |
| | | Continue |
| | | Continue |
| SUNDAY - 06.12.2020 | | |

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| 6 | December (07-12) | Revision |
| | | Securities and exchange board of India |
| | | Continue |
| | | Continue |
| | | Revision |
| SUNDAY - 13.12.2020 | | |
| 6 | December (14-19) | Debt market |
| | | Continue |
| | | Continue |
| | | Revision |
| | | Reserve Bank of India |
| SUNDAY - 20.12.2020 | | |
| 7 | December (21-24) (26) | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Revision |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 8 | December (28-31) January (1-2) | Credit creation |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Group discussion |
| SUNDAY - 03.01.2021 | | |
| 9 | January (4-9) | Credit control |
| | | Continue |
| | | Continue |
| | | Revision |
| | | Assignment -1 |
| SUNDAY - 10.01.2021 | | |
| 10 | January (11-16) | Commercial Banking in India |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Revision |
| SUNDAY - 17.01.2021 | | |

I.B. (PG) COLLEGE, PANIPAT
SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Rural Marketing

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher :

Dr. POONAM, Prof. RUHANI SHARMA, , Prof. SAKSHI MUNJAL

| WEEK | DATE | TOPICS |
|--|-----------------------------|---|
| 1 | November (2 -3), (5 - 7) | Timetable Display and Discussion |
| | | Introduction of Rural Marketing |
| | | Meaning, Nature and Characteristics of Ruaral Marketing |
| | | Contd. |
| | | Contd. |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | Contd. |
| | | Revision |
| | | Opportunities to Rural Market |
| | | Contd. |
| | | Oral Discussion |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY - 15.11.2020 | | |
| 3 | November (16-21) | Challenges to Rural Market In India |
| | | Contd. |
| | | Revision |
| | | Socio-Cultural, Economic, Demographic, Technological and Other Environmental Factors Affecting Rural Market |
| | | Contd. |
| | | Contd. |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | Contd. |
| | | Contd. |
| | | Revision |
| | | Rural Consumer Behaviour |
| | | Contd. |
| | | Contd. |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| | December (1-5) | Contd. |
| | | Contd. |
| | | Revision |
| | | Segmentation of Rural Market |
| | | Contd. |
| SUNDAY - 06.12.2020 | | |

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|---|---|--------------------------------------|
| 6 | December (07-12) | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Revision |
| SUNDAY - 13.12.2020 | | |
| 6 | December (14-19) | Strategies of Rural Market |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Revision |
| SUNDAY - 20.12.2020 | | |
| 7 | December (21-24) (26) | Rural Market Mix |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Difference in Urban and Rural Market |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 8 | December (28-31) January (1-2) | Contd. |
| | | Problems in Rural Marketing |
| | | Contd. |
| | | Revision |
| | | Product Planning |
| | | Contd. |
| SUNDAY - 03.01.2021 | | |
| 9 | January (4-9) | Contd. |
| | | Revision |
| | | Product Pricing |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| SUNDAY - 10.01.2021 | | |
| 10 | January (11-16) | Product Promotion |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Revision |
| SUNDAY - 17.01.2021 | | |

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| 11 | January (18-19) (21-23) | Management of Distribution Channels for Marketing of Durables and Non-Durables in Rural Areas |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti) | | |
| SUNDAY - 24.01.2021 | | |
| 12 | January (25) (27-30) | Assignment-1: Introduction to Rural Market |
| | | Planning and Organizing Personnel Selling in Rural Markets |
| | | Contd. |
| | | Contd. |
| | | Contd. |
| HOLIDAY - 26.01.2021 (Republic Day) | | |
| SUNDAY - 31.01.2021 | | |
| 13 | February (01-06) | Conditional Test : Strategies for Rural Market |
| | | Innovation in Rural Markets |
| | | Contd. |
| | | E-Commerce in Rural Market |
| | | Contd. |
| SUNDAY - 07.02.2021 | | |
| 14 | February (08-13) | Assignment-2:Rural Consumer Behaviour |
| | | E-Chaupal and Other Similar Innitiatives in Rural Market |
| | | Contd. |
| | | Contd. |
| | | Revision |
| SUNDAY - 14.02.2021 | | |
| 15 | February (15 - 20) | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |

I.B. (PG) COLLEGE, PANIPAT
SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(3rd Semester)

Name of the Paper:- Foreign Trade of India

CLASS : B.COM. - II Year (Hons.)

Name of the Teacher : Prof. POOJA DUDEJA

| WEEK | DATE | TOPICS |
|--|-----------------------------|--|
| 1 | November (2 -3), (5 - 7) | Discussion about syllabus |
| | | Introduction -Foreign trade of India-Composition ,direction and trends |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 08.11.2020 | | |
| 2 | November (9-13) | Continue |
| | | Continue |
| | | Continue |
| | | continue |
| | | CH- Balance of payments |
| HOLIDAY - 14.11.2020 (Diwali) | | |
| SUNDAY-15.11.2020 | | |
| 3 | November (16-21) | Continue |
| | | continue |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 22.11.2020 | | |
| 4 | November (23-28) | CH-Foreign market selection and entry modes |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Oral Test |
| | | Group discussion |
| SUNDAY - 29.11.2020 | | |
| HOLIDAY - 30.11.2020 (Guru Nanak Dev Jayanti) | | |
| | December (1-5) | CH-Product planning for international markets |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 06.12.2020 | | |

| | | |
|---|--------------------------------------|---|
| 6 | December (07-12) | CH-International product life cycle |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Continue |
| SUNDAY - 13.12.2020 | | |
| 6 | December (14-19) | CH-Export procedure and documentation |
| | | Continue |
| | | Continue |
| | | Continue |
| | | Oral test |
| SUNDAY - 20.12.2020 | | |
| 7 | December (21-24) (26) | CH-International price quotations and methods of payments |
| | | Continue |
| | | Continue |
| | | Continue |
| HOLIDAY - 25.12.2020 (Christmas) | | |
| SUNDAY - 27.12.2020 | | |
| 8 | December (28-31) January (1-2) | Continue |
| | | ASSIGNMENT -1 |
| | | CH-foreign trade policy and star trading houses |
| | | Continue |
| | | Continue |
| SUNDAY - 03.01.2021 | | |
| 9 | January (4-9) | Continue |
| | | CH-Export promotion measures and export oriented units |
| | | continue |
| | | continue |
| | | continue |
| SUNDAY - 10.01.2021 | | |
| 10 | January (11-16) | continue |
| | | continue |
| | | CH-special economic zones |
| | | continue |
| | | continue |
| SUNDAY - 17.01.2021 | | |

| | | |
|---|----------------------------|--------------------------------|
| 11 | January (18-19) (21-23) | continue |
| | | revision |
| | | revision |
| | | presentation and oral test |
| | | conditional test |
| HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti) | | |
| SUNDAY - 24.01.2021 | | |
| 12 | January (25) (27-30) | CH-world trade organisation |
| | | continue |
| | | continue |
| | | continue |
| | | continue |
| HOLIDAY - 26.01.2021 (Republic Day) | | |
| SUNDAY - 31.01.2021 | | |
| 13 | February (01-06) | continue |
| | | continue |
| | | CH-world bank |
| | | continue |
| | | continue |
| | | assignment-2 |
| SUNDAY - 07.02.2021 | | |
| 14 | February (08-13) | continue |
| | | CH-international monetary fund |
| | | continue |
| | | continue |
| | | continue |
| | | Revision |
| SUNDAY - 14.02.2021 | | |
| 15 | February (15 - 20) | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |
| | | Revision |