

**I.B. (PG) COLLEGE, PANIPAT**

**LESSON PLAN**

**SESSION 2023-24 (05.08.2023 to 24.11.2023)**

**Weekly Lesson Plan (Odd Semester)**

**UG (III Semester)**

**Name of the Paper:- Business Law**

**Class: B.COM-II**

**Name of the Teacher (Section Wise) : Prof. Nisha Goel, Prof. Reena Rani**

WEEK	DATE	TOPICS
1	August (5)	HAWAN CEREMONY
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	DISCUSSION OF SYLLABUS
		BUSINESS LAW: AN OVERVIEW
		INDIAN CONTRACT ACT,1872
		CONTINUE
		CONTINUE
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	CONTINUE
		KINDS OF AGREEMENTS
		CONTINUE
		PROPOSAL, ACCEPTANCE AND REVOCATION- MEANING OF OFFER, LEGAL RULES FOR OFFER
		ACCEPTANCE- MEANING AND RULES
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	REVOCATION: MEANING AND CONCEPT, MODES OF LAPSE OF AN OFFER
		A STRANGER TO A CONTRACT CANNOT SUE
		CONTINUE & REVISION
		CONTRACTUAL CAPACITY OF PARTIES- MEANING & CONCEPT
		CONTRACTS BY MINORS
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	FREE CONSENT OF PARTIES: MEANING AND CONCEPT
		CONTINUE
		CONTINUE
		CONTINUE
		LAWFUL CONSIDERATION AND OBJECT: INTRODUCTION, MEANING & ELEMENTS OF CONSIDERATION
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	AGREEMENTS OPPOSED TO PUBLIC POLICY
		AGREEMENTS EXPRESSLY DECLARED AS VOID
		CONTINGENT CONTRACTS: MEANING, FEATURES AND RULES
		PERFORMANCE OF CONTRACTS: MEANING, ESSENTIALS OF A VALID TENDER, TIME AND PLACE OF PERFORMANCE
		RECIPROCAL PROMISES
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	CONTINUE
		DISCHARGE OF CONTRACT: MEANING AND MODES OF DISCHARGE
		CONTINUE
		IMPLIED, QUASI OR CONSTRUCTIVE CONTRACTS: MEANING, FEATURES AND TYPES OF IMPLIED CONTRACTS
		CONTINUE
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	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
		CONTINUE....
<b>SUNDAY - 24.09.2023</b>		
<b>SUNDAY - 01.10.2023</b>		
<b>SUNDAY - 08.10.2023</b>		
<b>SUNDAY - 15.10.2023</b>		
<b>SUNDAY - 22.10.2023</b>		
<b>SUNDAY - 29.10.2023</b>		
<b>SUNDAY - 05.11.2023</b>		
<b>SUNDAY - 12.11.2023</b>		
<b>SUNDAY - 19.11.2023</b>		
<b>SUNDAY - 26.11.2023</b>		
<b>SUNDAY - 03.12.2023</b>		
<b>SUNDAY - 10.12.2023</b>		
<b>SUNDAY - 17.12.2023</b>		
<b>SUNDAY - 24.12.2023</b>		
<b>SUNDAY - 31.12.2023</b>		

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	DISCHARGE OF SURETY FROM LIABILITY & RIGHTS OF SURETY
		CONTRACTS OF BAILMENT AND PLEDGE: MEANING OF BAILMENT, FEATURES, TYPES OF CONTRACT OF BAILMENT
		CONTINUE...
		DUTIES AND RESPONSIBILITIES OF A BAILOR AND A BAILEE
		CONTINUE...
TERMINATION OF BAILMENT, LIEN : MEANING AND TYPES		
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	CONTINUE...
		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
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	LIABILITY OF THE AGENT & PRINCIPAL TO THIRD PARTY
		REVISION & ORAL TEST
		SALES OF GOODS ACT-1930: INTRODUCTION & CONCEPT
		CONTRACT OF SALE: MEANING AND CONCEPT, SUBJECT MATTER OF SALE CONTRACT
		GOODS AND THEIR CLASSIFICATION
CONDITIONAL TEST: CONTRACT OF AGENCY		
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	CONDITION AND WARRANTIES: INTRODUCTION & CONCEPT
		IMPLIED CONDITIONS AND WARRANTIES
		CONTINUE & REVISION
		TRANSFER OF PROPERTY OR OWNERSHIP: MEANING AND CONCEPT
		TRANSFER OF TITLE OF GOODS AND EXCEPTIONS
PERFORMANCE OF THE CONTRACT- DELIVERY & PAYMENT: MEANING, TYPES OF DELIVERY AND RULES GOVERNING DELIVERY OF GOODS		
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	RIGHTS AND DUTIES OF THE BUYER
		UNPAID SELLER: MEANING, RIGHTS OF AN UNPAID SELLER
		ASSIGNMENT II- CONTRACT OF INDEMNITY AND GUARANTEE
		RIGHTS AGAINST THE GOODS AND RIGHTS AGAINST THE BUYER
		ORAL REVISION
SUITS FOR BREACH OF CONTRACT: MEANING AND REMEDIES		
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY - 29.10.2023</b>		
14	October (30-31) November (2-4)	CONTINUE
		CONSUMER PROTECTION ACT-1986: INTRODUCTION, MEANING, FEATURES AND OBJECTIVES
		CONTINUE...
		CONTINUE...
		TYPES OF CONSUMER PROBLEMS
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	RIGHTS TO CONSUMER, NEED AND IMPORTANCE OF CONSUMER PROTECTION
		CONTINUE...
		CONSUMER PROTECTION COUNCILS: CENTRAL COUNCIL & STATE COUNCIL
		CONTINUE...
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	BRIEF INTRODUCTION OF CONSUMER PROTECTION AMENDMENT ACT, 2002
		CONTINUE...
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	REVISION
		REVISION
		REVISION
		REVISION
		REVISION
<b>25.11.2023 - Examinations</b>		

**I.B. (PG) COLLEGE, PANIPAT**  
**LESSON PLAN**  
**SESSION 2023-24 (05.08.2023 to 24.11.2023)**

Weekly Lesson Plan (Odd Semester)

UG ( III Semester)

Name of the Paper:- Business Statistics

Class: B.Com II

Name of the Teachers (Section Wise) : Prof. Madhvi

WEEK	DATE	TOPICS
1	August (5)	Hawan Ceremony
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	Discussion about syllabus
		Introduction of Statistics
		Scope and functions of Statistics
		Usefulness of Statistics
		Limitations and distrust of statistics
		Revision
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	Collection of data:Primary and Secondary(introduction)
		Methods of collection of data
		continued...
		continued...
		Measures of central tendency:Introduction
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	Mean
		continued...
		continued...
		continued...
		Median
		continued...
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	Partition values
		continued...
		continued...
		Mode
		continued...
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	continued...
		Revision and Prob. discussion
		Geometric Mean
		continued...
		continued...
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	Harmonic Mean
		continued...
		continued...
		Revision and Prob. discussion
		Measure of Dispersion:Introduction
		Absolute and relative measures of dispersion,Range
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	Inter-Quartile Range,Quartile Deviation
		Mean-deviation
		continued...
		Standard Deviation
		continued...
		continued...

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	Coefficient of Variation
		continued...
		Lorenz Curve
		Revision and Prob. discussion
		Assignment -1
Index Numbers:Meaning,Uses,limitations		
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	Types of Index No., Prob. In construction of Index no.
		Methods of prep. of Index no.: simple
		continued...
		Weighted Index no.
continued...		
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	Qty, Value index no.
		Test of adequacy
		continued...
		Revision and Prob. discussion
		Conditional Test
chain base Index no.		
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	Base conversion,Base Shifting
		Splicing,Deflating Index no.
		Consumer Price Index
		continued...
		Assignment -2
Revision and Prob. discussion		
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	Analysis of Time Series: concept and utility
		Component of Time Series and models
		Analysis & Methods of measuring trend:Freehand curve
		Semi average Method
		Moving average method
		Least square method
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY -29.10.2023</b>		
14	October (30-31) November (2-4)	continued...
		continued...
		Fitting of second degree parabolic and exponential trend
		continued...
		Revision and Prob. discussion
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	Measurement of Seasonal Variations:simple average
		Ratio to moving average
		Ratio to trend method
		link relatives method
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	Deseasonalisation of data
		Revision and Prob. discussion
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	Revision
		Revision
		Revision
		Revision
		Revision
<b>25.11.2023 - Examinations</b>		

# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2023-24 (05.08.2023 to 24.11.2023)

Weekly Lesson Plan (Odd Semester)

UG (III - Semester)

Name of the Paper:- Company law

Class: B.com II

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

WEEK	DATE	TOPICS
1	August (5)	Hawan ceremony
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	Introduction of syllabus
		Company: meaning
		characteristics
		types of companies
		continued
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	revision
		conversion of private into public Company and vice versa
		continued
		continued
		revision
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	promotion and incorporation of companies
		promoters
		legal position, duty, liability and remuneration
		continued
		continued
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	continued
		incorporation procedure
		continued
		revision
		class test
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	Memorandum of Association
		clauses
		doctrine of ultra vires
		continued
		alteration of clauses
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	continued
		revision
		Articles of Association
		contents and model
		continued
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	continued
		doctrine of indoor management and constructive notice
		continued
		continued
		revision

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	Assignment-1
		prospectus:meaning
		contents and formalities
		continued
		abridged prospectus
		continued
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	deemed prospectus
		continued
		conditional test
		red herring Prospectus
		shelf prospectus
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	misstatement and remedies
		continued
		liabilities for misstatement
		continued
		continued
		revision
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	share capital:meaning
		types
		issue and allotment of shares and debentures
		continued
		continued
		Assignment-2
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	share certificate and share warrant
		continued
		reduction of share capital
		continued
		buy-back of shares
		continued
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY -29.10.2023</b>		
14	October (30-31) November (2-4)	revision
		class test
		Transfer and transmission of shares and debentures
		continued
		continued
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	depository system
		continued
		borrowing powers and debentures
		continued
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	continued
		revision
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	revision
		revision
		revision
		revision
		revision
<b>25.11.2023 - Examinations</b>		

**I.B. (PG) COLLEGE, PANIPAT**  
**LESSON PLAN**  
**SESSION 2023-24 (05.08.2023 to 24.11.2023)**

Weekly Lesson Plan (Odd Semester)

UG ( III Semester)

Name of the Paper:- Corporate Accounting-I

Class: B.Com 2nd

Name of the Teachers (Section Wise) : Dr. Sunit Sharma

WEEK	DATE	TOPICS
1	August (5)	Hawan Ceremony
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	Time Table Display & Discussion
		Discussion About Syllabus
		Issue Of Shares-Introduction
		Book Building-Concept & Process
		Journal Entries Of Issue Of Shares With Balance Sheet
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	Contd.
		Over Subscription
		Forfeiture Of Shares
		Contd.
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	Contd.
		Redemption Of Preference Shares
		Accounting Treatment
		Contd.
		Bonus Shares-Basic Concept
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	Revision & Problems
		Issue Of Debentures-Introduction
		Accounting Treatment
		Contd.
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	Writing Off Discount On Debentures
		Redemption Of Debentures-Introduction
		Methods Of Redemption
		Lump Sum Payment Method
		Instalment Method
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	Purchase Of Own Debenture Method
		Contd.
		Contd.
		Conversion Method
		Contd.
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	Contd.
		Revision & Problems
		Internal Reconstruction-Basics
		Theoretical Concept
		Accounting Treatment
<b>SUNDAY - 24.09.2023</b>		
<b>SUNDAY - 01.10.2023</b>		
<b>SUNDAY - 08.10.2023</b>		
<b>SUNDAY - 15.10.2023</b>		
<b>SUNDAY - 22.10.2023</b>		
<b>SUNDAY - 29.10.2023</b>		
<b>SUNDAY - 05.11.2023</b>		
<b>SUNDAY - 12.11.2023</b>		
<b>SUNDAY - 19.11.2023</b>		
<b>SUNDAY - 26.11.2023</b>		

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	Contd.
		Assignment First(Issue Of Shares)
		Amalgamation Of Companies
		Contd.
		Accounting Treatment As Per AS-14
		Practical Questions
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	Contd.
		Contd.
		Contd.
		Contd.
		Contd.
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	Conditional Test(Issue Of Shares & Amalgamation)
		Revision & Problems
		Final Accounts Of Company
		Form Of Balance Sheet
		Form Of Profit & Loss Account
		Contd.
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	Treatment Of Dividend
		Contd.
		Assignment Second
		Form Of Profit & Loss Appropriation
		Adjustment & Their Accounting
		Contd.
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	Contd.
		Contd.
		Contd.
		Contd.
		Contd.
		Contd.
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY -29.10.2023</b>		
14	October (30-31) November (2-4)	Revision
		Revision
		Revision
		Revision
		Revision
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	Revision & Problems
		Revision & Problems
		Revision & Problems
		Revision & Problems
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	Revision
		Revision
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	Revision
		Revision
		Revision
		Revision
		Revision
<b>25.11.2023 - Examinations</b>		



**I.B. (PG) COLLEGE, PANIPAT**  
**LESSON PLAN**  
**SESSION 2023-24 (05.08.2023 to 24.11.2023)**

Weekly Lesson Plan (Odd Semester)

UG ( 3rd - Semester)

Name of the Paper:- INDIAN FINANCIAL SYSTEM

Class: B.Com II

Name of the Teachers (Section Wise) : Prof. Ritika Jatana, Prof. Nisha Goel

WEEK	DATE	TOPICS
1	August (5)	Hawan Ceremony
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	Timetable Dictate and Syllabus Discuss
		Orientation Program
		Indian Financial System: An Overview
		Continue
		Continue
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	Continue
		Continue
		Revision
		Financial System and Economic Development
		Continue
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	Continue
		Continue
		Continue
		Continue
		Continue
		Presentation
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	Money Market
		Continue
		Continue
		Continue
		Continue
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	Capital Market
		Continue
		Continue
		Continue
		Continue
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	Continue
		Continue
		Revision
		Depositories
		Continue
		Continue
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	Continue
		Securities and Exchange Board of India (SEBI)
		Continue
		Continue
		Continue

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	Presentation
		Debt Market
		Continue
		Continue
		Assignment - 1
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	Reserve Bank of India
		Continue
		Continue
		Continue
		Class Test
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	Credit Creation
		Continue
		Continue
		Continue
		Continue
		Revision
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	Credit Control
		Continue
		Continue
		Continue
		Commercial Banking In India
		Continue
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	Continue
		Continue
		Continue
		Continue
		Continue
		Assignment - 2
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY -29.10.2023</b>		
14	October (30-31)	Problem of Non Performing Assets in Commercial Banks
		Continue
	November (2-4)	Continue
		Continue
		Presentation
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	Payment Banks and E- Banking In India
		Continue
		Continue
		Continue
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	Revision
		Development Banks
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	Continue
		Continue
		Revision
		Revision
		Revision
<b>25.11.2023 - Examinations</b>		

**I.B. (PG) COLLEGE, PANIPAT**  
**LESSON PLAN**  
**SESSION 2023-24 (05.08.2023 to 24.11.2023)**

Weekly Lesson Plan (Odd Semester)

UG (III - Semester)

Name of the Paper:- Rural Marketing

Class: B.com II

Name of the Teachers (Section Wise) : Prof. Ruhani Sharma, Prof. Poonam Madan

WEEK	DATE	TOPICS
1	August (5)	Hawan Ceremony
<b>SUNDAY - 06.08.2023</b>		
2	August (7-12)	Allotment of Time-Table
		Discussion of Syllabus
		Introduction of Rural Marketing
		continue
		continue
<b>SUNDAY - 13.08.2023</b>		
3	August (14-19)	Opportunities & challenges to Rural markets in India
		continue
		continue
		Rural Marketing Environment
		continue
<b>HOLIDAY - 15.08.2023 - INDEPENDENCE DAY</b>		
<b>SUNDAY - 20.08.2023</b>		
4	August (21-26)	continue
		continue
		continue
		continue
		Rural Consumer Behaviour
		continue
<b>SUNDAY - 27.08.2023</b>		
5	August (28-29, 31) September (1-2)	continue
		continue
		continue
		continue
		continue
<b>HOLIDAY - 30.08.2023 - RAKSHABANDHAN</b>		
<b>SUNDAY - 03.09.2023</b>		
6	September (4-5, 7-9)	Segmenting of Rural Markets
		continue
		continue
		Bases for Segmenting Rural consumer Markets
		continue
<b>HOLIDAY - 06.09.2023 - JANAMASHTMI</b>		
<b>SUNDAY - 10.09.2023</b>		
7	September (11-16)	continue
		Rural Segmentation Strategies
		continue
		Targeting and positioning
		continue
		Revision
<b>SUNDAY - 17.09.2023</b>		
8	September (18-22)	Strategies For Rural Marketing
		continue
		Assignment- One
		Product Strategies
		Pricing Strategies
		continue

<b>HOLIDAY 23.09.2023 - SHAHEEDI DIVAS/HARYANA WAR HEROES' MARTYRDOM DAY</b>		
<b>SUNDAY - 24.09.2023</b>		
9	September (25-30)	Place or Distribution Strategies
		continue
		Promotion Strategies
		continue
		Revision
		oral Test
<b>SUNDAY - 01.10.2023</b>		
<b>HOLIDAY - 02.10.2023 MAHATMA GANDHI JAYANTI</b>		
10	October (3-7)	Class Test
		Rural Marketing Mix
		continue
		continue
		continue
<b>SUNDAY - 08.10.2023</b>		
11	October (9-14)	Marketing of Consumer Durable and Non- Durables
		continue
		continue
		continue
		Revision
		Revision
<b>SUNDAY - 15.10.2023 &amp; HOLIDAY (MAHARAJA AGRASEN JAYANTI)</b>		
12	October (16-21)	Assignment- Two
		Planning & Organising Personal Selling in Rural Markets
		continue
		continue
		continue
		continue
<b>SUNDAY - 22.10.2023</b>		
13	October (23, 25-27)	Group Discussion
		Presentation by students
		Presentation by students
		E-Commerce in Rural Markets
		continue
		continue
<b>HOLIDAY - 24.10.2023 DUSSEHRA</b>		
<b>HOLIDAY 28.10.2023 - MAHARISHI VALMIKI JAYANTI</b>		
<b>SUNDAY -29.10.2023</b>		
14	October (30-31) November (2-4)	continue
		Revision
		Group Discussion
		oral Test
		Revision
<b>HOLIDAY 01.11.2023 - HARYANA DAY</b>		
15	November (6-9)	Presentation by students
		Presentation by students
		Problem Discussion
		Problem Discussion
<b>Diwali Break - 10.11.2023 to 16.11.2023</b>		
16	November (17-18)	Revision
		Revision
<b>SUNDAY - 19.11.2023</b>		
17	November (20-24)	Revision
		Revision
		Revision
		Revision
		Revision
<b>25.11.2023 - Examinations</b>		