

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the Paper:- ORGANISATIONAL BEHAVIOUR

CLASS : M.Com - Previous

Name of the Teacher : PROF. SONIA DHINGRA

WEEK	DATE	TOPICS
1	December (22-24) , (26)	TIME-TABLE DISPLAY & DISCUSSION
		Discussion about Syllabus
		OB: concepts and significance
		Continue
HOLIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Features, basic assumption of OB
		Determinants of OB
		Continue
		Criticism of OB
		Relationship between OB & Mgt.
		Revision
SUNDAY - 03.01.2021		
3	January (4-9)	Personality : meaning and concept
		Continue
		Determinants of personality
		Continue
		Theories of personality
		Continue
SUNDAY - 10.01.2021		
4	January (11-16)	Continue
		Personality and OB
		Continue
		Continue
		Revision
		Oral Test
SUNDAY - 17.01.2021		
5	January (18-19) (21-23)	Perception : introduction
		Continue
		Nature and Importance of Perception
		Continue
		Continue
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Process of perception
		Perceptual Selectivity
		Continue
		Perceptual Organisation
		Continue
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (6)	(1- Distortion in perception
		Managerial implication of perception
		Managing the perceptual process
		Revision
		Revision
SUNDAY - 07.02.2021		
8	February (13)	(8- Learning : introduction
		Significance, principles of learning
		Continue
		Theories of learning
		Continue
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Modeling: shaping behaviour
		Continue
		Revision
		Revision
		Group discussion
HOIDAY - 16.02.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Group dynamics: introduction
		Meaning and componenents of GD
		Continue
		Continue
		Continue
HOIDAY - 27.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Group cohesiveness & group dynamics
		Continue
		Revision
		Revision
		Group Discussion
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Conditional Test -- 1
		Revision
		Revision
		Revision
		Revision
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Presentation
		Some Relevant Topics
		Some Relevant Topics
		Revision
		Revision
		Revision
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Revision
		Conditional Test -- 2
		Revision
		Revision
HOLIDAY - 23.03.2021 (Shaheedi Diwas/Martyrdum Day of Bhagat Singh, Rajguru & Sukhdev)		
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Transaction analysis (TA) - Meaning and Concept
		Continue
		Continue
SUNDAY -04.04.2021		
16	April (05-10)	Scope of TA
		Continue
		Continue
		Revision
		Revision
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Revision
		Revision
		Revision

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SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the Paper:- Business Environment

CLASS : M.Com - Previous

Name of the Teacher : Prof. Karuna Sachdeva

WEEK	DATE	TOPICS
1	December (22-24) , (26)	Discussion about syllabus
		Business Environment : Nature and Importance
		Continue
		Continue
HOIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Interaction Matrix of Different Environment Factors
		Continue
		Environmental Scanning
		Continue
		Continue
		Continue
SUNDAY - 03.01.2021		
3	January (4-9)	Class Test
		Economic Planning In India : Objectives
		Continue
		Strategies and Problems
		Continue
		Continue
SUNDAY - 10.01.2021		
4	January (11-16)	Continue
		Privatisation
		Continue
		Continue
		Continue
		Revision
SUNDAY - 17.01.2021		
5	January (18-19) (21-23)	Globalisation
		Continue
		Continue
		Disinvestment in Public Sector Units
		Continue
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Continue
		Continue
		Business Ethics
		Continue
		Revision
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (1-6)	Corporate Governance
		Continue
		Continue
		Continue
		Class Test
		Social Responsibility Of Business
SUNDAY - 07.02.2021		
8	February (8-13)	Continue
		Continue
		The Environment (Protection) Act
		Continue
		Continue
		Presentation
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Conditional Test I on Business Environment : An Introduction And Environmental Scanning
		Consumer Protection Act
		Continue
		Continue
		Presentation
HOLIDAY - 16.02.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Competition Act
		Continue
		Continue
		Continue
		Presentation
HOLIDAY - 27.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Foreign Exchange Management Act
		Continue
		Continue
		Continue
		Right to Information Act
		Presentation
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Continue (Right to Information Act)
		Continue
		Continue
		Fiscal Policy
		Presentation
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Conditional Test II on Consumer Protection Act And Environment (Protection) Act
		Continue (Fiscal policy)
		Continue
		Monetary policy
		Continue
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Industrial Policy
		Continue
		Continue
		Presentation
HOLIDAY - 23.03.2021 (Shaheedi Diwas/Martyrdum Day of Bhagat Singh, Rajguru & Sukhdev)		
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Industrial Licensing Policy
		Continue
		Continue
SUNDAY -04.04.2021		
16	April (05-10)	EXIM ploicy
		Continue
		Continue
		Industrial Sickness
		Continue
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Development And Protection Of Small Scale Industry
		Continue
		Continue

I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the Paper:- Managerial Economics

CLASS : M.Com - Previous

Name of the Teacher : Prof. Sukhjinder Singh

WEEK	DATE	TOPICS
1	December (22-24) , (26)	Student orientation & Introduction
		Syllabus Discussion
		Managerial economics introduction & nature
		Continue to Nature
HOLIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Continue to Scope
		Significance of Managerial economics
		Demand analysis
		Continue
		Degrees of demand
		Continue
SUNDAY - 03.01.2021		
3	January (4-9)	Continue
		Elasticity of demand
		Price elasticity
		Cross Elasticity
		Income elasticity
		Continue
SUNDAY - 10.01.2021		
4	January (11-16)	Demand estimation
		Continue
		Continue
		Demand forecasting
		Continue
		Tools & Techniques
SUNDAY - 17.01.2021		
5	January (18-19) (21-23)	Continue
		Revision
		Query/ doubt
		Production analysis
		Continue
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Production function short run
		Continue
		Production function long run
		Continue
		Cost analysis
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (6)	Continue concepts
		Continue
		(1- Short run cost behaviour
		Continue
		Long run cost behaviour
		Continue
SUNDAY - 07.02.2021		
8	February (13)	Problem Solving
		Business Cycle
		(8- Nature & Phases of Business cycle
		Continue
		Theories of Business Cycle
		Continue to theories
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Continue to theories
		Continue to theories
		Inflation- Definition
		Characteristics & Types
		Demand pull inflation
HOIDAY - 16.12.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Cost push inflation
		Effects of Inflation
		Query/ doubt
		Presentation & Revision
		Presentation & Group Discussion
HOIDAY - 227.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Presentation & problem solving
		Presentation & Group Discussion
		Presentation & problem solving
		Presentation & Revision
		Presentation & Group Discussion
		Presentation & Group Discussion
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Conditional Test-I (Demand & elasticity)
		Market structure
		Perfect competition
		Continue
		Continue
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Continue
		Monopoly market
		Continue
		Discriminating Monopoly
		Continue
		Conditional Test-II (Inflation & Business Cycle)
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Monopolistic Competition
		Continue
		Oligopoly
		Continue
HOLIDAY - 23.03.2021 (Shaheedi Diwas/Martyrdum Day of Bhagat Singh, Rajguru & Sukhdev)		
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Oligopoly models
		Continue
		Continue
SUNDAY -04.04.2021		
16	April (05-10)	Query & Doubt
		Query & Doubt
		Revision
		Revision
		Revision
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Revision
		Revision
		Revision

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Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the Paper:- Company Law

CLASS : M.Com - Previous

Name of the Teacher : Prof. Vanita Rehani

WEEK	DATE	TOPICS
1	December (22-24) , (26)	Time-table display and Discussion
		Discussion about Syllabus
		Company Law- History and Administration
		Cont.
HOIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Cont.
		Cont.
		Company Law: Meaning and Characteristics
		Cont.
		Cont.
		Revision
SUNDAY - 03.01.2021		
3	January (4-9)	Types of Companies
		Cont.
		Cont.
		Cont.
		Private Company:Concept
		Cont.
SUNDAY - 10.01.2021		
4	January (11-16)	Revision
		Promotion and Incorporation of Companies
		Cont.
		Cont.
		Cont.
		Cont.
SUNDAY - 17.01.2021		
5	January (18-19) (21-23)	Memorandum of Association:Cluses
		Cont.
		Cont.
		Procedure for Alteration
		Cont.
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Article of Association
		Cont.
		Adoption of Table -A
		Cont.
		Doctrine of Indoor Management
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (6)	Doctrine of Ultra vires
		Prospectus:Powers of SEBI
		(1- Contents of Prospectus
		Cont.
		Cont.
		Liability for Misleading Statements
SUNDAY - 07.02.2021		
8	February (13)	Revision
		Share Capital: Provision regarding issue
		(8- Cont.
		Allotment of Shares
		Cont.
		Transfer of shares
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Cont.
		Buy back of Shares
		Surrender and Lien
		Cont.
		Cont.
HOIDAY - 16.02.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Revision
		Membership:Concept + Presentation
		Cont. + Presentation
		Cont. + Presentation
		Borrowing Powers
HOIDAY - 27.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Cont. + Presentation
		Cont. + Presentation
		Cont. + Presentation
		Mortgages + Presentation
		Charges + Presentation
		Cont. + Presentation
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Conditional Test-1
		Directors: Meaning
		Appointment of Director + Presentation
		Power and Legal Position + presentation
		Cont. + Presentation
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Cont. + Presentation
		Revision
		Compant Meetings : Meaning
		Kinds of Meeting + Presentation
		Cont. + Presentation
		Cont. + Presentation
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Conditional Test-2
		Reconstruction and Amalgamation
		Cont. + Presentation
		Prevention of oppression and Mismanagement
HOLIDAY - 23.03.2021 (Shaheedi Diwas/Martyrdum Day of Bhagat Singh, Rajguru & Sukhdev)		
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Cont. + Presentation
		Cont. + Presentation
		Winding up of companies + Presentation
SUNDAY -04.04.2021		
16	April (05-10)	Cont. + Presentation
		Cont. + Presentation
		Cont. + Presentation
		Cont. + Presentation
		Cont. + Presentation
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Revision
		Revision
		Revision

I.B. (PG) COLLEGE, PANIPAT

Session 2020-21

Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the paper-Accounting for Managerial Decisions

Class - Mcom Previous

Name of the Teacher : Ritika Jatana

WEEK	DATE	TOPICS
1	December (22-24) , (26)	Introduction about syllabus
		Introduction to management accounting
		Contd.
		Contd.
HOIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Contd.
		Management Information System And Reporting Objectives
		Contd.
		Contd.
		Contd.
		Contd.
SUNDAY - 03.01.2021		
3	January (4-9)	Responsibility Accounting - Meaning And significance
		Contd.
		Contd.
		Contd.
		Contd.
		Divisional Performance evaluation - Measures
SUNDAY - 10.01.2021		
4	January (11-16)	Contd.
		Contd.
		Methods And Problems of transfer Pricing
		Contd.
		Contd.
		Revision
5	January (18-19) (21-23)	Budgeting-essentials Of Budgeting
		Contd.
		Contd.
		Contd.
		Contd.
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Budgetary control
		Contd.
		Standard Costing-Types of standards
		Setting of standards
		Contd.
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (6)	(1- Variance Analysis-Material
		Contd.
		Contd.
		Labour Variance
		Contd.
		Presentation By Students
SUNDAY - 07.02.2021		
8	February (13)	(8- Overhead variance
		Contd.
		Contd.
		Control of variances
		Contd.
		Presentation By Students
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Marginal Costing
		Contd.
		Contd.
		Conditional test - 1
		Presentation By Students
HOIDAY - 16.02.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Break even Analysis
		Contd.
		Contd.
		Contd.
		Presentation By Students
HOIDAY - 27.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Revision of Marginal costing
		Contd.
		Contd.
		Contd.
		Revision of standard costing
		Presentation By Students
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Contemporary issues in management accounting
		Contd.
		Contd.
		Contd.
		Presentation By Students
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Value chain Analysis
		Contd.
		Contd.
		Activity based costing
		Quality costing
		Presentation By Students
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Contd.
		Target and life cycle costing
		Contd.
		Presentation By Students
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Contd.
		Contd.
		Presentation By Students
SUNDAY -04.04.2021		
16	April (05-10)	Revision
		Revision
		Revision
		Revision
		Revision
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Revision
		Revision
		Revision

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SESSION 2020-2021

Weekly Lesson Plan (Odd Semester)

(1st Semester)

Name of the Paper:- Marketing Management

CLASS : M.Com - Previous

Name of the Teacher : Prof. Rajesh Bala

WEEK	DATE	TOPICS
1	December (22-24) , (26)	Discussion Of Syllabus
		Marketing: Meaning, Scope and Importance
		Evolution of Marketing
		Continue
HOLIDAY - 25.12.2020 (CHRISTMAS)		
SUNDAY - 27.12.2020		
2	December (28-31) January (1-2)	Understand Marketing In New Perspective
		Continue
		Continue
		Managing The Marketing Mix
		Marketing Environment
		Continue
SUNDAY - 03.01.2021		
3	January (4-9)	Continue
		Continue
		Information System and Marketing Research
		Importance, Scope and Steps of Marketing Research Process
		Continue
		Continue
SUNDAY - 10.01.2021		
4	January (11-16)	Understanding Consumer Behaviour
		Continue
		Continue
		Analysing Business Markets
		Continue
		Customer Relationship Management
SUNDAY - 17.01.2021		
5	January (18-19) (21-23)	Product: Concept and Classification
		New Product Development
		Continue
		Product Mix
		Product Line Strategies
HOLIDAY - 20.01.2021 (Guru Gobind Singh Jayanti)		
SUNDAY - 24.01.2021		

6	January (25) (27-30)	Product Life Cycle Strategies
		Branding
		Continue
		Packaging
		Labeling and Warranty
HOLIDAY - 26.01.2021 (Republic Day)		
SUNDAY - 31.01.2021		
7	February (6)	Price Determination: Pricing Policies and Strategies
		Continue
		Continue
		Conditional Test-1
		Promotion Programme
		Advertising
SUNDAY - 07.02.2021		
8	February (13)	Advertising
		Continue
		Continue
		Sales Promotion
		Continue
		Continue
SUNDAY - 14.02.2021		
9	February (15) (17-20)	Public Relations
		Continue
		Publicity
		Personal Selling
		Continue
HOLIDAY - 16.02.2021 (Basant Panchami) / (Sir Chotu Ram Jayanti)		
SUNDAY - 21.02.2021		
10	February (22-26)	Continue
		Distribution Logistics and Supply Chain Management
		Continue
		Continue
		Presentation by Students
HOLIDAY - 27.02.2021 (Guru Ravidas Jayanti)		
SUNDAY - 28.02.2021		
11	March (01-06)	Marketing Channels
		Retailing
		Continue
		Continue
		Wholesaling
		Continue
SUNDAY - 07.03.2021		

12	March (08-10) (12-13)	Presentation by Students
		Presentation by Students
		Social Aspects of Marketing
		Continue
		Continue
HOLIDAY - 11.03.2021 (Maha Shivratri)		
SUNDAY - 14.03.2021		
13	March (15-20)	Conditional Test-2
		Ethical Aspects of Marketing
		Continue
		Continue
		Presentation by Students
		Presentation by Students
SUNDAY - 21.03.2021		
14	March (22) (24-26)	Legal Aspects of Marketing
		Continue
		Continue
		Group Discussion
HOLIDAY - 23.03.2021 (Shaheedi Diwas/Martyrdum Day of Bhagat Singh, Rajguru & Sukhdev)		
HOLIDAYS - 27.03.2021 to 31.03.2021 (Holi break)		
15	April (01-03)	Marketing and Information Economy
		Direct Marketing
		Online Marketing
SUNDAY -04.04.2021		
16	April (05-10)	Continue
		Presentation by Students
		Presentation by Students
		Presentation by Students
		Revision
		Revision
SUNDAY -11.04.2021		
17	April (12-13) (15)	Revision
		Revision
		Revision