

## Lesson Plan

Name of Assistant/Associate Professor: Kapil Singh

Class and Section: B Com I Year

Subject: Financial Accounting

Lesson Plan: from August 2025 to December 2025

August 2025	
Week	Topic Covered
Week 1	Introduction of Financial Accounting
Week 2	Accounting Principles
Week 3	Accounting Equations, Double Entry System
Week 4	Rectification of Errors
September 2025	
Week 1	Recording of Accounting Transactions
Week 2	Recording of Accounting Transactions
Week 3	Trial Balance, Capital and Revenue
Week 4	Depreciation, Provisions and Reserves
October 2025	
Week 1	Final Accounts & Adjustments
Week 2	Final Accounts & Adjustments
Week 3	Accounts of Non-Profit Organizations
Week 4	Diwali Break
Week 5	Consignment Accounting
November 2025	
Week 1	Mid Term Exam
Week 2	Joint Venture Accounting

  
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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: M. Com I Year**

**Subject: Accounting for Managerial Decision**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Introduction to Management Accounting
Week 2	Introduction to Management Accounting
Week 3	Management Information System and Reporting
Week 4	Management Information System and Reporting
September 2025	
Week 1	Responsibility Accounting: Introduction
Week 2	Responsibility Accounting: Practical Problems
Week 3	Divisional Performance and Evaluation
Week 4	Budgeting, Budgetary control and Zero-Base Budgeting
October 2025	
Week 1	Standard Costing and Variance analysis
Week 2	Standard Costing and Variance analysis
Week 3	Marginal Costing and Variance analysis
Week 4	DIWALI BREAK
Week 5	Marginal Costing and Variance analysis
November 2025	
Week 1	MID TERM EXAM
Week 2	Contemporary Issues in Management Accounting
Week 3	Revision
Week 4	Revision



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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: M. Com I Year**

**Subject: Constitutional, Human and Moral Values and IPR**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Historical development of Indian Constitution
Week 2	Constitutional Morality, Fundamental Rights and duties
Week 3	Directive principles of state policy
Week 4	Humanism, Human values and civic sense
September 2025	
Week 1	International peace and brotherhood
Week 2	Morality and moral values
Week 3	Moral Education and character building
Week 4	Ethics to relation, Gender Sensitization
October 2025	
Week 1	Affirmative approach towards weaker section of the society (ST, SC, OBC, EWS, DAs)
Week 2	Ethical conduct in Higher Education Institutions
Week 3	Professional ethics
Week 4	DIWALI BREAK
Week 5	Intellectual Property rights
November 2025	
Week 1	MID TERM EXAM
Week 2	Intellectual Property rights
Week 3	Basics of Plagiarism policy by UGC
Week 4	Revision

  
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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: M. Com II Year**

**Subject: Marketing Management**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Introduction to Marketing
Week 2	Marketing Research Process
Week 3	Marketing Environment
Week 4	Marketing mix
September 2025	
Week 1	Market Segmentations
Week 2	Product Decisions
Week 3	Product Line and mix and Product Life Cycle
Week 4	Pricing Decisions
October 2025	
Week 1	Distribution Channels and Physical Distribution Decisions
Week 2	Selecting channels and physical distribution decisions
Week 3	Promotion Decisions
Week 4	DIWALI BREAK
Week 5	Sales Promotion Tools and techniques
November 2025	
Week 1	MID TERM EXAM
Week 2	Marketing organizational and control
Week 3	Issues and development in marketing
Week 4	Recent trends in marketing

  
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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: M. Com II Year**

**Subject: Business Research Methodology**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Introduction to Business research
Week 2	Components of theory
Week 3	Process of research and research proposal
Week 4	Research design
September 2025	
Week 1	Sampling design
Week 2	Concept of measurement, Scales
Week 3	Reliability and validity
Week 4	Methods of data collection
October 2025	
Week 1	Designing a questionnaire
Week 2	Data analysis and interpretations
Week 3	Data analysis and interpretations
Week 4	DIWALI BREAK
Week 5	Hypothesis testing
November 2025	
Week 1	MID TERM EXAM
Week 2	Research Report
Week 3	References and bibliography
Week 4	Revision



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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: B. Com III Year**

**Subject: Auditing**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Introduction to auditing: Concept, objective and types
Week 2	Introduction to auditing: Concept, objective and types
Week 3	Audit Process: internal control and internal check
Week 4	Audit Process: internal audit and program
September 2025	
Week 1	Audit Procedure-Routine checking & vouching
Week 2	Verification & valuation of assets & liabilities
Week 3	Audit of Public company, Qualification & Appointment of Company Auditors
Week 4	Power, duties and liabilities of Auditors
October 2025	
Week 1	Audit of depreciation & reserves
Week 2	Audit of divisible profits & dividends
Week 3	Audit report: Introduction, basics, objectives, contents, Types of audit report
Week 4	DIWALI BREAK
Week 5	Audit report: contents, types of audit report
November 2025	
Week 1	MID TERM EXAM
Week 2	Investigation: Meaning, concept, features and significance
Week 3	Revision
Week 4	Revision

  
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**Name of Assistant/Associate Professor: Kapil Singh**

**Class and Section: B. Com III Year**

**Subject: Advertising and Sales Management**

**Lesson Plan: from August 2025 to December 2025**

August 2025	
Week	Topic Covered
Week 1	Advertising: an introduction
Week 2	Integrated marketing communication and marketing planning
Week 3	Role of advertising and promotion
Week 4	Advertising agency: role and types
September 2025	
Week 1	Advertising agency: role and types
Week 2	Sales management: an introduction
Week 3	Salesmanship and theories of selling
Week 4	Sales planning
October 2025	
Week 1	Sales quota and sales territories, Sales force management: recruitment and selection
Week 2	Sales force management: training sales personnel
Week 3	Control process and distribution channels: analysis of sales, cost and profitability
Week 4	DIWALI BREAK
Week 5	Sales force management: evaluating sales personnel
November 2025	
Week 1	MID TERM EXAM
Week 2	Ethical issues in sales management & Web Marketing
Week 3	Emerging issues in Advertising and sales management
Week 4	Revision



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