


Lesson Plan (w.e.f. 22 August, 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar

Class and Semester: B.Com. 1st year (I Semester)

Subject: Commerce

Paper – BUSINESS COMMUNICATION		
Month	Topics covered	Learning outcomes
August 2022	Business communication: meaning; forms of electronic communication; models and processes; Theories of communication	About Business communication, it's models and processes; And also know about it's Theories
September 2022	Corporate communication, Audience analysis; formal and informal communication network; communication barriers; improving communication; Effective presentation skills: individual and group presentation; practices in business communication: group discussion, mock-interview and seminars;	About Corporate communication, Audience analysis, And also know about different presentation skills,
October 2022	Self-development and communication: development of positive attitude; SWOT analysis; body language: kinesics, proxemics, para language; Effective listening -Principles of effective listening: oral, written and video session;	And Self-development
November 2022	Interviewing skills: appearing and conducting; writing resume; Report writing: principles and contents. Writing business letters and emails; Etiquettes in verbal, written and online communication.	About Interviewing skills, resume and Report writing And also know how to write business letters and emails
December 2022	Revision and Test	


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Lesson Plan (w. e. f. 22 August, 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar

Class and Semester: B.Com. 2nd year (3rd Semester)

Subject: Commerce

Paper:- Company Law

Month	Topics covered	Learning outcomes
August 2022	<ul style="list-style-type: none">• कंपनी: -अर्थ, विशेषताएं और प्रकृति• कंपनियों के प्रकार	कंपनी क्या है? व कंपनियों के प्रकार
September 2022	<ul style="list-style-type: none">• निजी कंपनी,• कंपनी का निर्माण, प्रवर्तन एवं समामेलन,• पार्षद सीमानियम,• पार्षद अंतर्नियम,• प्रविवरण• अंश एवं स्कंध, <p>Assignment -I कंपनी का निर्माण, प्रवर्तन एवं समामेलन</p>	निजी कंपनी क्या है? व कंपनी का निर्माण, प्रवर्तन एवं समामेलन की प्रक्रिया क्या है? पार्षद सीमानियम, पार्षद अंतर्नियम, प्रविवरण क्या है?
October 2022	<ul style="list-style-type: none">• अंशो का आवंटन,• कंपनी की अंश पूंजी,• अंश प्रमाण-पत्र तथा अंश-अधिपत्र, <p>Class Test -पार्षद अंतर्नियम व पार्षद अंतर्नियम</p>	अंश पूंजी, अंश प्रमाण-पत्र तथा अंश-अधिपत्र क्या है? व इनके निर्गमित करने की प्रक्रिया क्या है?
November 2022	<ul style="list-style-type: none">• ऋणपत्रों का निर्गमन एवं आवंटन,• अंशो एवं ऋण-पत्रों का हस्तांतरण एवं प्रेषण,	ऋणपत्रों का निर्गमन एवं आवंटन, अंशो एवं ऋण-पत्रों का हस्तांतरण किस प्रकार किया जाता है?
December 2022	<ul style="list-style-type: none">• डिपॉजिटरी सिस्टम• ऋण लेने का अधिकार:-ऋण पत्र तथा प्रभार <p>Assignment -II अंशो एवं ऋण पत्रों का हस्तांतरण</p>	डिपॉजिटरी सिस्टम व ऋण लेने का अधिकार किसे है।
January 2023	Revision and test	

Lesson Plan (w. e. f. 22 August, 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar


Class and Semester: B.Com. 2nd year (3rd Semester)

Subject: Commerce

Paper:- Rural Marketing

Month	Topics covered	Learning outcomes
August 2022	<p>Introduction to Rural Marketing- Meaning of Rural, Rural Market, Rural Marketing, Definition, Nature, Characteristics, Opportunities, Challenges of Rural Marketing, Difference between Rural and Urban Marketing.</p> <p>Rural Marketing Environment- Meaning of Environment, Rural Marketing Environment, Components of Rural Marketing, Internal and External Rural Marketing Environment, Importance of Studying Rural Marketing Environment.</p>	<p>About Rural marketing and what are the challenges and opportunities And also know about Rural Marketing Environment and its Components.</p>
September 2022	<p>Rural Consumer Behaviour- Meaning of Consumer Behaviour, definition, Types of Rural Consumer, Types of Products and Consumer Behaviour, Characteristics of Rural consumer Behaviour, Rural Consumer Buying Process, Determinants and Problems in Studying Rural Consumers.</p> <p>Rural Marketing Segmentation- Meaning of Market Segmentation, Diff. Between Market Segmentation and Market Segment, Rural Market Segmentation, Objectives, Need of Effective Rural Market Segmentation, Different Bases of Market Segmentation, Advantages and importance, Targeting, undifferentiated, differentiated and concentrated marketing strategies, Product Positioning</p> <p>Assignment -1 on topic Rural Marketing Segmentation</p>	<p>About Consumer Behaviour, Rural Consumer Buying Process, Determinants and Problems</p> <p>About Rural Market Segmentation, Targeting, undifferentiated, differentiated and concentrated marketing strategies, Product Positioning</p>
October 2022	<p>Rural Marketing Mix- Meaning Definition, Rural Marketing Mix- Product, Price, Place and Promotion Mix, Factors affecting Rural Marketing Mix, Expanded Forms of Rural Marketing Mix and Importance of Rural Marketing Mix.</p> <p>Rural Marketing Strategies-- Meaning and Definition, Segmentation of rural marketing, Competitive, Product, Pricing, Distribution, Promotion, Hiring, Social Strategies for Rural Marketing</p> <p>Marketing of Non- Durable Products-- Meaning and Classification of Rural Products, Difference Between Consumer durable and non-durable Products, Marketing of non-durable products, Product, Price, Distribution and Promotion Strategies for non-durable products.</p>	<p>About Rural Marketing Mix- Product, Price, Place and Promotion Mix, Segmentation of rural marketing</p> <p>About Rural Products- like Consumer durable and non-durable Products and</p> <p>Strategies for durable products,</p>

November 2022	<p>Rural Marketing of Consumer Durables Products-Meaning and Features of Consumer Durable Product, marketing of durable products, Product, Price, Distribution and Promotion Strategies for durable products, Problems Relating to Rural Marketing of Durable Products</p> <p>Planning and Organising Personal selling in Rural Markets-Meaning, Definition, Features, Objectives, Functions and advantages of Personal Selling in Rural Marketing, Personal Selling Process , importance and limitations of Personal Selling.</p> <p>Test of Planning and Organising Personal selling in Rural Markets</p>	About Personal selling , its Process , importance and limitations.
December 2022	<p>Innovation in Rural Marketing—Innovation in Rural Marketing, Role of E-Innovation, concept of E-commerce, E- Choupal, Need, Function and Advantages of E- commerce, Other E-Innitiatives in Rural Marketing, Challenges in Implementing E-initiatives.</p> <p>Assignment -2 on topic Innovation in Rural Marketing</p>	About E-Innovation, E-commerce, E- Choupal
January 2023	Revision and Test	


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Lesson Plan (w.e.f. August 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar

Class and Semester: B.Com. 2nd year (3rd Semester)

Paper: **BUSINESS STATISTICS-I**

Month	Topics covered	Learning outcomes
August-2022	<ul style="list-style-type: none">Introduction of statistics: concept, scope, usefulness & limitations of statistics, distrust of statistics.	About statistics, its scope, usefulness & limitations
September 2022	<ul style="list-style-type: none">Collection of data: primary and secondary data, methods of collection of data. Measure of central tendency: mean, median, mode, harmonic mean and geometric mean. Measure of dispersion: range, inter-quartile range, quartile deviation, mean deviation, standard deviation, coefficient of variation, Lorenz curve.	About data: primary and secondary data, methods of collection of data
October 2022	<ul style="list-style-type: none">Index numbers: meaning, types and uses of index numbers, methods of preparation of index numbers: simple or un weighted and weighted index number, problems in the preparation of index numbers, Tests of adequacy; Chain-base index numbers; Base shifting, Splicing and deflating, Consumer price index.	About Index numbers, methods of preparation of index numbers, , problems in the preparation of index numbers and Tests of adequacy
November 2022	<ul style="list-style-type: none">Analysis of Times Series: causes of variation in time series data; Components of a time series; Decomposition: additive and multiplicative models; determination of trend: moving averages method and method of Least Squares (including linear second degree, parabolic, and exponential trend);	About Times Series, its Components, method of determination of trend
December 2022	<ul style="list-style-type: none">Computation of seasonal-indices by sample averages, ratio-to-trend, ratio-to moving average and link relative methods.Revision and Test	About Computation of seasonal-indices


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Lesson Plan (w.e.f. August 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar

Class and Semester: B.Com. 3rd year (5th Semester)

Paper: Cost Accounting

Month	Topics covered	Learning outcomes
August-2022	<ul style="list-style-type: none">• Introduction : Nature and scope of cost accounting; Cost concepts and classification; Methods and techniques.	About cost accounting; Cost concepts and classification
September 2022	<ul style="list-style-type: none">• Materials : Material planning and purchasing, Pricing of material issue; Treatment of material losses, Material and inventory control; Concept and techniques.• Labour : Labour cost control procedure; Labour turnover; Idle time and overtime;• Methods of wage payment : Time and piece rate; Incentive schemes.• Assignment – 1	About Materials, Labour and their types and cost control procedure
October 2022	<ul style="list-style-type: none">• Overheads : Classification, Allocation, Apportionment and absorption of overheads; Under and over-absorption.• Class test	About Overheads
November 2022	<ul style="list-style-type: none">• Methods of costing : Unit costing;• Job costing;• Contract costing;• Process costing (Process losses, Valuation of work in progress, Joint and by-products) Service costing (Only transport).• Assignment – 2	About Methods of different type of costing like- Unit, Job, Contract, Process
December 2022	<ul style="list-style-type: none">• Standard costing and variance analysis : Material and labour.• Cost control and cost reduction;• Cost audit;• An overview of cost audit standards.• Revision and Test	About Standard costing and variance analysis of Material and labour Cost control reduction and audit


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Lesson Plan (w.e.f August 2022 to December 2022)

Name of Assistant Professor:- Mrs. Babita Pawar

Class and Semester: B.Com. 3rd year (5th Semester)

Paper: Financial Management

Month	Topics covered	Learning outcomes
August 2022	<ul style="list-style-type: none">Financial Management:- Nature, scope, objectives and significance of financial management, recent developments in financial management.	About Financial Management, it's developments
September 2022	<ul style="list-style-type: none">Financial planning and forecasting : need & importance, drafting a financial plan;Capitalization:- over-capitalization and under- capitalization;Financial forecasting:- meaning, benefits and techniques of financial forecasting,Sources of finance- short-term, medium term and long term.Assignment – 1	About Financial planning and forecasting, Capitalization, Financial forecasting, And also know About different type of Sources of finance
October 2022	<ul style="list-style-type: none">Cost of capital : Significance, computation of cost of debt, equity & preference share capital and retained earnings, weighted average cost of capital.	About Cost of different type of capital
November 2022	<ul style="list-style-type: none">Capital structure decisions : meaning and determinants of capital structure; theories of capital structure.Capital Budgeting Decisions : Nature & importance, factors influencing capital expenditure decisions, techniques of capital budgeting.Working Capital Management : need, types & determinants, forecasting of working capital requirements;Assignment – 2	know About Capital structure, Capital Budgeting decisions, And also know About Working Capital Management
December 2022	<ul style="list-style-type: none">Management of cash.Revision and Test	About Management of cash .


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