

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

Weekly Lesson Plan (Odd Semester) Post Graduation First Semester

Name of the Paper:- Accounting For Managerial Decision Class: M.Com (P)

Name of the Teachers (Section wise): Prof. Munish Gupta

WEEK	DATE	TOPICS
1	October (28 - 30)	Introduction about syllabus
		Introduction to management accounting
		Contd.
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Contd.
		Contd.
		Management Information System And Reporting Objectives
		Contd.
		Contd.
		Contd.
SUNDAY - 14.11.2021		
3	November (15 -20)	Contd.
		Responsibility Accounting - Meaning And significance
		Contd.
		Contd.
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
		Contd.
SUNDAY - 21.11.2021		
4	November (22-27)	Contd.
		Divisional Performance evaluation - Measures
		Contd.
		Contd.
		Methods And Problems of transfer Pricing
		Contd.
SUNDAY - 28.11.2021		
5	November (29-30)	Contd.
		Revision
	December (1-4)	Budgeting-essentials Of Budgeting
		Contd.
		Contd.
		Contd.

		Contd.
SUNDAY - 5.12.2021		
6	December (6-11)	Contd.
		Budgetary control
		Contd.
		Standard Costing-Types of standards
		Setting of standards
		Contd.
SUNDAY - 12.12.2021		
7	December (13-18)	Variance Analysis-Material
		Contd.
		Contd.
		Labour Variance
		Contd.
		Presentation By Students
SUNDAY - 19.12.2021		
8	December (20-25)	Overhead variance
		Contd.
		Contd.
		Control of variances
		Contd.
		Holiday -25.12.2021 - Christmas
SUNDAY - 26.12.2021		
9	December (27-31)	Presentation By Students
		Break even Analysis
		Contd.
		Contd.
		Contd.
	January (1)	Presentation By Students
SUNDAY -02.01.2022		
10	January (3-8)	Revision of Marginal costing
		Contd.
		Contd.
		Contd.
		Revision of standard costing
		Contd.
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		

11	January (10-15)	Contd.
		Presentation By Students
		Contd.
		Contemporary issues in management accounting
		Contd.
		Contd.
SUNDAY - 16.01.2022		
12	January (17-22)	Contd.
		Contd.
		Presentation By Students
		Contd.
		Value chain Analysis
		Contd.
SUNDAY - 23.01.2022		
13	January (24-29)	Contd.
		Contd.
		Holiday -26.01.2022 -Republic Day
		Activity based costing
		Quality costing
		Presentation By Students
SUNDAY - 30.01.2022		
14	January (31)	Contd.
	February (1-5)	Target and life cycle costing
		Contd.
		Contd.
		Contd.
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Presentation By Students
		Contd.
		Contd.
		Revision
		Revision
		Revision
SUNDAY -13.02.2022		
		Revision
		Revision
		Revision

16	February (14-19)	Revision
		Revision
		Revision
		SUNDAY - 20.02.2022
17	February (21-22)	Revision
		Revision

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Name of the Paper:-Business Environment Class: M. Com Previous

Name of the Teachers (Section wise): Prof. Karuna Sachdeva

WEEK	DATE	TOPICS
1	October (28 - 30)	Discussion about syllabus
		Business Environment : Nature and Importance
		Continue
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Continue
		Interaction Matrix of Different Environment Factors
		Continue
		Environmental Scanning
		Continue
SUNDAY - 14.11.2021		
3	November (15 -20)	Class Test
		Economic Planning In India : Objectives
		Continue
		Strategies and Problems
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
SUNDAY - 21.11.2021		
4	November (22-27)	Continue
		Continue
		Privatisation
		Continue
		Continue
SUNDAY - 28.11.2021		
5	November (29-30)	Globalisation
	December (1-4)	Continue
		Continue
		Disinvestment in Public Sector Units
		Continue
SUNDAY - 5.12.2021		
6	December (6-11)	Business Ethics
		Continue
		Corporate Governance
		Continue
		Continue
SUNDAY - 12.12.2021		

7	December (13-18)	Social Responsibility Of Business
		Continue
		Continue
		The Environment (Protection) Act
		Continue
		Continue
SUNDAY - 19.12.2021		
8	December (20-25)	Conditional Test I on Business Environment : An Introduction And Environmental Sc
		Consumer Protection Act
		Continue
		Continue
		Presentation
		Holiday -25.12.2021 - Christmas
SUNDAY - 26.12.2021		
9	December (27-31)	Consumer Protection Act (Continue)
		Competition Act
		Continue
		Continue
		Continue
	January (1)	Presentation
SUNDAY -02.01.2022		
10	January (3-8)	Foreign Exchange Management Act
		Continue
		Continue
		Continue
		Right to Information Act
		Presentation
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		
11	January (10-15)	Right to Information Act (Continue)
		Continue
		Continue
		Fiscal Policy
		Continue
		Presentation
SUNDAY - 16.01.2022		
12	January (17-22)	Fiscal Policy (Continue)
		Continue
		Conditional Test II on Consumer Protection Act And Environment (Protection) Act
		Monetary policy
		Continue
		Presentation
SUNDAY - 23.01.2022		
13	January (24-29)	Monetary policy(continue)
		Continue
		Holiday -26.01.2022 -Republic Day
		Industrial Policy
		Continue
		Continue
SUNDAY - 30.01.2022		

14	January (31)	Continue
	February (1-5)	Continue
		Industrial Licensing Policy
		Continue
		Presentation
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Industrial Licensing Policy (Continue)
		Continue
		Continue
		EXIM ploicy
		Continue
		Presentation
SUNDAY -13.02.2022		
16	February (14-19)	EXIM ploicy (Continue)
		Continue
		Industrial Sickness
		Continue
		Continue
		Development And Protection Of Small Scale Industry
		SUNDAY - 20.02.2022
17	February (21-22)	Continue
		Continue

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Name of the Paper:- Company Law Class: M.com (P)

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

WEEK	DATE	TOPICS
1	October (28 - 30)	Discussion about syllabus
		Company Law: History and Administration
		Continue...
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Continue...
		company law:Meaning, Characteristics
		Continue...
		Continue...
		Revision
		Types of Companies
SUNDAY - 14.11.2021		
3	November (15 -20)	Continue...
		Continue...
		Continue...
		Private Company: concept
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
		Continue...
SUNDAY - 21.11.2021		
4	November (22-27)	Revision
		Promotion and Incorporation of companies
		Continue...
		Continue...
		Continue...
		Continue...
SUNDAY - 28.11.2021		
5	November (29-30)	Revision
		Memorandum of Association : Clauses
	December (1-4)	Continue...
		Continue...
		Procedure for Alteration
		Revision
SUNDAY - 5.12.2021		
6	December (6-11)	Articles of Association
		Continue...
		Adoption of Table "A"
		Continue...
		Doctrine of Indoor Management
		Doctrine of Ultra Vires
SUNDAY - 12.12.2021		

7	December (13-18)	Revision
		Prospectus:Powers of SEBI
		Contents of Prospectus
		Continue...
		Liability for misleading Statements
		Revision
SUNDAY - 19.12.2021		
8	December (20-25)	Share Capital:Provision Regarding Issue
		Continue...
		Allotment of shares
		Continue...
		Transfer of shares
Holiday -25.12.2021 - Christmas		
SUNDAY - 26.12.2021		
9	December (27-31)	Continue...
		Revision
		Buy back of shares
		Surrender and Lien
		continue... + presentation
	January (1)	Revision +Presentation
SUNDAY -02.01.2022		
10	January (3-8)	Membership:concept + presentation
		continue... + presentation
		continue... + presentation
		Revision +Presentation
		Borrowing Powers
		continue... + presentation
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		
11	January (10-15)	continue... + presentation
		Mortgages + presentation
		Charges +Presentation
		continue... + presentation
		Revision
		Cond. Test (I)
SUNDAY - 16.01.2022		

12	January (17-22)	Director: Meaning
		Appointment of Director
		Power and Legal Position + presentation
		continue... + presentation
		continue... + presentation
		Revision +Presentation
SUNDAY - 23.01.2022		
13	January (24-29)	Company Meetings:Meaning
		Kinds of Meeting + presentation
		Holiday -26.01.2022 -Republic Day
		continue... + presentation
		continue... + presentation
		Cond. Test(II)
SUNDAY - 30.01.2022		
14	January (31)	Reconstruction and Amalgamation
	February (1-5)	continue... + presentation
		Prevention of oppression And mismgt.
		continue... + presentation
		continue... + presentation
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Windingup of Companies + presentation
		continue... + presentation
		continue... + presentation
		continue... + presentation
		Revision +Presentation
		Revision +Presentation
SUNDAY -13.02.2022		
16	February (14-19)	Revision +Presentation
		Revision +Presentation
		Revision +Presentation
		Revision +Presentation
		Revision +Presentation
		Revision +Presentation
	SUNDAY - 20.02.2022	
17	February (21-22)	Revision
		Revision

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Weekly Lesson Plan (Odd Semester) Post Graduation

First Semester

Name of the Paper:- **Managerial Economics**

Class: **M.Com-P**

Name of the Teachers (Section wise): **Prof. Sukhjinder Singh**

WEEK	DATE	TOPICS
1	October (28 - 30)	Student orientation
		Syllabus Discussion
		Subject Introduction and Discussion
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Meaning and Definitions of Economics
		Managerial Meaning
		Managerial Economics Meaning
		Nature of Managerial Economics
		Positive vs. Normative
		Scope of Managerial Economics
SUNDAY - 14.11.2021		
3	November (15 -20)	Difference between Economics and Managerial Economics
		Responsibilities of a Managerial Economist
		Significance of Managerial Economics
		Limitations Managerial Economics
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
		Revision/Queries/Doubts
SUNDAY - 21.11.2021		
4	November (22-27)	Theory of Demand- Introduction, Meaning
		Law of Demand, Assumptions, Downward Slope
		Exceptions and Explanations
		Types of Demand
		Change in Demand and Quantity Demanded
		Importance of Law of Demand
SUNDAY - 28.11.2021		
5	November (29-30)	Elasticity of Demand- Meaning and Types
		Degrees of Price Elasticity
	December (1-4)	Methods- Total Expenditure, Percentage method,
		Point Method, Arc Method
		Revenue Method
		Factors Determining Price Elasticity
SUNDAY - 5.12.2021		
6	December (6-11)	Income Elasticity-Degrees and Importance
		Cross Elasticity- Degrees and Importance
		Queries/Doubts/Revision
		Demand Estimation
		Continue
		Continue
SUNDAY - 12.12.2021		

7	December (13-18)	Demand Forecasting
		Continue
		Tools & Techniques
		Continue
		Continue
		Queries/Doubts/Revision
SUNDAY - 19.12.2021		
8	December (20-25)	Production Function- Introduction and Meaning
		Factors of Production and Time Period
		Law of Variable Proportion-Explanation
		Causes of Application
		Three Stages- Diminishing, Constant and Increasing
		Holiday -25.12.2021 - Christmas
SUNDAY - 26.12.2021		
9	December (27-31)	Application of Law- Industries and Agriculture
		Returns to Scale- Explanation
		Aspects of Returns to Scale
		Queries/Doubts/Revision
		Cost Function: Meaning and Concepts
	January (1)	Theories of cost in Short Run
SUNDAY -02.01.2022		
10	January (3-8)	Traditional and Modern
		Long Run Cost Curves
		Modern Long Run Costs
		Revision/Queries/Problem
		Conditional Test-I
		Presentation & Group Discussion
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		
11	January (10-15)	Presentation & Group Discussion
		Presentation & Group Discussion
		Presentation & Group Discussion
		Presentation & Group Discussion
		Presentation & Group Discussion
		Presentation & Group Discussion
SUNDAY - 16.01.2022		
12	January (17-22)	Business Cycle
		Nature & Phases of Business cycle
		Continue
		Theories of Business Cycle
		Continue to Theories
		Continue to Theories
SUNDAY - 23.01.2022		

13	January (24-29)	Inflation- Definition
		Characteristics & Types
		Holiday -26.01.2022 -Republic Day
		Demand Pull Inflation & Cost Push Inflation
		Effects of Inflation
		Perfect competition
SUNDAY - 30.01.2022		
14	January (31)	Continue
	February (1-5)	Continue
		Continue
		Monopoly market
		Continue
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Discriminating Monopoly
		Continue
		Monopolistic Competition
		Continue
		Continue
		Conditional Test-II (Inflation & Business Cycle)
SUNDAY -13.02.2022		
16	February (14-19)	Oligopoly
		Continue
		Oligopoly models
		Continue
		Revision
		Revision
		SUNDAY - 20.02.2022
17	February (21-22)	Revision
		Revision

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Weekly Lesson Plan (Odd Semester) Post Graduation First Semester

Name of the Paper:- Marketing Management Class: M. Com. (P)

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

WEEK	DATE	TOPICS
1	October (28 - 30)	Discussion Of Syllabus
		Marketing: Meaning, Scope and Importance
		Continue
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Evolution of Marketing
		Continue
		Continue
		Understand Marketing In New Perspective
		Continue
		Continue
SUNDAY - 14.11.2021		
3	November (15 -20)	Managing The Marketing Mix
		Continue
		Marketing Environment
		Continue
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
		Continue
SUNDAY - 21.11.2021		
4	November (22-27)	Continue
		Information System and Marketing Research
		Continue
		Importance, Scope and Steps of Marketing Research Process
		Continue
		Continue
SUNDAY - 28.11.2021		
5	November (29-30)	continue
		continue
	December (1-4)	Understanding Consumer Behaviour
		continue
		continue
		continue
SUNDAY - 5.12.2021		
6	December (6-11)	Analysing Business Markets
		continue
		continue
		Customer Relationship Management
		continue
		continue
SUNDAY - 12.12.2021		

7	December (13-18)	Product: Concept and Classification
		continue
		continue
		New Product Development
		continue
		continue
SUNDAY - 19.12.2021		
8	December (20-25)	Product Mix
		continue
		Product Line Strategies
		continue
		Product Line Strategies
Holiday -25.12.2021 - Christmas		
SUNDAY - 26.12.2021		
9	December (27-31)	Product Life Cycle Strategies
		continue
		Branding
		continue
		Packaging
	January (1)	continue
SUNDAY -02.01.2022		
10	January (3-8)	Labeling and Warranty
		Price Determination: Pricing Policies and Strategies
		continue
		continue
		continue
		Contional Test-1
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		
11	January (10-15)	Promotion Programme
		Advertising
		Continue
		Continue
		continue
		Promotion Programme
SUNDAY - 16.01.2022		

12	January (17-22)	Sales Promotion
		continue
		continue
		Public Relations
		continue
		Publicity
SUNDAY - 23.01.2022		
13	January (24-29)	Personal Selling
		continue
		Holiday -26.01.2022 -Republic Day
		continue
		Distribution Logistics and Supply Chain Management
		continue
SUNDAY - 30.01.2022		
14	January (31)	continue
	February (1-5)	Marketing Channels
		Retailing
		continue
		Presentation by students
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Wholesaling
		continue
		presentation by students
		Presentation by students
		Presentation by students
		Presentation by students
SUNDAY -13.02.2022		
16	February (14-19)	Social Aspects of Marketing
		continue
		Conditional Test-2
		Ethical Aspects of Marketing
		continue
		Legal Aspects of Marketing
		SUNDAY - 20.02.2022
17	February (21-22)	Presentation by students
		Presentation by students

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Name of the Paper:- Organisational Behaviour Class: M. Com. (Prev.)

Name of the Teachers (Section wise): Prof. Sonia Dhingra

WEEK	DATE	TOPICS
1	October (28 - 30)	Discussion about Syllabus
		OB: Concepts and Significance
		Features, Basic Assumptions of OB
VACATIONS: 31.10.2021 to 07.11.2021 - DIWALI BREAK		
2	November (8-13)	Determinants of OB
		Continue
		Criticism of OB
		Relationship Between OB and Management
		Continue
		Revision
SUNDAY - 14.11.2021		
3	November (15 -20)	Personality: Meaning and Concept
		Continue
		Determinants of Personality
		Continue
		Holiday -19.11.2021 - Guru Nanak Dev Jayanti
		Continue
SUNDAY - 21.11.2021		
4	November (22-27)	Theories of Personality
		Continue
		Continue
		Personality and OB
		Revision
		Revision
SUNDAY - 28.11.2021		
5	November (29-30)	Presentation Session- 1
		Perception: Introduction
	December (1-4)	Nature and Importance of Perception
		Continue
		Process of Perception
		Continue
SUNDAY - 5.12.2021		
6	December (6-11)	Distortion in Perception
		Managerial Implications of Perception
		Managing the Perceptual Process
		Revision
		Presentation Session- 2
		Presentation Session- 3
SUNDAY - 12.12.2021		

7	December (13-18)	Learning: Introduction
		Significance, Principles of Learning
		Continue
		Theories of Learning
		Continue
SUNDAY - 19.12.2021		
8	December (20-25)	Modeling : Shaping Behaviour
		Continue
		Revision
		Presentation Session- 4
		Presentation Session- 5
Holiday -25.12.2021 - Christmas		
SUNDAY - 26.12.2021		
9	December (27-31)	Group Dynamics : Introduction
		Meaning and Components of Group Dynamics
		Continue
		Continue
	January (1)	Revision
SUNDAY -02.01.2022		
10	January (3-8)	Group Cohesiveness
		Determinants of Group Cohesiveness
		Consequences of Group Cohesiveness
		Strategies to Improve Cohesiveness
		Continue
		Continue
Holiday -9.01.2022 -Guru Gobind Singh Jayanti		
11	January (10-15)	Conditional Test - I
		Revision
		Revision
		Presentation Session- 6
		Presentation Session- 7
SUNDAY - 16.01.2022		

12	January (17-22)	Presentation Session- 9
		Presentation Session- 10
		Revision
		Revision
		Revision
SUNDAY - 23.01.2022		
13	January (24-29)	Revision
		Revision
		Holiday -26.01.2022 -Republic Day
		Revision
		Revision
SUNDAY - 30.01.2022		
14	January (31)	Presentation Session- 11
	February (1-5)	Presentation Session- 12
		Presentation Session- 13
		Presentation Session- 14
		Presentation Session- 15
Holiday - 5.02.2022 -Vasant Panchami		
SUNDAY - 6.02.2022		
15	February (7-12)	Transactional Analysis
		Concept of Transactional Analysis
		Scope of Transactional Analysis
		Continue
		Continue
		Continue
SUNDAY -13.02.2022		
16	February (14-19)	Revision
		Revision
		Revision
		Revision
		Revision
		Revision
		SUNDAY - 20.02.2022
17	February (21-22)	Revision
		Revision