

Lesson Plan

Name Of College: SMSD Govt. College, Nangal Chaudhary

Academic Session: 2023-2024

Semester: Even

Class :B.Com 4th Sem.

Subject: Banking And Banking Law

Name Of Assistant Professor: Dr. Jile Singh

Week Of Month	Topics/Chapters To Be Covered
Week 1	Definition Of Bank, Commercial Banks-Importance, Functions And Problems Of Non-Performing
Week 2	Assets, Structure Of Commercial Banking System In India. Credit Creation: Process Of Credit Creation
Week 3	Regional Rural Banks, Cooperative Banking In India.
Week 4	Reserve Bank Of India: Functions, Regulation And Control Of Credit, Monetary Policy.
Week 5	Determination And Regulation Of Interest Rates In India.
Week 6	Relationship Between Banker And Customer, Definition Of Customer, General Relationship Between
Week 7	Banker And Customer, Obligation Of Banker, Garnishee Order, Banker's Rights.
Week 8	Special Types Of Bankers Customers Minor, Married Women, Illiterate Persons, Lunatics, Trustees,
Week 9	Executors And Administrators, Customer's Attorney, Joint Account, Joint Hindu Family, Partnership
Week 10	Firm, Joint Stock Companies, Clubs, Societies And Charitable Institutions.
Week 11	Definition Of Negotiable Instruments, Essential Features Of Negotiable Instruments, Holder And Holder
Week 12	Rights And Liabilities Of Parties For Negotiable Instruments:
Week 13	Capacity Of Parties: Minor's Position, Legal Representative, Liability Of Parties, Drawer Of Bill Or
Week 14	Cheque, Liability Of Maker Of Note & Acceptor Of Bill, Liability Of Endorsed Negotiable Instruments
Week 15	Endorsements, Meaning Of Negotiation, Definition Of Endorsement, Legal Provisions Regarding Endorsement,
Week 16	Test And Revision

Class: B.Com 4th Sem.

Subject : Marketing Management

Name Of Assistant Professor :Dr. Manoj Kumar Saini

Week Of Month	Topics/Chapters To Be Covered
Week 1	Unit-1 Introduction To Marketing:Marketing Management Meaning & Different Concepts
Week 2	Marketing Mix:Elements,Functions,Objectives Of Marketing Mix,Marketing Environment:Meaning & Types Of Marketing Environment,Scanning Of Marketing Environment Through Swot
Week 3	Unit-2consumer Behaviour-Meaning And Importance Of Study For Marketers Determinants,Types Of Buying Behavior,Buying Decision Process,Different Buying Motives.
Week 4	Market Segmentation : Meaning, Need, Process,Criteria For Successful Segmentation
Week 5	Bases Of Market Segmentation,Market Positioning: Meaning, Strategies Of Positioning And Difference Between Positioning & Re-Positioning
Week 6	Marketing Information System: Meaning, Components Of Mis, Role Of Mis, How To Develop Strong Mis.Marketing Research: Meaning, Characteristics,Importance,Process Of Market Research.
Week 7	Unit-3 Product & Product Planning:Product –Meaning, Levels Of Product & Service,Product Mix, Product Line, Width & Depth, Branding: Meaning, Functions Of Brand & Branding Decisions
Week 8	Packaging : Meaning, Classifications, Functions, Difference Between Packing & Packaging Innovative Packaging, Packaging Decisions.Labelling: Types Of Labels,Functions Of Labelling
Week 9	Product Life Cycle : Different Stages Of Plc, Factors Affecting Plc,Pricing- Meaning, Procedure For Setting A Price, Components Of Price
	New Product Development : Process, Test Marketing: Procedure Of Test Marketing, Advantages & Disadvantages Of Test Marketing,

Week 10	Reason Of Failure Of New Product
Week 11	New Product Development : Advantages & Disadvantages Of Test Marketing, Reason Of Failure Of New Product.
Week 12	Unit-4 Distribution Channels- Meaning, Benefits, Levels And Roles,Types.
Week 13	Physical Distribution Of Goods:Concept,Modes Of Transport.Inventory Control:Objectives,Advantages,Techniques Of Inventory Control.Warehousing: Need,Types,Functions
Week 14	Concept Of Supply Chain Management.Promotion- Meaning, Characterstics, Need For Promotional Activities, Objectives,Process Of Promotion Mix Decision,Factors In Developing Promotion Mix Strategies
Week 15	Promotion Mix- Elements Of Promotion Mix, Advertising: Meaning,Features, Objectives, Factors Affecting The Selection Of Advertising Media, Types Of Advertising Media, Sales Promotion: Meaning, Benefits & Tools Used,Public Relations Meaning,Benefits & Tools Used ,Personal Selling:Meaning,Benefits &Tools Used
Week 16	Test And Revision

Subject : Corporate Law

Name Of Assistant Professor: Dr. Kavita Kumari

Class: B.Com. 4th Sem.

Week Of Month	Topics/Chapters To Be Covered
Week 1	Shares: -; Types Of Shares; Voting Rights
Week 2	Transfer And Transmission Of Shares;
Week 3	Allotment And Issue Of Shares
Week 4	Share Certificates And Warrant
Week 5	Calls Ion Shares ,Forfeiture And Surrender Lien
Week 6	Share Capital: - Meaning And Forms Of Capital; Alteration Of Share Capital; Reduction OfShare Capital;
Week 7	Further Issue Of Share Capital; Rights Of Pre-Emption Of Shares. Shareholders And Members: -
Week 8	Difference Between Shareholders And Members; Modes Of Acquiring Membership; Termination Of
Week 9	Membership; Termination Of Membership; Who May Be Members? Rights And Liabilities Of Members.
Week 10	Meeting Of Company: - Essentials Of Valid Meeting; Meetings Of Shareholders: -
Week 11	Annual General Meeting; Extra-Ordinary General Meeting; Meetings Of Board Of Directors;
Week 12	Proxy; Voting, Notice, Agenda And Minutes Of Meetings. Directors:
Week 13	Winding Up: - Meaning; Winding Up By The Tribunal-Petition For Winding Up; Voluntary Winding Up;
Week 14	Powers And Duties Of Company Liquidator, Consequences Of Winding Up..
Week 15	Depository System –Meaning And Importance; Shares: - Paperless Trading – Benefits And Procedure; Need For Educating Investors
Week 16	Test And Revision

Class: B.Com. 4th Sem.

Subject : Business Regulatory Framework

Name Of Assistant Professor: Dr. Jile Singh

Week Of Month	Topics/Chapters To Be Covered
Week 1	Indian Partnership Act – Nature Of Partnership Firm; Test Of Partnership; Duties And Rights Of Partners;
Week 2	Relations Of Partners To Third Parties; Mutual Agency
Week 3	Position Of Minor In Partnership; Reconstitution Of A Partnership firm; Registration Of Firm.
Week 4	Dissolution Of Firm: - Modes Of Dissolution; Partnership Deed
Week 5	Consequences Of Dissolution Of Firm; Settlement Of Accounts After Dissolution.
Week 6	Negotiable Instruments Act: - Negotiable Instrument An Introduction Promissory Notes
Week 7	Bills Of Exchange , Parties ,Format ,Types
Week 8	Exchange; Cheques, Marking And Crossing Of Cheque , Parties To Negotiable Instruments;
Week 9	Holder And Priveledge Of Holder
Week 10	Discharge Of Parties From Liability; Dishonour Of Negotiable Instruments.
Week 11	Instruments; Presentment Of Negotiable Instrument; Negotiation.
Week 12	Sales Of Goods Act: - Introduction; Formation Of Contract Of Sale Of Goods; Conditions And Warranties;
Week 13	Transfer Of Property Or Ownership; Performance Of Contract- Delivery And Payment;
Week 14	Rights Of Unpaid Seller; Suits Of Breach Of Contract.
Week 15	Rti Act : Features, Rights And Importance.
Week 16	Test And Revision

Class: B.Com. 4th Sem.

Subject : Business Statistics

Name Of Assistant Professor: Dr.Kavita Kumari

Week of Month	Topics/Chapters To Be Covered
Week 1	Index Numbers:- Meaning, Types And Uses;
Week 2	Methods Of Constructing Price And Quantity Indices
Week 3	Tests Of Adequacy; (Time,Factor And Circular Test)
Week 4	Chain- Base Index Numbers, Base Shifting, Splicing And Deflating;
Week 5	Problems In Constructing Index Numbers; Consumer Price Index.
Week 6	Analysis Of Time Series: - Causes Of Variations In Time Series Data; Components Of A Time Series.
Week 7	Decomposition- Additive And Multiplicative Models; Determination Of Trend. Moving Averages
Week 8	Method And Method Of Least Squares (Including Linear Second Degree, Parabolic And Exponential Trend)
Week 9	Computation Of Seasonal Indices By Simple Average Method
Week10	Ratio To Trend, Ratio To Moving Average And Link Relative Methods.
Week 11	Theory Of Probability: - Probability As A Concept;
Week 12	Approaches To Defining Probability, Addition Laws Of Probability;
Week 13	Multiplication Laws Of Probability;
Week 14	Conditional Probability, Baye's Theorem.
Week 15	Probability Distribution : - Probability Distribution As A Concept; Binomial, Poisson, Normal Distribution- Their Properties And Parameters.
Week16	Test and Revision

Class: B.Com. 4th Sem.

Subject : Corporate Account

Name Of Assistant Professor: Dr. Manoj Kumar Saini

Week of Month	Topics/Chapters To Be Covered
Week 1	Internal Recostruction,External Reconstruction,Purchase Consideration
Week 2	Accounting In Books Of Transferor And Transferee Co.
Week 3	Inter Company Owings,Inter Company Stock
Week 4	Problem Of Fraction Shares
Week 5	Liquidation Of Company:Liquidator Final Statement Of Account.
Week 6	Liquidator Remuneration,Removing Of Disparity Among Shareholders
Week 7	Distribution Of Surplus, Statement Of Affairs
Week 8	Financial Reporting For Financial Institutions
Week 9	Final Accounts Of Banking Companies, Performa Of P/L
Week 10	Accounting Treatment Related To P/L
Week 11	Performa Of Balance Sheet,Explanation Of Schedules
Week 12	Accounting Treatment Related To Balance Sheet
Week 13	Accounts Of Holding Companies: Consolidated Balance Sheet.
Week 14	Cost Of Control, Minority Interest
Week 15	Pre Acquisition And Post Acquisition Profits, Deb., Preferense Shares,Dividend Treatment
Week 16	Test and Revision