

**LESSON PLAN (Govt. College, Julana)**

**Name of Teacher –Dr. Jyoti Rani Subject: -Commerce Paper –Financial Accounting-I  
Class – B.Com.I (I sem.) Session:- 2020-2021**

<b>Weeks With Months</b>	<b>Contents</b>
NOV 16-21	Financial accounting: meaning, need, objectives & scope, Book-keeping and accounting; branches of accounting
NOV 23-28	Accounting principles: concepts and conventions; accounting cycle, Accounting equation
NOV 30- DEC 5	Journal; rules of journalizing
DEC 7-12	Ledger & trial balance
DEC 14-19	Rectification of Errors: suspense account; effect on profit.
DEC 21-26	Capital and Revenue: Concept and classification of income; expenditure; receipts
DEC 28- JAN 2	Depreciation provisions and reserves, Depreciation: concept and classification, Depreciation: Methods of depreciation accounting
JAN 4-9	Final Accounts: manufacturing, trading, profit & loss account, Balance sheet, Final Accounts: adjustment entries
JAN 11-16	Accounts of Non-profit Organizations
JAN 18-23	Consignment Accounts: accounting records, Normal and abnormal Loss: Valuation of unsold stock
JAN 25-30	Test and assignments

## LESSON PLAN

Name of Teacher –Dr. Jyoti Rani Paper – Principles of Business Management

Subject: -Commerce Class – B.Com. I (I sem.)

Session:- 2020-2021

Weeks With Months	Contents
NOV 16-21	Introduction to commerce: concept, nature, importance and scope, Components of commerce, evolution of commerce, commerce and business
NOV 23-28	Introduction to Management: concept, characteristics and significance, Process/Functions of Management, Coordination, Management: as Science, Art and profession
NOV 30- DEC 5	Approaches to Management: Classical and Neo classical approach, Behavioral approach, Management science approach, Systems approach and Contingency approach; Management thought in ancient India.
DEC 7-12	Planning: concept, process & importance, Types of Plans: Policy, Programme, Strategy, Vision, Mission, Goals, and Objectives,
DEC 14-19	Organizing: meaning, principles and benefits of organizations; Organizational structure: Functional, Line vs. Staff, matrix, Formal vs. Informal; Organizational structure for large scale business organization.
DEC 21-26	Delegation: meaning, advantages, barriers to delegation, guidelines for effective delegation. Decentralization and Centralization: advantages and disadvantages, factors influencing decentralization.
DEC 28- JAN 2	Staffing: meaning, importance & scope of staffing. Directing: concept; Motivation: concept, objectives & significance, Approaches to motivation.
JAN 4-9	Leadership: concept, significance & functions, Leadership styles, approaches to leadership.
JAN 11-16	Controlling: meaning and characteristics of control, process of control,
JAN 18-23	Prerequisites of an effective control system; controlling techniques.
JAN 25-30	Test and assignments

## LESSON PLAN

**Name of Teacher –Dr.Jyoti Rani Subject: -Commerce Paper–Indian Financial System**

**Class – B.Com.II (III Sem.)**

**Session:- 2020-2021**

<b>Weeks With Months</b>	<b>Contents</b>
AUG 4-8	Introduction: nature and role of financial system
AUG 10-15	Financial system and economic development;
AUG 17-22	An overview of Indian financial system.
AUG 24-29	Components of financial system:
AUG 31- SEP 5	Financial markets and financial instruments: money and capital markets:
SEP 7-12	Money market: meaning, constituents instruments and functions,
SEP 14-19	Recent developments in Indian money market
SEP 21-26	Capital market: primary and secondary market
SEP 28- OCT 3	Depository system,
OCT 5-10	Recent developments in Indian capital market;
OCT 12-17	SEBI: its formation, role and recent developments.
OCT 19-24	The Debt Market: meaning, features, participants,
OCT 26-31	The Debt Market: Instruments; private, PSUs
NOV 2-7	Government securities market.
NOV 9-14	Financial institutions
NOV 16-21	Reserve Bank of India: organization, management and functions.
NOV 23-28	Credit creation and credit control.
NOV 30- DEC 5	Commercial banks: meaning and functions,
DEC 7-12	Structure and recent developments in commercial banking in India;

DEC 14-19	E-banking, NPA's in Commercial Banks, Payment Banks.
DEC 21-26	Development banks: concept, objectives and functions;
DEC 28- JAN 2	Recent developments in development banking.
JAN 4-9	Revision
JAN 11-16	Revision
JAN 18-23	Revision
JAN 25-30	Test and assignments

**Name of Teacher –Dr.Jyoti Rani Subject: -Commerce Paper– Rural Marketing  
Class – B.Com.II (III Sem.) Session:- 2020-2021**

<b>Weeks With Months</b>	<b>Contents</b>
AUG 4-8	Rural Marketing: meaning, nature, characteristics;
AUG 10-15	Rural Marketing: Scope, Importance
AUG 17-22	Rural Marketing: Approaches
AUG 24-29	opportunities to rural markets in India;
AUG 31- SEP 5	challenges to rural markets in India;
SEP 7-12	Rural Marketing Environment
SEP 14-19	Socio-cultural, economic, demographic factors
SEP 21-26	technological and other environmental factor affecting rural marketing;
SEP 28- OCT 3	rural consumer behaviour;
OCT 5-10	segmentation of rural market;
OCT 12-17	strategies for rural marketing; meaning , concept
OCT 19-24	strategies for rural marketing; Significance
OCT 26-31	rural marketing mix; Product, Price
NOV 2-7	rural marketing mix; Promotion, Place
NOV 9-14	difference in rural and urban market;
NOV 16-21	problems in rural marketing;
NOV 23-28	Strategies for rural marketing.
NOV 30- DEC 5	Product planning,
DEC 7-12	promotion of distribution channels for marketing of durables in rural areas;
DEC 14-19	promotion of distribution channels for marketing of non-durables in rural areas;

DEC 21-26	management of distribution channels for marketing of durables and non-durables in rural areas;
DEC 28- JAN 2	Innovation in rural market;
JAN 4-9	Revision
JAN 11-16	Revision
JAN 18-23	Revision
JAN 25-30	Test and assignments