**LESSON PLAN: 2017-18**

B.Com IIIrd Semester (A & B Sections)

Subject: Business Statistics

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| **S.No.** | **Syllabus Contents to be done** | **Time** | **Remarks** |
| 1. | Introduction of Statistics: Origin, Development, Definition | 22 July to 30 July |  |
| 2. | Statistics: Scope, Uses and Limitations | 31 July to 5 Aug |  |
| 3. | Central Tendency and Partition values; Concept | 7 to 12 Aug |  |
| 4. | Measures of Central tendency, Mean, Median, Mode | 14 to 20 Aug |  |
| 5. | Central Tendency : Quartiles, G.M, H.M | 21 to 26 Aug |  |
| 6. | Central Tendency: Deciles, Percentiles. | 28 Aug to 3 Sept |  |
| 7. | Dispersion: Concept | 4 to 10 Sept |  |
| 8. | Dispersion: Its absolute measures | 11 to 17 Sept |  |
| 9. | Dispersion: Its relative measures | 18 to 24 Sept |  |
| 10. | Concept of symmetrical distribution and skewness, measures and Co- efficient of skewness | 25 Sept to 1 Oct |  |
| 11. | Concept of Kurtosis and its measures. Moments about any point and about mean and the relationship between them. Sheppard’s Corrections for Moments | 2 to 8 Oct |  |
| 12. | Correlation-concept, scatter diagram, Karl Pearson’s co-efficient of Correlation and its properties | 9 to 15 Oct |  |
| 13. | Spearman’s rank Correlation, Concurrent deviation method | 16 to 22 Oct |  |
| 14. | Regression: Meaning and Definition, Difference between Correlation and Regression, Principle of  least squares and fitting of a line of best fit to the given data, Regression lines, | 23 to 29 Oct |  |
| 15. | Properties of regression Co-efficient and Regression lines, standard error of estimate, Co-efficient of determination. | 30 Oct to 5 Nov |  |
| 16. | Statistical Data: Types of Measurement scales- normal, Ordinal, Interval and Ratio level measurement; Collection, Classification and Tabulation of Primary and Secondary data. | 6 to 09 Nov. |  |
| 17. | Presentation of data: Diagrammatic and Graphical presentation of Data-Bar, Squares, rectangular and  Circular diagrams; Histogram, frequency polygon, Ogives, Stem and Leaf displays box plots. | 17 to 121 Nov |  |

**LESSON PLAN: 2017-18**

Class: B.Com Vth Semester

Subject: Accounting for Management

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| **S.No.** | **Syllabus Contents to be done** | **Time** | **Remarks** |
| 1. | Management Accounting: Nature and Scope of Management Accounting: Meaning, functions | 22 July to 30 July |  |
| 2. | Scope of Management Accounting, The Management Accountant, The Controller, The Treasurer,  Management Accounting Principles | 31 July to 6 Aug |  |
| 3. | Management Accounting vs Financial Accounting vs. Cost-Accounting, Utility of management Accounting, Limitations of Management Accounting, Tools of  Management Accounting. | 7 to 13 Aug |  |
| 4. | Capital Budgeting : Meaning, nature, need, importance | 14 to 20 Aug |  |
| 5. | Capital Budgeting : appraisal methods | 21 to 27 Aug |  |
| 6. | Capital rationing | 28 Aug to 3 Sept |  |
| 7. | Financial planning | 4 to 10 Sept |  |
| 8. | Analysis and Interpretation of Financial Statements: meaning and types of financial statements,  analysis and interpretation of financial statements | 11 to 17 Sept |  |
| 9. | Types of financial analysis, steps involved in  financial analysis | 18 to 24 Sept |  |
| 10. | Techniques of financial analysis. | 25 Sept to 1 Oct |  |
| 11. | Ratio Analysis : meaning of ratios, classification of ratios | 2 to 8 Oct |  |
| 12. | Ratio Analysis: advantages and limitations of ratio analysis. | 9 to 15 Oct |  |
| 13. | Profitability ratios | 16 to 22 Oct |  |
| 14. | Balance sheet ratios | 23 to 29 Oct |  |
| 15. | Turnover ratios | 30 Oct to 5 Nov |  |
| 16. | Cash Flow Statement : Meaning, objectives | 6 to 12 Nov. |  |
| 17. | Cash Flow Statement : Limitations and accounting procedure | 13 to 19 Nov |  |
| 18. | Revision | 20 to 26 Nov. |  |

**LESSON PLAN: 2023-2024**

Class: B.Com Vth Semester

Subject: Entrepreneurship and Small Scale Business

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| **S.No** | **Syllabus Contents to be done** | **Time** | **Remarks** |
| 1. | Entrepreneur-Entrepreneurship-Enterprise: Conceptual issues. Entrepreneurship vs. Management.  Entrepreneurial competencies. | 22 July to 30 July |  |
| 2. | Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy. | 31 July to 6 Aug |  |
| 3. | Entrepreneurial motivation, performance and rewards. | 7 to 13 Aug |  |
| 4. | Entrepreneurship as a interactive process between the individual and the environment. | 14 to 20 Aug |  |
| 5. | Small business as the seedbed of entrepreneurship. | 21 to 27 Aug |  |
| 6. | Managerial roles in a small business. | 28 Aug to 3 Sept |  |
| 7. | Functions in a small business | 4 to 10 Sept |  |
| 8. | Designing and redesigning business processes, location, layout, operations planning & control. | 11 to 17 Sept |  |
| 9. | Basic awareness of the issues impinging on quality, productivity and environment. | 18 to 24 Sept |  |
| 10. | Managing business growth. The pros and cons of alternative growth options: internal expansion, acquisitions & mergers, integration & diversification. Crises in business growth. | 25 Sept to 1 Oct |  |
| 11. | Issues in small business marketing. The concept and application of product life cycle (ptc), | 2 to 8 Oct |  |
| 12. | Advertising & publicity, sales & distribution management. The idea of consortium marketing, competitive bidding/tender marketing, negotiation with principal customers. | 9 to 15 Oct |  |
| 13. | The contemporary perspectives on Infrastructure Development, Product and Procurement Reservation, Marketing Assistance | 16 to 22 Oct |  |
| 14. | Subsidies and other Fiscal & Monetary Incentives. National, state level and grass-root level financial and nonfinancial institutions in support of small business development. | 23 to 29 Oct |  |
| 15. | Opportunity scouting and idea generation: role of creativity & innovation and business research. Sources of business ideas. | 30 Oct to 5 Nov |  |
| 16. | opportunities in network-marketing, Entrepreneurial opportunities in contemporary business environment, franchising, business process outsourcing in the early 21st century | 6 to 09 Nov. |  |
| 17. | The process of setting up a small business: preliminary screening and aspects of the detailed study of the feasibility of the business idea and financing/non-financing support agencies  Preparation of Project Report and Report on Experiential Learning of successful/unsuccessful entrepreneurs. | 17 to 21 Nov |  |

**LESSON PLAN: 2017-18**

Class: B.Com Vth Semester

Subject: Human Resource Management

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| **S.No.** | **Syllabus Contents to be done** | **Time** | **Remarks** |
| 1. | An Introduction to Human Resource Management | 22, 28, 29 July |  |
| 2. | Human Resource Management Definition, Importance | 4,5 Aug |  |
| 3. | Objectives Human Resource Management (HRM) | 11, 12 Aug |  |
| 4. | Function of Human Resource Management | 18, 19 Aug |  |
| 5. | Managerial Functions | 25, 26 Aug |  |
| 6. | Operative Functions | 1, 2 Sept |  |
| 7. | Qualities of Human Resource manager in our organization | 8,9 Sept |  |
| 8. | Evolution | 15,16 Sept |  |
| 9. | Growth of Human Recourse Management (HRM) India | 22, 23 Sept |  |
| 10. | Scope of Human Resource Management | 29, 30 Sept |  |
| 11. | Qualification | 6,7 Oct |  |
| 12. | Industrial Relations Concept, Importance | 13, 14 Oct |  |
| 13. | Objectives of industrial relations | 20, 21 Oct |  |
| 14. | Contents of industrial relations | 27, 28 Oct |  |
| 15. | Participants of Industrial relation | 3, 4 Nov |  |
| 16. | Recruitment of good Industrial relation Programme. | 10, 11 Nov. |  |
| 17. | Revision | 17, 18 Nov |  |
| 18. | Revision | 24, 25 Nov. |  |