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| **Govt. College, Alewa, Jind** |  |
| **Department of Commerce** |  |
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| **Lesson Plan (Year- 2023-24 Semester- Even)** |  |
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| **Name of the Teacher: Vaishali Hooda** |  |
| **Class- B.com (Sem. IV)** |  |
| **Section: N.A.** |  |
| **Name of Subject: Business Statistics-II** |  |
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| **Month** | **Topics/ Chapters** |  |
| Feb. | Simple Correlation: concept, types: multiple and partial; linear and non-linear; Scatter diagram, Methods: Karl Pearson’s co-efficient of correlation, Spearman’s Rank Correlation, Concurrent deviation method; Probable and standard errors. **Tests and Assignments. Problems and their solutions.** |  |
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| March | Regression Analysis: meaning, difference between correlation and regression, regression coefficients, methods of calculation of simple regression, standard error of estimate. **Problems and their solutions.** |  |
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| April | Probability; concept and approaches; addition and multiplication laws of probability; Conditional probability: Bayes’ Theorem. Tests and Assignments. **Problems and their solutions.** |  |
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| May. | Probability distributions: concept, Binomial, Poisson and Normal distributions: their properties and parameters. **Problems and their solutions.** |  |
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| **Govt. College, Alewa, Jind** |  |
| **Department of Commerce** |  |
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| **Lesson Plan (Year- 2023-24 Semester- Even)** |  |
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| **Name of the Teacher: Vaishali Hooda** |  |
| **Class- B.com (Sem. IV)** |  |
| **Section: N.A.** |  |
| **Name of Subject: Business Law-II** |  |
|   |   |  |
| **Month** | **Topics/ Chapters** |  |
| Feb. | Negotiable Act 1881: scope, features and types; Negotiation; Crossing; Dishonor and discharge of negotiable instruments. 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 |  |
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| March | Information Technology Act 2000: purpose, digital signature, electronic governance; attribution, acknowledgement and dispatch of electronic records, certifying digital signature, penalties and other provisions. **Assignments and tests.** |  |
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| April | 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, conversation to LLP from firm/private company/unlisted public company; winding up and dissolution of LLP. **tests and revision** |  |
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| May. |  RTI Act, 2005: important provisions |  |
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|  | **Signature** |  |

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| **Department of Commerce** |  |
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| **Lesson Plan (Year- 2023-24 Semester- Even)** |  |
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| **Name of the Teacher: Vaishali Hooda** |  |
| **Class- B.com (Sem. II)** |  |
| **Section: N.A.** |  |
| **Name of Subject: Principals of Marketing.** |  |
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| **Month** | **Topics/ Chapters** |  |
| Feb. | Introduction: meaning, concepts & principles of marketing; marketing management; marketing mix. Analysis of marketing environment: internal environment, external environment: demographic, socio cultural, political, economic, natural, technological, and legal. Market Segmentation: concept & bases of market segmentation; understanding consumer behaviour. |  |
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| March | Product: Meaning, classification, product mix and product line decisions; product life cycle; new product development process; branding; packaging; labelling. |  |
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| April | Pricing: pricing objectives; factors influencing pricing; pricing strategies. Promotion: element of promotion mix. Distribution channel: meaning, types, role and factors affecting choice of distribution channel. **tests and revision** |  |
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| May. | Retailing, Wholesaling, Direct Marketing, Online Marketing, Customer Relationship Marketing, Green Marketing, Recent Trends in Marketing. |  |
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|  | **Signature** |  |

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| **Department of Commerce** |  |
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| **Lesson Plan (Year- 2023-24 Semester- Even)** |  |
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| **Name of the Teacher: Vaishali Hooda** |  |
| **Class- B.com (Sem. VI )** |  |
| **Section: N.A.** |  |
| **Name of Subject: Income Tax-II** |  |
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| **Month** | **Topics/ Chapters** |  |
|  Feb. | Deductions under section 80C to 80U in computing total income. Computation of total income and tax liability of an individual and H.U.F. Test and Assignments.**Problems & their Solutions.** |  |
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| March | Computation of total income and tax liability of a Firm. Deduction of tax at source; advance payment of tax. Income tax authorities and their powers. **Problems & their Solutions.** |  |
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| April | Procedure for assessment; different types of returns. Procedure of filing e-return and revised return. Recovery and refund of tax. **Test and Assignments.** |  |
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| May | Penalties and prosecutions; appeals and revision. **Revision and Tests.**  |  |
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| **Department of Commerce** |  |
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| **Lesson Plan (Year- 2023-24 Semester- Even)** |  |
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| **Name of the Teacher: Vaishali Hooda** |  |
| **Class- B.com (Sem. VI)** |  |
| **Section: N.A.** |  |
| **Name of Subject: Retail Management.** |  |
|   |   |  |
| **Month** | **Topics/ Chapters** |  |
|  Feb. | Retailing: concept, characteristics and importance; theories of retailing; strategic planning in retailing; planning location of retail institution: trading area analysis, deciding the most desirable type of location, choice of a general location, choosing and evaluating a particular site; material handling. |  |
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| March | Organizational structure in retail institutions; classification of retail institutions; store based and non-store based retail organizations; process of setting up a retail organization. **Tests and assignments.** |  |
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| April | Store management: blueprinting operations, deciding stores layout, energy management, security issues; applications of information technology in retailing. **Tests and assignments.** |  |
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| May | Trends in retailing in India; FDI in retail.**Revision** |  |
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| **Signature** |  |  |
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