

Lesson Plan for the Session 2023-24

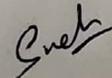
Name of the Teacher- Dr. Sneha Lata

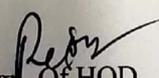
Class- B. Com- 2<sup>nd</sup>

Subject- Income Tax Law & Practices- II

Sem. - 6<sup>th</sup>

Month	Chapters to be taught	Test/ Assignment
January	<ul style="list-style-type: none"><li>• Clubbing and Aggregation of Income</li><li>• Set-off and Carry Forward of Losses</li><li>• Deduction from Gross Total Income</li></ul>	Oral test
February	<ul style="list-style-type: none"><li>• Rebate and Relief of Tax</li><li>• Assessment of Individuals</li><li>• Assessment of HUF</li><li>• Income Tax Authorities</li></ul>	Assignment- I
March	<ul style="list-style-type: none"><li>• Assessment of Firms</li><li>• Return of Income and Assessment Procedure</li><li>• TDS/TCS</li><li>• Advance Payment of Tax</li><li>• Tax Recovery and Refund of Tax</li></ul>	Unit-Test
April	<ul style="list-style-type: none"><li>• Appeals and Revision.</li><li>• Penalties under Income Tax Act</li><li>• Offences and Prosecutions</li></ul>	Assignment- II

  
Sign.Of Teacher

  
Sign. Of HOD

Sign of Principal

## Lesson Plan for the Session 2023-24

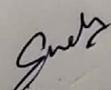
Name of the Teacher- Dr. Sneha Lata

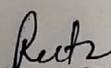
Class- B. Com- 3<sup>rd</sup>

Subject- Allied Business Laws

Sem. - 6<sup>th</sup>

Month	Chapters to be taught.	Test/ Assignment
January	<ul style="list-style-type: none"><li>• Introduction to Syllabus and law</li><li>• The Consumer Protection Act, 1986</li><li>• The Prevention of Money Laundering Act, 2002</li></ul>	Oral test
February	<ul style="list-style-type: none"><li>• RTI Act, 2005</li><li>• FEMA, 2000</li></ul>	Assignment- I
March	<ul style="list-style-type: none"><li>• The Securities and Exchange Board of India Act, 1992</li><li>• The Securities Contracts Regulation Act, 1956</li></ul>	Unit-Test
April	<ul style="list-style-type: none"><li>• Competition Act, 2002</li><li>• Revision</li></ul>	Assignment-II

  
Sign. Of Teacher

  
Sign. Of HOD

Sign of Principal

Lesson Plan for the Session 2023-24

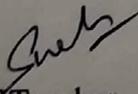
Name of the Teacher- Dr. Sneha Lata

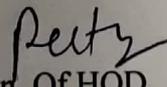
Class- M.A (Hindi) – 2<sup>nd</sup>

Subject- Communication Skills (MBA/OE/02)

Sem. - 2<sup>th</sup>

Month	Chapters to be taught	Test/ Assignment
January	Communication :meaning, process, need, objectives and importance;Barriers in communication; guidelines for effective communication, 7 C's of communication, ethics in communication	Oral test
February	Types of communication; Verbal -oral and written communication, Non-verbal communication -kinesics, proxemics and para language, Modern forms of communication, cross cultural communication	Assignment- I
March	Audience analysis, writing skills, listening skills, speaking skills, presentation skills, negotiation skills,Internal communication: memo, notice, circular, order and proposal	Unit-Test
April	Report -writing, agenda and minutes of meeting, External communication: meaning, layout, parts and features of business letter	Assignment- II

  
Sign.Of Teacher

  
Sign. Of HOD

Sign of Principal

### Lesson Plan for the Session 2023-24

Name of the Teacher- Dr. Sneh Lata

Class- B. Com- 1<sup>st</sup>

Subject- Business Law

Sem. – 1<sup>st</sup>

Month	Chapters to be taught	Test/Assignment
July	<ul style="list-style-type: none"><li>• Business law: an overview</li><li>• Indian Contract Act, 1872 : an introduction</li><li>• Contract: meaning, characteristics and Essential elements</li></ul>	Oral test
August	<ul style="list-style-type: none"><li>• Offer (proposal), acceptance and revocation</li><li>• Contractual capacity of parties</li><li>• Free consent of parties</li><li>• Lawful consideration and object</li><li>• Agreements expressly declared as void</li><li>• Legal formalities: written and registered</li><li>• Contingent contracts</li></ul>	Assignment- I
September	<ul style="list-style-type: none"><li>• Performance of contracts</li><li>• Discharge of contracts</li><li>• Implied or Quasi or constructive contracts</li><li>• Consequences of breach of contract</li><li>• Contract of indemnity and guarantee</li><li>• Contract of bailment and pledge</li></ul>	Unit-Test
October	<ul style="list-style-type: none"><li>• Contract of agency</li><li>• Sale of goods act, 1930: an overview</li><li>• Contract of sale</li><li>• Conditions and warranties</li><li>• Transfer of Property or ownership</li><li>• Performance of contract of sale</li><li>• Unpaid seller</li></ul>	Class test
November	<ul style="list-style-type: none"><li>• Remedies for breach of contract</li><li>• Limited liability Partnership Act, 2008: an overview</li><li>• Limited liability partners: their relations and liability</li><li>• Revision</li></ul>	Oral test

Sign. Of Teacher

Sign. Of HOD

Sign of Principal

### Lesson Plan for the Session 2023-24

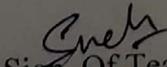
Name of the Teacher- Dr. Sneh Lata

Class- B. Com- 3<sup>rd</sup>

Subject- International Business

Sem. - 5<sup>th</sup>

Month	Chapters to be taught	Test/ Assignment
July	<ul style="list-style-type: none"><li>• International business An introduction</li><li>• Globalisation</li></ul>	Oral test
August	<ul style="list-style-type: none"><li>• Mode of entry into International business</li><li>• International business environment -concept and components</li><li>• Trends in world trade</li><li>• Trends in India's foreign trade</li><li>• Classical theory of International Trade</li></ul>	Assignment- I
September	<ul style="list-style-type: none"><li>• Modern theories of international trade</li><li>• Commercial policy instruments- tariff and non-tariff measures</li><li>• Balance of payments</li><li>• World Trade Organisation (WTO)</li><li>• United Nation Conference on Trade and Development (UNCTAD)</li></ul>	Unit-Test
October	<ul style="list-style-type: none"><li>• International Financial system and Institutions IMF and World Bank</li><li>• Regional economic integration</li><li>• Foreign exchange market and risk management</li><li>• Foreign investment</li><li>• Export promotion measures and export oriented units</li></ul>	Class test
November	<ul style="list-style-type: none"><li>• Special economic zones (SEZs)</li><li>• Mercantilism theory and Porter's Diamond model of international trade</li><li>• Revision</li></ul>	Oral test

  
Sign. Of Teacher

Sign. Of HOD

Sign of Principal

## Lesson Plan for the Session 2023-24

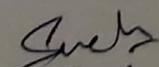
Name of the Teacher- Dr. Sneh Lata

Class- B. Com- 3<sup>rd</sup>

Subject- Principles of Marketing

Sem. - 5<sup>th</sup>

Month	Chapters to be taught	Test/ Assignment
July	<ul style="list-style-type: none"><li>• Marketing: an overview</li><li>• Marketing environment</li></ul>	Oral test
August	<ul style="list-style-type: none"><li>• Consumer behaviour</li><li>• Market segmentation</li><li>• Product concept, importance and classification</li><li>• Product mix strategies</li><li>• Branding, packaging and labelling</li></ul>	Assignment- I
September	<ul style="list-style-type: none"><li>• Product life cycle</li><li>• New product development process</li><li>• Product pricing</li><li>• Distribution channels</li><li>• Wholesaling and retailing</li></ul>	Unit-Test
October	<ul style="list-style-type: none"><li>• Promotion mix</li><li>• Advertising</li><li>• Personal selling</li><li>• Publicity and Public Relations</li></ul>	Class test
November	<ul style="list-style-type: none"><li>• Sales promotion</li><li>• Recent trends in marketing</li><li>• Revision</li></ul>	Oral test

  
Sign. Of Teacher

Sign. Of HOD

Sign of Principal