

**I.B. (PG) COLLEGE, PANIPAT  
(SESSION 2021-2022)**

-1-

Teaching Term : (06.10.2021 to 22.02.2022) (Odd Semester)

Weekly Lesson Plan UG ( IIIrd Semester )

Name of the Paper:- Corporate Accounting Class: B. Com. II Year

Name of the Teachers (Section wise): Dr. Sunit Sharma, Prof. Ruchika Batra,

Prof. Munish Gupta

WEEK	DATE	TOPICS
1	October (6 - 9)	Orientation Program
		<b>HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti</b>
		Orientation Program
		<b>Orientation Program</b>
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	Time Table Display & Discussion
		Discussion About Syllabus
		Issue Of Shares - Introduction
		Book Building Concept & Process
		<b>HOLIDAY - 15.10.2021 - DUSSEHRA</b>
		Journal Entries Of Issue Of Shares With Balance Sheet
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	Practicals
		Practicals
		<b>Holiday - 20.10.2021 - Maharishi Valmiki Jayanti</b>
		Practicals
		Practicals
		<b>Practicals</b>
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	<b>Over Subscription</b>
		Forfeiture Of Shares
		Contd.
		<b>Contd.</b>
		<b>Contd.</b>
		Right Shares & Buy Back Of Shares
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		

5	November (8 -13 )	Contd.
		Contd.
		Contd.
		Redemption Of Preference Shares
		<b>Accounting Treatment</b>
		Contd.
<b>SUNDAY - 14.11.2021</b>		
6	November (15 -20 )	Contd.
		Contd.
		Bonus Shares Basic Concept
		Contd.
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
		Contd.
<b>SUNDAY - 21.11.2021</b>		
7	November (22-27)	Contd.
		Revision & Problems
		Revision & Problems
		Issue Of Debentures - Introduction
		Accounting Treatment
		Contd.
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	Contd.
		Contd.
		Issue & Terms Of Redemption
		Writing Of Discount On Debentures
		Redemption Of Debentures - Introduction
		Methods Of Redemption
<b>SUNDAY - 5.12.2021</b>		

9	December (6-11)	Lump Sum Payment Method
		Contd.
		Contd.
		Instalment Method
		Contd.
		Contd.
<b>SUNDAY - 12.12.2021</b>		
10	December (13-18)	Purchase Of Own Debenture Method
		Contd.
		<b>Contd.</b>
		Contd.
		Conversion Method
		<b>Contd.</b>
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	Contd.
		<b>Contd.</b>
		Cum Interest & Ex Interest
		Contd.
		Contd.
		<b>Holiday -25.12.2021 - Christmas</b>
<b>SUNDAY - 26.12.2021</b>		
12	December (27-31)	Contd.
		Revision & Problems
		Revision & Problems
		<b>Internal Reconstruction - Basics</b>
		Theoretical Concept
	January (1)	Accounting Treatment
<b>SUNDAY -02.01.2022</b>		
13	January (3-8)	Practicals
		Practicals
		Practicals
		<b>Practicals</b>
		<b>Assignment First</b>
		Amalgamation Of Companies
<b>SUNDAY - 09.01.2022</b>		

14	January (10-15)	Contd.
		Contd.
		Contd.
		Accounting Treatment As Per AS-14
		Practicals
		Practicals
<b>SUNDAY - 16.01.2022</b>		
15	January (17-22)	Practicals
		Practicals
		Practicals
		Practicals
		Practicals
		Practicals
<b>SUNDAY - 23.01.2022</b>		
16	January (24-29)	Conditional Test
		Contd.
		<b>Holiday - 26.01.2022 - Republic day</b>
		Contd.
		Contd.
		Problems & Revision
<b>SUNDAY - 30.01.2022</b>		
14	January(31)	Final Accounts Of Company
	February(1-4)	Form Of Balance Sheet
		Form Of Profit & Loss Account
		Contd.
		Contd.
<b>Holiday - 05.02.2022 - Vasant Panchami</b>		
<b>SUNDAY - 6.02.2022</b>		
15	February (7-12)	Treatment Of Dividend
		Contd.
		Contd.
		Assignment Second
		Form Of Profit & Loss Appropriation Account
		Adjustment & Their Accounting
<b>SUNDAY - 13.02.2022</b>		

16	February (14-19)	Contd.
		Contd.
		Contd.
		Practicals
		Practicals
		Practicals
		<b>SUNDAY - 20.02.2022</b>
17	February (21-22)	Revision & Problems
		Revision & Problems

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Teaching Term : (06.10.2021 to 22.02.2022) (Odd Semester)

Weekly Lesson Plan UG ( IIIrd Semester )

Name of the Paper:- Business Statistics Class: B. Com II A

Name of the Teachers (Section wise): Prof. Madhvi, Prof. Vanita Rehani

	DATE	TOPICS
1	October (6 - 9)	ORIENTATION PROGRAMME
		HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti
		ORIENTATION PROGRAMME
		ORIENTATION PROGRAMME
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	TIME-TABLE DISPLAY & DISCUSSION
		Discussion about syllabus
		Introduction of Statistics
		Scope of Statistics
		HOLIDAY - 15.10.2021 - DUSSEHRA
		continue...
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	Usefulness and Limitations of Statistics
		Distrust of statistics
		Holiday - 20.10.2021 - Maharishi Valmiki Jayanti
		Revision
		Collection of data:Primary and Secondary(introduction)
		Methods of collection of data
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	continue...
		continue...
		Revision
		Measures of central tendency:Introduction
		Mean
		continue...
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		

5	November (8 -13 )	continue...
		continue...
		continue...
		Median
		continue...
		continue...
<b>SUNDAY - 14.11.2021</b>		
6	November (15 -20 )	continue...
		Mode
		continue...
		continue...
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
		continue...
<b>SUNDAY - 21.11.2021</b>		
7	November (22-27)	continue...
		Geometric Mean
		continue...
		continue...
		Harmonic mean
		continue...
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	continue...
		Revision
		Measure of Dispersion:Introduction
		Range
		Inter-Quartile Range,Quartile Deviation
		Mean-deviation
<b>SUNDAY - 5.12.2021</b>		

9	December (6-11)	continue...
		Standard Deviation
		continue...
		continue...
		continue...
<b>SUNDAY - 19.12.2021</b>		
10	December (13-18)	continue...
		Coefficient of Variation
		continue...
		Lorenz Curve
		Revision
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	Index Numbers:Meaning,Uses
		<b>Types of Index No., Prob. In construction of Index no.</b>
		Methods of prep. of Index no.: simple
		continue...
		continue...
<b>SUNDAY - 26.12.2021</b>		
12	December (27-31)	Weighted Index no.
		continue...
		Qty,Value index no.
		continue...
	January (1)	Test of adequacy
<b>SUNDAY - 02.01.2022</b>		
13	January (3-8)	Revision
		Assignment(I)
		chain base Index no.
		<b>Base conversion</b>
		<b>Base Shifting</b>
<b>SUNDAY - 09.01.2022</b>		
<b>SUNDAY - 09.01.2022</b>		



14	January (10-15)	Revision & Prob. discussion
		Deflating Index no.
		continue...
		Consumer Price Index
		continue...
		continue...
<b>SUNDAY - 16.01.2022</b>		
15	January (17-22)	Revision & Prob. discussion
		Assignment (II)
		Analysis of Time Series: concept
		Causes of variation in time series data
		Component of Time Series
		Determination of Trend
<b>SUNDAY - 23.01.2022</b>		
16	January (24-29)	continue...
		continue...
		<b>Holiday - 26.01.2022 - Republic day</b>
		continue...
		continue...
		continue...
<b>SUNDAY - 30.01.2022</b>		
14	January(31)	Revision
	February(1-4)	Conditional Test
		Computation of Seasonal -Indices
		continue...
		continue...
<b>Holiday - 05.02.2022 - Vasant Panchami</b>		
<b>SUNDAY - 6.02.2022</b>		
15	February (7-12)	continue...
		continue...
		continue...
		Revision & Prob. discussion
		Class Test
		Revision
<b>SUNDAY - 13.02.2022</b>		

16	February (14-19)	Revision
		Revision
		Revision
		Revision
		Revision
		Revision
		<b>SUNDAY - 20.02.2022</b>
17	February (21-22)	Revision
		Revision

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Teaching Term : (06.10.2021 to 22.02.2022) (Odd Semester)

Weekly Lesson Plan UG ( IIIrd Semester )

Name of the Paper:- BUSINESS LAW-II Class: B.COM-II A

Name of the Teachers (Section wise): Prof. Maneet Kaur, Prof. Akanksha Sharma

WEEK	DATE	TOPICS
1	October (6 - 9)	ORIENTATION
		<b>HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti</b>
		ORIENTATION
		ORIENTATION
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	SYLLABUS DISCUSSION
		INTRODUCTION ABOUT BUSINESS LAW
		INDIAN CONTRACT ACT,1872
		CONTINUE
		<b>HOLIDAY - 15.10.2021 - DUSSEHRA</b>
		CONTINUE
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	ORAL REVISION
		VALID CONTRACT AND ITS ELEMENTS- INTRODUCTION
		<b>Holiday - 20.10.2021 - Maharishi Valmiki Jayanti</b>
		CONTRACT vs. AGREEMENT
		CONTINUE...
		CONTINUE...
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	ALL CONTRACTS ARE AGREEMENTS BUT ALL AGREEMENTS ARE NOT CONTRACTS
		CONTINUE...
		CONTINUE...
		KINDS OF AGREEMENTS
		CONTINUE
		CONTINUE
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		

5	November (8 -13 )	ORAL REVISION
		CLASS TEST
		CONTRACTUAL CAPACITY OF PARTIES- MEANING & CONCEPT
		CONTRACTS BY MINORS
		CONTINUE
		ORAL REVISION & CLASS TEST
<b>SUNDAY - 14.11.2021</b>		
6	November (15 -20 )	FREE CONSENT OF PARTIES: MEANING AND CONCEPT
		CONTINUE
		CONTINUE
		CLASS ACTIVITY
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
		CONTINUE
<b>SUNDAY - 21.11.2021</b>		
7	November (22-27)	CONTINUE
		CONTINUE
		REVISION & CLASS TEST
		LAWFUL CONSIDERATION AND OBJECT: INTRODUCTION, MEANING
		ELEMENTS OF CONSIDERATION
		AGREEMENTS OPPOSED TO PUBLIC POLICY
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	CONTINUE
		AGREEMENTS EXPRESSLY DECLARED AS VOID
		CONTINUE
		CONTINUE
		CONTINGENT CONTRACTS: MEANING, FEATURES AND RULES
		PERFORMANCE OF CONTRACTS: MEANING, ESSENTIALS OF A VALID TENDER, TIME AND PLACE OF PERFORMANCE
<b>SUNDAY - 5.12.2021</b>		
9	December (6-11)	CONTINUE...
		RECIPROCAL PROMISES
		CONTINUE
		DISCHARGE OF CONTRACT: MEANING AND MODES OF DISCHARGE
		CONTINUE
		ORAL REVISION
<b>SUNDAY - 12.12.2021</b>		

10	December (13-18)	IMPLIED, QUASI OR CONSTRUCTIVE CONTRACTS: MEANING, FEATURES
		TYPES OF IMPLIED CONTRACTS
		CONSEQUENCES OF BREACH OF CONTRACT: MEANING, REMEDIES
		TYPES OF DAMAGES
		CONTRACTS OF INDEMNITY AND GUARANTEE: INTRODUCTION, RIGHTS OF INDEMNITY HOLDER & INDEMNIFIER
		CONTRACT OF GUARANTEE: MEANING AND ESSENTIALS, REVOCATION OF CONTINUING GUARANTEE
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	DISCHARGE OF SURETY FROM LIABILITY & RIGHTS OF SURETY
		ORAL REVISION
		ASSIGNMENT I- CONTRACTUAL CAPACITY OF PARTIES
		CONTRACTS OF BAILMENT AND PLEDGE: MEANING OF BAILMENT, FEATURES, TYPES OF CONTRACT OF BAILMENT
		DUTIES AND RESPONSIBILITIES OF A BAILOR AND A BAILEE
		<b>Holiday -25.12.2021 - Christmas</b>
<b>SUNDAY - 26.12.2021</b>		
12	December (27-31)	TERMINATION OF BAILMENT, LIEN : MEANING AND TYPES
		PLEDGE: MEANING, FEATURES, RIGHTS AND DUTIES OF PLEDGER & PLEDGEE
		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
	January (1)	LIABILITY OF THE AGENT & PRINCIPAL TO THIRD PARTY
<b>SUNDAY -02.01.2022</b>		
13	January (3-8)	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
		ASSIGNMENT II- CONTRACT OF INDEMNITY AND GUARANTEE
<b>SUNDAY - 09.01.2022</b>		

14	January (10-15)	IMPLIED CONDITIONS AND WARRANTIES
		CONTINUE
		ORAL REVISION
		TRANSFER OF PROPERTY OR OWNERSHIP: MEANING AND CONCEPT
		TRANSFER OF TITLE OF GOODS AND EXCEPTIONS
		ORAL REVISION
<b>SUNDAY - 16.01.2022</b>		
15	January (17-22)	CONDITIONAL TEST: CONTRACT OF AGENCY
		PERFORMANCE OF THE CONTRACT- DELIVERY & PAYMENT: MEANING, TYPES OF DELIVERY AND RULES GOVERNING DELIVERY OF GOODS
		CONTINUE...
		CONTINUE...
		REVISION & CLASS TEST
		RIGHTS AND DUTIES OF THE BUYER
<b>SUNDAY - 23.01.2022</b>		
16	January (24-29)	UNPAID SELLER: MEANING, RIGHTS OF AN UNPAID SELLER
		RIGHTS AGAINST THE GOODS AND RIGHTS AGAINST THE BUYER
		<b>Holiday - 26.01.2022 - Republic day</b>
		CONTINUE...
		ORAL REVISION
		CONDITIONAL TEST: CONTRACT OF AGENCY
<b>SUNDAY - 30.01.2022</b>		
14	January(31)	SUITS FOR BREACH OF CONTRACT: MEANING AND REMEDIES
	February(1-4)	CONTINUE
		ORAL REVISION
		CONSUMER PROTECTION ACT-1986: INTRODUCTION, MEANING , FEATURES AND OBJECTIVES
		TYPES OF CONSUMER PROBLEMS
<b>Holiday - 05.02.2022 - Vasant Panchami</b>		
<b>SUNDAY - 6.02.2022</b>		
15	February (7-12)	RIGHTS TO CONSUMER, NEED AND IMPORTANCE OF CONSUMER PROTECTION
		CONSUMER PROTECTION COUNCILS: CENTRAL COUNCIL & STATE COUNCIL
		CONTINUE...
		CONTINUE...
		BRIEF INTRODUCTION OF CONSUMER PROTECTION AMENDMENT ACT, 2002
		CONTINUE...
<b>SUNDAY - 13.02.2022</b>		

16	February (14-19)	CONTINUE...
		REVISION & CLASS TEST
		REVISION
		REVISION
		REVISION
		REVISION
<b>SUNDAY - 20.02.2022</b>		
17	February (21-22)	REVISION
		REVISION

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(Odd Semester)

Weekly Lesson Plan UG ( IIIrd Semester )

Name of the Paper:- Company law

Class: B. Com. II A

Name of the Teachers (Section wise): Prof. Rajesh Bala , Prof. Sakshi Munjal

Prof. Reena Rani

WEEK	DATE	TOPICS
1	October (6 - 9)	orientation programme
		<b>HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti</b>
		orientation programme
		<b>orientation programme</b>
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	discussion of syllabus
		company :meaning and features
		continue
		continue
		<b>HOLIDAY - 15.10.2021 - DUSSEHRA</b>
		continue
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	continue
		continue
		<b>Holiday - 20.10.2021 - Maharishi Valmiki Jayanti</b>
		types of companies
		continue
		<b>continue</b>
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	<b>continue</b>
		continue
		continue
		<b>conversion of private into public company</b>
		<b>continue</b>
		continue
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		
5	November (8 -13 )	continue
		promotion and incorporation of companies
		continue
		continue
		<b>continue</b>
		continue
<b>SUNDAY - 14.11.2021</b>		



6	November (15 -20 )	promoters:legal position,duty, liability and remuneration.
		continue
		continue
		continue
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
		continue
<b>SUNDAY - 21.11.2021</b>		
7	November (22-27)	continue
		continue
		continue
		preincorporation contracts
		continue
		continue
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	incorporation procedure
		continue
		memorandum of association
		continue
		first assignment
		clauses of memorandum of association
<b>SUNDAY - 5.12.2021</b>		
9	December (6-11)	<b>continue</b>
		doctrine of ultra vires
		continue
		alteration of clauses
		article of association
		continue
<b>SUNDAY - 12.12.2021</b>		
10	December (13-18)	continue
		continue
		<b>continue</b>
		conditional test
		doctrine of indoor management
		<b>continue</b>
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	continue
		<b>continue</b>
		prospectus :meaning contents and formalities
		continue
		continue
		<b>Holiday -25.12.2021 - Christmas</b>

SUNDAY - 26.12.2021		
12	December (27-31)	continue
		abridged prospectus, deemed prospectus
		misstatement and remedies
	January (1)	continue
		continue
		continue
SUNDAY -02.01.2022		
13	January (3-8)	liabilities for misstatements
		continue
		share capital types, issues and allotment of shares and debentures
		continue
		2nd assignment
		continue
SUNDAY - 09.01.2022		
14	January (10-15)	continue
		continue
		continue
		share certificate and share capital
		continue
		continue
SUNDAY - 16.01.2022		
15	January (17-22)	continue
		continue
		continue
		continue
		reduction of share capital
		continue
SUNDAY - 23.01.2022		
16	January (24-29)	continue
		buy back of shares
		<b>Holiday - 26.01.2022 - Republic day</b>
		continue
		continue
		continue
SUNDAY - 30.01.2022		
14	January(31)	transfer and transmission of shares and debentures
	February(1-4)	continue
		continue
		continue
		continue

**Holiday - 05.02.2022 - Vasant Panchami****SUNDAY - 6.02.2022**

15	February (7-12)	borrowing powers and debentures
		continue
		continue
		continue
		continue
		continue
<b>SUNDAY - 13.02.2022</b>		
16	February (14-19)	revision
		revision
		revision
		revision
		revision
		revision
<b>SUNDAY - 20.02.2022</b>		
17	February (21-22)	revision
		revision

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Teaching Term : (06.10.2021 to 22.02.2022)

(Odd Semester)

Weekly Lesson Plan UG (IIIrd Semester )

Name of the Paper:- Indian Financial System

Class: B.com II C

Name of the Teachers (Section wise): Prof. Sonia Virmani , Prof. Ritika Jatana

WEEK	DATE	TOPICS
1	October (6 - 9)	Orientation
		<b>HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti</b>
		Orientation
		<b>Orientation</b>
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	Introduction about syllabus
		Indian financial system
		Continue
		Continue
		<b>HOLIDAY - 15.10.2021 - DUSSEHRA</b>
		Continue
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	Continue
		Revision
		<b>Holiday - 20.10.2021 - Maharishi Valmiki Jayanti</b>
		Financial system and Economic development
		Continue
		<b>Continue</b>
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	<b>Continue</b>
		Continue
		Oral test
		<b>Money Market</b>
		Continue
		Continue
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		
5	November (8 -13 )	Continue
		Continue
		Continue
		Group discussion
		<b>Capital Market</b>
		Continue
<b>SUNDAY - 14.11.2021</b>		

6	November (15 -20 )	Continue
		Continue
		Class test
		Depositories
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
		Continue
<b>SUNDAY - 21.11.2021</b>		
7	November (22-27)	Continue
		Continue
		Continue
		Revision
		Securities and exchange board of India
		Continue
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	Continue
		Continue
		Continue
		Class test
		Debt market
		Continue
<b>SUNDAY - 5.12.2021</b>		
9	December (6-11)	<b>Continue</b>
		Continue
		Revision
		Reserve Bank of India
		Continue
		Continue
<b>SUNDAY - 12.12.2021</b>		
10	December (13-18)	Continue
		Class test
		<b>Credit Creation</b>
		Continue
		Continue
		<b>Continue</b>
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	Oral test
		<b>Credit Control</b>
		Continue
		Continue
		Continue
		<b>Holiday -25.12.2021 - Christmas</b>
<b>SUNDAY - 26.12.2021</b>		

12	December (27-31)	Revision
		ASSIGNMENT -1
		Commercial Banking in India
	January (1)	Continue
		Continue
		Continue
<b>SUNDAY -02.01.2022</b>		
13	January (3-8)	Revision
		Problem of Non-performing Assets in Commercial Banks
		Continue
		Continue
		Continue
		Revision
<b>SUNDAY - 09.01.2022</b>		
14	January (10-15)	CONDITIONAL TEST
		Payment Banks and E-Banking in India
		Continue
		Continue
		Continue
		Continue
<b>SUNDAY - 16.01.2022</b>		
15	January (17-22)	Continue
		Continue
		Revision
		Development Banks
		Continue
		Continue
<b>SUNDAY - 23.01.2022</b>		
16	January (24-29)	Continue
		Continue
		Holiday - 26.01.2022 - Republic day
		Continue
		Revision
		Development financial institutions
<b>SUNDAY - 30.01.2022</b>		
14	January(31)	Continue
	February(1-4)	Continue
		Revision
		ASSIGNMENT-2
		Revision
<b>Holiday - 05.02.2022 - Vasant Panchami</b>		
<b>SUNDAY - 6.02.2022</b>		

15	February (7-12)	Revision
		Revision
		Revision
		Revision
		Revision
		Revision
		<b>SUNDAY - 13.02.2022</b>
16	February (14-19)	Revision
		Revision
		Revision
		Revision
		Revision
		Revision
		<b>SUNDAY - 20.02.2022</b>
17	February (21-22)	Revision
		Revision

**I R (PG) COLLEGE, PANIPAT  
(SESSION 2021-2022)**

Teaching Term : (06.10.2021 to 22.02.2022) (Odd Semester)

Weekly Lesson Plan UG ( IIIrd Semester )

Name of the Paper:- Rural Marketing Class: B. Com. II A

Name of the Teachers (Section wise): Dr. Poonam Madan, Prof. Ruhani Sharma, Prof. Sakshi Munjal

WEEK	DATE	TOPICS
1	October (6 - 9)	Students orientation
		<b>HOLIDAY - 07.10.2021 - Maharaja Agarsen Jayanti</b>
		students orientation
		orientation program
<b>SUNDAY - 10.10.2021</b>		
2	October (11-16)	Introduction of Rural Marketing
		Meaning, Nature and Characteristics of Ruaral Marketing
		Contd.
		Contd.
		<b>HOLIDAY - 15.10.2021 - DUSSEHRA</b>
Contd.		
<b>SUNDAY - 17.10.2021</b>		
3	October (18-23)	Contd.
		Revision
		<b>Holiday - 20.10.2021 - Maharishi Valmiki Jayanti</b>
		Opportunities to Rural Market
		Contd.
Contd.		
<b>SUNDAY - 24.10.2021</b>		
4	October (25 -30)	Oral Discussion
		Challenges to Rural Market In India
		Contd.
		Contd.
		Contd.
Revision		
<b>VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK</b>		
5	November (8 -13 )	Socio-Cultural, Economic, Demographic, Technological and Other Environmental Factors Affecting Rural Market
		Contd.
		Contd.
		Contd.
		Contd.
<b>SUNDAY - 14.11.2021</b>		
6	November (15 -20 )	Oral discussion
		class test
		Rural Consumer Behaviour
		Contd.
		<b>Holiday -19.11.2021 - Guru Nanak Dev Jayanti</b>
Contd.		
<b>SUNDAY - 21.11.2021</b>		



7	November (22-27)	Contd.
		Contd.
		Contd.
		Contd.
		Contd.
		Revision
<b>SUNDAY - 28.11.2021</b>		
8	November (29-30) December (1-4)	Segmentation of Rural Market
		Contd.
		Contd.
		Contd.
		Contd.
		Contd.
<b>SUNDAY - 5.12.2021</b>		
9	December (6-11)	Contd.
		Contd.
		Oral discussion
		Revision
		group discussion
		class test
<b>SUNDAY - 12.12.2021</b>		
10	December (13-18)	Strategies of Rural Market
		Contd.
		Contd.
		Contd.
		Contd.
		Contd.
<b>SUNDAY - 19.12.2021</b>		
11	December (20-25)	Contd.
		Contd.
		Contd.
		Oral discussion
		Revision
		<b>Holiday -25.12.2021 - Christmas</b>
<b>SUNDAY - 26.12.2021</b>		
12	December (27-31)	Rural Market Mix
		Contd.
		Contd.
	January (1)	Difference in Urban and Rural Market
		Contd.
		Contd.
<b>SUNDAY -02.01.2022</b>		
13	January (3-8)	Contd.
		Oral discussion
		Problems in Rural Marketing
		Contd.
		Contd.
		Contd.
<b>SUNDAY - 09.01.2022</b>		

14	January (10-15)	Product Planning
		Contd.
		Contd.
		Product Pricing
		Contd.
Assignment-1: Introduction to Rural Market		
<b>SUNDAY - 16.01.2022</b>		
15	January (17-22)	Product Promotion
		Contd.
		Contd.
		Oral discussion
		Revision
class test		
<b>SUNDAY - 23.01.2022</b>		
16	January (24-29)	Management of Distribution Channels for Marketing of Durables and Non-Durables in Rural Areas
		Contd.
		<b>Holiday - 26.01.2022 - Republic day</b>
		Contd.
		Planning and Organizing Personnel Selling in Rural Markets
Revision		
<b>SUNDAY - 30.01.2022</b>		
14	January(31)	Assignment-2:Rural Consumer Behaviour
	February(1-4)	Contd.
		Contd.
		Contd.
Innovation in Rural Markets		
<b>Holiday - 05.02.2022 - Vasant Panchami</b>		
<b>SUNDAY - 6.02.2022</b>		
15	February (7-12)	Contd.
		Revision
		Conditional Test : Strategies for Rural Market
		E-Commerce in Rural Market
		Contd.
Revision		
<b>SUNDAY - 13.02.2022</b>		
16	February (14-19)	E-Chaupal and Other Similar Innitiatives in Rural Market
		Contd.
		Contd.
		Contd.
		Contd.
Revision		
<b>SUNDAY - 20.02.2022</b>		
17	February (21-22)	Revision
		Revision