

Lesson Plan

Name of the Teacher – Mr. Kirat Pal

Class –B.Com -2nd Semester

Subject-Business Law-II

January-2023	Negotiable Act 1881: scope, features and types; Negotiation; Crossing; Dishonor and discharge of negotiable instruments.
February-2023	Indian Partnership Act, 1932: nature of firm, duties and rights of partners, relations of partners to third parties, liabilities of firm and partner, minor, reconstitution of partnership firm, dissolution of a firm and consequences, settlement of accounts, registration of firms, effect of non-registration.
March-2023	Limited Liability Partnership Act, 2008: meaning, characteristics of Limited Liability Partnership (LLP); Incorporation of LLP; partners and the liability of LLP and partners; accounts, audit and taxation of LLPs, conversion to LLP from firm/private company/unlisted public company; winding up and dissolution of LLP.
April-2023	Information Technology Act 2000: purpose, digital signature, electronic governance; attribution, acknowledgement and dispatch of electronic records, certifying digital signature, penalties and other provisions. RTI Act, 2005: important provisions

Lesson Plan

Name of the Teacher – Mr. Kirat Pal

Class –B.Com -6th Semester

Subject-Management Accounting

January-2023	Management accounting: concept, scope, techniques and significance, comparison between financial accounting, cost accounting and management accounting. Management reporting: need and type of reports. Management information system.
February-2023	Analysis of financial statements: comparative statements, common size statements, ratio analysis: liquidity, solvency, profitability and turnover; trend analysis. Cash flow and funds flow statements: need and method of preparing statements.
March-2023	Absorption V/S variable costing: features and income determination, cost volume profit analysis, break- even analysis, contribution; P/V ratio, break-even point, Margin of safety, Angle of incidence, determination of cost indifference point.
April-2023	Budgeting and budgetary control: need, methods and types of budgets, essentials of budgetary control system.

Lesson Plan

Name of the Teacher – Mr. Kirat Pal

Class –M.Com -2nd Semester

Subject-Financial Management and Policy

January-2023	Financial Management: Nature, significance, objectives and scope of financial management, functions of finance executive in an organization, Time value of money and recent developments in financial management.
February-2023	Financial Planning and forecasting: Need & importance of financial planning; financial planning process, drafting a financial plan; Financial forecasting; meaning, benefits and techniques of financial forecasting; Sources of finance. Cost of Capital: Significance, computation of cost of capital including CAPM, problems in computation of cost of capital.
March-2023	Working Capital Management and Control: Need, Types & determinants, assessment of working capital requirements; Management of cash, marketable securities & receivables, financing of working capital – banking norms.
April-2023	Capital Budgeting Decisions: Nature & importance, factors influencing capital expenditure decisions, capital budgeting process, Evaluation criteria and risk analysis, capital expenditure control.

Lesson Plan

Name of the Teacher – Mr. Kirat Pal

Class –M.Com -4TH Semester

Subject- IT AND E-COMMERCE

January-2023	Introduction to E-commerce: Meaning of electronic commerce, business applications of e-commerce, comparison with traditional commerce; Business models in E-commerce – e-shops, e-procurement, e-auctions,
February-2023	value chain integrators, information brokerage, telecommunication, collaboration platforms, etc.; Electronic payment system; E-Banking – concept, operations. Online fund transfer – RTGC, ATM, etc., Online share market operations.
March-2023	Online marketing, Web-based advertising – concept, advantages; Types of online advertisements; Search engine – as an advertising media, search engine optimisation – concept and techniques; Email marketing; Social Networking and marketing – promotion, opinion formulation, etc.; Viral Marketing,
April-2023	E-retailing-concept, advantages, limitations; CRM and Information Technology, Tools to conducting online research – secondary research, online focus groups, web based surveys, data mining from social networking sites; Cloud computing – Concept, uses in business; Enterprise Resource Planning; Security issues in e-commerce - Online frauds, Privacy issues; Cyber laws including Information Technology Act.

Lesson Plan

Name of The Teacher – Mr. Kirat Pal

Class –M.Com -^{4TH} Semester

Subject- Service Marketing

January-2023	Communication and Promotion of Services: Main problems, objectives, Communication mix and strategies.
FEBRUARY-2023	Pricing of Services: Characteristics, approaches and pricing strategies; Distribution of Services: Channels, key intermediaries, strategies for effective service delivery.
MARCH-2023	Managing Service Employees: Importance and roles of contact personnel; Managing service delivery employees.
APRIL-2023	Managing Customers and strategies for enhancing customer participation; Customer protection and ethics in services.