

Government College for Women, Mahendergarh, Haryana, 123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester: B.Com. Semester 2

Session: 2023-24

Subject : Business Mathematics

Lesson Plan: (1 Jan to 30 April)

Week1

Matrices and Determinants, Definition, Types, Algebra of matrices.

Week2

Calculation of Determinants

Week3

Adjoint of a matrix, Elementary row and column operations.

Week4

Finding inverse matrix through adjoint.

Week5

Solution of a system of linear equation having unique solution.

Week6

Differentiation

Week7

Differentiation continued.

Week8 Compound Interest and Annuities, Concept of Present Value.
Week9 Present Value and Amount of an annuity.
Week10 Ratio.
Week11 Proportion.
Week12 Percentage.
Week13 Profit and Loss.
Week14 Profit and Loss.
Week15 Test and assignments.
Week 16 Revision of 1 st Unit

Week17 Revision of 2 nd and 3 rd units
Week18 Revision of 4 th unit

Government College for Women, Mahendergarh, Haryana, 123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester: M.Com. Semester 2

Session: 2023-24

Subject:- Business Research Methods

Lesson Plan: (1 Jan to 30 April)

Week1

Business research, its concepts, nature, need and managerial value or research.

Week2

Understanding of concepts, constructs and variables, types of research

Week3

Steps involved in research process and structure of research proposal.

Week4

Research Design:- Concept and types, Factors affecting sample size, Measurement-concept, measurement scale.

Week5

Revision of the topic, Test and assignment.

Week6

Non parametric tests for Business Research:- sign test.

Week7

Wilcoxon signed rank tests, Wald wolfo witz test run test for randomness.

Week8

The Mann Whitney U-test, Kruskal Wallis H-test.

Week9

Median Test, Kolmogrov smirnov Test.

Week10

Analysis of Variance:- Introduction ,assumptions, Techniques of analysis of variances.

Week11

One way classification and two way classification, F-Test.

Week12

Research Report and construction of research report.

Week13

Citation and Reference, Procedure of preparation of reference and bibliography.

Week14

Revision of the syllabus. Test and assignment.

Week15

Presentation.

Week16

Revision of 1st Unit

Week17

Revision of 2nd Unit

Week18

Revision of 3rd and 4th Units

Government College for Women,Mahendergarh,Haryana,123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester:B.Com. Semester 4

Session:2023-24

Subject-Business Statistics-II

Lesson Plan: (1 Jan to 30 April)

Week 1

Index numbers:- Meaning, Types and uses, Methods of construction ,Quantity indices.

Week2

Tests of adequacy

Week3

Chain Base index numbers ,Base shifting.

Week4

Splicing and Deflating, Problems in constructing Index numbers, Consumer Price Index.

Week5

Analysis of Time Series:- Causes of variations in time series data, Components of time series.

Week6

Additive and Multiplicative models, Determination of trend.

Week7

Moving Averages Method and Method of Least Squares.

Week8

Computation of seasonal indices , Ratio to trend.

Week9

Ratio to Moving average, Link relative methods.

Week10

Theory of Probability, Addition and multiplicative laws.

Week11

Conditional Probability, Baye's theorem.

Week12

Probability distribution –Binomial

Week13

Poison Distribution.

Week14

Normal Distribution.

Week15

Test and Assignments.

Week 16

Revision of 1st and 2nd Units

Week17

Revision of 3rd Unit

Week18

Revision of 4th Unit

Government College for Women, Mahendergarh, Haryana, 123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester: B.Com. Semester 6

Session: 2023-24

Subject: - Cost Accounting

Lesson Plan: (1 Jan to 30 April)

Week1

Process Costing:- Preparation of process costing , Treatment of opening and closing stock.

Week2

Joint product and by product , main methods of apportionment of joint cost.

Week3

Meaning , Main features, Preparation of Contract Account.

Week4

Escalation clause, contract near completion, cost plus contract.

Week5

Job and batch costing. Budgetary Control:- Zero Base Budgeting, Responsibility Accounting.

Week6
Meaning of budget and budgetary control ,classification of budgets , Performance Budgeting.
Week7
Standard Costing:- Meaning , Limitations, Standard Cost and Budgeted Cost
Week8
Determination of standard cost , Cost Variances, Direct material and direct labour only.
Week9
Marginal costing and profit planning:- Absorption costing , Marginal cost
Week10
Cost Volume Profit analysis, B.E.P. analysis, B.E. chart.
Week11
Numerical questions practice(B.E.P.)
Week12
Concept of decision Making and steps involved
Week13
Angle of incidence, Determination of sales mix.
Week14
Make or buy decisions. Assignment of the chapter.
Week15
Test of the chapter and presentation.
Week 16
Revision

Week17

Revision of 1st and 2nd Units

Week 18

Revision of 3rd and 4th Units

Government College for Women, Mahendergarh, Haryana, 123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester: B.Com. Semester 4

Session: 2023-24

Subject: - Marketing Management

Lesson Plan: 19 Weeks (1 Jan to 30 April)

Week1

Marketing an Introduction:- Nature, Scope, Importance of marketing, Marketing Concept

Week2

Market Segmentation:- Concept, Importance and basis of segmentation.

Week3

Consumer Behaviour:- Nature, Scope and Importance

Week4

Factors Affecting Buyer Behaviour

Week5

Product Planning and Development:- Importance and scope of Product Planning in Marketing

Week6 Stages of New Product Development
Week7 Product Life Cycle:- Stages of Product Life Cycle , Factors Affecting Product Life cycle
Week8 Branding and Trade Mark:-Difference Between Brand and Trademark
Week9 Advantages and Criticisms of Branding, Types of Branding
Week10 Brand Policies and Strategies
Week11 Pricing:- Meaning, Importance Factors Affecting Pricing
Week12 Pricing Objectives, Types of Price Policy and Pricing Strategies
Week13 Advertising:- Concept , Importance and Criticism of Advertising
Week14 Media of Advertising, Evaluating Advertising Effectiveness
Week15 Sales Promotion:- Importance, Methods, Functions and publicity
Week16 Revision of 1 st and 2 nd Units

Week17

Revision of 3rd and 4th Units

Week18

Tests and Assignments

Week19

Tests and Assignments

Government College for Women, Mahendergarh, Haryana, 123029

Name of Assistant Professor: Jyoti Sharma

Department of Commerce

Class and Semester: M.com. Semester 4

Session: 2023-24

Subject:- Cost Management

Lesson Plan: (1 Jan to 30 April)

Week1

Cost Control, Importance, Cost control Techniques

Week2

Cost reduction, Process, Tools and Techniques of cost reduction.

Week3

Value analysis, Procedure, functions and cost.

Week4

Techniques of value analysis developed by Lawrence D. Miles.

Week5

Activity Based Costing.

Week6

Under costing and over costing, Product cost cross subsidisation.

Week7

Cost drivers and Cost pools, Implementing ABC system for cost management.

Week8

Productivity Concept- measurement of productivity, productivity of material.

Week9

Labour and other factors, productivity of Management Resources.

Week10

Supply chain analysis, Value chain analysis.

Week11

Target costing, process, traditional vs target costing.

Week12

Kaizen- Concept and procedure for implementation, evaluation.

Week13

Business Process Outsourcing, concept, major areas, types and outsourcing vs contracting.

Week14

Outsourcing vs BPO, BPR concept, Methodology, synergy- types and features.

Week15

Tests and Assignments.

Week16

Presentation

Week17

Revision of 1st and 2nd Unit

Week18

Revision of 3rd and 4th Unit