

Lesson Plan 2023-24

Name of the Assistant Professor : Dr. Jayant
Class : B.Com. 6th sem
Paper : **International marketing**

UK
Publication

Months & Week	Topics
Week-1 1-6 January 2024	Nature and concept of international marketing Domestic vs International
Week 2 8-13 January 2024	International business environment – opportunities and challenges
Week-3 15-20 January 2024	Foreign market selection and entry modes
Week 4 22-27 January 2024	International product life cycle Research and informations
Week 5 29 Jan – 3 Feb 2024	Product designing and packaging
Week 6 5 – 10 Feb 2024	Pricing process and methods International price quotations and payment terms
Week 7 12 – 17 Feb 2024	Channel structure and selection decisions Managing channel conflict
Week 8 19-24 Feb 2024	Selection and appointment of foreign sales agents
Week 9 26 Feb – 2 March	Basic export procedure and documentation
Week 10 4-9 March 2024	International product promotion
Week 11 11 – 16 March 2024	International product promotion Challenges International advertising
Week 12 18 – 23 March 2024	Web marketing trade fairs
Week 13 24 – 31 March	Holi vacations
Week 14 1 – 6 April 2024	Advertising and media strategy Assignment
Week 15 8 – 13 April 2024	Test and Presentations
Week 16 15 – 20 April 2024	Revision
Week 17 22 – 27 April 2024	Revision


Assistant Professor, Commerce

Lesson Plan 2023-24

Name of the Assistant Professor : Dr Jayant

Class : B.Com. 6th sem

Paper : GST - JK Publications
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Months & Week	Topics
Week-1 1-6 January 2024	Salient features under GST, Supply chain
Week 2 8-13 January 2024	Supply under GST
Week-3 15-20 January 2024	Composition levy and supply
Week 4 22-27 January 2024	Place of supply Exemptions from GST
Week 5 29 Jan – 3 Feb 2024	Place of supply and value of supply
Week 6 5 – 10 Feb 2024	Input tax credit Presentations
Week 7 12 – 17 Feb 2024	Input tax credit
Week 8 19-24 Feb 2024	Registration under gst
Week 9 26 Feb – 2 March	Issue of invoices Presentation
Week 10 4-9 March 2024	E-way bill returns, Audit
Week 11 11 – 16 March 2024	Returns
Week 12 18 – 23 March 2024	Customs Act 1962, types
Week 13 24 – 31 March	Holi vacations
Week 14 1 – 6 April 2024	Custom duty Procedures
Week 15 8 – 13 April 2024	Export promotion scheme
Week 16 15 – 20 April 2024	Test, Presentations, Assignment
Week 17 22 – 27 April 2024	Revision


Assistant Professor, Commerce

Lesson Plan 2023-24

Name of Assistant Professor: Dr. Jayant

Class: B.Com. 6th sem

Subject: Taxation Law - II

- HC Malhotra
Sahitya Publication

Months & Week	Topics
Week-1 1-6 January 2024	Rebate and Relief of tax
Week 2 8-13 January 2024	Computation of total income
Week-3 15-20 January 2024	Tax Liability of individuals
Week 4, 22-27 January 2024	Filing of returns
Week 5 29 Jan – 3 Feb 2024	Assessment of HUF
Week 6 5 – 10 Feb 2024	Assessment of HUF
Week 7 12 – 17 Feb 2024	Assessment of firms and AOP
Week 8 19-24 Feb 2024	Assessment of firms and AOP
Week 9 26 Feb – 2 March	Income tax authorities and their powers
Week 10 4-9 March 2024	Procedure for assessment
Week 11 11 – 16 March 2024	Deduction of tax at source Advance payment of tax
Week 12 18 – 23 March 2024	Recovery and refund of tax
Week 13 24 – 31 March	Holi vacations
Week 14 1 – 6 April 2024	Appeals and revision
Week 15 8 – 13 April 2024	Penalties, offences Presentations
Week 16 15 – 20 April 2024	Test Assignment
Week 17 22 – 27 April 2024	Problems Revision



Assistant Professor, Commerce

Lesson Plan 2023-24

Name of the Assistant Professor: **Dr. Jayant**
Class and Section: **B.Com-I (2nd Sem.)**
Subject: **Commerce**
Paper: **Business Economics**

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Months & Week	Topics
Week-1 1-6 January 2024	Perfect competition – Equilibrium of firm and industry.
Week 2 8-13 January 2024	Perfect Competition - Supply curves. Price and output determination, Applications
Week-3 15-20 January 2024	Monopoly Price, output, Equilibrium Monopoly vs Perfect Competition
Week 4 22-27 January 2024	Multi plant monopoly, Discriminating Monopoly, Dumping
Week 5 29 Jan – 3 Feb 2024	Monopolistic competition price and output determination product differentiation
Week 6 5 – 10 Feb 2024	Selling cost Excess capacity Oligopoly
Week 7 12 – 17 Feb 2024	Duopoly model Price leadership Marginal productivity theory
Week 8 19-24 Feb 2024	Determination of wages Explanation of labor
Week 9 26 Feb – 2 March	Rent concept and theories
Week 10 4-9 March 2024	Interest concept and theories
Week 11 11 – 16 March 2024	Profit concept, Presentation on Unit 1
Week 12 18 – 23 March 2024	Presentation on Unit 2
Week 13 24 – 31 March	Holidays
Week 14 1 – 6 April 2024	Break even analysis Class discussion
Week 15 8 – 13 April 2024	Presentation on Unit 3
Week 16 15 – 20 April 2024	Presentation on Unit 4
Week 17 22 – 27 April 2024	Revision

Dr. Jayant 
Assistant Professor Commerce

Lesson Plan 2023-24

Name of the Assistant Professor : Dr Jayant
Class : B.Com. 4thsem
Paper : Corporate Accounting

DK (702)
APC

Months & Week	Topics
Week-1 1-6 January 2024	Concept of ASmalgamation, Absorption and reconstruction
Week 2 8-13 January 2024	External vs Internal Reconstruction
Week-3 15-20 January 2024	Amalgamation in nature of merger and purchase Transferor Accounts
Week 4 22-27 January 2024	Transferee books of accounts Practical questions
Week 5 29 Jan – 3 Feb 2024	Internal reconstruction Methods
Week 6 5 – 10 Feb 2024	Internal reconstruction Accounting treatment and practice
Week 7 12 – 17 Feb 2024	Liquidation of company
Week 8 19-24 Feb 2024	Liquidation of company
Week 9 26 Feb – 2 March	Financial reporting
Week 10 4-9 March 2024	Banking companies – accounts
Week 11 11 – 16 March 2024	Banking accounts and schedules
Week 12 18 – 23 March 2024	Holding company accounts
Week 13 24 – 31 March	Holi vacations
Week 14 1 – 6 April 2024	Holding companies Presentations, Assignment
Week 15 8 – 13 April 2024	Group Discussion Test
Week 16 15 – 20 April 2024	Problems Revision
Week 17 22 – 27 April 2024	Revision


Assistant Professor, Commerce

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