

Lesson Plan for Odd Semester of Academic Session 2022-23
(16 August 2022 to 18 December 2022)

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Class	Subject	Week of the Month	Syllabus to be covered during the months of August 2022 to December 2022				December 2022
			August 2022	September 2022	October 2022	November 2022	
B.Com 5th Sem	Taxation Law-I	1 st Week	----	Incomes Exempt from Tax	Retirement Benefits	Determination of Income on Presumptive Basis; Depreciation Allowance	Deductions from Gross Total Income
		2 nd Week	-----	Incomes Exempt from Tax (Continue)	Income From House Property	Capital Gains	<i>Class Tests and Revision</i>
		3 rd Week	Introduction to Income Tax in India	Income from Salaries	VACATION-I	Income from Other Sources; Agricultural Income	Semester Exams.
		4 th Week	Residential Status and Incidence of Tax	Income from Salaries (Continue)	Profits and Gains of Business or Profession	Clubbing and Aggregation of Income; Set-off and Carry-forward of Losses	Semester Exams.
B.Com 5th Sem	Financial Market Operations	1 st Week	----	Indian Money Market	Secondary Market	Merchant Banking	<i>Class Tests and Revision</i>
		2 nd Week	----	Indian Money Market (Continue)	OTCEI and NSE; SEBI	Credit Rating	<i>Class Tests and Revision</i>
		3 rd Week	Overview of Indian Financial System	Primary Market	VACATION-I	Development Banks	Semester Exams.
		4 th Week	Overview of Indian Financial System (Continue)	Primary Market (Continue)	Investor Protection; Functionaries on Stock Exchange	Mutual Fund	Semester Exams.

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B.Com 5th Sem	International Trade	1 st Week	----	International Business and Trade-An Introduction (Continue)	Globalisation; Modes of Entering into International Business; Foreign Investment and Impact of FDI	Control Mechanism for International Business and Government Intervention; WTO;	<i>Class Tests and Revision</i>
		2 nd Week	----	International Business Environment -Concept and Components	Multinational Enterprises; Foreign Exchange and Exchange Rate; Balance of Payments	IMF; World Bank	<i>Class Tests and Revision</i>
		3 rd Week	International Business and Trade-An Introduction	International Business Environment -Concept and Components (Continue)	VACATION-I	International Marketing I- Assessing Markets, Designing Products and Branding Decisions	Semester Exams.
		4 th Week	International Business and Trade-An Introduction (Continue)	Risk in International Business	Classical Theory of International Trade-Factor Proportion Theory and Product Life Cycle Theory	International Marketing II- Pricing, Promotion, Distribution and Logistics	Semester Exams.
B.Com 3rd Sem	Corporate Accounting-I	1 st Week	-----	Redemption of Preference Shares	Valuation of Goodwill	Final Accounts of Companies (Continue)	<i>Class Tests and Revision</i>
		2 nd Week	-----	Redemption of Preference Shares (Continue)	Valuation of Shares	Final Accounts of Companies (Continue)	<i>Class Tests and Revision</i>
		3 rd Week	Issue of Shares	Issue of Debentures	VACATION-I	Profit or Loss Prior to Incorporation and Subsequent to Incorporation	Semester Exams.

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		4 th Week	Issue of Shares (Continue)	Redemption of Debentures	Final Accounts of Companies	Profit or Loss Prior to Incorporation and Subsequent to Incorporation (Continue)	Semester Exams.
B.Com 3rd Sem	Basics of Retailing	1 st Week	----	Career Options in Retailing	Retailing Formats: Traditional vs. Modern Retail Formats in India, Store and Non-Store Based Formats	Retailing Concepts: Wheel of Retailing; Retailing Life Cycle; Cooperation and Conflict with Other Retailers	<i>Class Tests and Revision</i>
		2 nd Week	-----	Technology Induction in Retailing	Cash and Carry Business: Meaning, Nature and Scope	Management of Retailing Operations; Retailing Management: Functions, Strategic Retail Management Process and 'The Total Performance Model'	<i>Class Tests and Revision</i>
		3 rd Week	Introduction: Nature, Scope and Importance of Retailing	Types of Retailing	VACATION-I	Retail Planning: Importance, Process and Action Plans	Semester Exams.
		4 th Week	Growth, Present Size and Future of Retailing in India	Retailing Stores: Classified by Owners and Merchandising Categories	Retailing Model: Franchiser Franchisee; Directly Owned	Developing Retailing Strategies: Objectives, Pricing and Location Strategies	Semester Exams.
B.Com 1st Sem	Business Comm. Skills	1 st Week	----	Seven C's of Effective Communication	E-Mail; Bad News Letter	Report Writing; Abstracts, Summaries and Proposals	<i>Class Tests and Revision</i>
		2 nd Week	-----	Barriers or Miscommunication	Persuasive Written Communication;	Reading Skills	<i>Class Tests and Revision</i>

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					Memos or Memorandum		
		3 rd Week	-----	Ethical Context of Communication	VACATION-I	Listening Skills; Note Making	Semester Exams.
		4 th Week	Basics of Communication	Business Communication at Work Place – Letter Writing	Notice, Agenda and Minutes of Meeting	Persuasive Speaking; Body Language - Gestures	Semester Exams.

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