

Lesson Plan (Session: 2023-24)

Name of Assistant Professor- Dr. Suman  
Class- B.com 2nd (3rd Semester)  
Subject- Business Regulatory Framework

WEEK	Name of Topic
24/07/2023-29/07/2023	Valid contract and its Elements, Proposal, Acceptance and Revocation
31/07/2023-05/08/2023	Contractual Capacity of Parties, Free Consent of Parties, Lawful Consideration and object
07/08/2023-12/08/2023	Performance of Contracts, Discharge of Contract, Contingent Contracts.
14/08/2023-19/08/2023	Implied, Quasi or Constructive Contracts, Consequences of Breach of Contract.
21/08/2023-26/08/2023	Contracts of Bailment and Pledge, Contracts of Agency. Contracts of Indemnity and Guarantee.
28/08/2023-02/09/2023	Consumer Protection Act-1986.
04/09/2023-09/09/2023	Sale of Goods Act-1930
11/09/2023-16/09/2023	Contract of Sale, Conditions and Warranties.
18/09/2023-23/09/2023	Transfer of Property or Ownership, Performance of the Contract-Delivery and Payment.
25/09/2023-30/09/2023	Unpaid Seller, Suits for Breach of Contract.
02/10/2023-07/10/2023	Right to Information Act, 2005.
09/10/2023-14/10/2023	Right to Information Act, 2005.
16/10/2023-21/10/2023	E-Governance, New Labour Rules,
23/10/2023-28/10/2023	Haryana Right to Service Act.
30/10/2023-04/10/2023	Revision and Test.
06/11/2023-18/11/2023	Revision and Test
20/11/2023-25/11/2023	Revision and Test


  
Principal  
Govt. College  
Baund Kalan (Ch. Doshi)

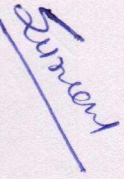


Lesson Plan (Session: 2023-24)

Name of Assistant Professor- Dr. Suman  
Class- B.com 3rd (5th Semester)  
Subject- Cost Accounting-I

WEEK	Name of Topic		
24/07/2023-29/07/2023	Cost Accounting Introduction, Meaning, Nature, Features, Charactersticks		
31/07/2023-05/08/2023	Cost Element, Concept and Classification		
07/08/2023-12/08/2023	Material Costing		
14/08/2023-19/08/2023	Material Costing		
21/08/2023-26/08/2023	Material Costing		
28/08/2023-02/09/2023	Labour Costing		
04/09/2023-09/09/2023	Labour Costing		
11/09/2023-16/09/2023	Labour Costing		
18/09/2023-23/09/2023	Overheads		
25/09/2023-30/09/2023	Overheads		
02/10/2023-07/10/2023	Unit Or Output Costing		
09/10/2023-14/10/2023	Unit Or Output Costing		
16/10/2023-21/10/2023	Revision & Test		
23/10/2023-28/10/2023	Revision & Test		
30/10/2023-04/10/2023	Revision & Test		
06/11/2023-18/11/2023	Revision & Test		
20/11/2023-25/11/2023	Revision & Test		

  
Principal  
Govt. College  
Baund Kalan (Ch. Doshi)





Name of Assistant Professor- Dr. Suman  
Class- B.com 3rd (5th Semester)  
Subject- Basics of Retailing

Lesson Plan (Session: 2023-24)

WEEK	Name of Topic
24/07/2023-29/07/2023	Nature, Scope and Importance of Retailing, Growth, Present Size and Future of Retailing and India.
31/07/2023-05/08/2023	Career Options In Retailing,
07/08/2023-12/08/2023	Retailing Stores, Retailing Formats,
14/08/2023-19/08/2023	Retailing Concepts-Wheel of Retailing,
21/08/2023-26/08/2023	Management of Retailing Operations,
28/08/2023-02/09/2023	Retail Management: Functions, Strategic.
04/09/2023-09/09/2023	Retail Planning-Importance, Process and Retail Action Plans.
11/09/2023-16/09/2023	Developing Retailing Strategies: Objectives,
18/09/2023-23/09/2023	Cash and Carry Businesses, Retailing Models.
25/09/2023-30/09/2023	Retail Management Process Retailing Management and The Total Performance Models.
02/10/2023-07/10/2023	Retailing Life Cycle: Conflict and Co-operation with other Retailers.
09/10/2023-14/10/2023	Technology Induction in Retailing, Type of Retailing.
16/10/2023-21/10/2023	Retailing Models.
23/10/2023-28/10/2023	Pricing Strategies and Location Strategies.
30/10/2023-04/11/2023	Revision & Test
06/11/2023-11/11/2023	Revision & Test
20/11/2023-25/11/2023	Revision & Test

*Suman*

*Suman*  
Principal  
Govt. College  
Baund Kalan (Ch. Dsdii)



### Lesson Plan (Session: 2023-24)

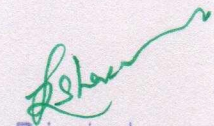
Name of Assistant Professor- Dr. Suman

Class- B.com 3rd (5th Semester)

Subject-Advertising and Sales Management

WEEK	Name of Topic	
24/07/2023-29/07/2023	Introduction of Advertising, Meaning, Importance, Nature, Feature	
31/07/2023-05/08/2023	Integrated Marketing Communication and Marketing planning	
07/08/2023-12/08/2023	Role of Advertising and Promotion, Advertising Agency-Role and Types	
14/08/2023-19/08/2023	Sales Management, Sales Planning	
21/08/2023-26/08/2023	Salesmanship and Theory of Selling	
28/08/2023-02/09/2023	Sales Planning, Sales Quotas and sales Territories	
04/09/2023-09/09/2023	Sales Force Management, Recruitment, Selection and sales Personal	
11/09/2023-16/09/2023	Training of Sales Personal	
18/09/2023-23/09/2023	Control Process and Distribution Channel	
25/09/2023-30/09/2023	Sales Force Management: evaluating Sales Personal	
02/10/2023-07/10/2023	Ethical Issues in Sales Management	
09/10/2023-14/10/2023	Web Marketing	
16/10/2023-21/10/2023	Emerging Issues in Advertising and Sales Management	
23/10/2023-28/10/2023	Revision &Test	
30/10/2023-04/10/2023	Revision &Test	
06/11/2023-18/11/2023	Revision &Test	
20/11/2023-25/11/2023	Revision &Test	

Suman

  
Principal  
Govt. College  
Baund Kalan (Ch. Dadri)