

Lesson Plan

Name Of College: SMSD Govt. College, Nangal Chaudhary

Academic Session: 2024-2025

Semester:Even

Class:B.Com4th Sem.

Subject: Banking And Banking Law

Name Of Assistant Professor: Dr. Jile Singh

Week Of Month	Topics/Chapters To Be Covered
Week1	DefinitionOfBank,CommercialBanks-Importance,FunctionsAndProblemsOfNon-Performing
Week2	Assets,StructureOfCommercialBankingSystemInIndia.CreditCreation:ProcessOfCredit Creation
Week3	RegionalRuralBanks,CooperativeBankingInIndia.
Week4	ReserveBankOfIndia:Functions,RegulationAndControl OfCredit,MonetaryPolicy.
Week5	DeterminationAndRegulationOfInterestRates InIndia.
Week6	RelationshipBetweenBankerAndCustomer,DefinitionOfCustomer,GeneralRelationship Between
Week7	BankerAndCustomer,ObligationOfBanker,GarnisheeOrder,Banker'sRights.
Week8	SpecialTypesOfBankersCustomersMinor,MarriedWomen,IlliteratePersons,Lunatics,Trustees,
Week9	ExecutorsAndAdministrators,Customer'sAttorney,JointAccount,JointHinduFamily,Partnership
Week10	Firm,JointStockCompanies,Clubs,SocietiesAndCharitableInstitutions.
Week11	DefinitionOfNegotiableInstruments,EssentialFeaturesOfNegotiableInstruments,Holder AndHolder
Week12	RightsAndLiabilitiesOfPartiesForNegotiableInstruments:
Week13	CapacityOfParties:Minor'sPosition,LegalRepresentative,LiabilityOfParties,DrawerOfBillOr
Week14	Cheque,LiabilityOfMakerOfNote&AcceptorOfBill,LiabilityOfEndorsedNegotiableInstruments
Week15	Endorsements, MeaningOfNegotiation,DefinitionOfEndorsement,LegalProvisionsRegardingEndorsement,
Week16	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
Week1	Unit-1 Introduction To Marketing: Marketing Management Meaning & Different Concepts
Week2	Marketing Mix: Elements, Functions, Objectives Of Marketing Mix, Marketing Environment: Meaning & Types Of Marketing Environment, Scanning Of Marketing Environment Through Swot
Week3	Unit-2 consumer Behaviour-Meaning And Importance Of Study For Marketers Determinants, Types Of Buying Behavior, Buying Decision Process, Different Buying Motives.
Week4	Market Segmentation: Meaning, Need, Process, Criteria For Successful Segmentation
Week5	Bases Of Market Segmentation, Market Positioning: Meaning, Strategies Of Positioning And Difference Between Positioning & Re-Positioning
Week6	Marketing Information System: Meaning, Components Of MIS, Role Of MIS, How To Develop Strong MIS. Marketing Research: Meaning, Characteristics, Importance, Process Of Market Research.
Week7	Unit-3 Product & Product Planning: Product –Meaning, Levels Of Product & Service, Product Mix, Product Line, Width & Depth, Branding: Meaning, Functions Of Brand & Branding Decisions
Week8	Packaging: Meaning, Classifications, Functions, Difference Between Packing & Packaging Innovative Packaging, Packaging Decisions. Labelling: Types Of Labels, Functions Of Labelling
Week9	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,

Week10	ReasonOfFailureOfNewProduct
Week11	New Product Development : Advantages & Disadvantages Of TestMarketing,ReasonOfFailureOfNewProduct.
Week12	Unit-4Distribution Channels-Meaning,Benefits,LevelsAndRoles,Types.
Week13	Physical Distribution Of Goods:Concept,Modes Of Transport.InventoryControl:Objectives,Advantages,Techniques Of Inventory Control.Warehousing:Need,Types,Functions
Week14	Concept Of Supply Chain Management.Promotion- Meaning, Characterstics,NeedForPromotionalActivities,Objectives,ProcessOfPromotionMix Decision,FactorsInDevelopingPromotion Mix Strategies
Week15	Promotion Mix- Elements Of Promotion Mix, Advertising: Meaning,Features,Objectives,FactorsAffectingTheSelectionOfAdvertisingMedia, TypesOf AdvertisingMedia, Sales Promotion: Meaning, Benefits & Tools Used,Public Relations Meaning,Benefits&ToolsUsed,PersonalSelling:Meaning,Benefits&ToolsUsed
Week16	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 On Shares, Forfeiture And Surrender Lien
Week 6	Share Capital:- Meaning And Forms Of Capital; Alteration Of Share Capital; Reduction Of Share 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 Privilege Of Holder
Week 10	Discharge Of Parties From Liability; Dishonour Of Negotiable Instruments. 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
Week 10	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.
Week 16	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	InterCompanyOwings,InterCompanyStock
Week 4	ProblemOfFractionShares
Week 5	LiquidationOfCompany:LiquidatorFinalStatementOfAccount.
Week 6	LiquidatorRemuneration,RemovingOfDisparityAmongShareholders
Week 7	DistributionOfSurplus,StatementOfAffairs
Week 8	FinancialReportingForFinancialInstitutions
Week 9	FinalAccountsOfBankingCompanies,PerformaOfP/L
Week 10	AccountingTreatmentRelatedToP/L
Week 11	PerformaOfBalanceSheet,ExplanationOfSchedules
Week 12	AccountingTreatmentRelatedToBalanceSheet
Week 13	AccountsOf HoldingCompanies:ConsolidatedBalanceSheet.
Week 14	CostOfControl,MinorityInterest
Week 15	PreAcquisitionAndPostAcquisitionProfits, Deb.,PreferenseShares,DividendTreatment
Week 16	Test and Revision