

INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT.- KABIRDHAM (C.G.)
ANNUAL TEACHING PLAN 2019-20
DEPARTMENT OF COMMERCE

NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)

Month	M.com 1ST semester	Teaching Plan	M.com 2ND semester	Teaching Plan	Expected Periods	Teaching Aids
	Subject		Subject			
July	ADVANCED ACCOUNTING PAPER - II	UNIT-1 :- Accounting for Issue, Forfeited and redemption of shares and debentures.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-1 :- Accounts of general Insurance Companies.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
11	STATISTIC ALANALYSIS Paper - IV	UNIT-1 :- Statistics - Definitions, Characteristics, Scope and Nature, Functions, Limitations, Distrust and misuse Importance & Statistical Investigations, Classification & Tabulation,	ADVANCE STATISTICS Paper-IX	UNIT-1 :- Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
11	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.	Business Laws Paper -X	UNIT-1 :- SEBI Act-1992: Organization and objectives of SEBI, Functions and Role of SEBI. Rights and Power of SEBI.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Aug. sep.	ADVANCED ACCOUNTING PAPER - II	UNIT-2 :- Final accounts and financial statements of companies.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-2 :- Accounts of Banking Companies.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
11	STATISTIC ALANALYSIS Paper - IV	UNIT-2 :- Data Sources: Primary and Secondary, Primary data collection techniques, Schedule, Question naire and Interview & sources' of Secondary data.	ADVANCE STATISTICS Paper-IX	UNIT-2 :- Statistical Estimations. And Testory: Point and Interval estimation of population Mean, proportion and variance Statistical Testing- Hypothesis and Errors, Sample size- Large and Small Sampling test Z tests, T Tests & F Tests.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
11	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-2 :- Meeting sander solutions- Company management; Managerial remuneration; Winding up and dissolution of companies	Business Laws Paper - X	UNIT-2 :- MRTP Act 1969: Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices-Meaning, Unfair trade practice, MRTP commission of fences and Penalties.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
08	ADVANCED ACCOUNTING PAPER - II	UNIT-3 :- Accounting Issues relative to amalgamation and reconstruction of companies.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-3 :- Accounts of Public Utility concerns: Double Accounts System.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
11	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.	ADVANCE STATISTICS Paper-IX	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.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving

11	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-3 :- The Negotiable Instruments Act,1881- Definition, types of negotiable instruments; Negotiation; Holder and holder in due course; payment in due course;	Business Laws Paper - X	UNIT-3 :- Consumer Protection Act 1986: Needs of Act, Rights of consumer, Objectives of Act, Grievance redressal Machinery, District Forum, State Commission, National Commission.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
11	ADVANCED ACCOUNTING PAPER - II	UNIT-4 :- Accounting for holding and subsidiary companies.	SPECIALISEDACCOUNTING PAPER -VII	UNIT-4 :- Royalty accounts.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Nov.	STATISTIC ALANALYSIS Paper -IV	UNIT-4 :- Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	ADVANCE STATISTICS Paper-IX	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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
11	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-4 :- Endorsement and crossing of cheque; Presentation of negotiable instruments.	Business Laws Paper - X	UNIT-4 :- FEMA Act 1999: Objectives; Regulation and Management of FEMA, Penalties Appeal.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
DPCC	ADVANCED ACCOUNTING PAPER - II	UNIT-5 :- Accounts relating to Liquidation of companies	SPECIALISEDACCOUNTING PAPER -VII	UNIT-5 :- Investment accounts.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Sem.	STATISTIC ALANALYSIS Paper -IV	UNIT-5 :- Probability Distributions-Binomial, poisson and Distributions, Their characteristics and applications.	ADVANCE STATISTICS Paper-IX	UNIT-5 :- Interpolation and Extrapolation -Prabolic Binomial, Newton and long rages method.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Prepari Ting	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-5 :- Legal Environment for Security Markets: SEBI Act. 1992- organisation and Objectives of SEBI	Business Laws Paper - X	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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving


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ANNUAL TEACHING PLAN 2021-22

DEPARTMENT OF COMMERCE

NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)

Mont	M.com 1ST semester	Teaching Plan	M.com 3RD semester	Teaching Plan	Expected Periods	Teaching Aids
	Subject		Subject			
July Aug.	ADVANCED ACCOUNTING PAPER – II	UNIT-1 :- Accounting for Issue, Forfeited and redemption of shares and debentures.	MANAGEMENT CONCEPT (Paper First)	Unit – I 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.		1. Chalk and Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
TT	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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
TT	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; Difference between financial accounting, cost accounting and management accounting; Management accounting and managerial decisions; Management accountant's position, role and responsibilities		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem 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 4.Problem Solving
TT	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 4.Problem Solving
TT	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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
QA	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 4.Problem Solving
TT	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 4.Problem Solving

11	CORPORATELEGALFRAMEW ORX Paper - V	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 (Paper First)	UNIT-3 Budgeting: Definition of Budget; Essentials of budgeting; Types of budgets functional, master etc. Fixed and flexible budget		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4problem Solving
Nov. Dec.	ADVANCED ACCOUNTING PAPER - II	UNIT-4 -> Accounting for holding and subsidiary companies.	MANAGEMENT CONCEPT (Paper First)	Unit - IV Motivation : Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, Alderfer's ERG theory, McClelland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
11	STATISTIC ANALYSIS Paper - IV	UNIT-4 -> Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	ADVANCED COST ACCOUNTING (Paper-Third)	Unit - IV Process Costing, Joint products & By-products costing, Uniform costing and Estimate costing.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
11	CORPORATELEGALFRAMEW ORX Paper - V	UNIT-4 -> Endorsement and crossing of cheque; Presentation of negotiable instruments.	Management Accounting Paper - IV	UNIT-4 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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
Jan. Sem. Exam	ADVANCED ACCOUNTING PAPER - II	UNIT-5 -> Accounts relating to liquidation of companies	MANAGEMENT CONCEPT (Paper First)	Unit - V Group Dynamics and Team development: Group dynamics - Definition and importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
Prebri -king	STATISTIC ANALYSIS Paper - IV	UNIT-5 -> Probability Distributions-Binomial, poisson and Distributions, Their characteristics and applications.	ADVANCED COST ACCOUNTING (Paper-Third)	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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving
11	CORPORATELEGALFRAMEW ORX Paper - V	UNIT-5 -> Legal Environment for Security Markets: SEBI Act, 1992- organisation and Objectives of SEBI	Management Accounting Paper - IV	UNIT-5 Marginal Costing: Concept of marginal cost; Marginal costing and absorption, Marginal costing versus direct, costing.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4Problem Solving


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DEPARTMENT OF COMMERCE

NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)

Month	M.com 2ND semester		Teaching Plan		Expected Periods	Teaching Aids
	Subject	Subject	M.com 4TH semester	Teaching Plan		
March	SPECIALISED ACCOUNTING PAPER-VII	UNIT-1 :- Accounts of General Insurance Companies.	PRINCIPLE OF MARKETING Paper A First	Unit -1 :- Introduction – Meaning, nature, scope and importance of marketing; Marketing concept and its evolution; Marketing mix; Strategic marketing planning – an overview		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	ADVANCE STATISTICS Paper-IX	UNIT-1 :- Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.	INTERNATIONAL MARKETING Paper A Fourth	Unit -1 :- International Marketing: Meaning; Scope, benefits and difficulties of international marketing; International marketing and Domestic Marketing; reasons for entering international marketing; international marketing environment; identifying and selecting foreign market.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-1 :- SEBI Act-1992; Organization and objectives of SEBI; Functions and Role of SEBI Rights and Power of SEBI.	PRINCIPLE OF MARKETING Paper A First	Unit -II :- Market Analysis and Selection – Marketing environment – macro and micro components and their impact of marketing decisions; Market segmentation and positioning; Buyer behavior; Consumer versus organizational buyers; Consumer decision – making process		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Mar Apr May	SPECIALISED ACCOUNTING PAPER-VII	UNIT-2 :- Accounts of Banking Companies.	INTERNATIONAL MARKETING Paper A Fourth	Unit -II :- Foreign market entry mode: Product designing, standardization Vs. Adaptation; Branding; Packaging and Labeling.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	ADVANCE STATISTICS Paper-IX	UNIT-2 :- Statistical Estimations And Testory: Point and Interval Estimation of population Mean, proportion and Variance Statistical Testing- Hypothesis and Errors, Sample Size- Large and Small Sampling test Z tests, T Tests & F Tests.	PRINCIPLE OF MARKETING Paper A First	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.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-2 :- MRTP Act 1969; Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices-Meaning, Unfair trade practice, MRTP commission of fines and Penalties.	INTERNATIONAL MARKETING Paper A Fourth	Unit -III :- Quality issues and after sales service; International pricing: International price quotation; payment terms and methods of payment.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Apr May	SPECIALISED ACCOUNTING PAPER-VII	UNIT-3 :- Accounts of Public Utility concerns: Double Accounts System.	PRINCIPLE OF MARKETING Paper A First	Unit -IV :- Pricing Decisions – Factors affecting price determination; Pricing policies and strategies; Discounts and rebates.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving

TT	ADVANCE STATISTICS Paper-IX	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 method) Expected frequency's & Issuery Association.	INTERNATIONAL MARKETING Paper A Fourth	Unit - IV :- Promotion of products and services abroad; International channels of distribution; Selection and appointment of foreign sales agents; Logistic decision.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-3 :- Consumer Protection Act 1930; Needs of Act, Rights of consumers, Objectives of Act., Grievance redressal Machinery, District Forum, State Commission, National Commission.	PRINCIPLE OF MARKETING Paper A First	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	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
may June	SPECIALISED ACCOUNTING PAPER-VII	UNIT-4 :- Royalty accounts.	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	ADVANCE STATISTICS Paper-IX	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.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-4 :- FEMA Act 1999: Objectives; Regulation and Management of FEMA, Penalties Appeal.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
June exam.	SPECIALISED ACCOUNTING PAPER-VII	UNIT-5 :- Investment accounts.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Exam prep	ADVANCE STATISTICS Paper-IX	UNIT-5 :- Interpolation and Extrapolation - Parabolic Binomial, Newton and long rages method.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
- King	Business Laws Paper - X	UNIT-5 :- W.T.O.: Brief History of WTO, Objectives and Functions, Organisation, W.T.O. and India, Regional groupings, and dumping duties and other NTBs, Doha declaration Dispute settlement system, TRIP, TRIMS and GATS.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving


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Mont	Teaching Plan		Expected Periods	Teaching Aids
	M.com 1ST semester Subject	M.com 3RD semester Subject		
JULY Aug.	ADVANCED ACCOUNTING PAPER - II	MANAGEMENT CONCEPT (Paper First)	Unit - I School 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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TR	STATISTIC ANALYSIS PAPER - IV	ADVANCED COST ACCOUNTING (Paper-Third)	Unit - I Introduction - Cost Analysis, concepts and classification, Materials control - Techniques of Materials control.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TR	CORPORATELEGALFRAMEW ORK Paper - V	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; Difference between financial accounting, cost accounting and management accounting; Management accounting and managerial decisions; Management accountant's position, role and responsibilities	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Sep.	ADVANCED ACCOUNTING PAPER - II	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 4. Problem Solving
TR	STATISTIC ANALYSIS PAPER - IV	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 4. Problem Solving
TR	CORPORATELEGALFRAMEW ORK Paper - V	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Oct	ADVANCED ACCOUNTING PAPER - II	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 4. Problem Solving
TR	STATISTIC ANALYSIS PAPER - IV	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 4. Problem Solving

Nov Dec	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-3 :- The Negotiable Instruments Act,1881-Definition, types of negotiable instruments; Negotiation; Holder and holder in due course; Payment in due course;	Management Accounting Paper - IV	UNIT-3 Budgeting : Definition of Budget; Essentials of budgeting; Types of budgets functional, master etc. Fixed and flexible budget	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Nov Dec	ADVANCED ACCOUNTING PAPER - II	UNIT-4 :- Accounting for holding and subsidiary companies.	MANAGEMENT CONCEPT (Paper First)	Unit - IV Motivation : Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, Alderfer's ERG theory, McClelland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
11	STATISTIC ALANALYSIS Paper - IV	UNIT-4 :- Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	ADVANCED COST ACCOUNTING (Paper-Third)	Unit - IV Process Costing, Joint products & By- products costing. Uniform costing and estimate costing.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
11	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-4 :- Endorsement and crossing of cheque; Presentation of negotiable instruments.	Management Accounting Paper - IV	UNIT-4 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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Dec. Sem.	ADVANCED ACCOUNTING PAPER - II	UNIT-5 :- Accounts relating to Liquidation of companies	MANAGEMENT CONCEPT (Paper First)	Unit - V Group Dynamics and Team development : Group dynamics - Definition and importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Exam Prepar - Period	STATISTIC ALANALYSIS Paper - IV	UNIT-5 :- Probability Distributions-Binomial, poisson and Distributions, Their characteristics and applications.	ADVANCED COST ACCOUNTING (Paper-Third)	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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
11	CORPORATELEGALFRAMEW ORK Paper - V	UNIT-5 :- Legal Environment for Security Markets: SEBI Act. 1992- organisation and Objectives of SEBI	Management Accounting Paper - IV	UNIT-5 Marginal Costing: Concept of marginal cost; Marginal costing and absorption, costing, Marginal costing versus direct, costing;	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving


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NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)

Month	Teaching Plan		M.com 4TH semester Subject	Teaching Plan	Expected Periods	Teaching Aids
	M.com 2ND semester Subject	Teaching Plan				
Jan.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-1 :- Accounts of General Insurance Companies.	PRINCIPLE OF MARKETING Paper A First	Unit - I :- Introduction – Meaning, nature, scope and importance of marketing; Marketing concept and its evolution; Marketing mix; Strategic marketing planning – an overview	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Jan.	ADVANCE STATISTICS Paper-IX	UNIT-1 :- Statistical Decision Theory: Decision environment, Expected profit under uncertainty and assigning probabilities and utility theory.	INTERNATIONAL MARKETING Paper A Fourth	Unit - I :- International Marketing: Meaning, Scope, benefits and difficulties of International Marketing; International marketing and Domestic Marketing, reasons for entering international marketing; International marketing environment; Identifying and selecting foreign market.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Jan.	Business Laws Paper - X	UNIT-1 :- SEBI Act-1992: Organization and objectives of SEBI, Functions and Role of SEBI Rights and Power of SEBI.	PRINCIPLE OF MARKETING Paper A First	Unit - II :- Market Analysis and Selection – Marketing environment – macro and micro components and their Impact of marketing decisions; Market segmentation and positioning; Buyer behavior; Consumer versus organizational buyers; Consumer decision – making process	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Feb.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-2 :- Accounts of Banking Companies.	INTERNATIONAL MARKETING Paper A Fourth	Unit - II :- Foreign market entry mode: Product designing, standardization Vs. Adaptation; Branding, Packaging and Labeling.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Jan.	ADVANCE STATISTICS Paper-IX	UNIT-2 :- Statistical Estimations. And Testory: Point and Interval Estimation of population Mean, proportion and variance Statistical Testing-Hypothesis and Errors, Sample Size-Large and Small Sampling Test Z Tests, T Tests & F Tests.	PRINCIPLE OF MARKETING Paper A First	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Jan.	Business Laws Paper - X	UNIT-2 :- MRTP Act-1969: Monopolistic Trade Practice Meaning, essentials, Restrictive Trade Practices-Meaning, Unfair Trade practice, MRTP commission of Fines and Penalties.	INTERNATIONAL MARKETING Paper A Fourth	Unit - III :- Quality Issues and after sales service; International pricing; International price quotation; payment terms and methods of payment.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	
Mar.	SPECIALISED ACCOUNTING PAPER -VII	UNIT-3 :- Accounts of Public Utility concerns: Double Accounts System.	PRINCIPLE OF MARKETING Paper A First	Unit - IV :- Pricing Decisions – Factors affecting price determination; Pricing policies and strategies; Discounts and rebates.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving	

TT	ADVANCE STATISTICS Paper-IX	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 & Issuery Association.	INTERNATIONAL MARKETING Paper A Fourth	Unit - IV :- Promotion of products and services abroad: International channels of distribution; Selection and appointment of foreign sales agents. Logistic decision.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-3 :- Consumer Protection Act 1986; Needs of Act, Rights of consumers, Objectives of Act, Grievance redressal Machinery, District Forum, State Commission, National Commission.	PRINCIPLE OF MARKETING Paper A First	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	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
APP.	SPECIALISED ACCOUNTING PAPER-VII	UNIT-4 :- Royalty accounts.	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	ADVANCE STATISTICS Paper-IX	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.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
TT	Business Laws Paper - X	UNIT-4 :- FEMA Act 1999: Objectives; Regulation and Management of FEMA, Penalties Appeal.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
may.	SPECIALISED ACCOUNTING PAPER-VII	UNIT-5 :- Investment accounts.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Exam.	ADVANCE STATISTICS Paper-IX	UNIT-5 :- Interpolation and Extrapolation - Parabolic, Binomial, Newton and long ranges method.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Prepari -king	Business Laws Paper - X	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.			1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving


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INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT.- KABIRDHAM (C.G.)
ANNUAL TEACHING PLAN 2021-22
DEPARTMENT OF COMMERCE

M. Com.

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

Mont	Teaching Plan		Teaching Plan		Expected Periods	Teaching Aids
	M.com 2ND semester	Subject	M.com 4TH semester	Subject		
Jan	BUSINESS ECONOMICS PAPER - VI	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	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - 1 :- 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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
—	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit -1:- Calculation of taxable Income and tax of Firm and Companies.	MARKETING RESEARCH Paper A Third	Unit - 1 :- Marketing Research: An Introduction; Marketing Decisions; Marketing Research and Information System		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
Feb	BUSINESS ECONOMICS PAPER - VI	UNIT-2 :- Price Determination under Different Market Conditions: Characteristics of different market structures: Price determination and firm equilibrium short-run and longrun under perfect competition, monopolistic competition, oligopoly and monopoly,	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - II :- Pre-launch Advertising Decision: determination of target audience, Advertising Media and their choice. Advertising messages, Layout of advertisement and Advertising Appeal, Advertising Copy.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
—	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - II :- Return of Income, Provisional Regular, Export and emergency assessment, Re opening of assessment.	MARKETING RESEARCH Paper A Third	Unit - II :- Marketing Research Methodology, Research Design.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
Feb	BUSINESS ECONOMICS PAPER - VI	UNIT-3 :- Pricing Practices: Methods of price determination in practice, pricing of multiple products; priceis crimination; international priceis crimination and dumping; Transfer pricing.	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - III :- Promotional Management: Advertising Department, Role of Advertising Agencies and their Selection, Advertising Budget, Evaluation of Advertising Effectiveness.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
—	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - III :- Concept of tax Planning : Tax avoidance and tax evasions ; Tax planning with reference of location, nature and form of organization of new	MARKETING RESEARCH Paper A Third	Unit - III :- Organization of Marketing Research. Specialized areas of application of marketing research.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
Mgn APPH.	BUSINESS ECONOMICS PAPER - VI	UNIT-4 :- Business Cycles: Nature and phases of a business; cycle; The ories of business cycles- psychological, profit, monetary, innovation, cobweb, Samuelson and Hicks theories	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - IV :- Personal Selling: Meaning and Importance of Personal Selling;- Difference between Personal Selling, Advertising and Sales Promotion. Methods and Procedure of Personal Selling.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
—	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - IV Tax planning to capital structure, decision dividend policy; inter corporate dividends and bonus shares.	MARKETING RESEARCH Paper A Third	Unit - IV :- Specialized Techniques of Marketing Research. Motivation Research.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
may Sem. Exam.	BUSINESS ECONOMICS PAPER - VI	UNIT-5 :- Inflation: Definition, Characteristics and types; Inflation Interns of dem and pull and cost - push factors; Effects of Inflation.	ADVERTISING & SALES MANAGEMENT Paper A Second	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.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving
Preparatory	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - V :- Preparation of income tax returns, Computation of income tax, Tax deduction at source; Advance payment of tax.	MARKETING RESEARCH Paper A Third	Unit - V :- Advertising Research: Planning and procedure, New Product Research.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4)Problem Solving

M. Com.

INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT. - KABIRDHAM (C.G.)
ANNUAL TEACHING PLAN 2021-22
DEPARTMENT OF COMMERCE

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

Month	M.com 1ST semester		Teaching Plan	M.com 3RD semester		Teaching Plan	Expected Periods	Teaching Aids
	Subject	Subject		Subject	Subject			
Aug Sep	MANAGERIAL ECONOMICS PAPER-I	UNIT-1 :- Nature and Scope of Managerial Economics: Objective of a firm: Economics theory and managerial theory; Managerial economist's role and responsibilities.	ORGANIZATIONAL BEHAVIOUR Paper - Second	Unit - I :- Organizational Behaviour: concept and significance; Relationship between management and organizational behaviour; Emergence and ethical perspective; Attitudes; Perception; Learning; Personality; Transactional analysis.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
—	Income Tax Law and Accounts Paper -Third	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.	Accounting for managerial decisions Paper - V	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
Oct Nov	MANAGERIAL ECONOMICS PAPER-I	UNIT-2 :- Fundamental economic concepts-Incremental principle, opportunity cost principle, discounting principle, equimarginal principle	ORGANIZATIONAL BEHAVIOUR Paper - Second	Unit - II :- Leadership: Concept; Leadership styles; Theories - trait theory, behavioural theory, Fielder's contingency theory; Hersey and Blanchard's situational theory; Managerial Grid; Likert's four systems of leadership.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
—	Income Tax Law and Accounts Paper -Third	Unit - II :- Calculation of taxable Income under the head : Salary and House property.	Accounting for managerial decisions Paper - V	UNIT-2 :- Analyzing financial Statements: Method, objects and ratio analysis.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
Dec	MANAGERIAL ECONOMICS PAPER-I	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.	ORGANIZATIONAL BEHAVIOUR Paper - Second	Unit - III :- Organizational conflict: Dynamics and management; Sources, patterns, levels, and types of conflict; Traditional and modern approaches to conflict; Functional and dysfunctional organizational conflicts; Resolution of conflict.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
—	Income Tax Law and Accounts Paper -Third	Unit - III :- Depreciation and Development allowance, Calculation of taxable Income under the head: Business and Profession, Capital gains, Income from other sources.	Accounting for managerial decisions Paper - V	UNIT-3 :- Cash flow analysis and Fund flow analysis.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			
Jan	MANAGERIAL ECONOMICS PAPER-I	UNIT-4 :- Theory of 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 techn. technique.	ORGANIZATIONAL BEHAVIOUR Paper - Second	Unit - IV :- 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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving			

MADAN IAL KASHYAP

Income Tax Law and Accounts Paper - Third	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.	Accounting for managerial decisions Paper - V	UNIT - 4 :- Contemporary Issues In Management Accounting: Value chain analysis; Activity bases costing; Quality costing; Target and lifecycle costing.		1. Chalk and Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
<u>Feb</u> <u>Revision</u> MANAGERIAL ECONOMICS PAPER-I	UNIT - 5 :- Production Theory: Production function-production with one and two variable inputs, Stages of production; Economics of scale; Estimation of production function.	ORGANIZATIONAL BEHAVIOUR Paper - Second	UNIT - 4 :- Organizational Development: Concept; Need for change, resistance to change; Theories of planned change; Organizational diagnosis; Organizational Development Intervention.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
<u>SEM - I</u> <u>Exam</u> <u>PAPER - III</u> Income Tax Law and Accounts Paper - Third	UNIT - V :- Appeals & Revisions Reference of High Court and Supreme court, offences & penalties, Income tax authorities.	Accounting for managerial decisions Paper - V	UNIT - 5 :- Reporting to Management: Objectives of reporting, reporting needs at different managerial levels; Types of, reports, " modes of reporting; reporting at different levels of management.		1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving




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INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT.- KABIRDHAM (C.G.)
ANNUAL TEACHING PLAN 2020-21
DEPARTMENT OF COMMERCE

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

Mont	Teaching Plan		Teaching Plan		Expected Periods	Teaching Aids
	M.com 2ND semester	Subject	M.com 4TH semester	Subject		
MCAH.	BUSINESS ECONOMICS PAPER - VI	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	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit -1 :- 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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
TT	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit -1:- Calculation of taxable Income and tax of Firm and Companies.	MARKETING RESEARCH Paper A Third	Unit -1:- Marketing Research: An introduction; Marketing Decisions; Marketing Research and Information System	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
MCAH	BUSINESS ECONOMICS PAPER - VI	UNIT-2 :- Price Determination under Different Market Conditions: Characteristics of different market structures; Price determination and firm equilibrium in short-run and longrun under perfect competition, monopolistic competition, oligopoly and monopoly.	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - II :- Pre-launch Advertising Decisions: determination of target audience, Advertising Media and their choice, Advertising messages, Layout of advertisement and Advertising Appeal, Advertising Copy.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
TT	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - II :- Return of Income, Provisional Regular, Expert and emergency assessment, Re opening of assessment.	MARKETING RESEARCH Paper A Third	Unit - II :- Marketing Research Methodology, Research Design.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
APM.	BUSINESS ECONOMICS PAPER - VI	UNIT-3 :- Pricing Practices: Methods of price determination in practice; pricing of multiple products; price/crisis termination; International price/crisis termination and dumping; Transfer pricing.	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - III :- Promotional Management: Advertising Department, Role of Advertising Agencies and their Selection, Advertising Budget, Evaluation of Advertising Effectiveness.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
TT	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - III :- Concept of tax Planning ; Tax avoidance and tax evasions ; Tax planning with reference of location, nature and form of organization of new	MARKETING RESEARCH Paper A Third	Unit - III :- Organization of Marketing Research. Specialized areas of application of marketing research.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
APM.	BUSINESS ECONOMICS PAPER - VI	UNIT-4 :- Business Cycles: Nature and phases of a business. cycle; The orles of business cycles- psychological, profit, monetary, innovation, cobweb, Samuelson and Hicks theories	ADVERTISING & SALES MANAGEMENT Paper A Second	Unit - IV :- Personal Selling: Meaning and Importance of Personal Selling. - Difference between Personal Selling, Advertising and Sales Promotion, Methods and Procedure of Personal Selling.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
TT	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - IV Tax planning to capital structure, decision dividend policy; Inter corporate dividends and bonus shares.	MARKETING RESEARCH Paper A Third	Unit - IV:- Specialized Techniques of Marketing Research. Motivation Research.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
may June	BUSINESS ECONOMICS PAPER - VI	UNIT-5 :- Inflation: Definition, Characteristics and types; Inflation Internms of dem and pull and cost - push factors; Effects of Inflation.	ADVERTISING & SALES MANAGEMENT Paper A Second	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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	
Senesta Cxqvn	TAX PLANNING AND MANAGEMENT Paper -VIII	Unit - V :- Preparation of Income tax returns; Computation of Income tax, Tax deduction at source; Advance payment of tax.	MARKETING RESEARCH Paper A Third	Unit - V :- Advertising Research: Planning and procedure, New Product Research.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving	

Madan Lal Kashyap

INDIRA GANDHI GOVERNMENT COLLEGE PANDARIA, DISTT. - KABIRDHAM (C.G.)
ANNUAL TEACHING PLAN 2020-21
DEPARTMENT OF COMMERCE

NAME OF TEACHER:- VICKY SINHA (GUEST LECTURER)

Month	Teaching Plan		Expected Periods	Teaching Aids
	M.com 1ST semester Subject	M.com 3RD semester Subject		
Nov	ADVANCED ACCOUNTING PAPER - II	MANAGEMENT CONCEPT (Paper First)	Unit - I 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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
	STATISTIC ALANALYSIS PAPER - IV	ADVANCED COST ACCOUNTING (Paper-Third)	Unit - I Introduction - Cost Analysis, concepts and classification, Materials control - Techniques of Materials control.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
	CORPORATELEGALFRAMEW ORK PAPER - V	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 managerial decisions; Management accountant's position, role and responsibilities	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
	ADVANCED ACCOUNTING PAPER - II	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 4. Problem Solving
	STATISTIC ALANALYSIS PAPER - IV	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 4. Problem Solving
	CORPORATELEGALFRAMEW ORK PAPER - V	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.	1. Chalk And Talk Method 2. Flip The Class 3. Group Discussion 4. Problem Solving
Dec.	ADVANCED ACCOUNTING PAPER - II	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 4. Problem Solving
	STATISTIC ALANALYSIS PAPER - IV	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 4. Problem Solving

(Signature)

—	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-3 :- The Negotiable Instruments Act,1881-Definition, Types of negotiable Instruments; Negotiation; Holder and holdem due course; payment in due course;	Management Accounting Paper – IV	UNIT-3 Budgeting.: Definition of Budget; Essentials of budgeting; Types of budgets functional, master etc. Fixed and Flexible budget	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
—	ADVANCED ACCOUNTING PAPER – II	UNIT-4 :- Accounting for holding and subsidiary companies.	MANAGEMENT CONCEPT (Paper First)	Unit – IV Motivation : Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, Alderfer's ERG theory, McClelland's learned need theory, Victor Vroom's expectancy theory, Stacy Adams equity theory.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
—	STATISTIC ALANALYSIS Paper – IV	UNIT-4 :- Probability Theory: Probability classical, relative and subjective probability, Addition and multiplication probability models - Conditional probability and Baye's Theorem.	ADVANCED COST ACCOUNTING (Paper–Third)	Unit – IV Process Costing, Joint products & By – products costing, Uniform costing and Estimate costing.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
—	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-4 :- Endorsement and crossing of cheque; Presentation of negotiable Instruments.	Management Accounting Paper – IV	UNIT-4 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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Jqn.	ADVANCED ACCOUNTING PAPER – II	UNIT-5 :- Accounts relating to Liquidation of companies	MANAGEMENT CONCEPT (Paper First)	Unit – V Group Dynamics and Team development : Group dynamics - Definition and Importance, types of groups, group Formation, group development, group composition, group performance factors; Principle-centered approach to team development.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Semester Exam	STATISTIC ALANALYSIS Paper – IV	UNIT-5 :- Probability Distributions-Binomial, poisson and Distributions, Their characteristics and applications.	ADVANCED COST ACCOUNTING (Paper-Third)	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.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving
Preparatory	CORPORATELEGALFRAMEW ORK Paper – V	UNIT-5 :- Legal Environment for Security Markets: SEBI Act, 1992- organisation and Objectives of SEBI	Management Accounting Paper – IV	UNIT-5 Marginal Costing: Concept of marginal cost; Marginal costing and absorption, costing, Marginal costing versus direct, costing.	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving


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ANNUAL TEACHING PLAN 2019-20
DEPARTMENT OF COMMERCE

NAME OF TEACHER:- MADAN LAL KASHYAP (AST PRO.)

Month	M.com 1ST semester		Teaching Plan		M.com 2ND semester		Teaching Plan		Expected Periods	Teaching Aids
	Subject				Subject					
July	MANAGERIAL ECONOMICS PAPER-I	UNIT-1 :- Nature and Scope of Managerial, Economics; Objective of a firm; Economics theory and managerial theory; Managerial economist's role and responsibilities.	BUSINESS ECONOMICS PAPER - VI	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	Jan	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
—	Income Tax Law and Accounts Paper -Third	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 liability.	TAX PLANNING AND MANAGEMENT PAPER -VIII	Unit -1 :- Calculation of taxable Income and tax of Firm and Companies.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
—	MANAGERIAL ECONOMICS PAPER-I	UNIT-2 :- Fundamental economic concepts-Incremental principle, opportunity cost principle, discounting principle, equi-marginal principle	BUSINESS ECONOMICS PAPER - VI	UNIT-2 :- Price Determination under Different Market Conditions: Characteristics of different market structures; Price determination and firm equilibrium in short-run and longrun under perfect competition, monopolistic competition, oligopoly and monopoly,	Feb	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
Aug.	Income Tax Law and Accounts Paper -Third	Unit - II :- Calculation of taxable Income under the head : Salary and House property.	TAX PLANNING AND MANAGEMENT PAPER -VIII	Unit - II :- Return of Income, Provisional Regular, Expert and emergency assessment, Re opening of assessment.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
—	MANAGERIAL ECONOMICS PAPER-I	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.	BUSINESS ECONOMICS PAPER - VI	UNIT-3 :- Pricing Practices: Methods of price determination In practice, pricing of multiple products; price-dis crimination; International price-dis crimination and dumping; Transfer pricing.	Mar	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
—	Income Tax Law and Accounts Paper -Third	Unit - III :- Depreciation and Development allowance, Calculation of taxable Income under the head: Business and Profession, capital gains, Income from other sources.	TAX PLANNING AND MANAGEMENT PAPER -VIII	Unit - III :- Concept of tax Planning; Tax avoidance and tax evasions; Tax planning with reference of location, nature and form of organisation of new		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
Oct	MANAGERIAL ECONOMICS PAPER-I	UNIT-4 :- Theory of 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 technique.	BUSINESS ECONOMICS PAPER - VI	UNIT-4 :- Business Cycles: Nature and phases of a business. cycle; The ories of business cycles- psychological, profit, monetary, innovation, cobweb, Samuelson and Hicks theories	Apr	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
—	Income Tax Law and Accounts Paper -Third	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.	TAX PLANNING AND MANAGEMENT PAPER -VIII	Unit - IV Tax planning to capital structure, decision dividend policy; Inter corporate dividends and bonus shares.		1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
Nov	MANAGERIAL ECONOMICS PAPER-I	UNIT-5 :- Production Theory: Production function-production with one and two variable inputs, Stages of production; Economics of scale; Estimation of production function.	BUSINESS ECONOMICS PAPER - VI	UNIT-5 :- Inflation: Definition, Characteristics and types; Inflation Interms of dem and pull and cost - push factors; Effects of Inflation.	May	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				
Semester Exam Preparation	Income Tax Law and Accounts Paper -Third	Unit - V :- Appeals & Revisions Reference of High Court and Supreme court, offences & penalties, Income tax authorities.	TAX PLANNING AND MANAGEMENT PAPER -VIII	Unit - V :- Preparation of Income tax returns, Computation of Income tax, Tax deduction at source; Advance payment of tax.	June	1. Chalk And Talk Method 2.Flip The Class 3. Group Discussion 4.Problem Solving				

Principal
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Kabirdham (C.G.)

Exam
Preparatory