1	DCA			Aug.	-11	1	Pmc	Month	NAME OF TI
STATISTIC ALANALYSIS	ADVANCED ACCOUNTING PAPER – II	CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	CORPORATELEGALFRAMEW ORK Paper-V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	M.com 1ST semester Subject	ACHER:- VICKY SIN
UNIT-3:- Dispersion, Co-efficient of variance and skewness, correlation Karl- Parsons and spearman's ranking method and Regression analysis, Two variables case.	UNIT-3: Accounting issues relative to amalgamation and reconstruction of companies.	UNIT-2:- Meeting sander solutions-Company management; Managerial remuneration; Paper – X Winding up and dissolution of companies	UNIT-2:  Data Sources: Primary and Secondary, Primary data collection techniques, Schedule, Question naire and Interview & Sources' of Secondary data.	UNIT-2:- Final accounts and financial statements of companies.	UNIT-1: The Companies Act, 1956 (Relevant Provisions): Definition, types of companies Memorandum of association; Articles of association; Prospectus; Share capital and membership.	UNIT-1: Statistics - Definitions, Characteristics, Scope and Nature, Functions, limitations, Distrust and misuse importance & Statistical Investigations,, Classification & Tabulation,	UNIT-1: Accounting for issue, Forfelted and redemption of shares and debentures.	Teaching Plan	NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)
ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING UNIT-3 :- PAPER-VII Accounts	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING UNIT-2:- PAPER-VII Account	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING UNIT-1:- PAPER -VII Accounts	M.com 2ND semester Subject	
UNIT-3 Association of Attributes: Two Attributes, consistency of data, measurement of Association of Attributes - Percentage method, Co-efficient of Association, Comparison of Actual and (youlemethod) Expected frequency's & Issusery Association.	UNIT-3 :- Accounts of Public Utility concerns: Double Accounts System.	UNIT-2:  MRTP Act 1969: Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices-Meaning, Unfair trade practice, MRTP commission of fences and Penalties.	UNIT-2:- Statistical Estimations. And Testory: Point and Intervals timation of population Mean, proportion and variance Statistical Testing-Hypothesis and Errors, Samplesize-Large and Small Sampling test Z tests, T Tests &F Tests.	UNIT-2:- Accounts of Banking Companies.	UNIT-1: SEBI Act-1992: Organization and objectives of SEBI, Functions and Role of SEBI Rights and Power of SEBI.	UNIT-1: Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.	UNIT-1: Accounts of General Insurance Companies.	Teaching Plan	
								Expected Periods	
Chalk And Talk Method     C.Flip The Class     Group Discussion     AProblem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Z-Flip The Class     Group Discussion     4Problem Solving	Chalk And Talk Method     Z.Flip The Class     Group Discussion     Aroblem Solving	1. Chaik And Taik Method 2. Flip The Class 3. Group Discussion 4Problem Solving	1. Chaik And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	Teaching Aids	

G C	Sel Sel		70		
3 .		700			2 722
	ACCOUNTING	r-V			>
UNIT-5:- Probability Distributions-Bionomial, poisson and Distributions, Their characteristics and applications.	relating to Liquidation of companies	nent and crossing of cheque; Presentation of negotiable nts.			tlable Instruments Act,1881-Definition, types of negotiable hts; Negotiation; Holder and holderin due course; payment in due
ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING PAPER -VII	Paper – X Paper – S		SPECIALISEDACCOUNTING PAPER -VII	Business Laws Paper – X
UNIT-5:- Interpolation and Extrapolation – Prabolic Bionomial, Newton and long rages method.	UNIT-5 :- Investment accounts.	UNIT-4;- FEMA, Penalties Appeal.	UNIT-4: Statistical Quality Control: Causes of Variations in quality characteristics, Quality Control Charts-purpose and logic, Process under control and out of control, warning limits, control charts for attributes – fraction defectives and number of defects, Acceptance sampling.	NIT-4 :- Royalty accounts.	UNIT-3 :- Consumer Protection Act 1986: Needs of Act, Rights of consumers, Objectives of Act., Grievance redressal Machinery, District Forum, State Commission, National Commission.
1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Filp The Gass 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Z.Flip The Class     Group Discussion     4Problem Solving	Chalk And Talk Method     ZiFlp The Class     Group Discussion     Problem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
	STATISTIC ALANALYSIS  Paper—IV  Their characteristics and applications.  ADVANCE  UNIT-5:-  ADVANCE  UNIT-5:-  ADVANCE  UNIT-5:-  ADVANCE  Interpolation and Extrapolation – Prabolic Bionomial, Newton  Paper-IX  Paper-IX  and long rages method.	ADVANCED ACCOUNTING PAPER – II  ACCOUNTS relating to Liquidation of companies  STATISTIC ALANALYSIS Paper – IV  STATISTIC ALANALYSIS Paper – IV  Their characteristics and applications.  STATISTIC ALANALYSIS Their characteristics and applications.  STATISTICS Their characteristics and applications.  STATISTICS Their characteristics and applications.  STATISTICS Paper-IX  ADVANCE UNIT-5:- Paper-IX  ADVANCE UNIT-5:- Paper-IX  And long rages method.	CORRUPTATELEGALFRAMEW   UNIT-4 :-   Endorsement and crossing of cheque; Presentation of negotiable   Paper - V   Endorsement and crossing of cheque; Presentation of negotiable   Paper - X   FEMA Act 1999: Objectives; Regulation and Management of	STATISTIC ALANALYSIS  Paper - IV  CORPORATELEGALFRAMEN  CORPORATELEGALFRAMEN  Paper - V  CORPORATELEGALFRAMEN  CORPORATELEGALFRAMEN  Paper - V  CORPORATELEGALFRAMEN  CORPORATELEGALFRAMEN  Paper - V  CORPORATELEGALFRAMEN  COUNTING  CORPORATELEGALFRAMEN  COUNTING  CORPORATELEGALFRAMEN  CORPORATELEGALFRAMEN  COUNTING  CORPORATELEGALFRAMEN  CORPORATELEGA	PAPER -II  STATISTIC ALANALYSIS Paper - IV  STATISTIC ALANALYSIS Paper - IV  Accounting for holding and subsidiary companies.  Paper - IV  Accounting for holding and subsidiary companies.  Paper - IV  Addition and multiplication probability models - Conditional probability models - Conditional probability and Paper - IV  Apper - IV  ADVANCE Paper - IV  ADVANCE Paper - IV  ADVANCE Paper - IV  ADVANCE Paper - IV  ACCOUNTING ORK Paper - IV  ACCOUNTING ORK Paper - IV  ACCOUNTING ORK Paper - IV  ADVANCE Paper - IV  ACCOUNTING ORK Paper - IV  ADVANCE Paper - IV  ADVANCE Paper - IV  ACCOUNTING ORK Paper - IV  ADVANCE Paper - IV  ADVANCE Paper - IV  ACCOUNTING ORK Paper - IV  ACCOUNTING ORTH - :  STATISTICS PAPER - II  ACCOUNTING ORTH - :  STATISTICS PAPER - II  ACCOUNTING ORTH - :  ACCOUNTIN

ppincipal
Govt. College, Pandaria
Distt. Kabirdham (C.S.)

Mont		(40c3 reciorex)				
	1ST	Teaching Plan	M.com	Teaching Plan	Expected	reaciiiig Aius
	semester		3RD		21000	
	Subject		Subject			
Horel June	ADVANCED ACCOUNTING PAPER – II	r UNIT-1 :- Accounting for Issue, Forfelted and redemption of shares and debentures.	NCEPT	Unit—I  Schools of Management Thought: Scientific, Process, human Schools of Management Thought: Scientific, Process, human School; Decision theory school; Dehaviour and social system school; Contingency theory of Quantitative and system school; Contingency theory of management; Functions of a manager.		a. Chaix And alak Method J.Elip The Class 3. Group Discussion 4Problem Solving
1	STATISTIC ALANALYSIS Paper – IV	UNIT-1: Statistics - Definitions, Characteristics, Scope and Nature, Functions, limitations, Distrust and misuse importance & Statistical Investigations, Classification & Tabulation,	ADVANCED COST ACCOUNTING (Paper-Third)	Unit – I Introduction – Cost Analysis, concepts and classification, Materials control – Techniques of Materials control.		Chalk And Talk Method     CFlip The Class     Group Discussion     AProblem Solving
	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-1: The Companies Act, 1956 (Relevant Provisions): Definition, types of companies Memorandum of association; Articles of association; Prospectus; Share capital and membership.	Management Accounting Paper – IV	UNIT-1 Introduction of Accounting; Management accounting as a area accounting; Objectives, nature and scope of management accounting, techniques of management accounting, ifference between financial accounting, cost accounting and management accounting, Management accounting and management accounting, management accounting and managemal decisions; Management accountant's position, role and responsibilities		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving
Sep.	ADVANCED ACCOUNTING PAPER – II	UNIT-2 :- Final accounts and financial statements of companies.	MANAGEMENT CONCEPT (Paper First)	Unit - II  Managerial Functions: Planning - concept, significance, types; Organizing - concept, principles of authority, theories, types of organizations, authority, responsibility, power, delegation, decentralization		Chalk And Talk Method     Z.Flip The Class     Group Discussion     AProblem Solving
1	STATISTIC ALANALYSIS Paper – IV	UNIT-2: Data Sources: Primary and Secondary, Primary data collection techniques, Schedule, Question naire and interview & Sources' of Secondary data.	ADVANCED COST ACCOUNTING (Paper-Third)	Unit – II  John Cost – Computation and control, Overheads – Accounting and control		Chalk And Talk Method     Clip The Class     Group Discussion     Aproblem Solving
	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-2 :- Meeting sander solutions-Company management; Managerial remuneration; Winding up and dissolution of companies	Management Accounting Paper—IV	UNIT-2  Accounting Plan and Responsibility Centers: Meaning and Significance of responsibility accounting: Responsibility centers-cost centre, profit centre and investment centre, Problems in transfer pricing, Objectives and determinates of responsibility centers.		Chalk And Talk Method     Chip The Class     Group Discussion     Problem Solving
2004	ADVANCED ACCOUNTING PAPER — II	UNIT-3: Accounting issues relative to amalgamation and reconstruction of companies.	MANAGEMENT CONCEPT (Paper First)	Unit — III Staffing: Directing: Coordinating: Control - nature, process, and techniques.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
1	STATISTIC ALANALYSIS Paper – IV	UNIT-3: Dispersion, Co-efficient of variance and skewness, correlation Karl- Parsons and spearman's ranking method and Regression analysis, Two variables case.	ADVANCED COST ACCOUNTING (Paper-Third)	Unit – III  Job, Batch, Contract Costing and operating costing.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving

•	77	~ (O , 1	1	1.		
7	-Him	Jan. Sem. Ezam	7	7	Dec.	7
CORPORATELEGALFRAMEW ORX Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER — II	CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER - II	CORPORATELEGALFRAMEW ORK Paper – V
UNIT-5 :- Legal Environment for Security Markets: SEBI Act. 1992- organisation and Objectives of SEBI	UNIT-5 :- Probability Distributions-Bionomial, poisson and Distributions, Their characteristics and applications.	UNIT-5 > Accounts relating to Liquidation of companies	UNIT-4 > Endorsement and crossing of cheque; Presentation of negotiable instruments.	UNT-4:> Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Saye's Theorem.	Acrounting for holding and subsidiary companies.	UNIT-3 > The Negotiable Instruments Act.1881-Definition, types of negotiable Instruments: Negotiation; Holder and holderin due course; payment in due course;
Management Accounting Paper – IV	ADVANCED COST ACCOUNTING (Paper-Third)	MANAGEMENT CONCEPT (Paper First)	Management Accounting Paper – IV	ADVANCED COST ACCOUNTING (Paper-Third)	MANAGEMENT CONCEPT (Paper First)	Nanagement Accounting UNIT-3 Paper – IV Budget functio
UNIT-5  Marginal Costing: Concept of marginal cost; Marginal costing and absorption, costing, Marginal costing versus direct, costing.	Unit – V  Budgetary control – Importance of budgets in accounting. Nature of budgetary control preparation for budgetary control preparation zero base budgeting, performance budgeting. Cash Budget, Production and sales Budget.	Unit – V Group Dynamics and Team evelopment: Group dynamics - Definition and Importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development.	UNIT-4  Standard Costing and Variance Analysis:, Standard costing as a Standard technique; Setting of standards and their revision; Variance control technique; Setting of standards and their revision and importance; Kinds of variances and their uses material, labour and overhead variances; Disposal: of variances; Relevance of variance analysis to budgeting and standard costing.	Unit – IV Process Costing, Joint products & By – products costing. Uniform costing costing and Estimate costing.	Unit — IV Motivation : Process of motivation: Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory. Alderie's ERG theory, McCleland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.	UNIT-3 Budgeting.: Definition of Budget; Essentials of budgeting; Types of budgets budgets functional, master etc. Fixed and flexible budget
1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method  2. Flip The Class  3. Group Discussion  4. Problem Solving	1. Chaik And Taik Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	2. Figh The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chair, And Tair Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalik And Talik Method LFlip The Class 3. Group Discussion 4Problem Solving



Business Laws Paper – X	7	ADVANCE STATISTICS Paper-IX	MGIN SPECIALISE PAPER -VII	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	MOTPLA PAPER-VII	Sı	sei	Mont	AME OF TEACHER:
	swe		DACCOUNTING		5.25	SPECIALISEDACCOUNTING UPAPER -VII	Subject	2ND semester	M.com	VICKY SINE
	UNIT-2:  MRTP Act 1969: Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices. Meaning, Unfair trade practice, MRTP commission of fences and Penalties.	UNIT-2:- Statistical Estimations. And Testory: Point and intervals timation of Statistical Estimation of population Mean, proportion and variance Statistical Testing-Hypothesis and Errors, Samplesize-Large and Small Sampling test 7 tests, TTests & FTests.	UNIT-2:- Accounts of Banking Companies.	PUNIT-1 :- PSEBI Act-1992: Organization and objectives of SEBI, Functions and Role of SEBI Rights and Power of SEBI.	UNIT-1. Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.	UNIT-1 :- P Accounts of General Insurance Companies.			Teaching Plan	NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)
PRINCIPLE OF MARKETING Unit - IV :-	INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING Unit- III:- Paper A First Product De products; N Branding: P Implication process.	INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING Unit – II :- Paper A First Market An and micro Market st st process	INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING Unit – I :- Paper A Introduct First marketing Strategic	Subject	4TH semester	M.com	
IDI -W:	Unit – III :- Quality Issues and after sales service; international pricing; International price quotation; payment terms and methods of payment.	Unit — III:  Product Decisions — Concept of a product; Classification of products Major product decisions; Product line and product mix; Branding; Packaging and labeling; Product lifecycle — strategic implications; New product development and consumer adoption process.	Unit - II: Foreign market entry mode: Product designing, standardization Vs. Adaptation; Branding, Packaging and Labeling.	Unit – II:  Market Analysis and Selection – Marketing environment – macro Market Analysis and Selection – Marketing environment – macro and micro components and their impact of marketing decisions; Market segmentation and positioning; Buyer behavior; Consumer Market segmentation and positioning; Buyer behavior; Consumer versus organizational buyers; Consumer decision – making process	Unit—1: International Marketing: Meaning: Scope, benefits and difficulties international marketing: International marketing and of international marketing. International marketing. Domestic Marketing, reasons for entering international marketing international marketing environment; identifying and selecting foreign market.	Unit -1:- Introduction - Meaning, nature, scope and importance of marketing; Marketing concept and its evolution; Marketing mlx; strategic marketing planning - an overview			Teaching Plan	
									Expected	
1. Chalk And Talk Method	Chalk And Talk Method     In Chalk Process     Group Discussion     4Problem Solving	2.Filp The Class 3. Group Discussion 4Problem Solving	2. Chalk And Talk Method 2. Filip The Class 3. Group Discussion 4. Problem Solving 4. Chalk and Talk Method	1. Chalk And Talk Method 2. Filp The Class 3. Group Discussion 4Problem Solving	2.Filp The Class 3. Group Discussion 4Problem Solving	2. Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	1. Chalk And Talk Method		Teaching Aids	

			,				
- King	Prie parí	June Sem.	7	=	may		1
Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING PAPER -VII	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	SPECIALISEDACCOUNTING PAPER-VII	Paper – X	ADVANCE STATISTICS Paper-IX
UNIT-5. W.T.O.: Brief History of WTO, Objectives and functions, Organisation, W.T.O. and India, Regional groupings, antidumping duties and other NTBs, Doha declaration Dispute settlement system, TRIP, TRIMS and GATS.	UNIT-5: Interpolation and Extrapolation – Prabolic Bionomial, Newton and long rages method.	UNIT-5 :- Investment accounts.	UNIT-4 :- FEMA Act 1999: Objectives; Regulation and Management of FEMA, Penalties Appeal.	UNIT-4: Statistical Quality Control: Causes of Variations in quality characteristics, Quality Control Charts-purpose and logic, Process under control and out of control, warning limits, control charts for attributes – fraction defectives and number of defects, Acceptance sampling.	UNIT-4 :- Royalty accounts.	UNIT-3 -: Consumer Protection Act 1986: Needs of Act, Rights of consumers, PObjectives of Act., Grievance redressal Machinery, District Forum, State Commission, National Commission.	UNIT-3 Association of Attributes: Two Attributes, consistency of data, measurement of Association of Attributes - Percentage method, Co-efficient of Association, Comparison of Actual and (you lemethod) Expected frequency's & Issusery Association.
					INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING Unit - V:  Paper A First Distribution functions, intermedia wholesalin Managem	INTERNATIONAL MARKETING Paper A Fourth
					Unit — V Export policy and practices in India, Trends in India's foreign trade, steps in starting export business; Export finance, documentation and procedure.	Unit — V:  Distribution Channels and Physical Distribution Decisions — Nature, Distribution Channels and types of distribution channels; Distribution channel functions, and types of distribution channels; Retailing and intermediaries; Channel management decisions; Retailing and wholesaling. Physical Distribution Management	Unit — IV :- Promotion of products and services abroad: International channels of distribution; Selection and appointment of foreign sales agents. Logistic decision.
						A 31 N.F.	4 3 2 1
2. Filip The Class 3. Group Discussion 4Problem Solving	2. Claik Add Tilk Mathod	2. Clais And Talk Method	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving 5. Chalk And Talk Method 5. Chalk And Talk Method 6. Chalk And	2.Filp The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Flip The Class     S. Group Discussion     Aproblem Solving     Chalk And Talk Method	1. Chalk And Talk Method 2. Elip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Zilip The Class     Group Discussion     Arroblem Solving



Mont	M.com	Mont M.com Tooching Planting (SUCES)		Teaching Plan		Expected
	1ST semester	reaching Plan	3RD		Periods	
	Subject		Selliester			Chall And Talk Meth
HUY!	TING	NUNIT-1:- (Accounting for issue, Forfeited and redemption of shares and debentures.	MANAGEMENT CONCEPT U (Paper First) b	Unit – I  Schools of Management Thought: Scientific, process, human  Schools of Management achool; Decision theory school;  behaviour and social system school; Contingency theory of  Quantitative and system school; Contingency theory of  management; Eurobox of a manager;	4 3 2	2.Flip The Class 3. Group Discussion 4Problem Solving
1	STATISTIC ALANALYSIS Paper – IV	UNIT-1: Statistics - Definitions, Characteristics, Scope and Nature, Functions, limitations, Distrust and misuse importance & Statistical Investigations,, Classifications & Trustations	ADVANCED COST LACCOUNTING (Paper-Third)	Unit – I Introduction – Cost Analysis, concepts and classification, Materials control – Techniques of Materials control.		Chalk And Talk Method     Chilp The Class     Group Discussion     AProblem Solving
7	CORPORATELEGALFRAMEW ORK Paper – V	elevant Provisions): Definition, types of M association; Articles of association; Prospectus; hip.	Management Accounting UNIT-1 Paper-IV account account account account account account account account and m	UNIT. 1  accounting: Objectives, nature and scope of management accounting as a area accounting: Objectives, nature and scope of management accounting. Ethiques of management accounting. Ethiques of management accounting. Ethiques of management accounting. Ost between financial accounting. So accounting and management accounting. Management accounting and managerial decisions; Management accountant's position, role and responsibilities		2.2. In Page 1 and we could be compared to the Cass 3. Group Discussion 4Problem Solving
Sep.	ADVANCED ACCOUNTING PAPER – II	UNIT-2:- Final accounts and financial statements of companies.	MANAGEMENT CONCEPT (Paper First)	Unit — II  Managerial Functions: Planning - concept, significance, types; Organizing - concept, principles of authority, theories, types of organizations, authority, responsibility, power, delegation, decentralization		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
1	STATISTIC ALANALYSIS Paper – IV	UNIT-2: Data Sources: Primary and Secondary, Primary data collection techniques, Schedule, Question naire and interview & Sources' of Secondary data.	ADVANCED COST ACCOUNTING (Paper-Third)	Unit – II Labour cost – Computation and control, Overheads – Accounting and Control		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
1	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-2:- Meeting sander solutions-Company management; Managerial remuneration; Winding up and dissolution of companies	Management Accounting UNIT-2 Paper – IV signification  cost ce transfe center	UNIT-2  Accounting Plan and Responsibility Centers: Meaning and significance of responsibility accounting; Responsibility tenters- cost centre, profit centre and investment centre, Problems in transfer pricing, Objectives and determinates of responsibility centers.		2.Filp The Class 3. Group Discussion 4Problem Solving
00	ADVANCED ACCOUNTING PAPER – II	UNIT-3: Accounting issues relative to amalgamation and reconstruction of companies.	MANAGEMENT CONCEPT   Unit - III (Paper First)   Staffing: techniqu	Unit — III Staffing: Directing: Coordinating: Control - nature, process, and techniques.		Chalk And Talk Method     Filp The Class     Group Discussion     4Problem Solving
-	STATISTIC ALANALYSIS Paper – IV	UNIT-3 : Dispersion, Co-efficient of variance and skewness, correlation Karl-Parsons and spearman's ranking method and Regression analysis, Two variables case,	ADVANCED COST ACCOUNTING (Paper-Third) e.	Unit - III  Job, Batch, Contract Costing and operating costing.		Chalk And Talk Method     Z.Filp The Class     Group Discussion     Aproblem Solving

2.Flip The Class 3. Group Discussion 4Problem Solving	Marginal Costing: Concept of marginal cost; Marginal costing and absorption, costing, Marginal costing versus direct, costing:	Management Accounting Paper – IV	UNIT-5:- Legal Environment for Security Markets: SEBI Act. 1992- organisation and Objectives of SEBI	CORPORATELEGALFRAMEW  ORK  Paper – V	170
	Budgetary control – Importance of budgets in accounting, Nature of budgetary control, Organization for budgetary control preparation zero base budgeting, performance budgeting, Cash Budget, Production and sales Budget.		UNIT-5 Probability Distributions-Bionomial, poisson and Distributions, Their characteristics and applications.	STATISTIC ALANALYSIS Paper – IV	Pricesi Pricesi
2. Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk M	Unit – V Group Dynamics and real ecopy	MANAGEMENT CONCEPT (Paper First)	UNIT-5 :- Accounts relating to Liquidation of companies	ADVANCED ACCOUNTING PAPER – II	Dec. Sem.
2.Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	UNIT-4  Standard Costing and Variance Analysis:, Standard costing as a Standard Costing and Variance Analysis:, Standard costing as a Control technique; Setting of standards and their revision; Variance analysis-meaning and importance; Kinds of variances and their uses material, labour and overhead variances; Disposal: of variances; Relevance of variance analysis to budgeting and standard costing.	Management Accounting Paper – IV	UNIT-4 :- Endorsement and crossing of cheque; Presentation of negotiable instruments.	CORPORATELEGALFRAMEW UNIT-4:- ORK Endorser Paper – V instrume	1
1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	Unit – IV Process Costing, Joint products & By – products costing. Uniform costing costing and Estimate costing.	ADVANCED COST ACCOUNTING (Paper-Third)	UNIT-4: Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	STATISTIC ALANALYSIS Paper – IV	
1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	Unit – IV Motivation: Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, Alderfer's ERG theory, McCleland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equily theory.	MANAGEMENT CONCEPT (Paper First)	UNIT-4: Accounting for holding and subsidiary companies.	ADVANCED ACCOUNTING PAPER – II	Nov
Chalk And Talk Method     Z.Filp The Class     Group Discussion     Aproblem Solving	UNIT-3 Budgeting:: Definition of Budget; Essentials of budgeting: Types of budgets budgets functional, master etc. Fixed and' flexible budget	Management Accounting UNIT-3 Paper – IV Budgets budgets function	UNIT-3: The Negotiable instruments Act,1881-Definition, types of negotiable instruments; Negotiation; Holder and holderin due course; payment in due course;	CORPORATELEGALFRAMEW ORK Paper – V	217

Govi. Collego, Pandaria Distl. Kabirdham (C.C.)

Man. SPECIALISE	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	SPECIALISE PAPER -VII	Business Laws Paper – X	ADVANCE STATISTICS Paper-IX	Jan. SPEGALISE	S		Mont
DACCOUNTING			DACCOUNTING			DACCOUNTING	Subject	2ND semester	M.COM
UNIT-3 :- Accounts of Public Utility concerns: Double Accounts System.	UNIT-2:  MRTP Act 1969: Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices-Meaning, Unfair trade practice, MRTP commission of fences and Penalties.	UNIT-2:- Statistical Estimations. And Testory: Point and intervals timation of population Mean, proportion and variance Statistical Testing-Hypothesis and Errors, Samplesize-Large and Small Sampling test 2 tests, 1 Tests & F Tests.	UNIT-2:- Accounts of Banking Companies.	UNIT-1: P SEBI Act-1992: Organization and objectives of SEBI, Functions and Role of SEBI Rights and Power of SEBI.	UNIT-1: Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.	UNIT-1 : PP Accounts of General Insurance Companies.		0	Teaching Plan
PRINCIPLE OF MARKETING   Unit – IV :- Paper A First Pricing De policies an	INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING   Unit - III :- Paper A First   Products to Branding:   Implication process.	INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING   Unit - II :- Paper A First   Market Xn and micro   Market set set set set set set set set set s	INTERNATIONAL UMARKETING PAPER A III	PRINCIPLE OF MARXETING Unit – I :- Paper A Introduct First marketing Strategic	Subject	4TH semester	M.com
Unit – IV :- Pricing Decisions – Factors affecting price determination; Pricing policies and strategies; Discounts and rebates.	Unit – III: (Quality lissues and after sales service; International pricing; (International price quotation; payment terms and methods of payment.	Unit—III:  Product Delicions – Concept of a product; Classification of products; Major product decisions; Product line and product mix; Branding: Packaging and labeling; Product lifecycle – strategic implications; New product development and consumer adoption process.	Unit – II: Foreign market entry mode: Product designing, standardization Vs. Adaptation; Branding, Packaging and Labeling.	Unit — II:  Market Nailysis and Selection — Marketing environment — macro Market Components and their impact of marketing decisions; and micro components and positioning: Buyer behavior; Consumer Market segmentation and positioning: Buyer behavior; Consumer versus organizational buyers; Consumer decision — making process	Unit —1: International Marketing: Meaning: Scope, benefits and difficulties of international marketing: International marketing and of international marketing international marketing. The sacons for entering international marketing international marketing environment; Identifying and selecting foreign market.	Unit - 1:- Introduction – Meaning, nature, scope and importance of marketing Marketing mix; marketing Marketing mix; Strategic marketing planning – an overview		0	Teaching Plan
89			F					Periods	Experien
1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     LFlip The Class     Group Discussion     4Problem Solving	Chalk And Talk Method     Z.Flip The Class     Group Discussion     4Problem Solving	Chalk And Talk Method     Crip The Class     Group Discussion     AProblem Solving	2.Flip The Class 3. Group Discussion 4Problem Solving	2.Filp The Class 3. Group Discussion 4Problem Solving 4 Problem Solving	2.Filip The Class 3. Group Discussion 4Problem Solving	A THE MARKET		

										la la	
- Friedrich	,		3	Han.	17		77		D 39.		P. ST A.
Paper – X	Business Laws	STATISTICS Paper-IX	ADVANCE	SPECIALISEDACCOUNTING PAPER -VII	Business Laws Paper – X		ADVANCE STATISTICS Paper-IX		SPECIALISEDACCOUNTING PAPER -VII	Paper – X	ADVANCE STATISTICS Paper-IX
W.T.O.: Brief History of WTO, Objectives and Functions, Organisation, W.I.O. and India, Regional groupings, antidumping duties and other NTBs, Doha declaration Dispute settlement system, TRIP, TRIMS and GATS.	UNIT-5 :-	Interpolation and Extrapolation – Prabolic Bionomial, Newton and long rages method.	UNIT-5:-	UNIT-5:- Investment accounts.	UNIT-4:- FEMA Act 1999: Objectives; Regulation and Management of FEMA, Penalties Appeal.		UNIT-4: Statistical Quality Control: Causes of Variations in quality characteristics, Quality Control Chart-purpose and logic, Process under control and out of Control, warning limits, control charts for attributes – fraction defectives and number of defects, Acceptance sampling.		UNIT-4:- Royalty accounts.	UNIT-3 :- Consumer Protection Act 1985: Needs of Act, Rights of consumers, Objectives of Act., Grievance redressal Machinery, District Forum, State Commission, National Commission.	UNIT-3 Association of Attributes: Two Attributes, consistency of data, measurement of Association of Attributes - Percentage method, Co-efficient of Association, Comparison of Actual and (you lemethod) Expected frequency's & Issusery Association.
									INTERNATIONAL MARKETING Paper A Fourth	PRINCIPLE OF MARKETING Unit - V:  Paper A First Distributions; intermedia wholesalin Managem	INTERNATIONAL MARKETING Paper A Fourth
									Unit – V Export policy and practices in India, Trends in India's foreign trade, steps in starting export business; Export finance, documentation and procedure.	Unit – V: Distribution Channels and Physical Distribution Decisions – Nature, functions, and types of distribution channels; Distribution channel intermediaries; Channel management decisions; Retailing and wholesaling. Physical Distribution Management	Unit — IV:  Promotion of products and services abroad: International channels of distribution; Selection and appointment of foreign sales agents. Logistic decision.
	,									4321	2.F 49.
3. Group Discussion 4Problem Solving	2. Flip The Class	3. Group Discussion 4Problem Solving	1. Chalk And Talk Method  2.Flip The Class	2.Filp The Class 3. Group Discussion 4Problem Solving	2.Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	1. Chalk And Talk Method	2.Filp The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method	2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	1. Chaik And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving

Covt. Collego, Panderia Distt. Kabirdham (C.S.)

# INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT.- KABIRDHAM (C.G.)

### ANNUAL TEACHING PLAN 2021-22 DEPARMENT OF COMMERCE

M. Com.

NAME OF TEACHER:- MADAN IAL KASHYAP (AST PROF.)

prictar	may	-1	May A	1	Pot	1	to	17	Jan	Mont
TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper -VIII	BUSINESS ECONOMICS PAPER - VI	M.com 2ND semester Subject
Unit – V :- Preparation of income tax retums, Computation of Income tax, Tax deduction at source; Advance payment of tax.	UNIT-5: Inflation: Definition, Characteristics and types; inflation interms of dem and pull and cost – push factors; Effects of inflation.	Unit – IV Tax planning to capital structure, decision dividend policy; inter corporate dividends and bonus shares.	UNIT-4: Business Cycles: Nature and phases of la business. cycle; The orles of business cycles- psychological, profit, monetary, innovation, cobweb, Samuelson and Hicks theories	Unit — III:  Concept of tax Planning; Tax avoidance and tax evasions; Tax planning with reference of location, nature and form of organization of new	UNIT-3:  Pricing Practices: Methods of price determination in  Practice, pricing of multiple products; pricedis crimination; international  pricedis crimination and dumping; Transfer pricing.	Unit – II :- Return of Income, Provisional Regular, Expert and emergency assessment, Re opening of assessment.	UNIT-2:- Price Determination under Different Market Conditions:  Characteristics of different market structures; Price determination and firm equilibriumin short-run and longrun under perfect competition, monopolistic Second competition, oligopoly and monopoly,	Unit — 1:- Calculation of taxable income and tax of Firm and Companies.	UNIT-1:- Cost Theory and Estimation, economic value analysis, Short and long run cost Functions-their nature, shape and interrelationship; Law of variable proportions;- Law of returns to scale	Mont M.com Teaching Plan  2ND  semester  Subject
MARKETING RESEARCH Paper A Third	ADVERTISING & SALES MANAGEMENT Paper A Second	MARKETING RESEARCH Paper A Third	ADVERTISING & SALES MANAGEMENT Paper A Second	MARKETING RESEARCH Paper A Third	ADVERTISING & SALES MANAGEMENT Paper A Second	MARKETING RESEARCH Paper A Third	ADVERTISING & SALES MANAGEMENT Paper A Second	MARKETING RESEARCH Paper A Third	ADVERTISING & SALES MANAGEMENT Paper A Second	M.com 4TH semester Subject
Unit -V: Advertising Research: Planning and rocedure, New Product Research.	Unit - V Sales Management: Concept of Sales Management, Objectives and Functions of Sales Managements. Sales Organization, Management of Sales force and Sales force objectives, Sales force Recruitment: - Selection, Training, Compensation and Evaluation.	Unit - IV: Specialized Techniques of Marketing Research. Motivation Research.	Unit – IV: Personal Selling: Meaning and Importance of Personal Selling Personal Selling: Meaning and Importance of Personal Selling Difference between Personal Selling, Advertising and Sales Promotion. Methods and Procedure of Personal Selling.	Unit — III :- Organization of Marketing Research. Specialized areas of application of marketing research.	Unit - III:  Promotional Management: Advertising Department, Role of Promotional Management: Advertising Budget, Advertising Agencies and their Selection, Advertising Budget, Evaluation of Advertising Effectiveness.	Unit – II:*- Marketing Research Methodology, Research Design-	Unit – II: Pre-launch Advertising Decision: etermination of target audience, Pre-launch Advertising Decision: etermination of target audience, Advertising Media and their choice. Advertising messages, Layout of advertisement and Advertising Appeal, Advertising Copy.	Unit -1:  Marketing Research: An Introduction; Marketing Decisions;  Marketing Research and Information System	Unit -1: Introduction: Concept, Scope, Objectives and Functions of Introduction: Concept, Scope, Objectives and Functions of Advertising. Role of Advertising in marketing mix and the advertising process. Legal, ethical and social aspect of advertising.	Teaching Plan
										Periods
1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Filip The Class     Group Discussion     AProblem Solving	1. Chaik And Talk Method 2.Flip The Class 3. Group Discussion 4 Problem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chaik And Taik Method 2.Flip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Crilip The Class     Group Discussion     Problem Solving	Chalk And Talk Method     Zrlip The Class     Group Discussion     Problem Solving	.1. Chalk And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving	1. Chaik And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	reacning Aids

face

# NAME OF TEACHER:- MADAN IAL KASHYAP (AST PROF.)

				Y					
Jan		Pec	1	Nou		Sep	Sep	SE SE	Mont
MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Subject	semester	M.com
UNIT-4: Theory for consumer Choice: Cardinal utility approach, Indifference approach, revealed preference and theory of consumer choice under risk; Demand estimation for major consumer durable and non-durable products; Demand forecasting tech. technique.	Unit – III:  Depreciation and Development allowance, Calculation of taxable income under the head: Business and Profession, capital gains, income from other sources.	UNIT-3:- Demand Analysis: Individual and Market demand functions law of demand; Demand Analysis: Individual and Market demand functions law of demand; determinants of demand; Elasticity of demand-its meaning and importance, Price elasticity; Income elasticity and cross elasticity; Using elasticity in managerial decisions.	Unit – II:- Calculation of taxable income under the head: Salary and House property.	UNIT-2:- Fundamental economic concepts-incremental principle, opportunity cost principle, discounting principle. equimarginal principle	Unit – I:- Law relating to income tax: Brief study of the main provisions of the indian income Tax Act. Important definitions. Income exempted from tax, Residence and Tax liability.	UNIT-1: Nature and Scope of Managerial, Economics: Objective of a firm; Economics theory and managerial theory; Managerial economist's role and esponsibilities.			Teaching Plan
ORGANIZATIONAL BEHAVIOUR Paper – Second	Accounting for managerial UNIT-3:- decisions Paper – V	ORGANIZATIONAL BEHAVIOUR Paper – Second	Accounting for managerial UNIT-2:- decisions Analyzing Paper – V	ORGANIZATIONAL BEHAVIOUR Paper – Second	Accounting for managerial SUNIT 1:- decisions Break-eve break-eve regarding; a product	ORGANIZATIONAL BEHAVIOUR Paper – Second	Subject	3RD semester	M.com
Unit – IV:  Interpersonal and Organizational Communication: Concept of two- Interpersonal and Organizational Communication: Concept of two- way communication; Communication process; Barriers to effective communication; Types of organizational communication; Improving communication; Transactional analysis in communication.	UNIT-3 :- Cash flow analysis and Fund flow analysis.	Unit – III:  Organizational Conflict: Dynamics and management; Sources, patterns, levels, and types of conflict; Traditional and modern approaches to conflict; Functional and difunctional organizational conflicts; Resolution of conflict.	UNIT-2:- Analyzing financial Statements: Method, objects and ratio analysis.	Unit - II:- Leadership: Concept; Leadership styles; Theories - trait theory, behavioural theory, Fielder's contingency theory; Harsey and Blanchard's situational theory; Managerial grid; Ukert's four systems of leadership.	SUNIT 1:- Break-even-analysis; Assumptions and practical applications of break-even-analysis; cost volume profit analysis, Decisions regarding sales-mix, make or buy decisions and discontinuation of a product line etc.	Unit — I:- Organizational Behaviour: concept and significance; Relationship between anagement and organizational behaviour; Emergence and ethical perspective; Attitudes; Perception; Learning; Personality; Transactional analysis.			Teaching Plan
		,						Periods	Expected
1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Flip The Class     Group Discussion     Problem Solving	1. Chalk And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Flip The Class     Group Discussion     Problem Solving	Chalk And Talk Method     Filip The Class     Group Discussion     Problem Solving	Chalk And Talk Method     Filp The Class     Group Discussion     Problem Solving	Chalk And Talk Method     Flip The Class     Group Discussion     AProblem Solving			Teaching Aids

Sal /

		1	
pre_	Sem.	Revision	
Paper –Third	Income Tax Law and	MANAGERIAL ECONOMICS PAPER-I	w and
penalties, Income tax authorities.  Paper – V	Unit - V :	UNIT-5: .  Production Theory: Production function-production with one and two variable inputs, Stages of production; Economics of scale; Estimation of production function.	I Carry forward of losses, Deduction from gross total income n of taxable income and tax of an individual, and Hindu undivided
	g for managerial	ORGANIZATIONAL BEHAVIOUR Paper – Second	Accounting for managerial decisions Paper – V
needs at different managerial levels; Types of, reports," modes of reporting; reporting at different levels of management.	UNIT-5 :- Renorting to Management: Objectives of reporting, reporting	Unit – V: Organizational Development: Concept; Need for change, resistance to change; Theories of planned change; Organizational diagnosis; Organizational Development Intervention.	UNIT-4:  Contemporary Issues in Management Accounting: Value chain analysis; Activity bases costing, Quality costing, Target and lifecycle costing.
3 2 2 2		3 3 44	1 4 3 2 1
3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Flip The Class	2.Flip The Class 3. Group Discussion 4Problem Solving	L. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method

four!

Govt. Collego, Pandaria Distt. Kabirdham (C.S.)

# NAME OF TEACHER:- MADAN IAL KASHYAP (AST PROF.)

TAX PLANNING AND  TAX PLANNING AND  MANAGEMENT  Paper -VIII  Adeduction at source; Advance payment of tax.	BUSINESS  ECONOMICS PAPER – VI  PAPER – VI  UNIT-5: Inflation, Characteristics and types; inflation interms of dem and pull and cost – push factors; Effects of inflation.	TAX PLANNING AND Unit — IV Tax planning to capital structure, decision dividend policy; inter MANAGEMENT corporate dividends and bonus shares.  Paper – VIII	BUSINESS  BUSINESS  Business Cycles: Nature and phases of la business. cycle; The ories of business cycles- psychological, profit, monetary, innovation, cobweb, paper,—VI  Samuelson and Hicks theories	TAX PLANNING AND Unit – III:  MANAGEMENT Concept of tax Planning; Tax avoidance and tax evasions; Tax planning with reference of location, nature and form of organization of new	BUSINESS  UNIT-3:  PAPER – VI  PAPER – VI  PAPER – VI  PAPER – VI  Pricing Practices: Methods of price determination in practice, pricing of multiple products; pricedis crimination; international pricedis crimination and dumping: Transfer pricing.	TAX PLANNING AND  Unit — II:  MANAGEMENT  Return of Income, Provisional Regular, Expert and emergency assessment,  Re opening of assessment.	BUSINESS  UNIT-2: - Price Determination under Different Market Conditions:  ECONOMICS  Characteristics of different market structures; Price determination and firm equilibriumin short-run and longrun under perfect competition, monopolistic competition, oligopoly and monopoly,	TAX PLANNING AND Unit—1:-  MANAGEMENT Calculation of taxable income and tax of Firm and Companies.  Paper—VIII	BUSINESS  ECONOMICS  Cost Theory and Estimation, economic value analysis, Short and Ion PAPER – VI  Proportions-their nature, shape and interrelationship; Law of variable proportions:- Law of returns to scale	Subject	semester
MARKETING RESEARCH Paper A Third	s; inflation interms of dem and MANAGEMENT Paper A Second		ness. cycle; The ories of MANAGEMENT Paper A Second	MARKETING RESEARCH ax evasions; Tax planning with Paper A Inization of new Third	aation; international	MARKETING RESEARCH and emergency assessment, Paper A Third	Market Conditions: ADVERTISING & SALES Price determination and firm MANAGEMENT Paper A fect competition, monopolistic Second	MARKETING RESEARCH Paper A Third	ADVERTISING & SALES Cost Theory and Estimation, economic value analysis, Short and long run cost MANAGEMENT Paper A Functions-their nature, shape and interrelationship; Law of variable proportions;- Law of returns to scale	Subject	semester
unit - V :- Advertising Research: Planning and rocedure, New Product Research.		Unit - IV:  Specialized Techniques of Marketing Research. Motivation Research.  Ituly - V Sales Management: Concept of Sales Management.	Unit — IV:  Personal Selling: Meaning and Importance of Personal Selling  Difference between Personal Selling, Advertising and Sales  Promotion. Methods and Procedure of Personal Selling.	Unit — III :-  Organization of Marketing Research. Specialized areas of application of marketing research.			Unit – II:  Pre-launch Advertising Decision: etermination of target audience, Pre-launch Advertising Decision: etermination of target audience, Advertising Media and their choice. Advertising messages, Layout of advertisement and Advertising Appeal, Advertising Copy.	Unit – 1:  Marketing Research: An introduction; Marketing Decisions;  Marketing Research and information System	Unit — 1: Introduction: Concept, Scope, Objectives and Functions of Introduction: Concept, Scope, Objectives and Functions of Advertising, Role of Advertising in marketing mix and the Advertising process. Legal, ethical and social aspect of advertising.		
2.Filp The Class 3. Group Discussion 4Problem Solving	2.Flip The Class 3. Group Discussion 4.Problem Solving 1. Chalk And Talk Method	1. Chaik And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving 1. Chaik And Talk Method	2.Flip The Class 3. Group Discussion 4.Problem Solving	2.Flip The Class 3. Group Discussion 4. Problem Solving 1. Thair And Talk Method	2.Filp The Class 3. Group Discussion 4.Problem Solving 1. Chalk And Talk Method	2.Flip The Class 3. Group Discussion 4.Problem Solving 1. Thaik And Talk Method	I. Chalk And Talk Method  2.Flip The Class  3. Group Discussion  4.Problem Solving	Chalk And Talk Method     ZFlip The Class     Group Discussion     Problem Solving	L. Chair, And I lair, Method 2.Filip The Class 3. Group Discussion 4.Problem Solving		

(Mar)

	D	77	1	1	4		Nov.		Mont
STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER - II	CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	semester Subject	M.com 1ST
UNIT-3:  Dispersion, Co-efficient of variance and skewness, correlation Karl- Parsons and spearman's ranking method and Regression analysis, Two variables case.	UNIT-3 Accounting issues relative to amalgamation and reconstruction of companies.	V UNIT-2:- Meeting sander solutions-Company management; Managerial remuneration; Winding up and dissolution of companies	UNIT-2:- Data Sources: Primary and Secondary, Primary data collection techniques, Schedule, Question naire and interview & Sources' of Secondary data.	UNIT-2:- Final accounts and financial statements of companies.	UNIT-1: The Companies Act, 1956 (Relevant Provisions): Definition, types of companies Memorandum of association; Articles of association; Prospectus; Share capital and membership.	UNIT-1: Statistics - Definitions, Characteristics, Scope and Nature, Functions, Ilimitations, Distrust and misuse importance & Statistical Investigations., Classification & Tabulation,	UNIT-1:- Accounting for issue, Forfeited and redemption of shares and debentures.		Teaching Plan
ADVANCED COST ACCOUNTING (Paper-Third) e.	MANAGEMENT CONCEPT (Paper First)	Management Accounting Paper – IV	ADVANCED COST ACCOUNTING (Paper–Third)	MANAGEMENT CONCEPT (Paper First)	Management Accounting Paper—IV	ADVANCED COST ACCOUNTING (Paper~Third)	NCEPT	semester Subject	M.com
Unit – III  Job, Batch, Contract Costing and operating costing.	T   Unit - III   Staffing: Directing: Coordinating: Control - nature, process, and techniques.	UNIT-2  Accounting Plan and Responsibility Centers: Meaning and significance of responsibility accounting; Responsibility centerscost centre, profit centre and investment centre, Problems in transfer pricing. Objectives and determinates of responsibility centers.	Unit – II Labour cost – Computation and control, Overheads – Accounting and Control	Unit – II  Managerial Functions: Planning - concept, significance, types:  Organizing: -concept, principles of authority, theories, types of organizations, authority, responsibility, power, delegation, decentralization	UNIT-1 Introduction of Accounting: Management accounting as a area accounting: Objectives, nature and scope of management accounting, techniques of management accounting, ifference between financial accounting, cost accounting and management accounting. Management accounting and management accounting and management accounting and management accounting.	Unit – I Introduction – Cost Analysis, concepts and classification, Materials control – Techniques of Materials control.	Unit – I  Schools of Management Thought: Scientific, process, human Schools of management Thought: Scientific, process, human behaviour and social system school; Decision theory school; Quantitative and system school; Contingency theory of management; Functions of a manager.		Teaching Plan
									Expected Periods
Chalk And Talk Method     Z.Flip The Class     Group Discussion     Aproblem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4 Problem Solving	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving	Chalk And Talk Method     Flip The Class     Group Discussion     AProblem Solving	1. Chaik And Talk Method 2.Filp The Class 3. Group Discussion 4Problem Solving	2. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	L. Chalk And Talk Method  2. Flip The Class  3. Group Discussion  4Problem Solving		Teaching Aids



					1	
	Sconglen Cocum Prictaky	Jan.		7		
CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	CORPORATELEGALFRAMEW ORK Paper – V	STATISTIC ALANALYSIS Paper – IV	ADVANCED ACCOUNTING PAPER – II	CORPORATELEGALFRAMEW ORK Paper – V
UNIT-5: Legal Environment for Security Markets: SEBI Act. 1992- organisation and Objectives of SEBI	UNIT-5:- Probability Distributions-Bionomial, poisson and Distributions, Their characteristics and applications.	UNIT-5 :- Accounts relating to Liquidation of companies	UNIT-4 :- Endorsement and crossing of cheque; Presentation of negotiable instruments.	UNIT-4: Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	UNIT-4:- Accounting for holding and subsidiary companies.	UNIT-3:- The Negotiable Instruments Act,1881-Definition, types of negotiable instruments; Negotiation; Holder and holderin due course; payment in due course;
Paper – IV	ADVANCED COST ACCOUNTING (Paper-Third)	MANAGEMENT CONCEPT (Paper First)	Management Accounting Paper – IV	ADVANCED COST ACCOUNTING (Paper-Third)	MANAGEMENT CONCEPT (Paper First)	Management Accounting Paper – IV
Marginal Costing: Concept of marginal cost; Marginal costing and absorption, costing, Marginal costing versus direct, costing;	Unit – V  Budgetary control – Importance of budgets in accounting. Nature of budgetary control, Organization for budgetary control preparation zero base budgeting, performance budgeting. Cash Budget, Production and sales Budget.	Unit – V Group Dynamics and Team evelopment: Group dynamics - Definition and importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development.	UNIT-4 Standard Costing and Variance Analysis;, Standard costing as a Standard Costing and Variance Analysis;, Standard costing as a control technique; Setting of standards and their revision; Variance analysis-meaning and importance; Kinds of variances and their uses material, labour and overhead variances; Disposal: of variances; Relevance of variance analysis to budgeting and standard costing.	Unit - IV Process Costing, Joint products & By – products costing, Uniform costing and Estimate costing.	Unit – IV Motivation : Process of Information and theory Y, two motivation - need hierarchy theory, theory X and theory Y, two factor theory, Alderfer's ERG theory, McCleland's learned need theory, Victor Vroom's theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.	UNIT-3 Budgeting: Definition of Budget; Essentials of budgeting: Types of budgets budgets functional, master etc. Fixed and flexible budget
2.Flip The Class 3. Group Discussion 4Problem Solving	2.Filp The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	2. Fig. The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	2.Filp The Class 3. Group Discussion 4Problem Solving	2.Flip The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method	2.Filp The Class 3. Group Discussion 4Problem Solving	2. Filp The Class 3. Group Discussion 4Problem Solving 1. Chalk And Talk Method



PRINCIPAL
Govt. Collego, Pandaria
Distt. Kabirdham (C.S.)

EACHER:- MADAN IAL KASHYAP (AST PRO.)

											-	1
Senesten ezam prieguein	7/60	900	GC A	7	Sep	]	Prog.	7	Table			Mont
Income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper -Third	MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper -Third	MANAGERIAL ECONOMICS PAPER-I	income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Income Tax Law and Accounts Paper –Third	MANAGERIAL ECONOMICS PAPER-I	Subject	semester	M.com
Unit - V:  Appeals & Revisions Reference of High Court and Supreme court, offences & penalties, Income tax authorities.	UNIT-5 :- Production Theory: Production function-production with one and two variable inputs, Stages of production; Economics of scale; Estimation of production function.	Unit — IV:  Set off and carry forward of losses, Deduction from gross total income Calculation of taxable income and tax of an individual, and Hindu undivided Families.	UNIT-4: Theory of consumer Choice: Cardinal utility pproach, Indifference approach, revealed preference and theory of consumer choice under risk; Demand estimation for major consumer durable and non-durable products; Demand forecasting tech. technique.	Unit – III :-  Depreciation and Development allowance, Calculation of taxable income under the head: Business and Profession, capital gains, income from other sources.	UNIT-3 :  Demand Analysis: Individual and Market demand functions law of demand; determinants of demand; Elasticity of demand-its meaning and importance, Price elasticity; Income elasticity and cross elasticity; Using elasticity in managerial decisions.	Unit – II :> Calculation of taxable income under the head : Salary and House property.	UNIT-2 :- Fundamental economic concepts-incremental principle, opportunity cost principle, discounting principle equimarginal principle	Unit -1: Law relating to income tax: Brief study of the main provisions of the Indian Income Tax Act. Important definitions. Income exempted from tax, Residence and Tax llability.	UNIT-1: Nature and Scope of Managerial, Economics: Objective of a firm; Economics theory and managerial theory; Managerial economist's role and responsibilities.			Mont M.com Teaching Plan
TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	TAX PLANNING AND MANAGEMENT Paper –VIII	BUSINESS ECONOMICS PAPER – VI	Subject	semester	M.com
Unit – V :- Preparation of income tax returns, Computation of income tax, Tax deduction at source; Advance payment of tax.  \( \)	UNIT-5:- Inflation: Definition, Characteristics and types; Inflation interms of dem and pull and cost – push factors; Effects of Inflation.	Unit – IV Tax planning to capital structure, decision dividend policy; inter corporate dividends and bonus shares.	UNIT-4:  Business Cycles: Nature and phases of la business. cycle; The ories of businesss cycles- psychological, profit, monetary, innovation, cobweb, Samuelson and Hicks theories	Unit – III :- Concept of tax Planning; Tax avoidance and tax evasions; Tax planning with reference of location, nature and form of organization of new	UNIT-3:  Pricing Practices: Methods of price determination in practice, pricing of multiple products; pricedis crimination; international pricedis crimination and dumping: Transfer pricing.	Unit — II :- Return of Income, Provisional Regular, Expert and emergency assessment, Re opening of assessment.	UNIT-2: Price Determination under Different Market Conditions: Characteristics of different market structures; Price determination and firm sequilibriumin short-run and longrun under perfect competition, monopolistic competition, oligopoly and monopoly,	Unit – I:- Calculation of taxable income and tax of Firm and Companies.	UNIT-1:  Cost Theory and Estimation, economic value analysis, Short and long run cost functions-their nature, shape and interrelationship; Law of variable proportions; Law of returns to scale			Teaching Plan
June	may		Bon		חשמה		to		Jan			Periods
Chalk And Talk Method     Flip The Class     Group Discussion     Problem Solving	Chalk And Talk Method     Property of the Class     Group Discussion     Problem Solving	Chalk And Talk Method     Flip The Class     Group Discussion     Problem Solving	<ol> <li>Chalk And Talk Method</li> <li>Flip The Class</li> <li>Group Discussion</li> <li>Problem Solving</li> </ol>	1. Chaik And Taik Method 2.Flip The Class 3. Group Discussion 4Problem Solving	2.F. Chaik Anto Laix Mecliod 2.F. Filp The Class 3. Group Discussion 4Problem Solving	2.Filp The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4Problem Solving			reaciiiig Alas

Govt. Collego, Pandaria Directur PAPRINCIPAL