

Dayanand Mahila Mahavidyalaya, Kurukshetra**Lesson Plan (Even Semester)****Session 2025-26 (12.01.2026 to 05.05.2026)****Name of teacher: Mrs Anju Chawla****Subject- Entrepreneurship Development, Company Law**

Date	Day	Class- B.Com gen	Class BCom (General)
		Semester- IV	Semester 2nd
12.01.2026	Monday	Introduction of course	~
13.01.2026	Tuesday	.	Company: Concept, characteristics
14.01.2026	Wednesday	.	types
15.01.2026	Thursday	Overview of syllabus	Conversion of private company into public company & vice versa
16.01.2026	Friday	Entrepreneurship	Conversion of private company into public company & vice versa
17.01.2026	Saturday	Importance of entrepreneurship	Incorporation of a company
19.01.2026	Monday	Factors affecting entrepreneurship	~
20.01.2026	Tuesday	.	Incorporation of a company
21.01.2026	Wednesday	.	Legal position of promoters
22.01.2026	Thursday	Entrepreneur	Legal position of promoters
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi	
24.01.2026	Saturday	Characteristics and qualities	Pre-incorporation contracts
26.01.2026	Monday	Republic Day	
27.01.2026	Tuesday	.	Pre-incorporation contracts
28.01.2026	Wednesday	.	Test of Unit I
29.01.2026	Thursday	Functions of entrepreneurs	Memorandum of Association
30.01.2026	Friday	Types of entrepreneurs	Clauses and alteration procedure
31.01.2026	Saturday	Entrepreneurship vs management	Test of Unit I
02.02.2026	Monday	Entrepreneurship- process	~
03.02.2026	Tuesday	.	Memorandum of Association
04.02.2026	Wednesday	.	Clauses and alteration procedure
05.02.2026	Thursday	Role of entrepreneurship	Clauses and alteration
06.02.2026	Friday	Motivation to become entrepreneur	Clauses and alteration
07.02.2026	Saturday	Discussion - stories of real world entrepreneurs	Doctrine of indoor management
09.02.2026	Monday	Presentation	~
10.02.2026	Tuesday	.	Doctrine of constructive notice
11.02.2026	Wednesday	.	Prospectus: Concept
12.02.2026	Thursday	MSMEs	types, contents
13.02.2026	Friday	Registration Process & Benefits	types, contents
14.02.2026	Saturday	MSMEs & entrepreneurship	formalities
16.02.2026	Monday	Technological advancements & MSMEs	~
17.02.2026	Tuesday	.	Misstatement and remedies
18.02.2026	Wednesday	.	Misstatement and remedies
19.02.2026	Thursday	MSMEs & economic development	Liabilities for misstatements
20.02.2026	Friday	Assessment	Liabilities for misstatements
21.02.2026	Saturday	Startup India	Test of Unit II
23.02.2026	Monday	Skill India	~
24.02.2026	Tuesday	.	Share capital: Types
25.02.2026	Wednesday	.	issue and allotment of shares
26.02.2026	Thursday	Identifying business opportunity	Reduction of share capital
27.02.2026	Friday	Sources of ideas & information	Board of Directors: Composition
28.02.2026	Saturday	Brainstorming session	qualification, appointment

01.03.2026 to 8.03.2026		Holi Vacations	
09.03.2026	Monday	Creativity & Innovation	~
10.03.2026	Tuesday	.	powers, duties
11.03.2026	Wednesday	.	liabilities and removal
12.03.2026	Thursday	Business project report	Company Secretary
13.03.2026	Friday	Project Appraisal	Role, appointment, duties
14.03.2026	Saturday	Project Appraisal	Role, appointment, duties
16.03.2026	Monday	Feasibility study	~
17.03.2026	Tuesday	.	liabilities, rights and removal
18.03.2026	Wednesday	.	liabilities, rights and removal
19.03.2026	Thursday	Feasibility study	Test of Unit III
20.03.2026	Friday	Selection of factory location	Dividend: Types
21.03.2026	Saturday	Id-ul-Fitr	
23.03.2026	Monday	Shaheedi Diwas	
24.03.2026	Tuesday	.	Dividend: Types
25.03.2026	Wednesday	.	factors affecting dividend decisions
26.03.2026	Thursday	Ram Navami	
27.03.2026	Friday	Demand analysis & market potential measurement	factors affecting dividend decisions
28.03.2026	Saturday	Demand analysis & market potential measurement	legal provisions and dividend practices in India
30.03.2026	Monday	Capital costing	~
31.03.2026	Tuesday	Mahavir Jayanti	
01.04.2026	Wednesday	.	legal provisions and dividend practices in India
02.04.2026	Thursday	Project costing	Winding up of a company
03.04.2026	Friday	Working capital requirements	Reasons
04.04.2026	Saturday	Source of finance	Modes
06.04.2026	Monday	Profit & tax planning	~
07.04.2026	Tuesday	.	procedure and implications.
08.04.2026	Wednesday	.	procedure and implications.
09.04.2026	Thursday	Group Discussion	Test of Unit IV
10.04.2026	Friday	Institutions supporting entrepreneurship	Revision of unit I
11.04.2026	Saturday	Government support & incentives	Doubts of unit I
13.04.2026	Monday	Promotional agencies & institutions in ED	~
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi	
15.04.2026	Wednesday	.	Test of Unit I
16.04.2026	Thursday	Central Government supporting institutions	Revision of unit 2
17.04.2026	Friday	SSIB, NABARD, SIDO	Doubt of Unit II
18.04.2026	Saturday	NSIC, SIDBI, MBMSME	Test of Unit II
20.04.2026	Monday	KVIC, NISIET	~
21.04.2026	Tuesday	.	Revision of unit 3
22.04.2026	Wednesday	.	Doubts of unit 3
23.04.2026	Thursday	State government supporting institutions	Test of Unit III
24.04.2026	Friday	SFCS, SSIDC, TCO	Revision of unit 4
25.04.2026	Saturday	Non- Govt. Supporting institutions & their role	Doubts of unit 4
27.04.2026	Monday	Doubt session	~
28.04.2026	Tuesday	.	Test of Unit IV

29.04.2026	Wednesday	.	Doubts and revision
30.04.2026	Thursday	Revision	Doubts and revision
01.05.2026	Friday	Revision	Doubts and revision
02.05.2026	Saturday	Revision	Doubts and revision
04.05.2026	Monday	Revision	~
05.05.2026	Tuesday	.	Doubts and revision
06.05.2026	Wednesday	Examination onwards	

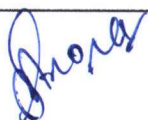
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Dayanand Mahila Mahavidyalaya, Kurukshetra**Lesson Plan (Even Semester)****Session 2025-26 (12.01.2026 to 05.05.2026)****Name of teacher: Mrs Sapna Arora****Subject: Principles of Marketing**

Date	Day	Class: Bcom 1st	Class B. Com Gen
		Semester: 2nd	Semester 4th
12.01.2026	Monday	Overview of Syllabus	~
13.01.2026	Tuesday		Marketing communication concept
14.01.2026	Wednesday	Marketing: concept, nature, importance	Nature and Importance of marketing communication
15.01.2026	Thursday	Marketing: concept, nature, importance	Types of communication
16.01.2026	Friday	Marketing: concept, nature, importance	~
17.01.2026	Saturday	Marketing: concept, nature, importance	~
19.01.2026	Monday	Evolution of marketing	~
20.01.2026	Tuesday		Barriers in communication
21.01.2026	Wednesday	Evolution of marketing	Communication process
22.01.2026	Thursday	Understanding marketing in new perspectives	Models in marketing communication
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi	
24.01.2026	Saturday	Understanding marketing in new perspectives	~
26.01.2026	Monday	Republic Day	
27.01.2026	Tuesday		Models in marketing communication
28.01.2026	Wednesday	Marketing Env: concept and importance	Application in marketing
29.01.2026	Thursday	Marketing Env: concept and importance	Test of unit 1
30.01.2026	Friday	Micro Environment Factors	~
31.01.2026	Saturday	Micro Environment Factors	~
02.02.2026	Monday	Macro Environment Factors	~
03.02.2026	Tuesday		Planning for marketing communication
04.02.2026	Wednesday	Macro Environment Factors	Marketing promotion
05.02.2026	Thursday	Macro Environment Factors	Determinants
06.02.2026	Friday	Assignment 1 and discussion	~
07.02.2026	Saturday	Consumer Behaviour: concept, nature	~
09.02.2026	Monday	Consumer Behaviour: concept, nature	~
10.02.2026	Tuesday		Strategies for effective marketing communication
11.02.2026	Wednesday	Consumer Behaviour: Importance	Establishing marketing objectives
12.02.2026	Thursday	Consumer Buying decision process	DAGMAR Approach
13.02.2026	Friday	Consumer Buying decision process	~

Date	Day	Class: Bcom 1st	Class B. Com Gen
		Semester: 2nd	Semester 4th
14.02.2026	Saturday	Factors influencing consumer behaviour	~
16.02.2026	Monday	Factors influencing consumer behaviour	~
17.02.2026	Tuesday		Budgeting
18.02.2026	Wednesday	Market segmentation: Concept	Factors affecting budget determination
19.02.2026	Thursday	Market segmentation: Importance	Test of unit 2
20.02.2026	Friday	Market segmentation: Bases	~
21.02.2026	Saturday	Market segmentation: Bases	~
23.02.2026	Monday	Target Market selection	~
24.02.2026	Tuesday		Marketing communication tools
25.02.2026	Wednesday	Target Market selection	Personal selling methods and process
26.02.2026	Thursday	Positioning: Concept, Importance, bases	Advertising types media selection
27.02.2026	Friday	Positioning: Concept, Importance, bases	~
28.02.2026	Saturday	Positioning: Concept, Importance, bases	~
01.03.2026 to 8.03.2026		Holi Vacations	
09.03.2026	Monday	Assignment 2 and discussion	~
10.03.2026	Tuesday		Role of marketing agencies
11.03.2026	Wednesday	Product: Concept, Importance, classification	Sales promotion and elements
12.03.2026	Thursday	Product: Concept, Importance, classification	Publicity
13.03.2026	Friday	Product: Concept, Importance, classification	~
14.03.2026	Saturday	Branding, packaging and labelling	~
16.03.2026	Monday	Branding, packaging and labelling	~
17.03.2026	Tuesday		Public relations
18.03.2026	Wednesday	Branding, packaging and labelling	Test of unit 3
19.03.2026	Thursday	Branding, packaging and labelling	Recent trends in marketing communication
20.03.2026	Friday	Product life cycle	~
21.03.2026	Saturday	Id-ul-Fitr	
23.03.2026	Monday	Shaheedi Diwas	
24.03.2026	Tuesday		Event sponsorship
25.03.2026	Wednesday	Product life cycle	Digital communication
26.03.2026	Thursday	Ram Navami	
27.03.2026	Friday	New product development	~
28.03.2026	Saturday	New product development	~
30.03.2026	Monday	Pricing: concept, importance	~
31.03.2026	Tuesday	Mahavir Jayanti	

Date	Day	Class: Bcom 1st	Class B. Com Gen
		Semester: 2nd	Semester 4th
01.04.2026	Wednesday	Pricing:concept, importance	Use of digital media technologies
02.04.2026	Thursday	Pricing:concept, importance	Online and social media platforms
03.04.2026	Friday	Price determination	~
04.04.2026	Saturday	Price determination	~
06.04.2026	Monday	Pricing methods,policies, strategies	~
07.04.2026	Tuesday		Influencer marketing
08.04.2026	Wednesday	Pricing methods,policies, strategies	Mobile marketing programme
09.04.2026	Thursday	Pricing methods,policies, strategies	Creating digital word of mouth
10.04.2026	Friday	Promotion:Nature	~
11.04.2026	Saturday	Promotion: Importance	~
13.04.2026	Monday	Advertising	~
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi	
15.04.2026	Wednesday	Advertising	Buzz monitoring
16.04.2026	Thursday	Personal selling	Test of unit 4
17.04.2026	Friday	personal selling	~
18.04.2026	Saturday	sales promotion	~
20.04.2026	Monday	sales promotion	~
21.04.2026	Tuesday		Revision and Doubts of unit 1
22.04.2026	Wednesday	Publicity	Revision and Doubts of unit 2
23.04.2026	Thursday	Publicity	Revision and Doubts of unit 3
24.04.2026	Friday	Factors affecting promotion mix	~
25.04.2026	Saturday	Distribution:concept, importance, types	~
27.04.2026	Monday	Distribution:concept, importance, types	~
28.04.2026	Tuesday		Revision and Doubts of unit 4
29.04.2026	Wednesday	Distribution:concept, importance, types	Test
30.04.2026	Thursday	Retailing and wholesaling	Test
01.05.2026	Friday	Online marketing,social marketing	~
02.05.2026	Saturday	Green marketing, relationship marketing	~
04.05.2026	Monday	Revision	~
05.05.2026	Tuesday		Revision and Doubts
06.05.2026	Wednesday	Examination onwards	



Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Kanupriya

Subject: Commerce (Corporate Reporting Practices, Ad. & Personal Selling, HRM In, Tourism)

Date	Day	Class..M..(com(P)	Class..M..(com(P)	Class..B.T.M.(F)
		Semester....IV.....	Semester...IIInd.....	Semester...VIth.....
12.01.2026	Monday	Discussion of syllabus		Discussion of syllabus
13.01.2026	Tuesday	GAAP in India		Introduction of HR
14.01.2026	Wednesday		Discussion of syllabus	concept of HR
15.01.2026	Thursday		Advertising concept	Importance of HR
16.01.2026	Friday	GAAP in India	Advertising	
17.01.2026	Saturday	overview of AS	Advertising & communication	
19.01.2026	Monday	Ind. fin. Reporting standard		Importance of HR
20.01.2026	Tuesday	Int fin Reporting standard		Int. to life cycle
21.01.2026	Wednesday		Types of Advertising	Int. to Employee life cycle
22.01.2026	Thursday		Types of Advertising	Approaches to managing HR
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Overview of Indian A.S	Advertising Mgmt Process	
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	Overview of Indian A.S		Approaches to Managing HR
28.01.2026	Wednesday		Social/Economic Aspect of Ad.	Group Discussion
29.01.2026	Thursday		Social/Economic Aspect of Ad.	Approaches to Managing HR
30.01.2026	Friday	Test	Advertising Objective	Test
31.01.2026	Saturday	Acc. of business comb & Restruct.	Ad. Budget	
02.02.2026	Monday	Acc. of bus. comb & Restructuring		Test
03.02.2026	Tuesday	Types of Mergers		Emerging Role of HR
04.02.2026	Wednesday		Ad. Budget	Emerging Role of HR

Date	Day	Class M.Com (F)	Class M.Com (P)	Class B.T.M.L.P
		Semester IV th	Semester II nd	Semester VI th
05.02.2026	Thursday		AIDA Model	Emerging Role of HR
06.02.2026	Friday	Methods of Accounting	Assg - I	
07.02.2026	Saturday	Treatment of Goodwill	Copy development & Testing	
09.02.2026	Monday	Purchase Consideration		Assign - I
10.02.2026	Tuesday	Purchase Consideration Settlement		HRP - Introduction
11.02.2026	Wednesday		Ad. Message	HRP - Process
12.02.2026	Thursday		Copy headlines	HRP - Factors
13.02.2026	Friday	Accounting in books of vendors	body addressing	
14.02.2026	Saturday	Accounting for Investment	copy logo	
16.02.2026	Monday	Corporate Financial Str.		HRP - Factors
17.02.2026	Tuesday	Assign - I		HRP - Needs
18.02.2026	Wednesday		Ad. Illustration	Job analysis
19.02.2026	Thursday		creative styles	Job analysis
20.02.2026	Friday	Corporate financial Str.	Ad. appeals	
21.02.2026	Saturday	Consolidated financial St.	Media Planning	
23.02.2026	Monday	Consolidated fin. Statement		Types of Job analysis
24.02.2026	Tuesday	Consolidated fin. Statement		Assign - II
25.02.2026	Wednesday		Bunt, broad-cast of media	uses of Job analysis
26.02.2026	Thursday		Media selection	Job analysis
27.02.2026	Friday	Consolidated Income Statement	Media scheduling	
28.02.2026	Saturday	Test	Ad. agency	
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Treatment of Investment		Job Description in travel agency
10.03.2026	Tuesday	Treatment of Investment		Job Description in travel agency
11.03.2026	Wednesday		client-Relationship	Job Description in travel agency
12.03.2026	Thursday		Evaluating ad. effectiveness	Job Description in Travel agency & Tour operation

Date	Day	Class..M..CAm(P)	Class..M..CAm(P)	Class.B.T.M.(P)
		Semester..IV th	Semester..II nd	Semester..VI th
13.03.2026	Friday	Group Discussion	Personal Selling	
14.03.2026	Saturday	Test (Sessional)	Test (Sessional)	
16.03.2026	Monday	Recent trends in Fin. Reporting		Recruitment Introduction
17.03.2026	Tuesday	Sustainability Reporting		Recruitment - Process
18.03.2026	Wednesday		Salesmanship	Sessional
19.03.2026	Thursday		Salesmanship	Method of Recruitment
20.03.2026	Friday	CSR Reporting	career in Personal Selling	
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Fair-Value Measurement		Recruitment in Tourism
25.03.2026	Wednesday		Theories of Selling	Selection Introduction
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	Test	Buying motive	
28.03.2026	Saturday	Integrated Reporting	Buying motive	
30.03.2026	Monday	Integrated Reporting		Selection Process
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday		Prospecting	Selection Procedure Essential
02.04.2026	Thursday		Prospecting	Problem solving
03.04.2026	Friday	Business Resp. Reporting	Prospecting	
04.04.2026	Saturday	Bus. Responsibility Reporting	Prospecting	
06.04.2026	Monday	Bus. Responsibility Reporting		Interview Introduction
07.04.2026	Tuesday	Test		Interviews
08.04.2026	Wednesday		Approaches to Pers. Selling	Interview types
09.04.2026	Thursday		Approaches to Personal Selling	Interview types
10.04.2026	Friday	Recognition & value of P. Inst.	Sales Report	
11.04.2026	Saturday	Recognition & valuation of Fin. Inst.	Sales Report	

Date	Day	Class...M:com(P)	Class...M:com(P)	Class...BTM(P)
		Semester...IV th	Semester...II nd	Semester...VI th
13.04.2026	Monday	Test		Employee Promotion
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday		Sales Manual	Employee Transfer
16.04.2026	Thursday		Sales Manual	Employee Separation
17.04.2026	Friday	Group Discussion	Role of IT in Personal	
18.04.2026	Saturday	GST accounting	Role of IT in Selling Personal Selling	
20.04.2026	Monday	Problem Solving		Employee Training
21.04.2026	Tuesday	GST Accounting		Employee Training
22.04.2026	Wednesday		Test	Employee Development
23.04.2026	Thursday		Ethical Issues in Personal Selling	Employee Development
24.04.2026	Friday	GST Accounting	Ethical Issues	
25.04.2026	Saturday	Test	Ethical Issues in Personal Selling	
27.04.2026	Monday	-PPT		Performance appraisal
28.04.2026	Tuesday	-Revision		Performance appraisal
29.04.2026	Wednesday		Test	Performance appraisal
30.04.2026	Thursday		Revision	Test
01.05.2026	Friday	-Revision	Revision	
02.05.2026	Saturday	-Revision	Revision	
04.05.2026	Monday	Revision		Revision
05.05.2026	Tuesday			Revision
06.05.2026	Wednesday	Examination onwards		

Kanupriya

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Kanupriya

Subject: Commerce (Computerized Accounting System)

Date	Day	Class. B.Com I st Sb + Voc. Semester II..... Theory	Class. B.Com I st Sb + Voc (I) Semester II..... Group-I	Class. B.Com I st Sb + Voc. (Gr-II) Semester II..... Group-II
12.01.2026	Monday	Discussion of Syllabus		
13.01.2026	Tuesday	CAS		
14.01.2026	Wednesday	CAS		
15.01.2026	Thursday			Installation of Tally Prime
16.01.2026	Friday		Installation of Tally Prime	
17.01.2026	Saturday		License configuration	License configuration
19.01.2026	Monday	CAS		
20.01.2026	Tuesday	Tally Prime		
21.01.2026	Wednesday	Tally Prime		
22.01.2026	Thursday			Tally vault/Security control
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday		Tally vault/Security control	Tally back-up, Restore, Split the Data
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	Tally Prime		
28.01.2026	Wednesday	Tally Prime		
29.01.2026	Thursday			Edit Log feature/Co-creation
30.01.2026	Friday		Data backup, Restore, Split the Data	
31.01.2026	Saturday		Edit Log feature/Co-creation	Configuration of Company
02.02.2026	Monday	Company creation		
03.02.2026	Tuesday	Ledger/Budget Ent. calculation		
04.02.2026	Wednesday	Vouchers		

Date	Day	Class..... ^{B.Com Ist} Sfs + Voc	Class..... ^{B.Com Ist} Sfs + Voc	Class..... ^{B.Com Ist} Sfs + Voc
		Semester..... ^{IInd}	Semester..... ^{IInd}	Semester..... ^{IInd}
05.02.2026	Thursday			Ledger
06.02.2026	Friday		Configuration of Company	
07.02.2026	Saturday		Ledger	Budget
09.02.2026	Monday	Vouchers		
10.02.2026	Tuesday	Cost Centres		
11.02.2026	Wednesday	Cost Centres		
12.02.2026	Thursday			Cost Centre
13.02.2026	Friday		Problem Solving	
14.02.2026	Saturday		Cost Centre/ Budget	Problem Solving
16.02.2026	Monday	Stock Items		
17.02.2026	Tuesday	Order Processing		
18.02.2026	Wednesday	Order Processing		
19.02.2026	Thursday			Int. Calculation
20.02.2026	Friday		Interest Calculation	
21.02.2026	Saturday		Inventory Stock Item	Inventory Stock Item
23.02.2026	Monday	Assignment - I		
24.02.2026	Tuesday	Fin. Statements		
25.02.2026	Wednesday	Fin. Statements		
26.02.2026	Thursday			Order Processing
27.02.2026	Friday		Order Processing	
28.02.2026	Saturday		Test	Test
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Bank Reconciliation		
10.03.2026	Tuesday	Bank Reconciliation		
11.03.2026	Wednesday	Assignment - II		
12.03.2026	Thursday			Vouchers

Date	Day	Class B.com Ist sfs + tv of	Class B.com Ist sfs + tvoc	Class B.com Ist sfs + tvoc
		Semester II Theory	Semester II	Semester II
13.03.2026	Friday		Vouchers	
14.03.2026	Saturday		Vouchers	Vouchers
16.03.2026	Monday	MIS		
17.03.2026	Tuesday	Test (Sessional)		
18.03.2026	Wednesday	MIS		
19.03.2026	Thursday			Test
20.03.2026	Friday		Test	
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Payroll in Tally Prime		
25.03.2026	Wednesday	Payroll in Tally Prime		
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday		Fin. Statements	
28.03.2026	Saturday		Fin. Statements	Fin. Statements
30.03.2026	Monday	TDS/TCS		
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	TDS/GST		
02.04.2026	Thursday			Fin. Statements
03.04.2026	Friday		Group Discussion	
04.04.2026	Saturday		MIS	MIS
06.04.2026	Monday	Self Test		
07.04.2026	Tuesday	Problem Solving		
08.04.2026	Wednesday	Payroll Masters		
09.04.2026	Thursday			GST
10.04.2026	Friday		GST	
11.04.2026	Saturday		TDS/TCS	TDS/TCS

Date	Day	Class...B.Com Ist Sb + VOC	Class...B.Com Ist Sb + VOC	Class...B.Com Ist Sb + VOC
		Semester...II.....	Semester...II.....	Semester...II.....
13.04.2026	Monday	Payroll Masters		
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	Payroll vouchers		
16.04.2026	Thursday			Payroll
17.04.2026	Friday		Payroll	
18.04.2026	Saturday		Payroll - EST, PP	Payroll - EST, P.P.
20.04.2026	Monday	Payroll Reports		
21.04.2026	Tuesday	Payroll Reports		
22.04.2026	Wednesday	Payroll Reports		
23.04.2026	Thursday			Payroll Masters
24.04.2026	Friday		Payroll Masters	
25.04.2026	Saturday		Payroll vouchers	Payroll vouchers
27.04.2026	Monday	Problem Solving		
28.04.2026	Tuesday	Test		
29.04.2026	Wednesday	Revision		
30.04.2026	Thursday			Payroll Report
01.05.2026	Friday		Payroll Report	
02.05.2026	Saturday		Revision	Revision
04.05.2026	Monday	Revision		
05.05.2026	Tuesday	Revision		
06.05.2026	Wednesday	Examination onwards		

Kanupriya

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Kuljeet Kaur

Subject: Mgmt., Accounting, HRM,

Date	Day	Class. B.Com (Gen)	Class. B.Com (SFS+Voc)	Class. M.Com (P)
		Semester..6.th...	Semester..6.th...	Semester..2nd...
12.01.2026	Monday	Orientation	—	Orientation
13.01.2026	Tuesday	Syllabus Decoding	Orientation	Syllabus Decoding
14.01.2026	Wednesday	—	Syllabus Decoding	—
15.01.2026	Thursday	Intro, Nature, Scope	Intro, Nature, Scope	—
16.01.2026	Friday	function, technique	function, Technique	HRM-Concept, Evolution
17.01.2026	Saturday	Role in decision	Role in decision-making	Scope, Imp, Obj
19.01.2026	Monday	Comparison, concept	—	function, Quality, Role
20.01.2026	Tuesday	Financial Statement	Comparison	HRM in dynamic Env.
21.01.2026	Wednesday	—	financial Statement	—
22.01.2026	Thursday	Objective, Types	Objective Types	—
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Analysis Technique	Analysis Technique	flexi working hours
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	Comparative FS	Comparative FS	Work from home
28.01.2026	Wednesday	—	Common Size Statement	—
29.01.2026	Thursday	Common Size Statement	Trend Analysis	—
30.01.2026	Friday	Trend Analysis	Trend Analysis	HR Policies
31.01.2026	Saturday	Trend Analysis	Revision Unit-I	HR Planning
02.02.2026	Monday	Revision of Unit-I	—	Job Analysis
03.02.2026	Tuesday	Revision Test	Revision Test	Revision
04.02.2026	Wednesday	—	Ratio Analysis	—

Date	Day	Class. B.Com(CA)	Class. B.Com(SFS + Voc)	Class. M.Com(P)
		Semester... 6th....	Semester... 6th....	Semester... 2nd....
05.02.2026	Thursday	Ratio Analysis intro	Liquidity Ratios	—
06.02.2026	Friday	Liquidity Ratios	Solvency Ratios	GD about diff. working policies
07.02.2026	Saturday	Solvency Ratios	Profitability Ratio	Unit-I Revision
09.02.2026	Monday	Profitability Ratios	—	Revision Test Unit-I
10.02.2026	Tuesday	Turnover Ratios	Turnover Ratio	Recruitment
11.02.2026	Wednesday	—	Practical doubts	—
12.02.2026	Thursday	Practical doubts	fund flow	—
13.02.2026	Friday	fund flow	Cash flow	Selection
14.02.2026	Saturday	fund flow method	Assignment-1	Induction
16.02.2026	Monday	Cash flow	—	Placement
17.02.2026	Tuesday	Cash flow method	Revision	Assignment -1
18.02.2026	Wednesday	—	Doubt Session	—
19.02.2026	Thursday	(Assignment-1) Revision	Test Unit-II	—
20.02.2026	Friday	Doubt Session	Budgeting Concept	Work force mobility
21.02.2026	Saturday	Unit-II Revision Test	Obj, merit, demerit	Promotion
23.02.2026	Monday	Budgeting Concept	—	demotion
24.02.2026	Tuesday	obj, merit, demerit	Budget Intro	Transfer, Separation
25.02.2026	Wednesday	—	Types of Budget	—
26.02.2026	Thursday	Essentials of Budget	Standard costing	—
27.02.2026	Friday	Types of Budget	Variance Analysis	Revision Unit-II
28.02.2026	Saturday	Standard Costing	labour & Material Analysis	Revision Test Unit-II
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Revision of Standard Costing	—	Training Executive development
10.03.2026	Tuesday	Variance Analysis	Unit-III Revision	Career Planning & Development
11.03.2026	Wednesday	—	Revision Test	—
12.03.2026	Thursday	material & labour Variance	Absorption Costing	—

Date	Day	Class. B:com.(A)	Class. B:com.(S1st Voc)	Class. M:com.(P)
		Semester...6th....	Semester...6th.....	Semester...2nd...
13.03.2026	Friday	Method of labour variance	Absorption costing	Revision
14.03.2026	Saturday	Methods of Material Variance	Method of labour variance	Assignment-2
16.03.2026	Monday	Doubt Session	—	Job Evaluation
17.03.2026	Tuesday	Revision Unit-III	Method of Material Variance	Quality of Work Life
18.03.2026	Wednesday	—	Doubt Session	—
19.03.2026	Thursday	Revision Unit-III	Practicals Que.	—
20.03.2026	Friday	Revision Unit-III	Revision	Group Discussion
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Test Unit-III	Cost-Volume Profit Analysis	Revision-Unit-III
25.03.2026	Wednesday	—	Break-Even Point	—
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	Assignment-2	Angle of Incidence	Revision Unit-III
28.03.2026	Saturday	Absorption Costing	Responsibility Acc.	Test Unit-III
30.03.2026	Monday	Cost-Volume Profit	—	Performance Appraisal
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	—	Types of RA	—
02.04.2026	Thursday	Break Even Point	Divisional Measure	—
03.04.2026	Friday	Angle of Incidence	Financial "	Potential Appraisal
04.04.2026	Saturday	Responsibility Account.	Non-fin. "	Compensation, Incentive
06.04.2026	Monday	Types of RA	—	Employee Benefits
07.04.2026	Tuesday	Divisional Measure	Transfer Pricing	Group Discussion
08.04.2026	Wednesday	—	Need, Imp.	—
09.04.2026	Thursday	Financial measure	Methods	—
10.04.2026	Friday	Non-fin. measures	Revision	Revision
11.04.2026	Saturday	Transfer Pricing	Unit-IV Half Revision	Doubt Session

Date	Day	Class...B.Com(C)	Class...B.Com (SFS + Voc)	Class...H.Com(P)
		Semester...6th...	Semester...6th...	Semester...2nd...
13.04.2026	Monday	Methods, Imp.	—	Personnel Records
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	—	Mgmt. Reporting	—
16.04.2026	Thursday	Revision	Need, Types	—
17.04.2026	Friday	Mgmt. Reporting	Essential of ^{Good} Report	HR Audit
18.04.2026	Saturday	Need, Types	Revision Unit-IV	IHRM
20.04.2026	Monday	Essential of Good Reporting	—	Job Satisfaction
21.04.2026	Tuesday	Revision Unit-IV	Test Unit-IV	Job Satisfaction
22.04.2026	Wednesday	—	Group Discussion	—
23.04.2026	Thursday	Revision Unit-IV	Assignment-2	—
24.04.2026	Friday	Group Discussion	Doubt Session	Revision Unit-IV
25.04.2026	Saturday	Test Unit-IV	Revision-I	Revision Unit-IV
27.04.2026	Monday	Revision Unit-I	—	Test Unit-IV
28.04.2026	Tuesday	Revision Unit-II	Revision-II	PYQ Analysis
29.04.2026	Wednesday	—	Revision-III	—
30.04.2026	Thursday	PYQ Analysis	Revision-III	—
01.05.2026	Friday	Revision Unit-III	Revision-IV	Revision-I
02.05.2026	Saturday	Revision Unit-IV	Revision-IV	Revision-II
04.05.2026	Monday	Revision Unit-IV	—	Revision-III
05.05.2026	Tuesday	Revision ^{Whole} Syllabus	PYQ Analysis	Revision-IV
06.05.2026	Wednesday	Examination onwards		

Kaur
27/01/26

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: *M.S. Kuljeet Kaur*

Subject: *Event Mgmt., Marketing Communication Pr-G-II*

Date	Day	Class <i>M.com (F)</i>	Class <i>BBA...</i>	Class.....
		Semester <i>4th...</i>	Semester <i>4th...</i>	Semester.....
12.01.2026	Monday	<i>Orientation</i>	—	
13.01.2026	Tuesday	—	—	
14.01.2026	Wednesday	<i>Syllabus Decoding</i>	<i>Orientation</i>	
15.01.2026	Thursday	<i>EM concept, Imp. Opp</i>	<i>Syllabus Decoding</i>	
16.01.2026	Friday	—	—	
17.01.2026	Saturday	—	—	
19.01.2026	Monday	<i>Key components of EM</i>	—	
20.01.2026	Tuesday	—	—	
21.01.2026	Wednesday	<i>five c's, Types of Events</i>	<i>Conduct a Case Study</i>	
22.01.2026	Thursday	<i>Event Co-ordination</i>	<i>Work on Case Study</i>	
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	—	u	
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	—	—	
28.01.2026	Wednesday	<i>Visual & E-Comm. Event presentation</i>	u	
29.01.2026	Thursday	<i>Revision</i>	u	
30.01.2026	Friday	—	—	
31.01.2026	Saturday	—	—	
02.02.2026	Monday	<i>Doubt Session</i>	—	
03.02.2026	Tuesday	—	—	
04.02.2026	Wednesday	<i>Unit-1 Revision Test</i>	u	

Date	Day	Class...M.Com(F)	Class...BBA...	Class.....
		Semester.....4th..	Semester.....4th....	Semester.....
05.02.2026	Thursday	Event Infrastructure	2nd Case Study	
06.02.2026	Friday	-	-	
07.02.2026	Saturday	-	-	
09.02.2026	Monday	Target audience	-	
10.02.2026	Tuesday	-	-	
11.02.2026	Wednesday	Target client, leadership	Work on Case Study	
12.02.2026	Thursday	team mgmt in event	Group Discussion	
13.02.2026	Friday	-	-	
14.02.2026	Saturday	-	-	
16.02.2026	Monday	Activities in Event Mgmt.	-	
17.02.2026	Tuesday	-	-	
18.02.2026	Wednesday	EM process	file checking	
19.02.2026	Thursday		"	
20.02.2026	Friday	-	-	
21.02.2026	Saturday	-	-	
23.02.2026	Monday	Budgeting	-	
24.02.2026	Tuesday	-	-	
25.02.2026	Wednesday	Role of Sponsor	Doubt Session	
26.02.2026	Thursday	Negotiating contract	"	
27.02.2026	Friday	-	-	
28.02.2026	Saturday	-	-	
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Revision	-	
10.03.2026	Tuesday	-	-	
11.03.2026	Wednesday	Event Risk Mgmt.	3rd Case Study	
12.03.2026	Thursday	Promotion	"	

Date	Day	Class...M.Com(F)	Class...BBA....	Class.....
		Semester...4th....	Semester...4th...	Semester.....
13.03.2026	Friday	—	—	
14.03.2026	Saturday	—	—	
16.03.2026	Monday	Media Source	—	
17.03.2026	Tuesday	—	—	
18.03.2026	Wednesday	Direct Marketing Sales promotion	Work on Case Study	
19.03.2026	Thursday	Public Relation, Publicity	4	
20.03.2026	Friday	—	—	
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	—	—	
25.03.2026	Wednesday	(Assignment-1) Revision	Doubt Session	
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	—	—	
28.03.2026	Saturday	—	—	
30.03.2026	Monday	Unit-II Revision Test	—	
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Concept of market Revenue generating	file Checking	
02.04.2026	Thursday	Segmentation	4	
03.04.2026	Friday	—	—	
04.04.2026	Saturday	—	—	
06.04.2026	Monday	Targeting, Positioning	—	
07.04.2026	Tuesday	—	—	
08.04.2026	Wednesday	Product in event Benefit level, hierarchy	4th Case Study	
09.04.2026	Thursday	variation of Event categories, Branding	4	
10.04.2026	Friday	—	—	
11.04.2026	Saturday	—	—	

Date	Day	Class...M.com.(F)	Class...BBA...	Class.....
		Semester....4th....	Semester....4th....	Semester.....
13.04.2026	Monday	Reach: Interaction Matrix	—	
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	Revision (Assignment-2)	Work on Case Study	
16.04.2026	Thursday	Unit-III Test	u	
17.04.2026	Friday	—	—	
18.04.2026	Saturday	—	—	
20.04.2026	Monday	Event properly retaining EP	—	
21.04.2026	Tuesday	—	—	
22.04.2026	Wednesday	Repositioning, Evaluation	Group Discussion	
23.04.2026	Thursday	Types of Evaluation	u	
24.04.2026	Friday	—	—	
25.04.2026	Saturday	—	—	
27.04.2026	Monday	Evaluation Process	—	
28.04.2026	Tuesday	—	—	
29.04.2026	Wednesday	Revision Unit-IV	Brain Storming	
30.04.2026	Thursday	Test Unit-IV	file checking	
01.05.2026	Friday	—	—	
02.05.2026	Saturday	—	—	
04.05.2026	Monday	PYG Analysis	—	
05.05.2026	Tuesday	—	—	
06.05.2026	Wednesday	Examination onwards		

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21/01/26

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: ...*Mrs. Manisha*...

Subject.....*Commerce*.....

Date	Day	Class..... <i>B.Com-III</i> <i>(SFS + Voc)</i>	Class..... <i>B.Com-III</i> <i>(SFS + Voc)</i>	Class..... <i>M.Com(P)</i>
		Semester..... <i>VI</i> <i>B/S Statistics</i>	Semester..... <i>VI</i> <i>B/S Env. of Haryana</i>	Semester..... <i>II</i> <i>International Business</i>
12.01.2026	Monday	—	Introduction to Syllabus	Introduction to Syllabus
13.01.2026	Tuesday	—	Meaning of B/S Env.	Meaning of Int. Business
14.01.2026	Wednesday	Introduction to Syllabus	Components of B/S Env.	do
15.01.2026	Thursday	Meaning of Statistics	—	Importance & Scope
16.01.2026	Friday	2. Scope 4. Functions	—	—
17.01.2026	Saturday	Collection of Data	do	—
19.01.2026	Monday	—	do	do
20.01.2026	Tuesday	—	Problems in B/S Env.	Framework for Analysing B/S Env.
21.01.2026	Wednesday	do	Concept of Haryana Economy	do
22.01.2026	Thursday	Measures of Central Tendency	—	do
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	do	do	—
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	—	do	Internationalization stages
28.01.2026	Wednesday	do	do	do
29.01.2026	Thursday	do	—	Int. PLC
30.01.2026	Friday	2. Geometric mean 4. do	—	—
31.01.2026	Saturday	Problem Solving Session	Economic development	—
02.02.2026	Monday	—	do	do
03.02.2026	Tuesday	—	do	do
04.02.2026	Wednesday	Assignment-1	do	Modes of Entry into Int. B/S
05.02.2026	Thursday	Measures of Dispersion	—	do

Date	Day	Class.....	Class.....	Class.....
		Semester..... B/S Statistics	Semester..... B/S Environment	Semester..... Int. Business
06.02.2026	Friday	2. Dispersion 4. do	—	—
07.02.2026	Saturday	do	Haryana Agriculture	—
09.02.2026	Monday	—	do	do
10.02.2026	Tuesday	—	do	Viva Voce of Assignment-1
11.02.2026	Wednesday	Mean Deviation	do	Technology Transfer
12.02.2026	Thursday	do	—	do
13.02.2026	Friday	2. Standard deviation 4. do	—	—
14.02.2026	Saturday	Class Test	Crop Insurance	—
16.02.2026	Monday	—	do	MNCs
17.02.2026	Tuesday	—	do	do
18.02.2026	Wednesday	Correlation	do	do
19.02.2026	Thursday	do	—	Class Test
20.02.2026	Friday	2. do 4. do	—	—
21.02.2026	Saturday	Problem Solving Session	MSP Determination	—
23.02.2026	Monday	—	do	Foreign Investment
24.02.2026	Tuesday	—	do	do
25.02.2026	Wednesday	Regression	FPOs	do
26.02.2026	Thursday	do	—	do
27.02.2026	Friday	2. do 4. do	—	—
28.02.2026	Saturday	do	Viva Voce of Assignment-1	—
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	—	Agriculture Finance	Tariff & Non-tariff Barriers
10.03.2026	Tuesday	—	do	do
11.03.2026	Wednesday	Problem Solving Session	do	Theories of Int B/S
12.03.2026	Thursday	Assignment - 2	—	do
13.03.2026	Friday	2. Index numbers 4. do	—	—
14.03.2026	Saturday	Methods of Constructing Index No.	Credit need	—

Date	Day	Class.....	Class.....	Class.....
		Semester..... BIS Statistics	Semester..... BIS Em.	Semester..... Int. Business
16.03.2026	Monday	—	do	do
17.03.2026	Tuesday	—	do	Viva voce of Assignment-2
18.03.2026	Wednesday	do	NABARD	Balance of Payments
19.03.2026	Thursday	do	—	do
20.03.2026	Friday	2. Test of Index No. 4. do	—	—
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	—	Viva voce of Assignment-2	do
25.03.2026	Wednesday	do	Rural Indebtedness	do
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	2. class Test 4. Base shifting	—	—
28.03.2026	Saturday	do	do	—
30.03.2026	Monday	—	do	Regional Economic Cooperation
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Cost of living Index Number	Class Test	USMCA
02.04.2026	Thursday	do	—	ASEAN
03.04.2026	Friday	2. do 4. Time Series	—	—
04.04.2026	Saturday	do	HSIDC	—
06.04.2026	Monday	—	"	SAFTA
07.04.2026	Tuesday	—	Industrial Parks	EU
08.04.2026	Wednesday	Components of time Series	do	Int. Economic Institutions
09.04.2026	Thursday	Additive Model	—	do
10.04.2026	Friday	2. Multiplicative Model 4. do	—	—
11.04.2026	Saturday	Trend	do.	—
13.04.2026	Monday	—	Growth of Automobiles Sector	do
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	do	do	Foreign Exchange Markets

Date	Day	Class.....	Class.....	Class.....
		Semester..... B/s Statistics	Semester..... B/s Environment	Semester..... Int. Business
16.04.2026	Thursday	do	—	do
17.04.2026	Friday	2. Method of Trend 4. do	—	—
18.04.2026	Saturday	do	Growth of IT Sector	—
20.04.2026	Monday	—	do	do
21.04.2026	Tuesday	—	Growth of textile sector	do
22.04.2026	Wednesday	do	do	foreign Exchange Risks
23.04.2026	Thursday	Methods of least Square	—	do
24.04.2026	Friday	2. do 4. do	—	—
25.04.2026	Saturday	Parabolic Trend	Sessional Test	—
27.04.2026	Monday	—	Industrial Inst.	do
28.04.2026	Tuesday	—	do	Sessional Test
29.04.2026	Wednesday	do	do.	Revision
30.04.2026	Thursday	Exponential Trend	—	Revision
01.05.2026	Friday	2. do 4. do	—	—
02.05.2026	Saturday	Sessional Test	Revision	—
04.05.2026	Monday	—	Revision	Revision
05.05.2026	Tuesday	—	Paper Pattern Discussion	Paper Pattern Discussion
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher:Mrs. Manisha.....

Subject.....Commerce.....

Date	Day	Class.. <u>B.T.M.</u>	Class.. <u>BA</u>	Class.....
		Semester.. <u>VI</u> <u>Accounting for tourism</u>	Semester.. <u>II</u> <u>Banking & Insurance</u>	Semester.....
12.01.2026	Monday	<u>Introduction to syllabus</u>	—	
13.01.2026	Tuesday	<u>Meaning of Accounting</u>	—	
14.01.2026	Wednesday	<u>Basic Terminology</u>	—	
15.01.2026	Thursday	—	<u>Introduction to syllabus</u>	
16.01.2026	Friday	—	<u>Concept of Banking</u>	
17.01.2026	Saturday	<u>do</u>	<u>do</u>	
19.01.2026	Monday	<u>do</u>	—	
20.01.2026	Tuesday	<u>Advantages & objective of Accounting</u>	—	
21.01.2026	Wednesday	<u>do</u>	—	
22.01.2026	Thursday	—	<u>Principles of Banking</u>	
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	<u>Accounting functions</u>	<u>do</u>	
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	<u>do</u>	—	
28.01.2026	Wednesday	<u>Accounting Cycle</u>	—	
29.01.2026	Thursday	—	<u>Classification of Banks</u>	
30.01.2026	Friday	—	<u>do</u>	
31.01.2026	Saturday	<u>Limitations of Accounting</u>	<u>do</u>	
02.02.2026	Monday	<u>Class Test</u>	—	
03.02.2026	Tuesday	<u>Accounting Principles</u>	—	
04.02.2026	Wednesday	<u>do</u>	—	

Date	Day	Class... <u>B.T.M.</u>	Class... <u>BA</u>	Class.....
		Semester.....	Semester.....	Semester.....
05.02.2026	Thursday	—	Banking Instruments	
06.02.2026	Friday	—	do	
07.02.2026	Saturday	do	Crossing of cheques	
09.02.2026	Monday	Double Entry System	—	
10.02.2026	Tuesday	do	—	
11.02.2026	Wednesday	do	—	
12.02.2026	Thursday	—	do	
13.02.2026	Friday	—	Types of advances	
14.02.2026	Saturday	Viva-Voce of Assignment-1	do	
16.02.2026	Monday	Journal	—	
17.02.2026	Tuesday	do	—	
18.02.2026	Wednesday	do	—	
19.02.2026	Thursday	—	do	
20.02.2026	Friday	—	do	
21.02.2026	Saturday	Ledger	Class Test	
23.02.2026	Monday	do	—	
24.02.2026	Tuesday	do	—	
25.02.2026	Wednesday	Cash Book	—	
26.02.2026	Thursday	—	E-Banking	
27.02.2026	Friday	—	do.	
28.02.2026	Saturday	Petty Cash	Viva Voce of Assignment	
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Sales Books	—	
10.03.2026	Tuesday	do	—	
11.03.2026	Wednesday	Purchase books	—	
12.03.2026	Thursday	—	Safe deposit lockery	

Date	Day	Class... <i>B.T.M.</i>	Class... <i>BA...</i>	Class.....
		Semester.....	Semester.....	Semester.....
13.03.2026	Friday	—	Concept of Insurance	
14.03.2026	Saturday	Viva voce of Assignment-2	do	
16.03.2026	Monday	Financial Statement	—	
17.03.2026	Tuesday	do	—	
18.03.2026	Wednesday	do	—	
19.03.2026	Thursday	—	Principles of Insurance	
20.03.2026	Friday	—	do	
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Trial Balance	—	
25.03.2026	Wednesday	do	—	
26.03.2026	Thursday	do	Ram Navami	
27.03.2026	Friday	—	Life Insurance	
28.03.2026	Saturday	Final Accounts	do	
30.03.2026	Monday	do	—	
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	do	—	
02.04.2026	Thursday	—	Nomination	
03.04.2026	Friday	—	Concept of Assignment	
04.04.2026	Saturday	Adjustments to Final Accounts		
06.04.2026	Monday	do	—	
07.04.2026	Tuesday	do	—	
08.04.2026	Wednesday	do	—	
09.04.2026	Thursday	—	General Insurance	
10.04.2026	Friday	—	do	
11.04.2026	Saturday	Class Test	do	

Date	Day	Class... <i>B.T.M</i>	Class.... <i>BA...</i>	Class.....
		Semester.....	Semester.....	Semester.....
13.04.2026	Monday	<i>Ratio analysis</i>	—	
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	<i>do</i>	—	
16.04.2026	Thursday	—	<i>Procedure of taking general insurance</i>	
17.04.2026	Friday	—	<i>do.</i>	
18.04.2026	Saturday	<i>do</i>	<i>Fire Insurance</i>	
20.04.2026	Monday	<i>do</i>	—	
21.04.2026	Tuesday	<i>Interpretation of B/S of Travel Agencies</i>	—	
22.04.2026	Wednesday	<i>do</i>	—	
23.04.2026	Thursday	—	<i>do</i>	
24.04.2026	Friday	—	<i>Marine Insurance</i>	
25.04.2026	Saturday	<i>Sessional Test</i>	<i>do</i>	
27.04.2026	Monday	<i>Problem Solving^{Session}</i>	—	
28.04.2026	Tuesday	<i>do</i>	—	
29.04.2026	Wednesday	<i>Revision</i>	—	
30.04.2026	Thursday	—	<i>Health Insurance</i>	
01.05.2026	Friday	—	<i>do</i>	
02.05.2026	Saturday	<i>Revision</i>	<i>Sessional Test</i>	
04.05.2026	Monday	<i>Revision</i>	—	
05.05.2026	Tuesday	<i>Paper Pattern Discussion</i>	—	
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Simran

Subject: Principles of Marketing, applications to business, Banking & Insurance

Date	Day	Class <u>M.Com (F)</u>	Class <u>B.Com I (Sst Voc)</u>	Class <u>B.A.</u>
		Semester <u>IV</u> <u>17 App. to business</u>	Semester <u>II</u> <u>Marketing</u>	Semester <u>II</u> <u>Banking & Insurance</u>
12.01.2026	Monday		Concepts of Marketing	
13.01.2026	Tuesday		Scope of Marketing	
14.01.2026	Wednesday		Importance of Marketing	
15.01.2026	Thursday		Evolution of Marketing	Introduction to Syllabus
16.01.2026	Friday	<u>Sales Report</u>	Marketing Environment	Concept of banking
17.01.2026	Saturday	<u>Sales Report</u>		do
19.01.2026	Monday		Mark. Environment	—
20.01.2026	Tuesday		Mark. Environment	—
21.01.2026	Wednesday		Marketing Env.	—
22.01.2026	Thursday		Concepts of Consumer beh.	Principles of Banking
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	<u>Payroll of Employees</u>		do
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday		Nature & Importance of Consumer beh.	—
28.01.2026	Wednesday		Consumer buying decision process	—
29.01.2026	Thursday		factors affecting Cons. buying beh.	classification of Banks
30.01.2026	Friday	<u>Payroll of Employees</u>	"	do
31.01.2026	Saturday	<u>Powerpoint presentation</u>		do
02.02.2026	Monday		Market Segmentation	—
03.02.2026	Tuesday		Market Segmentation	—
04.02.2026	Wednesday		Market Segmentation	—

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
05.02.2026	Thursday		Positioning	Banking Instruments
06.02.2026	Friday	Powerpoint presentation	Positioning	do
07.02.2026	Saturday	Online Meeting Using calendar		Crossing of cheques
09.02.2026	Monday		Assignment - 1	—
10.02.2026	Tuesday		Product: Concept, Imp. of classification	—
11.02.2026	Wednesday		Branding	—
12.02.2026	Thursday		Packaging	do
13.02.2026	Friday	Online Meeting Using G-meet & Zoom	Packaging	Types of advances
14.02.2026	Saturday	Google form		do
16.02.2026	Monday		labelling	—
17.02.2026	Tuesday		labelling	—
18.02.2026	Wednesday		PLC	—
19.02.2026	Thursday		PLC	do
20.02.2026	Friday	Google form	New Product development	do
21.02.2026	Saturday	Google form		Class Test
23.02.2026	Monday		New Product development	—
24.02.2026	Tuesday		Pricing	—
25.02.2026	Wednesday		Pricing	E-Banking
26.02.2026	Thursday		Pricing	E-Banking
27.02.2026	Friday	Facebook / Instagram page	Pricing	do
28.02.2026	Saturday	Facebook / Instagram page	Assignment 2	Viva Voce of Assignment
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday		Promotion: Nature of Importance	—
10.03.2026	Tuesday		Sessional	—
11.03.2026	Wednesday		Advertising	—
12.03.2026	Thursday		Advertising	Safe deposit lockers

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
13.03.2026	Friday	Youtube channel	Personal Selling	Concept of Insurance
14.03.2026	Saturday	Youtube channel		do
16.03.2026	Monday		Sales Promotion	—
17.03.2026	Tuesday		Sales Promotion	—
18.03.2026	Wednesday		Publicity	—
19.03.2026	Thursday		Publicity	Principles of Insurance
20.03.2026	Friday	Blog features	Distribution Channels	do
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday		Distribution Channels	—
25.03.2026	Wednesday		Distribution Channels	—
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	Making Content Using AI Tools	Retailing	Life Insurance
28.03.2026	Saturday	Making Content Using AI Tools		do
30.03.2026	Monday		Retailing	—
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday		Wholesaling	—
02.04.2026	Thursday		Wholesaling	Nomination
03.04.2026	Friday	Presentation Using AI Tools	Overview of recent dev.	Concept of Assignment
04.04.2026	Saturday	Presentation Using AI Tools		
06.04.2026	Monday		Social Marketing	—
07.04.2026	Tuesday		Social Marketing	—
08.04.2026	Wednesday		Online Marketing	—
09.04.2026	Thursday		Direct Online Marketing	General Insurance
10.04.2026	Friday	CV Making practice	Direct Marketing	do
11.04.2026	Saturday	CV Making practice		do

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
13.04.2026	Monday		Green Marketing	—
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday		Green Marketing	—
16.04.2026	Thursday		Relationship Marketing	Procedure of taking General Insurance
17.04.2026	Friday	Practice	Relationship Marketing	do
18.04.2026	Saturday	Practice		Fire Insurance
20.04.2026	Monday		Revision	—
21.04.2026	Tuesday		Revision	—
22.04.2026	Wednesday		Revision	—
23.04.2026	Thursday		Revision	do
24.04.2026	Friday	Practice	Test	Marine Insurance
25.04.2026	Saturday	Practice		do
27.04.2026	Monday		Test	—
28.04.2026	Tuesday		Test	—
29.04.2026	Wednesday		Test	—
30.04.2026	Thursday		Test	Health Insurance
01.05.2026	Friday	Practice	Revision	do
02.05.2026	Saturday	Practice		Sessional Test
04.05.2026	Monday		Test	—
05.05.2026	Tuesday		Test of full syllabus	—
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. S. Sanyal

Subject: SCM, Principles of Marketing & Employability

Date	Day	Class <u>M.Com.(P)</u>	Class <u>M.Com.(F)</u>	Class <u>M.Com.(F)</u>
		Semester <u>II</u>	Semester <u>IV</u>	Semester <u>IV</u>
12.01.2026	Monday	Bridge Course		Bridge Course
13.01.2026	Tuesday	SCM: Introduction	Concept of Entrepreneurship	MS-Word
14.01.2026	Wednesday	Scope of SCM		MS-Word
15.01.2026	Thursday	Importance of SCM		
16.01.2026	Friday			
17.01.2026	Saturday		Employment Vs Entrepreneurship	
19.01.2026	Monday	SCM vs Phy. Dist.		MS-Word
20.01.2026	Tuesday	Evolution of SCM	Role of Empl. & Ent. in Eco. Dev.	Google Docs
21.01.2026	Wednesday	Inbound Logistics		Google Docs
22.01.2026	Thursday	Outbound Logistics		
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday		Objectives of Employment Generation	
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	Customer focus in SCM	Career Planning	Libre office
28.01.2026	Wednesday	Customer focus in SCM		Libre office
29.01.2026	Thursday	Enhancing Customer Satisfaction		
30.01.2026	Friday			
31.01.2026	Saturday		Individual is sole, values & motivation	
02.02.2026	Monday	SCM of profitability		MS-Excel
03.02.2026	Tuesday	Coordinational function in SCM	Self esteem, Goal Setting	MS-Excel
04.02.2026	Wednesday	Inter-functional Coordination		MS-Excel

Employability, IT application in bus.

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
05.02.2026	Thursday	Inter-Corporate Coordination		
06.02.2026	Friday			
07.02.2026	Saturday		Institutes to promote Empl. & Ent.	
09.02.2026	Monday	Total Cost Concept		MS-Excel
10.02.2026	Tuesday	Cost Components & Cost min. Strategies		Google sheets
11.02.2026	Wednesday	SCM & Mark. Mix		Google sheets
12.02.2026	Thursday	SCM & Mark. Mix		
13.02.2026	Friday			
14.02.2026	Saturday		Development of entrepreneurial mind-set.	
16.02.2026	Monday	SCM's Influence on Mark. Strategies		MS-Powerpoint
17.02.2026	Tuesday	SCM's Influence on Mark. Strategies	Types of Employability Skills	MS-Powerpoint
18.02.2026	Wednesday	System's Approach to SCM		Google Slides
19.02.2026	Thursday	System's Approach to SCM		
20.02.2026	Friday			
21.02.2026	Saturday		Types of Employability Skills	
23.02.2026	Monday	Assignment		E-mail
24.02.2026	Tuesday	Marketing channels	Assignment	Calendar Application
25.02.2026	Wednesday	Marketing Channels		Calendar Application
26.02.2026	Thursday	Integrating channels with Mark. Mix		
27.02.2026	Friday			
28.02.2026	Saturday		Note taking system, Role of IT in NLS	
01.03.2026 to 08.03.2026		Holi Vacations		
09.03.2026	Monday	Retailing Strategy		Google Meet, Zoom
10.03.2026	Tuesday	Supply Chain as Value Del. System	Preparation for test taking	Microsoft Teams, Slack
11.03.2026	Wednesday	Customer Experience		Microsoft Teams, Slack
12.03.2026	Thursday	Sessional		

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
13.03.2026	Friday	Vendor Relati.		
14.03.2026	Saturday		Multiple Intelligence Time Mgt. ✓	
16.03.2026	Monday	Vendor Afs		Google Drive, One Drive
17.03.2026	Tuesday	Distribution Channel Design	Multiple Intelligence, Time Mgt.	Google Drive, One Drive
18.03.2026	Wednesday	Distribution Channel Design		Assignment
19.03.2026	Thursday	Test		
20.03.2026	Friday			
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Strategies & Practices in Customer Service	Sessional Entrepreneurial Skills	Sessional
25.03.2026	Wednesday	Transportation & Logistics		Marketing Tools
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	—		
28.03.2026	Saturday		Entrepreneurial Skills	
30.03.2026	Monday	Transportation & Logistics		Marketing Tools
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Selecting the right mode		Blogging Marketing Tools
02.04.2026	Thursday	Multi-modal Transportation		
03.04.2026	Friday			
04.04.2026	Saturday		Ways to Improve Ent. Skills	
06.04.2026	Monday	Warehousing & Material handling		AI Tools
07.04.2026	Tuesday	Types & Site selection	Role of IP in Ent., Understanding cultural diversity	AI Tools
08.04.2026	Wednesday	Order processing & Mgt.		Rephrasing Tools
09.04.2026	Thursday	Order processing & Mgt.		B
10.04.2026	Friday			
11.04.2026	Saturday		Stress Mgt. & Mana- ging Rfs.	

Date	Day	Class.....	Class.....	Class.....
		Semester.....	Semester.....	Semester.....
13.04.2026	Monday	SCM & IT		Rephrasing Tools
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	SCM & IT		Making CV Using AI Tools
16.04.2026	Thursday	SCM & IT		
17.04.2026	Friday			
18.04.2026	Saturday		E.D programme	
20.04.2026	Monday	Third party logistics		PPT
21.04.2026	Tuesday	Third party logistics	PPT	PPT
22.04.2026	Wednesday	SCM in Indian Env.		PPT
23.04.2026	Thursday	SCM in Indian Env.		
24.04.2026	Friday			
25.04.2026	Saturday		PPT	
27.04.2026	Monday	PPT		Revision
28.04.2026	Tuesday	PPT	Revision	Revision
29.04.2026	Wednesday	PPT		Revision
30.04.2026	Thursday	Test		
01.05.2026	Friday			
02.05.2026	Saturday		Revision	
04.05.2026	Monday	Test		Test
05.05.2026	Tuesday	Test	Test	Test
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Khushi

Class - BBA

Date	Day	Subject: Entrepreneurship development	Subject: E-commerce	Subject: Business Statistics	Subject: Business Research Methods	Subject: Business environment
		Semester- BBA 6th sem	Semester- BBA 6th sem	Semester- BBA 2nd sem	Semester- BBA 4th sem	Semester- BBA 4th sem
12.01.2026	Monday	Overview of syllabus		Overview of syllabus		Overview of syllabus
13.01.2026	Tuesday	Entrepreneurship meaning and significance		Business statistics introduction		Business environment introduction
14.01.2026	Wednesday		Overview of syllabus	Scope, functions, importance and limitations of business statistics	Overview of syllabus	Nature and significance of business environment
15.01.2026	Thursday		E-commerce meaning concept and nature	Distrust of Statistics	Business research introduction	Types of business environment
16.01.2026	Friday	Relationship between Entrepreneurship development and economic development	Force Fueling E-commerce		Types of research	
17.01.2026	Saturday	Types of entrepreneurs	Industry framework of e- commerce		Managerial value of business research	
19.01.2026	Monday	Entrepreneurial competencies		Doubt session		Economic environment of business
20.01.2026	Tuesday	Entrepreneurial ecosystem		Primary and secondary data		Socio cultural environment of business
21.01.2026	Wednesday		Types of E-commerce	Methods of collecting primary data	Terminologies in research	Political environment of business
22.01.2026	Thursday		Benefits and limitations of e- commerce	Methods of collecting secondary data	Deductive and inductive theory	Digital disruption and digital transformation
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Doubt session	Internet and www		Process and importance of research problem	
26.01.2026	Monday	Republic Day		Republic Day		



27.01.2026	Tuesday	Factors influencing the entrepreneurial development		Classification of data		Environmental scanning
28.01.2026	Wednesday		Internet vs. online services	Methods of classification of data	Doubt session	Risks in business environment
29.01.2026	Thursday		World wide web (WWW)	Test	Test	SWOT analysis
30.01.2026	Friday	Problems associated with entrepreneurship in India	Internet service provider(ISP)		Purpose and types of research proposal	
31.01.2026	Saturday	Revision	Internet access provider(IAP)		Ingredients of research proposal	
02.02.2026	Monday	New venture development introduction		Diagrammatic presentation of data		Assignment 1
03.02.2026	Tuesday	Methods of new venture development		Types of diagrams		Test
04.02.2026	Wednesday		Electronic payment systems: an overview	Graphic presentation of data	Research process	Country and political risk management
05.02.2026	Thursday		E-payment process	Doubt session	Research design introduction	Economic systems Capitalism, socialism and mixed economy
06.02.2026	Friday	Procedures and problems of new venture development	Benefits and limitations of e-payment systems		Classification and elements of research design	
07.02.2026	Saturday	Feasibility study	Types of e-payment systems		Methods of exploratory research	
09.02.2026	Monday	Preparation of feasibility reports		Assignment 1		Economic planning in india
10.02.2026	Tuesday	Selection of factory location, market potential, and demand analysis		Test		Strategy of economic planning
11.02.2026	Wednesday		Assignment 1	Introduction of central tendency	Assignment 1	NITI Aayog
12.02.2026	Thursday		Test	Arithmetic mean	Test	Difference between NITI Aayog and planning commission
13.02.2026	Friday	Assignment 1	Introduction to e-commerce and banking		Basic issues in experimental design	

14.02.2026	Saturday	Test	Changing dynamics in the Banking industry		Classification of experimental design	
16.02.2026	Monday	Doubt session		Mean		Economic roles of government
17.02.2026	Tuesday	Group discussion		Mean		Economic role in indian context
18.02.2026	Wednesday		Introduction to home banking	Mean	Measurement scales	Test
19.02.2026	Thursday		Home banking implementation approaches	Numericals test of mean questions	Sample design	Constitutional environment
20.02.2026	Friday	Role of government in entrepreneurship development	Open vs. closed model in online banking		Sampling procedure	
21.02.2026	Saturday	Promotional agencies and institutions in entrepreneurship development	Management issues in online banking		Determination of sample size	
23.02.2026	Monday	Incentives and subsidies		Median		Social responsibility of business
24.02.2026	Tuesday	Various financial schemes available for entrepreneurs		Median		Social responsibility models
25.02.2026	Wednesday		E-commerce and retailing	Test of median questions	Research methods of collecting primary data	Business ethics
26.02.2026	Thursday		Online retailing	Doubt session	Methods of sampling	Assignment 2
27.02.2026	Friday	Test	Management issues in retailing		Sampling and non sampling errors	
28.02.2026	Saturday	Revision	E-commerce and online publishing		Issues in construction of questionnaire	
01.03.2026 to 8.03.2026		Holi Vacations		Holi Vacations		
09.03.2026	Monday	Assignment 2		Assignment 2		Test
10.03.2026	Tuesday	MSME- definition, role, and significance		Test		Professionalisation of business
11.03.2026	Wednesday		Assignment 2	Mode	Assignment 2	Competition ACT, 2002
12.03.2026	Thursday		Advertising and online publishing	Mode	Test	Competition commission of India(CCI)

13.03.2026	Friday	Government schemes for MSME	Digital copyrights and electronic publishing		Statistical techniques of data analysis	
14.03.2026	Saturday	Presentation	Intranets and supply chain management		Methods of data analysis	
16.03.2026	Monday	Presentation		Mode		Doubt session
17.03.2026	Tuesday	Presentation		Test of numericals		Group discussion
18.03.2026	Wednesday		Intranets and corporate finance	Doubt session	Nature and types of descriptive analysis	Test
19.03.2026	Thursday		Financial systems	Relation between mean median and mode	Univariate and Bivariate tests of statistical significance	Revision
20.03.2026	Friday	Presentation	Financial intranets		Doubt session	
21.03.2026	Saturday	Id-ul-Fitr		Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		Shaheedi Diwas		
24.03.2026	Tuesday	Presentation		Measures of dispersion		Presentation
25.03.2026	Wednesday		Software modules in financial information systems	Methods of measuring dispersion	Test	Presentation
26.03.2026	Thursday	Ram Navami		Ram Navami		
27.03.2026	Friday	Group discussion	Transaction accounting and payment management		Group discussion	
28.03.2026	Saturday	Presentation	The corporate digital library		Meaning and types of research report	
30.03.2026	Monday	Industrial sickness causes		Quartile deviation		Presentation
31.03.2026	Tuesday	Mahavir Jayanti		Mahavir Jayanti		
01.04.2026	Wednesday		Intelligent agents in corporate finance	Mean deviation	Ingredients of research report	Presentation
02.04.2026	Thursday		E-commerce scenario in Indian corporates	Standard deviation	Doubt session	Presentation
03.04.2026	Friday	Industrial sickness consequences and remedial measures	Usage of e-commerce in Indian corporates		Test	
04.04.2026	Saturday	Revision	Infrastructural problems and other problems		Revision	
06.04.2026	Monday	Role of women SHG's in micro enterprises: SIDBI		Variance and coefficient of variation		Presentation
07.04.2026	Tuesday	Revision		Measures of skewness		Presentation

08.04.2026	Wednesday		Growth prospects of e-commerce in india	Karl pearson's method	Presentation	Revision
09.04.2026	Thursday		Customer attitude towards e-commerce	Bowley's method	Presentation	Revision
10.04.2026	Friday	Revision	Legal aspects of e-commerce in india		Presentation	
11.04.2026	Saturday	Test	Ethical aspects of e-commerce in india		Presentation	
13.04.2026	Monday	Test		Kelly's method		Revision
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday		Doubt session	Test	Group discussion	Group discussion
16.04.2026	Thursday		Revision	Moments and kurtosis	Group discussion	Test
17.04.2026	Friday	Revision	Tesr		Presentation	
18.04.2026	Saturday	Test	Revision		Presentation	
20.04.2026	Monday	Test		Index numbers		Test
21.04.2026	Tuesday	Revision		Types of index numbers		Revision
22.04.2026	Wednesday		Presentation	Methods of constructing index numbers	Test	Test
23.04.2026	Thursday		Presentation	Uses of index numbers	Revision	Revision
24.04.2026	Friday	Test	Presentation		Test	
25.04.2026	Saturday	Revision	Presentation		Revision	
27.04.2026	Monday	Doubt session		Time series analysis components and seasonality analysis		Revision
28.04.2026	Tuesday	Revision		Sampling introduction		Revision
29.04.2026	Wednesday		Presentation	Types and methods of sampling	Revision	Revision
30.04.2026	Thursday		Revision	Test	Revision	Revision
01.05.2026	Friday	Test	Test		Revision	
02.05.2026	Saturday	Revision	Test		Revision	
04.05.2026	Monday	Revision		Revision		Revision
05.05.2026	Tuesday	Revision		Revision		Revision
06.05.2026	Wednesday	Examination onwards		Examination onwards		

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Trisha Rana

Subject: Banking & Insurance + Income Tax

Date	Day	Class... <u>BBA III</u>	Class... <u>B.A.I</u>	Class.....
		Semester... <u>VI</u> <u>Income Tax</u>	Semester... <u>II</u> <u>Banking & Insurance</u>	Semester.....
12.01.2026	Monday	<u>Basic concept of</u>	—	<u>Basic concept of</u>
13.01.2026	Tuesday		—	
14.01.2026	Wednesday	<u>Residential state</u>	—	<u>Residential state</u>
15.01.2026	Thursday		<u>Banking concept, features</u>	
16.01.2026	Friday	—	<u>Functions, imp & principle of bank</u>	—
17.01.2026	Saturday	—	<u>evolution of banking in India</u>	—
19.01.2026	Monday	<u>Overview of taxable income</u>	—	
20.01.2026	Tuesday		—	
21.01.2026	Wednesday	<u>Taxable income under salary</u>	—	
22.01.2026	Thursday		<u>classification of banks</u>	
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	—		—
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	<u>Taxable income under salary</u>	—	
28.01.2026	Wednesday		—	
29.01.2026	Thursday		<u>Banking instrument: concept, types</u>	
30.01.2026	Friday	—	<u>crossing of cheque</u>	—
31.01.2026	Saturday	—	<u>types of advance</u>	—
02.02.2026	Monday	<u>Taxable income under salary</u>	—	
03.02.2026	Tuesday		—	
04.02.2026	Wednesday	<u>Taxable income under house property</u>	—	

Date	Day	Class... <u>B.A. II</u>	Class... <u>B.A. I</u>	Class.....
		Semester... <u>VI</u>	Semester... <u>II</u>	Semester.....
05.02.2026	Thursday	Taxable income under house property	unsecured, loan - short	
06.02.2026	Friday	—	Medium & long term loans	
07.02.2026	Saturday	—	II	
09.02.2026	Monday	Taxable income under H-P	—	
10.02.2026	Tuesday	Profit and gain of business & profession	—	
11.02.2026	Wednesday	II	—	
12.02.2026	Thursday	II	granting advances	
13.02.2026	Friday	—	II	
14.02.2026	Saturday	—	Utility services of a bank	
16.02.2026	Monday	Income from capital gain	—	
17.02.2026	Tuesday	II	—	
18.02.2026	Wednesday	Income from other sources	—	
19.02.2026	Thursday	II	Remittance through bank draft	
20.02.2026	Friday	—	II	
21.02.2026	Saturday	—	E-banking	
23.02.2026	Monday	Set off carry forward of loss	—	
24.02.2026	Tuesday	Deduction from gross salary	—	
25.02.2026	Wednesday	Gross total income	—	
26.02.2026	Thursday	II	Internet Banking	
27.02.2026	Friday	—	II	
28.02.2026	Saturday	—	Safe deposit lockers	
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Deduction under Chapter VIA	—	
10.03.2026	Tuesday	II	—	
11.03.2026	Wednesday	Tax slab for individual	—	
12.03.2026	Thursday	New tax regime effective	Insurance concept and principle	

Date	Day	Class..... <u>BBA IV</u>	Class..... <u>B A I</u>	Class.....
		Semester..... <u>IV</u>	Semester..... <u>II</u>	Semester.....
13.03.2026	Friday	—	Insurance & economic development	
14.03.2026	Saturday	—	Life Insurance:- Concept	
16.03.2026	Monday	Test + Assign ment 1	—	
17.03.2026	Tuesday	New tax regime effective from year	—	
18.03.2026	Wednesday	Choice of assesse to switch	—	
19.03.2026	Thursday	"	Features, importance & types	
20.03.2026	Friday	—	1	
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Numerical sums on total computation	—	
25.03.2026	Wednesday	1	—	
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	—	Procedure of taking life insurance	
28.03.2026	Saturday	—	"	
30.03.2026	Monday	Modes of tax payment Advance tax	—	
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	TDS	—	
02.04.2026	Thursday	self-assessment tax,	nomination & assign- ment	
03.04.2026	Friday	—	General Insurance:- Concept	
04.04.2026	Saturday	—	features, imp	
06.04.2026	Monday	Tax On Regular Assessment	—	
07.04.2026	Tuesday	"	—	
08.04.2026	Wednesday	Viewing from 26AS on Income	—	
09.04.2026	Thursday	"	types, procedure	
10.04.2026	Friday	—	"	
11.04.2026	Saturday	—		

Date	Day	Class... <i>BBA III</i>	Class... <i>B.A I</i>	Class.....
		Semester..... <i>VI</i>	Semester..... <i>II</i>	Semester.....
13.04.2026	Monday	<i>Income tax return</i>	—	
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	<i>different ways of return</i>	—	
16.04.2026	Thursday	<i>Due date for filing income</i>	<i>overview of tax return</i>	
17.04.2026	Friday	—	"	
18.04.2026	Saturday	—	<i>Marine Insurance</i>	
20.04.2026	Monday	<i>E-filing of income tax return</i>	—	
21.04.2026	Tuesday	<i>E-assessment of income</i>	—	
22.04.2026	Wednesday	<i>Facelias assessment</i>	—	
23.04.2026	Thursday	<i>Revision</i>	<i>Test</i>	
24.04.2026	Friday	—	<i>Assignment</i>	
25.04.2026	Saturday	—	<i>Revision</i>	
27.04.2026	Monday	<i>Revision</i>	—	
28.04.2026	Tuesday	<i>Revision</i>	—	
29.04.2026	Wednesday	<i>Revision</i>	—	
30.04.2026	Thursday	<i>Revision</i>	<i>Revision</i>	
01.05.2026	Friday	—	<i>Revision</i>	
02.05.2026	Saturday	—	<i>Revision</i>	
04.05.2026	Monday	<i>Revision</i>	—	
05.05.2026	Tuesday	<i>Revision</i>	—	
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: MS. ISHA CHOUHAN

Subject- Auditing, Managing sales force, CHM

Date	Day	Class-b.com III GEN	Class- B.com III SFS & BTM III	Class-M.com & M.A Previous
		Semester-VI	Semester- VI -(Voc practical group)	Semester-II CHM
12.01.2026	Monday	Introduction to course	.	.
13.01.2026	Tuesday	Overview of syllabus	.	.
14.01.2026	Wednesday	.	.	.
15.01.2026	Thursday	.	.	.
16.01.2026	Friday	Discussion- Basic concept of auditing	Introduction to course	Introduction to the course
17.01.2026	Saturday	Nature, objectives & scope of auditing	Overview of Practical syllabus	Overview of syllabus
19.01.2026	Monday	Nature, objectives & scope of auditing	.	.
20.01.2026	Tuesday	Advantages of auditing	.	.
21.01.2026	Wednesday	.	.	.
22.01.2026	Thursday	.	.	.
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Disadvantages of auditing	Introduction to sales force planning	Constitutional values
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	Types of audit	.	.
28.01.2026	Wednesday	.	.	.
29.01.2026	Thursday	.	.	.
30.01.2026	Friday	Types of audit	Case study	Historical perspective of Indian constitution
31.01.2026	Saturday	Audit process	Case study	Preamble
02.02.2026	Monday	Audit programme	.	.
03.02.2026	Tuesday	Audit evidence, books & working papers	.	.
04.02.2026	Wednesday	.	.	.
05.02.2026	Thursday	.	.	.
06.02.2026	Friday	Pre Audit preparation	Sales force requirement	Constitutional morality
07.02.2026	Saturday	Audit of e-commerce transactions	Case study	Patriotic values and nation building
09.02.2026	Monday	Audit vs investigation	.	.
10.02.2026	Tuesday	Assessment	.	.
11.02.2026	Wednesday	.	.	.
12.02.2026	Thursday	.	.	.
13.02.2026	Friday	Methods of audit work	Sales force compensation	Fundamental rights and duties
14.02.2026	Saturday	Internal checking system	Case study	Directive principles of state policy
16.02.2026	Monday	Test checking	.	.
17.02.2026	Tuesday	Routine checking	.	.
18.02.2026	Wednesday	.	.	.
19.02.2026	Thursday	.	.	.

20.02.2026	Friday	Internal control system	Criteria for Best Salesperson	Human values
21.02.2026	Saturday	Audit procedure	Report writing	Humanism and human virtue
23.02.2026	Monday	Vouching- meaning & concept	.	.
24.02.2026	Tuesday	Objectives & importance of vouching	.	.
25.02.2026	Wednesday	.	.	.
26.02.2026	Thursday	.	.	.
27.02.2026	Friday	Vouching of purchase & sales book	Introduction to selling process	Civic sense and social responsibility
28.02.2026	Saturday	Vouching of BR & BP books	Formation of sales team	Ethical ways to deal with human aspirations
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Doubt session	.	.
10.03.2026	Tuesday	Learning outcome assessment	.	.
11.03.2026	Wednesday	.	.	.
12.03.2026	Thursday	.	.	.
13.03.2026	Friday	Journal proper & debtors	Selling Activity- role play	Harmony with society and nature
14.03.2026	Saturday	Creditor ledgers	Selling Activity- role play	International peace and brotherhood
16.03.2026	Monday	Verification of assets & liabilities	.	.
17.03.2026	Tuesday	Audit of limited companies	.	.
18.03.2026	Wednesday	.	.	.
19.03.2026	Thursday	.	.	.
20.03.2026	Friday	Company Audit	Selling Activity- role play	Moral values & morality
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Appointment of auditor's	.	.
25.03.2026	Wednesday	.	.	.
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	Auditor- powers, duties & liabilities	Selling Activity- role play	Moral education and character Building
28.03.2026	Saturday	Divisible profits & Dividend	Feedback	Ethics of relations
30.03.2026	Monday	Auditor Report	.	.
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	.	.	.
02.04.2026	Thursday	.	.	.
03.04.2026	Friday	Auditor Report	Report writing on selling activity	Gender sensitisation & affirmative action
04.04.2026	Saturday	Process of removing objections	Report writing on selling activity	Ethical conduct in HEI
06.04.2026	Monday	CAG, India	.	.
07.04.2026	Tuesday	CAG, India	.	.
08.04.2026	Wednesday	.	.	.
09.04.2026	Thursday	.	.	.
10.04.2026	Friday	Audit reports- concept, importance & types	Practical	Professional ethics

11.04.2026	Saturday	Investigation- concept & nature	Practical	Intellectual Property Rights
13.04.2026	Monday	Investigation-procedure & objectives	.	.
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	.	.	.
16.04.2026	Thursday	.	.	.
17.04.2026	Friday	Investigation & due diligence	Practical	Kinds of IPR
18.04.2026	Saturday	Professional ethics	Practical	IPR infringement & offences
20.04.2026	Monday	CAAT	.	.
21.04.2026	Tuesday	CAAT	.	.
22.04.2026	Wednesday	.	.	.
23.04.2026	Thursday	.	.	.
24.04.2026	Friday	Presentation	Practical	Remedies & Penalties
25.04.2026	Saturday	Presentation	Practical	UGC Plagiarism policy
27.04.2026	Monday	REVISION-unit 1	.	.
28.04.2026	Tuesday	REVISION- unit 2	.	.
29.04.2026	Wednesday	.	.	.
30.04.2026	Thursday	.	.	.
01.05.2026	Friday	REVISION- unit 3	Revision	Revision
02.05.2026	Saturday	REVISION- unit 4	Revision	Revision
04.05.2026	Monday	REVISION	.	.
05.05.2026	Tuesday	REVISION	.	.
06.05.2026	Wednesday	Examination onwards		

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: MS. ISHA CHOUHAN

Subject- Multinational Financial Management, Entrepreneurship Development, Auditing

Date	Day	Class-M.Com- Final Semester-IV	Class- B.Com II (sfs+ voc) Semester- IV	Class- B.com III (sfs+ voc) Semester-VI
12.01.2026	Monday	Introduction of course	Introduction of course	Introduction to course
13.01.2026	Tuesday	Overview of syllabus	Overview of syllabus	Overview of syllabus
14.01.2026	Wednesday	Discussion	Entrepreneurship	Discussion- basic concept of auditing
15.01.2026	Thursday	International financial management	Entrepreneurship	Nature, objectives & scope of auditing
16.01.2026	Friday	.	.	.
17.01.2026	Saturday	.	.	.
19.01.2026	Monday	International financial management	Importance of entrepreneurship	Advantages of auditing
20.01.2026	Tuesday	Nature of international financial management	Factors affecting entrepreneurship	Disadvantages of auditing
21.01.2026	Wednesday	Importance & challenges	Entrepreneur	Types of audit
22.01.2026	Thursday	Domestic vs International financial management	Characteristics & qualities	Types of audit
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	.	.	.
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday	International monetary system	Functions	Audit process
28.01.2026	Wednesday	International monetary system	Types of entrepreneur's	Audit programme
29.01.2026	Thursday	Doubt session	Entrepreneurship vs management	Audit evidence, books & working papers
30.01.2026	Friday	.	.	.
31.01.2026	Saturday	.	.	.
02.02.2026	Monday	International Financial markets	Entrepreneurship- Process	Pre audit preparation
03.02.2026	Tuesday	International capital markets	Role of entrepreneurship	Audit of e-commerce
04.02.2026	Wednesday	International money markets	Motivations to become entrepreneur	Audit vs investigation
05.02.2026	Thursday	Assessment	Assessment	Assessment
06.02.2026	Friday	.	.	.
07.02.2026	Saturday	.	.	.
09.02.2026	Monday	International financial instruments	MSMEs	Methods of audit work
10.02.2026	Tuesday	GDRs, ADRs, IDRs	Registration & benefits of registration MSMEs	Internal checking system
11.02.2026	Wednesday	Euro bonds, Euro Loans, Repos	MSMEs & entrepreneurship	Test checking
12.02.2026	Thursday	Caps, Floating rate instruments	Discussion	Routine checking
13.02.2026	Friday	.	.	.
14.02.2026	Saturday	.	.	.

16.02.2026	Monday	Loan syndication and Euro deposits	Startup India	Internal control system
17.02.2026	Tuesday	Multilateral financial institutions	Skill India	Audit procedure
18.02.2026	Wednesday	IMF	Technological advancement & MSME	Vouching- meaning & concept
19.02.2026	Thursday	World Bank	Role of MSMEs	Objectives & importance of vouching
20.02.2026	Friday	.	.	.
21.02.2026	Saturday	.	.	.
23.02.2026	Monday	European monetary system	Identifying business opportunity	Vouching of sales & purchase book
24.02.2026	Tuesday	Importance & functions	Sources of business ideas & formation	Vouching of BR & BP Books
25.02.2026	Wednesday	Forex market- structure & functions	Creativity & innovation	Doubt session
26.02.2026	Thursday	Participants & Factors influencing exchange rates	Discussion	Learning outcome assessment
27.02.2026	Friday	.	.	.
28.02.2026	Saturday	.	.	.
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	Exchange rate determination theories	Business Project report	Journal proper & Debtors
10.03.2026	Tuesday	Exchange rate quotes	Project appraisal	Creditor ledgers
11.03.2026	Wednesday	Spot rates	Feasibility study	Verification of assets & liabilities
12.03.2026	Thursday	Forward exchange rates & contracts	Location of factory, Demand analysis & market potential	Audit of limited companies
13.03.2026	Friday	.	.	.
14.03.2026	Saturday	.	.	.
16.03.2026	Monday	Foreign exchange & currency futures	Capital & project costing	Company Audit
17.03.2026	Tuesday	Assessment	Working capital requirements	Appointment of auditor's
18.03.2026	Wednesday	Transaction Exposure	Source of finance	Auditor- powers, duties & liabilities
19.03.2026	Thursday	Translation Exposure	Profit & tax planning	Divisible profits & Dividend
20.03.2026	Friday	.	.	.
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		
24.03.2026	Tuesday	Economic exposure	Discussion	Discussion
25.03.2026	Wednesday	Management of exposures	Assessment	Assessment
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	.	.	.
28.03.2026	Saturday	.	.	.
30.03.2026	Monday	Management of exposures	Institutions supporting entrepreneurship	Auditor Report
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Management of exposures	Government support and incentives	Process of removing objections

02.04.2026	Thursday	Management of exposures	Promotional agencies & institutions in ED	Discussion
03.04.2026	Friday	.	.	.
04.04.2026	Saturday	.	.	.
06.04.2026	Monday	FDI	Central Government supporting institutions	CAG, India
07.04.2026	Tuesday	Global trends in FDI	SSIB, NABARD, SIDO	CAG, India
08.04.2026	Wednesday	Benefits of investing overseas	NSIC, SIDBI, MBMSME	Audit reports- concept
09.04.2026	Thursday	Political risk & FDI	KVIC, NISIET	Audit reports- importance & types
10.04.2026	Friday	.	.	.
11.04.2026	Saturday	.	.	.
13.04.2026	Monday	Cross border merger & acquisition	State government supporting institutions	Investigation concept & nature
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	Supplier & buyers credit	SFCS, SSIDC, TCO,	Investigation- procedure & objectives
16.04.2026	Thursday	Documentary credit	Non-GOVT supporting institutions	Investigation & due diligence
17.04.2026	Friday	.	.	.
18.04.2026	Saturday	.	.	.
20.04.2026	Monday	Letter of credit mechanism	PRESENTATION	Professional ethics
21.04.2026	Tuesday	Forfeiting	PRESENTATION	CAAT
22.04.2026	Wednesday	Doubt session	PRESENTATION	CAAT
23.04.2026	Thursday	Assessment	PRESENTATION	Discussion
24.04.2026	Friday	.	.	.
25.04.2026	Saturday	.	.	.
27.04.2026	Monday	REVISION	REVISION	REVISION
28.04.2026	Tuesday	REVISION	REVISION	REVISION
29.04.2026	Wednesday	REVISION	REVISION	REVISION
30.04.2026	Thursday	REVISION	REVISION	REVISION
01.05.2026	Friday	.	.	.
02.05.2026	Saturday	.	.	.
04.05.2026	Monday	REVISION	REVISION	REVISION
05.05.2026	Tuesday	REVISION	REVISION	REVISION
06.05.2026	Wednesday	Examination onwards		

Dayanand Mahila Mahavidyalaya, Kurukshetra**Lesson Plan (Even Semester)****Session 2025-26 (12.01.2026 to 05.05.2026)****Name of teacher: Ms. Garima Arora****Subject- Corporate Accounting**

Date	Day	Class- B.Com 2nd (Gen)	Class-B.Com 2nd (SfS+Voc)
		Semester- 3rd	Semester-3rd
12.01.2026	Monday	Bridge Course	NA
13.01.2026	Tuesday	Valuation of shares: Concept	NA
14.01.2026	Wednesday	NA	Bridge Course
15.01.2026	Thursday	Valuation of shares: Concept	Valuation of shares: Concept
16.01.2026	Friday	need of Valuation of shares	Valuation of shares: Concept
17.01.2026	Saturday	factors affecting of share valuation	need of Valuation of shares
19.01.2026	Monday	methods of share valuation	NA
20.01.2026	Tuesday	Valuation of goodwill: Concept, factors affecting Goodwill valuation	NA
21.01.2026	Wednesday	NA	factors affecting of share valuation
22.01.2026	Thursday	methods of Goodwill valuation.	methods of share valuation
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi	
24.01.2026	Saturday	Debentures: Concept	Valuation of goodwill: Concept, factors affecting Goodwill valuation
26.01.2026	Monday	Republic Day	
27.01.2026	Tuesday	Features of Debentures, types of Debentures	NA
28.01.2026	Wednesday	NA	methods of Goodwill valuation.
29.01.2026	Thursday	Provisions related to issue of debentures	Debentures: Concept
30.01.2026	Friday	utilization of debenture capital	Features of Debentures, types of Debentures
31.01.2026	Saturday	role and status of debenture holders in company	Provisions related to issue of debentures
02.02.2026	Monday	role and status of debenture holders in company	NA
03.02.2026	Tuesday	purchase of own debentures	NA
04.02.2026	Wednesday	NA	utilization of debenture capital
05.02.2026	Thursday	purchase of own debentures	role and status of debenture holders in company
06.02.2026	Friday	purchase of own debentures	role and status of debenture holders in company
07.02.2026	Saturday	Assignment -1	purchase of own debentures
09.02.2026	Monday	Valuation of debentures	NA
10.02.2026	Tuesday	Concept and need of debenture valuation	NA
11.02.2026	Wednesday	NA	purchase of own debentures
12.02.2026	Thursday	factors affecting of debenture valuation	purchase of own debentures
13.02.2026	Friday	factors affecting of debenture valuation	Assignment -1
14.02.2026	Saturday	methods of debenture valuation	Valuation of debentures
16.02.2026	Monday	methods of debenture valuation	Concept and need of debenture valuation
17.02.2026	Tuesday	Test	NA
18.02.2026	Wednesday	NA	factors affecting of debenture valuation
19.02.2026	Thursday	Concept and accounting treatment of banking companies	factors affecting of debenture valuation

20.02.2026	Friday	Concept and accounting treatment of banking companies	methods of debenture valuation
21.02.2026	Saturday	Concept and accounting treatment of banking companies	methods of debenture valuation
23.02.2026	Monday	Concept and accounting treatment of insurance companies	Test
24.02.2026	Tuesday	Concept and accounting treatment of insurance companies	NA
25.02.2026	Wednesday	NA	Concept and accounting treatment of banking companies
26.02.2026	Thursday	Concept and accounting treatment of insurance companies	Concept and accounting treatment of banking companies
27.02.2026	Friday	Concept and accounting treatment of insurance companies	Concept and accounting treatment of banking companies
28.02.2026	Saturday	Concept and accounting treatment of insurance companies	Concept and accounting treatment of insurance companies
01.03.2026 to 8.03.2026		Holi Vacations	
09.03.2026	Monday	Class Revision	NA
10.03.2026	Tuesday	Class Test	NA
11.03.2026	Wednesday	NA	Concept and accounting treatment of insurance companies
12.03.2026	Thursday	Accounts of holding companies	Concept and accounting treatment of insurance companies
13.03.2026	Friday	Preparation of consolidated balance sheet with one subsidiary company	Concept and accounting treatment of insurance companies
14.03.2026	Saturday	Preparation of consolidated balance sheet with one subsidiary company	Concept and accounting treatment of insurance companies
16.03.2026	Monday	Preparation of consolidated balance sheet with one subsidiary company	NA
17.03.2026	Tuesday	Preparation of consolidated balance sheet with one subsidiary company	NA
18.03.2026	Wednesday	NA	Class Revision
19.03.2026	Thursday	relevant provisions of Accounting Standard 21	Class Test
20.03.2026	Friday	relevant provisions of Accounting Standard 22	Accounts of holding companies
21.03.2026	Saturday	Id-ul-Fitr	
23.03.2026	Monday	Shaheedi Diwas	
24.03.2026	Tuesday	relevant provisions of Accounting Standard 23	NA
25.03.2026	Wednesday	NA	Preparation of consolidated balance sheet with one subsidiary company
26.03.2026	Thursday	Ram Navami	
27.03.2026	Friday	Assignment -2	Preparation of consolidated balance sheet with one subsidiary company
28.03.2026	Saturday	relevant provisions of Accounting Standard 23	Preparation of consolidated balance sheet with one subsidiary company
30.03.2026	Monday	relevant provisions of Accounting Standard 23	NA
31.03.2026	Tuesday	Mahavir Jayanti	
01.04.2026	Wednesday	NA	relevant provisions of Accounting Standard 21

02.04.2026	Thursday	relevant provisions of Accounting Standard 24	relevant provisions of Accounting Standard 22
03.04.2026	Friday	relevant provisions of Accounting Standard 25	relevant provisions of Accounting Standard 23
04.04.2026	Saturday	Liquidation of companies:	Assignment -2
06.04.2026	Monday	Concept, need, types	NA
07.04.2026	Tuesday	Concept, need, types	NA
08.04.2026	Wednesday	NA	relevant provisions of Accounting Standard 23
09.04.2026	Thursday	Concept, need, types	relevant provisions of Accounting Standard 23
10.04.2026	Friday	process and accounting treatment	relevant provisions of Accounting Standard 24
11.04.2026	Saturday	process and accounting treatment	relevant provisions of Accounting Standard 25
13.04.2026	Monday	process and accounting treatment	NA
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi	
15.04.2026	Wednesday	NA	Liquidation of companies:
16.04.2026	Thursday	process and accounting treatment	Concept, need, types
17.04.2026	Friday	process and accounting treatment	Concept, need, types
18.04.2026	Saturday	process and accounting treatment	Concept, need, types
20.04.2026	Monday	Class Revision	NA
21.04.2026	Tuesday	Class Revision	NA
22.04.2026	Wednesday	NA	process and accounting treatment
23.04.2026	Thursday	Class Test	process and accounting treatment
24.04.2026	Friday	Class Test	process and accounting treatment
25.04.2026	Saturday	Class Test	process and accounting treatment
27.04.2026	Monday	Class Revision	NA
28.04.2026	Tuesday	Class Revision	NA
29.04.2026	Wednesday	Class Revision	process and accounting treatment
30.04.2026	Thursday	Class Revision	Class Revision
01.05.2026	Friday	Class Revision	Class Revision
02.05.2026	Saturday	Class Revision	Class Revision
04.05.2026	Monday	Class Revision	NA
05.05.2026	Tuesday	Class Revision	NA
06.05.2026	Wednesday	Examination onwards	

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Garima Arora

Subject: B.Com 1st (Computerised Accounting System)

Date	Day	Class-B.Com 1st	Class- B.Com 1st	Class- B.Com 1st	Class- B.Com 1st
		Semester- 2nd	Semester-2nd	Semester--2nd	Semester--2nd
		Subject- Computerised Accounting System (Theory)	Subject- Computerised Accounting System (Practical) (Group-1)	Subject- Computerised Accounting System (Practical) (Group-2)	Subject- Computerised Accounting System (Practical) (Group-3)
12.01.2026	Monday	NA	installation of tally prime, licensing configuration	NA	NA
13.01.2026	Tuesday	NA	creation of company , shut,delete ,alter	NA	NA
14.01.2026	Wednesday	NA	NA	installation of tally prime, licensing configuration	NA
15.01.2026	Thursday	Bridge Course	NA	creation of company , shut,delete ,alter	NA
16.01.2026	Friday	Introduction to CAS	NA	NA	installation of tally prime, licensing configuration
17.01.2026	Saturday	Introduction to tally prime	NA	NA	creation of company , shut,delete ,alter
19.01.2026	Monday	NA	security control and tallyvault password	NA	NA
20.01.2026	Tuesday	NA	Data backup restore split	NA	NA
21.01.2026	Wednesday	NA	NA	security control and tallyvault password	NA
22.01.2026	Thursday	Installation of tally	NA	Data backup restore split	NA
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi			
24.01.2026	Saturday	Creating a company	NA	NA	security control and tallyvault password
26.01.2026	Monday	Republic Day			
27.01.2026	Tuesday	NA	Edit log features, accounting features, configuration	NA	NA

28.01.2026	Wednesday	NA	NA	Edit log features, accounting features, configuration	NA
29.01.2026	Thursday	Components of gateway of tally	NA		NA
30.01.2026	Friday	Selecting or shutting or delete co.	NA	NA	Data backup restore split
31.01.2026	Saturday	Security control and tally vault	NA	NA	Edit log features, accounting features, configuration
02.02.2026	Monday	NA	Test	NA	NA
03.02.2026	Tuesday	NA	Group creation	NA	NA
04.02.2026	Wednesday	NA	NA	Test	NA
05.02.2026	Thursday	Data backup , restore,split	NA	Group creation	NA
06.02.2026	Friday	Accounting with tally prime	NA	NA	Test
07.02.2026	Saturday	Group and users	NA	NA	Group creation
09.02.2026	Monday	NA	Ledger creation	NA	NA
10.02.2026	Tuesday	NA	vouchers	NA	NA
11.02.2026	Wednesday	NA	NA	Ledger creation	NA
12.02.2026	Thursday	Ledgers	NA	vouchers	NA
13.02.2026	Friday	Vouchers	NA	NA	Ledger creation
14.02.2026	Saturday	Vouchers	NA	NA	vouchers
16.02.2026	Monday	NA	Accounts reports	NA	NA
17.02.2026	Tuesday	NA	cost centres	NA	NA
18.02.2026	Wednesday	NA	NA	Accounts reports	NA
19.02.2026	Thursday	Accounts reports	NA	cost centres	NA
20.02.2026	Friday	Assgn 1	NA	NA	Accounts reports
21.02.2026	Saturday	Test	NA	NA	cost centres
23.02.2026	Monday	NA	cost categories	NA	NA
24.02.2026	Tuesday	NA	cost centre reports	NA	NA
25.02.2026	Wednesday	NA	NA	cost categories	NA
26.02.2026	Thursday	Advanced accounting features	NA	cost centre reports	NA
27.02.2026	Friday	Cost centres	NA	NA	cost categories
28.02.2026	Saturday	Cost centres report	NA	NA	cost centre reports
01.03.2026 to 8.03.2026		Holi Vacations			
09.03.2026	Monday	NA	Budgets	NA	NA
10.03.2026	Tuesday	NA	interest calculations	NA	NA
11.03.2026	Wednesday	NA	NA	Budgets	NA

12.03.2026	Thursday	Test	NA	interest calculations	NA
13.03.2026	Friday	Cost centres report	NA	NA	Budgets
14.03.2026	Saturday	Budgets	NA	NA	interest calculations
16.03.2026	Monday	NA	tally audit features and Bank reconciliations	NA	NA
17.03.2026	Tuesday	NA	stock groups	NA	NA
18.03.2026	Wednesday	NA	NA	tally audit features and Bank reconciliations	NA
19.03.2026	Thursday	Interest calculation	NA	stock groups	NA
20.03.2026	Friday	Tally audit features	NA	NA	tally audit features and Bank reconciliations
21.03.2026	Saturday	Id-ul-Fitr			
23.03.2026	Monday	Shaheedi Diwas			
24.03.2026	Tuesday	NA	stock categories	NA	NA
25.03.2026	Wednesday	NA	NA	stock categories	NA
26.03.2026	Thursday	Ram Navami			
27.03.2026	Friday	Test	NA	NA	stock groups
28.03.2026	Saturday	Bank reconciliations	NA	NA	stock categories
30.03.2026	Monday	NA	UOM and Godown & Location	NA	NA
31.03.2026	Tuesday	Mahavir Jayanti			
01.04.2026	Wednesday	NA	NA	UOM and Godown & Location	NA
02.04.2026	Thursday	Problem solving	NA	stock items	NA
03.04.2026	Friday	Inventory system in tally prime	NA	NA	UOM and Godown & Location
04.04.2026	Saturday	Stock group	NA	NA	stock items
06.04.2026	Monday	NA	stock items	NA	NA
07.04.2026	Tuesday	NA	order processing	NA	NA
08.04.2026	Wednesday	NA	NA	order processing	NA
09.04.2026	Thursday	Stock categories	NA	Problem solving	NA
10.04.2026	Friday	Problem solving	NA	NA	order processing
11.04.2026	Saturday	Unit of measure or godown and location	NA	NA	Problem solving
13.04.2026	Monday	NA	Problem solving	NA	NA
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi			
15.04.2026	Wednesday	NA	NA	order processing, Payroll masters	NA

16.04.2026	Thursday	Stock items	NA	Employee Group creation, Creation of Pay heads	NA
17.04.2026	Friday	Order processing	NA	NA	order processing, Payroll masters
18.04.2026	Saturday	Payroll in tally prime	NA	NA	Employee Group creation, Creation of Pay heads
20.04.2026	Monday	NA	order processing, Payroll masters	NA	NA
21.04.2026	Tuesday	NA	Employee Group creation, Creation of Pay heads	NA	NA
22.04.2026	Wednesday	NA	NA	Processing payroll, payroll reports	NA
23.04.2026	Thursday	Payroll master, creation of pay heads	NA	TDS and TCS, GST	NA
24.04.2026	Friday	Processing payroll, payroll report	NA	NA	Processing payroll, payroll reports
25.04.2026	Saturday	Introduction to TDS and TCS, GST	NA	NA	TDS and TCS, GST
27.04.2026	Monday	NA	Processing payroll, payroll reports	NA	NA
28.04.2026	Tuesday	NA	TDS and TCS, GST	NA	NA
29.04.2026	Wednesday	NA	NA	Revision	NA
30.04.2026	Thursday	Revision	NA	Revision	NA
01.05.2026	Friday	Revision	NA	NA	Revision
02.05.2026	Saturday	Revision	NA	NA	Revision
04.05.2026	Monday	NA	Revision	NA	NA
05.05.2026	Tuesday	NA	Revision	NA	NA
06.05.2026	Wednesday	Examination onwards			

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Mrs. Vandita

Subject Company Law, Fraud Investigation and Forensic Accounting and International HRM, Marketing Communication

Date	Day	Class BCom SFS + Voc	Class Mcom Prev	Class BCOM SFS BBA BTM	Class Mcom Final
		Semester 2nd	Semester 2nd	Semester 4th	Semester 4th
12.01.2026	Monday	Company: Concept, characteristics	~	Marketing communication concept nature	Unit I: International management
13.01.2026	Tuesday	types	Unit I: Financial crimes	Importance	~
14.01.2026	Wednesday	Conversion of private company into public company & vice versa	~	Types of communication	~
15.01.2026	Thursday	Conversion of private company into public company & vice versa	Meaning, prevalence	~	Concept
16.01.2026	Friday	~	fraud triangle	~	Trends and Models
17.01.2026	Saturday	Incorporation of a company	Types of financial crimes	~	Trends and Models
19.01.2026	Monday	Incorporation of a company	~	Barriers in communication	Relationship between international management and IHRM
20.01.2026	Tuesday	Legal position of promoters	Types of financial crimes	Communication process	~
21.01.2026	Wednesday	Legal position of promoters	~	Models	~
22.01.2026	Thursday	~	Types of fraud	~	Relationship between international management and IHRM
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi			
24.01.2026	Saturday	Pre-incorporation contracts	Types of fraud	~	Cultural dimensions
26.01.2026	Monday	Republic Day			
27.01.2026	Tuesday	Test of Unit I	Channels of financial crime	Models	~
28.01.2026	Wednesday	Memorandum of Association	~	Application in marketing	~
29.01.2026	Thursday	~	White collar crime	~	Cultural dimensions
30.01.2026	Friday	Clauses and alteration procedure	White collar crime	~	Hofstede's model
31.01.2026	Saturday	Clauses and alteration procedure	Difference between fraud and embezzlement	~	Hofstede's model
02.02.2026	Monday	Doctrine of ultra vires	~	Test of unit 1	Globalization and HRM.
03.02.2026	Tuesday	Articles of Association	Test of Unit I	Planning in marketing communication	~
04.02.2026	Wednesday	Clauses and alteration	~	Marketing promotion	~
05.02.2026	Thursday	~	Unit II: Fraud detection and prevention	~	Test of unit I

06.02.2026	Friday	Clauses and alteration	Red flags	~	Unit II: Comparative management:
07.02.2026	Saturday	Doctrine of indoor management	Red flags	~	Concept, importance
09.02.2026	Monday	Doctrine of constructive notice	~	Strategies for effective marketing communication	scope
10.02.2026	Tuesday	Prospectus: Concept	Fraud detection techniques	Establishing objectives	~
11.02.2026	Wednesday	types, contents	~	DAGMAR Approach	~
12.02.2026	Thursday	~	Fraud detection techniques	~	models and approaches
13.02.2026	Friday	types, contents	Fraud investigation	~	models and approaches
14.02.2026	Saturday	formalities	Definition, axioms and methodology	~	models and approaches
16.02.2026	Monday	Misstatement and remedies	~	Budgeting	Legal, political, ethical and cultural differences in HRM
17.02.2026	Tuesday	Misstatement and remedies	Definition, axioms and methodology	Factors affecting budget	~
18.02.2026	Wednesday	Liabilities for misstatements	~	Test of unit 2	~
19.02.2026	Thursday	~	Difference between fraud investigation and financial statement audit.	~	Legal, political, ethical and cultural differences in HRM practices.
20.02.2026	Friday	Liabilities for misstatements	Difference between fraud investigation and financial statement audit.	~	Test of Unit II
21.02.2026	Saturday	Test of Unit II	Test of Unit II	~	Unit III: Managing international assignments
23.02.2026	Monday	Share capital: Types	~	Marketing communication tools	Expatriate management
24.02.2026	Tuesday	issue and allotment of shares	Unit III: Forensic accounting:	Personal selling methods and process	~
25.02.2026	Wednesday	Reduction of share capital	~	Advertising types media selection	~
26.02.2026	Thursday	~	Meaning, evolution and scope;	~	Selection, training and repatriation
27.02.2026	Friday	Board of Directors: Composition	Meaning, evolution and scope;	~	Selection, training and repatriation
28.02.2026	Saturday	qualification, appointment	Roles of fraud examiners and forensic accountants	~	Cross-cultural training
01.03.2026 to 8.03.2026		Holi Vacations			
09.03.2026	Monday	powers, duties	~	Role of marketing agencies	Cross-cultural training
10.03.2026	Tuesday	liabilities and removal	Roles of fraud examiners and forensic accountants	Sales promotion and elements	~
11.03.2026	Wednesday	Company Secretary	~	Publicity	~
12.03.2026	Thursday	~	Forensic accounting process	~	Managing diversity
13.03.2026	Friday	Role, appointment, duties	Forensic accounting process	~	Managing diversity

14.03.2026	Saturday	Role, appointment, duties	Planning, evidence collection, interviewing, analysis and reporting.	~	Challenges of international HRM
16.03.2026	Monday	liabilities, rights and removal	No class	Public relations	Challenges of international HRM
17.03.2026	Tuesday	liabilities, rights and removal	Planning, evidence collection, interviewing, analysis and reporting.	Test of unit 3	~
18.03.2026	Wednesday	Test of Unit III	~	Recent trends	~
19.03.2026	Thursday	~	Test of Unit III	~	Test of Unit III
20.03.2026	Friday	Dividend intro	Unit IV: Forensic accounting	~	Unit IV: Managing multinational business operations
21.03.2026	Saturday	Id-ul-Fitr			
23.03.2026	Monday	Shaheedi Diwas			
24.03.2026	Tuesday	Dividend: Types	techniques	Event sponsorship	~
25.03.2026	Wednesday	Dividend: Types	techniques	Digital communication	~
26.03.2026	Thursday	Ram Navami			
27.03.2026	Friday	~	techniques	~	HRM in MNCs
28.03.2026	Saturday	factors affecting dividend decisions	Data mining	~	HRM in MNCs
30.03.2026	Monday	legal provisions and dividend practices in India	~	Use of digital media technologies	Leadership, motivation,
31.03.2026	Tuesday	Mahavir Jayanti			
01.04.2026	Wednesday	legal provisions and dividend practices in India	~	Online and social media platforms	
02.04.2026	Thursday	~	Electronic evidence	~	Leadership, motivation,
03.04.2026	Friday	Winding up of a company	Electronic evidence	~	Leadership, motivation,
04.04.2026	Saturday	Reasons	Forensic accounting and legislations	~	communication
06.04.2026	Monday	Modes	~	Influencer marketing	communication
07.04.2026	Tuesday	procedure and implications.	Forensic accounting and legislations	Mobile marketing programme	~
08.04.2026	Wednesday	procedure and implications.	~	Creating digital word of mouth	~
09.04.2026	Thursday	~	IT Act 2000,	~	appraisal
10.04.2026	Friday	Test of Unit IV	IT Act 2000,	~	Negotiation across cultures;
11.04.2026	Saturday	Revision of unit1	Prevention of Money Laundering Act 2002	~	Negotiation across cultures;
13.04.2026	Monday	Doubts of unit1	~	Buzz monitoring	Management styles across countries.

14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi			
15.04.2026	Wednesday	Test of Unit I	~	Test of unit 4	Management styles across countries.
16.04.2026	Thursday	~	Prevention of Money Laundering Act 2002	~	Test of Unit IV
17.04.2026	Friday	Revision of unit2	Government enforcement agencies	~	Revision doubts unit1
18.04.2026	Saturday	Doubt of Unit II	Government enforcement agencies	~	Test of unit1
20.04.2026	Monday	Test of Unit II	~	Revision and Doubts of unit 1	Revision doubts unit2
21.04.2026	Tuesday	Revision of unit3	Test of Unit IV	Revision and Doubts of unit 2	~
22.04.2026	Wednesday	Doubts of unit3	~	Revision and Doubts of unit 3	~
23.04.2026	Thursday	~	Revision and doubts unit1	~	Test of Unit II
24.04.2026	Friday	Test of Unit III	Test of Unit I	~	Revision doubts unit3
25.04.2026	Saturday	Revision of unit4	Revision and doubts unit2	~	Test of Unit III
27.04.2026	Monday	Doubts of unit4	<	Revision and Doubts of unit 4	Revision doubts unit4
28.04.2026	Tuesday	Test of Unit IV	Test of Unit II	Test	~
29.04.2026	Wednesday	Doubts and revision	~	Test	~
30.04.2026	Thursday	~	Revision and doubts unit3	~	Test of Unit IV
01.05.2026	Friday	Doubts and revision	Test of Unit III	~	Revision doubts
02.05.2026	Saturday	Doubts and revision	Revision and doubts unit4	~	Revision doubts
04.05.2026	Monday	Doubts and revision	~	Revision and Doubts	Revision doubts
05.05.2026	Tuesday	Doubts and revision	Test of Unit IV	Revision and Doubts	~
06.05.2026	Wednesday	Examination onwards			

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Mrs Monika

Subject commerce

Date	Day	Class Bcom II (Gen)	Class M.Com	Class M.Com
		Semester 4th	Semester 2nd	Semester 4 th
12.01.2026	Monday		Meaning and importance of stock market, Role of stock exchanges	Meaning and objectives of sales management
13.01.2026	Tuesday		Structure of financial markets (Primary & Secondary market),Participants: investors, traders, brokers, regulators	Evolution and importance of sales management
14.01.2026	Wednesday	Deduction U/S 80C to 80U		Role of sales manager
15.01.2026	Thursday	Deduction U/S 80C to 80U		Personal selling vs. marketing
16.01.2026	Friday	cont..		
17.01.2026	Saturday	cont..	NSE (National Stock Exchange),Overview of major exchanges	
19.01.2026	Monday		BSE (Bombay Stock Exchange)	sales forecasting methods
20.01.2026	Tuesday		Functions of stock exchanges,Listing of securities	Sales budgeting
21.01.2026	Wednesday	Practical Questions		Sales policies and procedures
22.01.2026	Thursday	cont..	cont..	Market analysis and sales potential
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Rebate and Relief of tax	cont..	
26.01.2026	Monday	Republic Day		
27.01.2026	Tuesday		Equity shares,Preference shares	Steps in personal selling:, Prospecting
28.01.2026	Wednesday	Practical Questions		Pre-approach
29.01.2026	Thursday	Revision through PPT		Approach
30.01.2026	Friday	Assesment Of individual		Presentation & demonstration
31.01.2026	Saturday	Assesment Of individual	Bonds and debentures,Derivatives:	
02.02.2026	Monday		Futures,ETFs (Exchange Traded Funds)	Closing the sale
03.02.2026	Tuesday		Options,Mutual funds	Follow-up
04.02.2026	Wednesday	Assesment Of individual		cont..
05.02.2026	Thursday	Practical Questions		Qualities of a successful salesperson,Types of sales organization structure:
06.02.2026	Friday	Practical Questions		

07.02.2026	Saturday	Practical Questions	con..	
09.02.2026	Monday		FPO (Follow-on Public Offer)	Line organization
10.02.2026	Tuesday		IPO (Initial Public Offering)	Functional organization
11.02.2026	Wednesday	Practical Questions		Line and staff organization
12.02.2026	Thursday	class test		Designing sales territories
13.02.2026	Friday	Assesment OF HUF		
14.02.2026	Saturday	Assesment OF HUF	Book building process	
16.02.2026	Monday		Role of merchant bankers	Workload analysis,Sources of recruitment
17.02.2026	Tuesday		Allotment process	Selection process
18.02.2026	Wednesday	Assesment OF HUF		Training of sales personnel
19.02.2026	Thursday	Practical Questions		Motivation techniques,Types of compensation plans:
20.02.2026	Friday	Practical Questions		
21.02.2026	Saturday	Practical Questions	cont..	
23.02.2026	Monday		cont..	Salary
24.02.2026	Tuesday		buying and selling of securities	Commission
25.02.2026	Wednesday	Assesment Of firm	cont..	Bonus
26.02.2026	Thursday	Assesment Of firm		Incentive schemes,Fringe benefits
27.02.2026	Friday	Practical Questions	cont..	
28.02.2026	Saturday	Practical Questions	cont..	
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday		buying and selling of securities	performance appraisal methods
10.03.2026	Tuesday		Trading process (online/offline),Types of orders:	Sales reports and control
11.03.2026	Wednesday	Practical Questions		Quotas and targets
12.03.2026	Thursday	Revision through PPT		Productivity measurement
13.03.2026	Friday	Revision through PPT	Market order	
14.03.2026	Saturday	Income tax Authorities	Limit order,Market order	
16.03.2026	Monday		Stop-loss order	Role of technology in control
17.03.2026	Tuesday		Settlement cycle (T+1/T+2)	Ethical issues in sales
18.03.2026	Wednesday	Income tax Authorities		Marketing channels
19.03.2026	Thursday	Return of Income		Channel design and selection,Channel conflicts and management
20.03.2026	Friday	Types of Return		
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	Shaheedi Diwas		

24.03.2026	Tuesday		Clearing and settlement process	Retailing and wholesaling
25.03.2026	Wednesday	Types of Return	Role of clearing corporations	Assignment test-1
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	E-filing of return		
28.03.2026	Saturday	E-filing of return	Role of clearing corporations	
30.03.2026	Monday		Depositories: NSDL, CDSL	Mid Term
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Types of Assessment		Presentation
02.04.2026	Thursday	Types of Assessment		Presentation
03.04.2026	Friday	TDS		
04.04.2026	Saturday	Payments are covered under TDS	Depositories: NSDL, CDSL	
06.04.2026	Monday		cont..	Presentation
07.04.2026	Tuesday		cont..	Presentation
08.04.2026	Wednesday	Payments are covered under TDs, TCS		Presentation
09.04.2026	Thursday	Assignment and Viva -Voce		Presentation
10.04.2026	Friday	Assignment and Viva -Voce		
11.04.2026	Saturday	Advance payment of tax	Demat account and trading account	
13.04.2026	Monday		Meaning and importance of indices	Presentation
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	Practical Questions		Presentation
16.04.2026	Thursday	Practical Questions		Presentation
17.04.2026	Friday	Recovery and refund of tax		Presentation
18.04.2026	Saturday	Recovery and refund of tax	Sensex, Major indices	Presentation
20.04.2026	Monday		Nifty 50	Presentation
21.04.2026	Tuesday		Calculation methods	Presentation
22.04.2026	Wednesday	Appeals and Revision	Calculation methods, Use of indices in analysis	Presentation
23.04.2026	Thursday	Appeals and Revision		Presentation
24.04.2026	Friday	Revision through PPT		
25.04.2026	Saturday	Penalties under Income tax act	Online trading platforms, Algorithmic trading	
27.04.2026	Monday		ESG investing	Revision
28.04.2026	Tuesday		Global market linkages, Opening Demat & trading account	Revision
29.04.2026	Wednesday	Penalties under Income tax act		Revision

30.04.2026	Thursday	Offences and prosecution		Revision
01.05.2026	Friday	cont..		
02.05.2026	Saturday	revision	Case studies of companies, Reading stock charts	
04.05.2026	Monday		cont..	Revision
05.05.2026	Tuesday	revision	cont..	Revision
06.05.2026	Wednesday	Examination onwards		

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Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2025-26 (12.01.2026 to 05.05.2026)

Name of teacher: Ms. Tija Rana

Subject: OB + Capital Market + Managing sales force

Date	Day	Class... <u>BBA I</u> Subject... <u>OB</u> Semester... <u>O.B.</u>	Class... <u>BBA II</u> Subject... <u>Capital Market</u> Semester... <u>Capital Market</u>	Class... <u>BBA III + B.Com III</u> Subject... <u>Managing Sales force</u> Semester... <u>Managing Sales force</u>
12.01.2026	Monday	—	Capital Market: - Meaning, nature	Sales force Mgt: - concept, characteristics, objectives
13.01.2026	Tuesday	—	Role, features, recent developments	function & importance Sales Manager's qualities
14.01.2026	Wednesday	Organisational behaviour! Definition	—	Types, duties: Sales job concept & classification
15.01.2026	Thursday	Fundamental concept	—	—
16.01.2026	Friday	"	Regulatory framework of Indian Capital	—
17.01.2026	Saturday	"	Capital Market Instruments	—
19.01.2026	Monday	—	"	Determinant & factors Theories
20.01.2026	Tuesday	—	Innovation in financial inst.	Theories
21.01.2026	Wednesday	Historical background	—	"
22.01.2026	Thursday	Historical background	—	—
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi		
24.01.2026	Saturday	Historical background	Innovation in financial inst. ment	—
26.01.2026	Monday	—	Republic Day	
27.01.2026	Tuesday	—	Primary market! - Introduction	Salesmanship & personality
28.01.2026	Wednesday	Motivation! Definition importance	—	"
29.01.2026	Thursday	Motives, Character istics	—	—
30.01.2026	Friday	"	Market Intermediary Market activities	—
31.01.2026	Saturday	Content Theories of Motivation	Methods of Raising Resources from PM	—
02.02.2026	Monday	—	"	Sales force planning ! Introduction
03.02.2026	Tuesday	—	Secondary Market! Introduction	Forecasting & Methods
04.02.2026	Wednesday	Content Theories of Motivation	—	"

Date	Day	Class..... <u>BBA I</u> Subject..... <u>P.B.</u> Semester..... <u>II</u>	Class..... <u>BBA II</u> Subject..... <u>Capital Market</u> Semester..... <u>II</u>	Class..... Semester.....
05.02.2026	Thursday	Relationship with deductivity	—	—
06.02.2026	Friday	"	Scenario in India	—
07.02.2026	Saturday	Morale Indicator	Reforms in India	—
09.02.2026	Monday	—	Org. & Mgt ;	Determining Sale force requirement. - characteristics
10.02.2026	Tuesday	—	"	importance, demultation & process of sale force
11.02.2026	Wednesday	Morale Indicator	—	Determining size of sale force
12.02.2026	Thursday	Morale Indicator	—	—
13.02.2026	Friday	Revision	Trading & Settlement	—
14.02.2026	Saturday	Test + Assign 1	"	—
16.02.2026	Monday	—	History of security	Revision
17.02.2026	Tuesday	—	"	Test + Assign 1.
18.02.2026	Wednesday	Introduction to Leadership	—	—
19.02.2026	Thursday	Trait Theory	—	—
20.02.2026	Friday	"	Stock Market Index	—
21.02.2026	Saturday	"	"	—
23.02.2026	Monday	—	Role of SEBI	Setting up sales territories, need, objectives, principle
24.02.2026	Tuesday	—	"	Basic process of establishing sales territories
25.02.2026	Wednesday	Behavioural theory	—	Routing, S.T & designing Channel.
26.02.2026	Thursday	"	—	—
27.02.2026	Friday	"	Revision	—
28.02.2026	Saturday	Contingency theory	Test + assign 1.	—
01.03.2026 to 8.03.2026		Holi Vacations		
09.03.2026	Monday	—	Depository System	Sale quota :- concept, types, administration, purpose, method & difficulty in setting
10.03.2026	Tuesday	—	Benefits of P.S.	difficulty in setting
11.03.2026	Wednesday	Contingency theory	—	Sales meeting & contest.
12.03.2026	Thursday	"	—	—

Date	Day	Class.....BB01	Class.....BB011	Class.....
		Semester.....08	Subject Capital Market Semester.....Market	Semester.....
13.03.2026	Friday	Transactional money	departure process,	—
14.03.2026	Saturday	"	Function of NSDL & SHCIL, Importance	—
16.03.2026	Monday	—	Participant in debt market	Assigning Sales territory and Sales quota.
17.03.2026	Tuesday	—	Types of instrument used.	Handling the Sale force Recruitment, Selection, placement, induction, training
18.03.2026	Wednesday	Transformational money	—	—
19.03.2026	Thursday	"	—	—
20.03.2026	Friday	"	Primary & Secondary segments	—
21.03.2026	Saturday	Id-ul-Fitr		
23.03.2026	Monday	—	Shaheedi Diwas	
24.03.2026	Tuesday	—	Role of alloy measure to develop bank	compensation, internal mobility of sale force
25.03.2026	Wednesday	Revision + Test	—	Motivation and training
26.03.2026	Thursday	Ram Navami		
27.03.2026	Friday	group dynamics	role & Policy measure to develop bank	—
28.03.2026	Saturday	"	Products & Services offered by IFCL, IBI, NBI, SBI	—
30.03.2026	Monday	—	—	Sale force performance appraisal
31.03.2026	Tuesday	Mahavir Jayanti		
01.04.2026	Wednesday	Team building	—	measuring effectiveness
02.04.2026	Thursday	"	—	—
03.04.2026	Friday	theories of group	IDFCL, EXIM Bank, NABARD & ICICI	—
04.04.2026	Saturday	"	Meaning & Benefits of mutual fund	—
06.04.2026	Monday	—	"	—
07.04.2026	Tuesday	—	Types of mutual fund	Controlling the sale force
08.04.2026	Wednesday	theories of group	—	"
09.04.2026	Thursday	Types of group	—	—
10.04.2026	Friday	"	Types of Mutual Fund	—
11.04.2026	Saturday	Importance	SEBI guidelines	—

Date	Day	Class <u>BBA I</u>	Class <u>BBA II</u>	Class.....
		Subject <u>OB</u> Semester.....	Subject <u>Capital Market</u> Semester.....	Semester.....
13.04.2026	Monday	—	SEBI guideline	Revision + Absence
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi		
15.04.2026	Wednesday	Importance of warehouse	—	Presentation
16.04.2026	Thursday	Presentation	—	—
17.04.2026	Friday	"	Presentation	—
18.04.2026	Saturday	"	"	—
20.04.2026	Monday	—	"	Presentation
21.04.2026	Tuesday	—	"	"
22.04.2026	Wednesday	Presentation	—	"
23.04.2026	Thursday	"	—	—
24.04.2026	Friday	"	Presentation	—
25.04.2026	Saturday	"	"	—
27.04.2026	Monday	—	"	Presentation
28.04.2026	Tuesday	—	"	"
29.04.2026	Wednesday	Presentation	—	"
30.04.2026	Thursday	"	—	—
01.05.2026	Friday	"	Presentation	—
02.05.2026	Saturday	"	"	—
04.05.2026	Monday	—	"	Presentation
05.05.2026	Tuesday	—	"	"
06.05.2026	Wednesday	Examination onwards		

Syja Rana

Dayanand Mahila Mahavidyalaya, Kurukshetra**Lesson Plan (Even Semester)****Session 2025-26 (12.01.2026 to 05.05.2026)****Name of teacher: Mrs Anju Chawla****Subject- Managing Sales Force**

Date	Day	Class- B.Com III, BBA III, BTM III
		Semester- VI
12.01.2026	Monday	Sales Force Mgmt - Concept, Characteristics, Objective
13.01.2026	Tuesday	Function & importance, Sale Manager: Qualities
14.01.2026	Wednesday	Types, Duties, Sales Job, concept & clarification
15.01.2026	Thursday	-
16.01.2026	Friday	-
17.01.2026	Saturday	-
19.01.2026	Monday	Determinent & factor - Theories
20.01.2026	Tuesday	Theories
21.01.2026	Wednesday	Theories
22.01.2026	Thursday	-
23.01.2026	Friday	Sir Chhotu Ram Jayanti/Basant Panchmi
24.01.2026	Saturday	-
26.01.2026	Monday	Republic Day
27.01.2026	Tuesday	Salesmanship & Personal Selling
28.01.2026	Wednesday	Salesmanship & Personal Selling
29.01.2026	Thursday	-
30.01.2026	Friday	-
31.01.2026	Saturday	-
02.02.2026	Monday	Sale force, Planning: Introduction
03.02.2026	Tuesday	Forecasting & Method
04.02.2026	Wednesday	Forecasting & Method
05.02.2026	Thursday	-
06.02.2026	Friday	-
07.02.2026	Saturday	-
09.02.2026	Monday	Planning Sale Force requirement - Characteristics
10.02.2026	Tuesday	Importance, Limitations & process of Sale force planning
11.02.2026	Wednesday	Determining size of sale force

12.02.2026	Thursday	-
13.02.2026	Friday	-
14.02.2026	Saturday	-
16.02.2026	Monday	Revision
17.02.2026	Tuesday	Test & Assignment 1
18.02.2026	Wednesday	-
19.02.2026	Thursday	-
20.02.2026	Friday	-
21.02.2026	Saturday	-
23.02.2026	Monday	Setting up of Sales Territories
24.02.2026	Tuesday	Basis & process of establishing Sales Territories
25.02.2026	Wednesday	Routing Sales Territories & Designing rout charts
26.02.2026	Thursday	-
27.02.2026	Friday	-
28.02.2026	Saturday	-
01.03.2026 to 8.03.2026		Holi Vacations
09.03.2026	Monday	Sale quota: Concept type, administration
10.03.2026	Tuesday	Purpose, method & difficulty in Setting sales quotas
11.03.2026	Wednesday	Sales meeting & contest
12.03.2026	Thursday	-
13.03.2026	Friday	-
14.03.2026	Saturday	-
16.03.2026	Monday	Assigning Sales territory and sales quoa
17.03.2026	Tuesday	Sale force Recruitment, Selection & Training
18.03.2026	Wednesday	Placement, Induction training
19.03.2026	Thursday	-
20.03.2026	Friday	-
21.03.2026	Saturday	Id-ul-Fitr
23.03.2026	Monday	Shaheedi Diwas
24.03.2026	Tuesday	Compensation, Internal mobility of sale force
25.03.2026	Wednesday	Motivation and Leading of Sales Force
26.03.2026	Thursday	Ram Navami
27.03.2026	Friday	-
28.03.2026	Saturday	-

30.03.2026	Monday	Sale force performance appraisal
31.03.2026	Tuesday	Mahavir Jayanti
01.04.2026	Wednesday	Measuring effectiveness
02.04.2026	Thursday	-
03.04.2026	Friday	-
04.04.2026	Saturday	-
06.04.2026	Monday	
07.04.2026	Tuesday	Controlling the sale force
08.04.2026	Wednesday	Controlling the sale force
09.04.2026	Thursday	-
10.04.2026	Friday	-
11.04.2026	Saturday	-
13.04.2026	Monday	Revision & Assignment
14.04.2026	Tuesday	Dr. B.R. Ambedkar Jayanti/Vaisakhi
15.04.2026	Wednesday	Presentation
16.04.2026	Thursday	Presentation
17.04.2026	Friday	Presentation
18.04.2026	Saturday	Presentation
20.04.2026	Monday	Presentation
21.04.2026	Tuesday	Presentation
22.04.2026	Wednesday	Presentation
23.04.2026	Thursday	Presentation
24.04.2026	Friday	Presentation
25.04.2026	Saturday	Presentation
27.04.2026	Monday	Presentation
28.04.2026	Tuesday	Presentation
29.04.2026	Wednesday	Presentation
30.04.2026	Thursday	Presentation
01.05.2026	Friday	Presentation
02.05.2026	Saturday	Presentation
04.05.2026	Monday	Presentation
05.05.2026	Tuesday	Presentation
06.05.2026	Wednesday	Examination onwards