

Lesson Plan for the Session 2025-26

Name of the Teacher- Dr. Sneh Lata

Class- B. Com- 1st

Subject- Business Laws (BCOM/MD/1/DSC/103)

Sem. – 1st

Month	Chapters to be taught	Test/ Assignment
July	<ul style="list-style-type: none">Indian Contract Act, 1872 : an introductionContract: meaning, characteristics and Essential elements	Oral test
August	<ul style="list-style-type: none">Offer (proposal), acceptance and revocationContractual capacity of partiesFree consent of partiesLawful consideration and objectAgreements expressly declared as voidLegal formalities: written and registeredContingent contractsImplied or Quasi or constructive contracts	Assignment- I
September	<ul style="list-style-type: none">Performance of contractsDischarge of contractsRemedies for breach of contractConsequences of breach of contractContract of indemnity and guarantee	House Exam
October	<ul style="list-style-type: none">Contract of bailment and pledgeContract of agencySale of goods act, 1930: an overviewContract of saleConditions and warranties	Assignment -II
November	<ul style="list-style-type: none">Transfer of Property or ownershipPerformance of contract of saleUnpaid sellerRevision	Oral test

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Lesson Plan for the Session 2025-26

Name of the Teacher- Dr. Sneh Lata

Class- B.Com II

Subject- Advanced Financial Accounting (BCOM/MD/3/DSC/201) Sem. – 3rd

Month	Chapters to be taught	Test/ Assignment
July	Branch Accounts: Dependent branch, debtor's system	Oral test
August	Branch Accounts: Stock and debtor system; final accounts; wholesale branch.	Assignment- I
September	Hire purchase and Instalment purchase system: concept and legal provisions regarding hire-purchase contract; accounting records for goods of substantial sale value. Partnership account: characteristics of partnership; partnership deed.	House Exam
October	Partnership account: final accounts; adjustment after closing the accounts; fixed and fluctuating capital; accounts; goodwill; joint life policy; change in profit sharing ratio. Reconstitution of partnership firm: admission; retirement; death of a partner.	Assignment -II
November	Dissolution of a partnership firm: modes of dissolution of a firm; accounting entries; insolvency of partners; sale of firm to a company; gradual realization of assets and piecemeal distribution.	Oral test

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Lesson Plan for the Session 2025-26


Name of the Teacher- Dr. Sneha Lata


Class- B. Com- 3rd

Subject- Principles of Marketing

Sem. - 5th

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


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Lesson Plan for the Session 2025-26

Name of the Teacher- Dr. Sneha Lata

Class- B.A- 1st

Subject- General Management (BCOM/MD/1/MDC/101) Sem. – 1st

Month	Chapters to be taught	Test/ Assignment
July	Introduction to Management: Principles of management concept, nature and significance	Oral test
August	Evolution of Management thought: Classical (Fayol's principles of management; Taylor's scientific management), Neo- classical (Hawthorne Experiments), Modern approach (Systems Approach; Contingency Approach).	Assignment- I
September	Functions of Management: Management functions and their relationship- planning, organizing, staffing, directing and controlling; Functional areas of management: an overview; Coordination concept, characteristics and importance.	House Exam
October	Planning- meaning, strategic and operations planning; Decision-making-concept, importance and bounded rationality.	Assignment -II
November	Organizing- division of labour & specialization; Organisational structures; Factors affecting organisational design.	Oral test

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Lesson Plan for the Session 2025-26

Name of the Teacher- Dr. Sneha Lata

Class- B.A.2nd Sem. – 3rd

Subject- Fundamentals of Human Resource Management (BCOM/MD/3/MDC/203)

Month	Chapters to be taught	Test/ Assignment
July	Introduction to HRM: Concept, functions and significance of HRM.	Oral test
August	Challenges of human resource management. Workplace diversity, employee empowerment, maintaining work life balance, and stress management.	Assignment- I
September	Human Resource Planning and Procurement: Quantitative and qualitative dimensions of human resource planning; job analysis, job description and job specification. Recruitment: concept, sources and techniques. Selection: concept and process.	House Exam
October	Employee Training and Development: Training: concept and methods; Apprenticeship, understudy, job rotation, vestibule training. Case study, role playing, and sensitivity training.	Assignment -II
November	Development: In-basket, management games, conferences and seminars, coaching and mentoring, management development programs; Training process outsourcing.	Oral test

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Lesson Plan for the Session 2025-26

Name of the Teacher- Dr. Sneh Lata

Class- MA (Hindi)

Subject- Fundamentals of Management (MBA/OE/01)

Sem. – 3rd

Month	Chapters to be taught	Test/ Assignment
July	Management: Concept, Nature and Scope: Management Process, Principles and Functions of Management; Management as an Art, Science and Profession.	Oral test
August	Levels of Management; Management versus Administration, Managerial Roles. Financial Management: Concept, Approaches, Objectives, Functions and Importance; Organization of Finance Functions; Sources of finance and Time Value of Money.	Assignment- I
September	Human Resource Management: Concept, Scope, Significance and Functions; Job Analysis: Job Description and Job Specification; Human Resource Planning: Recruitment and Selection.	House Exam
October	Training and Development: Objectives, Types and Methods. Marketing: Concept, Nature and Scope; Marketing Mix.	Assignment -II
November	Market Segmentation: Introduction, Importance and Basis of Segmentation; Product Mix, Product Life Cycle: Advertising and Sales Promotion.	Oral test

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