

Lesson Plan

***Name of the Faculty :** Mr. Yashvir Rana (**Theory**)

Discipline : FAA

Semester : 4th Sem

Subject : Marketing Management

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-59

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SUBJECT		
	2 nd	MEANING AND IMPORTANCE OF MARKETING		
	3 rd	MARKETING CONCEPTS		
	4 th	MARKETING ENVIROMENT		
	5 th	MARKETING ENVIROMENT		
2 nd	6 th	MARKET SEGEMENTATION		
	7 th	MARKET TARGETING		
	8 th	MARKET POSITIONING		
	9 th	REVISION OF UNIT 1st		
	10 th	TEST OF UNIT 1st		
3 rd	11 th	PRODUCT CONCEPT		
	12 th	CLASSIFICATION OF PRODUCTS		
	13 th	MEANING OF PRODUCT		
	14 th	PRODUCT MIX		
	15 th	PRODUCT LINES		
4 th	16 th	PRODUCT LEVELS		
	17 th	NEW PRODUCT DEVELOPMENT		
	18 th	PRODUCT LIFE CYCLE		
	19 th	PRODUCT LIFE CYCLE		
	20 th	CONCEPT OF BRANDING		
5 th	21 th	CONCEPT OF PACKAGING		
	22 th	REVISION OF UNIT 2nd		
	23 th	TEST OF UNIT 2nd		
	24 th	PRICING MEANING AND CONCEPT		
	25 th	PRICING STRATEGY		
6 th	26 th	OBJECTIVES OF PRICING		
	27 th	METHODS OF PRICING		
	28 th	METHODS OF PRICING		
	29 th	FACTORS INFLUINCING PRICING DECISIONS		
	30 th	PRICE DETERMINATION		
7 th	31 th	REVISION OF UNIT 3rd		

	32 th	TEST OF UNIT 3rd		
	33 th	DISTRIBUTION		
	34 th	MEANING OF CHANNEL		
	35 th	IMPORTANCE OF CHANNEL		
8 th	36 th	LEVELS OF CHANNELS		
	37 th	FACTORS INFLUENCING CHANNEL DECISIONS		
	38 th	FACTORS INFLUENCING CHANNEL DECISIONS		
	39 th	MGT. OF PHYSICAL DISTRIBUTION		
	40 th	MGT. OF PHYSICAL DISTRIBUTION		
9 th	41 th	REVISION OF UNIT 4th		
	42 th	TEST OF UNIT 4th		
	43 th	MEANING OF PROMOTION		
	44 th	CONCEPT OF PROMOTION		
	45 th	PROMOTION MIX		
10 th	46 th	ADVERTISEMENT		
	47 th	ADVANTAGES OF ADVERTISEMENT		
	48 th	DISADVANTAGES OF ADVERTISEMENT		
	49 th	FEATURES OF ADV.		
	50 th	SALES PROMOTION		
11 th	51 th	ADVANTAGES OF S.PROMOTION		
	52 th	PUBLICITY		
	53 th	IMPORTANCE OF PUBLICITY		
	54 th	INTRODUCTION OF E-MARKETING		
	55 th	CONCEPT OF E MARKETING		
12 th	56 th	BENEFITS OF E-MARKETING		
	57 th	NEW CONCEPTS		
	58 th	REVISION OF UNIT 4th		
	59 th	TEST OF UNIT 4th		

Lesson Plan

***Name of the Faculty :** Mr. Mahipal Chaudhary (**Therory**)

Discipline : FAA

Semester : 4th Sem.

Subject : Cost Accounting

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-60

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SYLLABUS		
	2 nd	CONCEPT OF COST		
	3 rd	COSTING AND C.ACC.		
	4 th	NATURE OF C.ACC.		
	5 th	SCOPE OF C.ACC.		
2 nd	6 th	CLASSIFICATION OF COST		
	7 th	METHODS AND TECHNIQUES OF COST		
	8 th	REVISION OF UNIT 1st		
	9 th	TEST OF UNIT 1 st		
	10 th	MATERIAL COSTING		
3 rd	11 th	CENTRALISED PURCHASING		
	12 th	DECENRALISED PURCHASING		
	13 th	CONCEPT OF FIFO		
	14 th	CONCEPT OF HIFO		
	15 th	CONCEPT OF LIFO		
4 th	16 th	BASE STOCK METHOD		
	17 th	MEANING OF EOQ		
	18 th	MAX. LEVEL/MIN. LEVEL		
	19 th	AVERAGE LEVEL/RECORD LEVEL		
	20 th	DANGER LEVEL		
5 th	21 th	PURCHASE CYCLE		
	22 th	REVISION OF UNIT 2nd		
	23 th	TEST OF UNIT 2nd		
	24 th	LABOUR COSTING		
	25 th	LABOUR TURNOVER COSTING		
6 th	26 th	CAUSES OF LABOUR TURNOVER		
	27 th	FACTORS OF LABOUR TURNOVER		

	28 th	EFFECTS OF LABOUR TURNOVER		
	29 th	IDLE TIME		
	30 th	WAGE PAYMENT SYSTEM		
7 th	31 th	IDLE WAGE PAYMENT SYSTEM		
	32 th	METHODS OF REMUNERATION		
	33 th	REVISION OF UNIT 3rd		
	34 th	TEST OF UNIT 3rd		
	35 th	COST SHEETS		
8 th	36 th	PREPERATION OF COST SHEETS		
	37 th	FORMATS OF COST SHEETS		
	38 th	REVISION OF UNIT 4th		
	39 th	TEST OF UNIT 4th		
	40 th	MARGINAL COSTING		
9 th	41 th	CONCEPTS AND MEANING		
	42 th	BREAK EVEN POINT		
	43 th	ADV. OF BEP		
	44 th	COMPUTATION OF BEP		
	45 th	PV RATIOS		
10 th	46 th	COST VOLUME PROFIT		
	47 th	ADV.AND LIMITATIONS		
	48 th	REVISION OF UNIT 5th		
	49 th	TEST OF UNIT 5th		
	50 th	BUDGETORY CONTROL		
11 th	51 th	OBJECTIVES OF B. CONTROL		
	52 th	TYPES OF BUDGETS		
	53 th	INSTALLATION OF B.CONTROL SYSTEMS		
	54 th	REVISION OF UNIT 6th		
	55 th	TEST OF UNIT 6th		
12 th	56 th	CONTRACT COSTING/LEDGER		
	57 th	SPECIMEN OF C.COSTING		
	58 th	EXPLANATION OF VARIOUS ITEMS		
	59 th	REVISION OF UNIT 7th		
	60 th	TEST OF UNIT 7th		

Lesson Plan

***Name of the Faculty :** Mr. Mahipal Chaudhary (**Theory**)

Discipline : FAA

Semester : 4th Sem.

Subject : Computerized Accounting

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-32, Practical's - 28

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SUBJECT		
	2 nd	BASIC TALLY CONCEPTS		
	3 rd	BASIC TALLY CONCEPTS		
			4 th	PRACTICAL
			5 th	PRACTICAL
2 nd	6 th	GATEWAY OF TALLY		
	7 th	GATEWAY OF TALLY		
			8 th	PRACTICAL
			9 th	PRACTICAL
	10 th	ACCOUNTS INFO. LEDGER		
3 rd	11 th	GROUP CREATION		
			12 th	PRACTICAL
			13 th	PRACTICAL
	14 th	INVENTORY		
	15 th	ALTERATION OF INVENTORY		
4 th			16 th	PRACTICAL
			17 th	PRACTICAL
	18 th	DELETION OF INVENTORY		
	19 th	VOUCHERS		
			20 th	PRACTICAL
5 th			21 th	PRACTICAL
	22 th	VOUCHER ENTERIES		
	23 th	RECIPTS		
			24 th	PRACTICAL
			25 th	PRACTICAL
6 th	26 th	PAYMENTS		
	27 th	CONTRA		
			28 th	PRACTICAL
			29 th	PRACTICAL
	30 th	JOURNAL		
7 th	31 th	JOURNAL FORMS		
			32 th	PRACTICAL
			33 th	PRACTICAL
	34 th	PURCHASE ORDERS		
	35 th	SALE ORDERS		
8 th			36 th	PRACTICAL

			37 th	PRACTICAL
	38 th	PURCHASE SALES		
	39 th	COST CENTRES		
	40 th	JOB COSTING		
9 th			41 th	PRACTICAL
			42 th	PRACTICAL
	43 th	CASH FLOW,FUND FLOW		
	44 th	RATIO ANALYSIS		
	45 th	FORMS AND CHALLANS		
10 th			46 th	PRACTICAL
			47 th	PRACTICAL
	48 th	TALLY PAYROLL		
	49 th	COMPANY SETUP		
	50 th	EMPLOYEE SETUP		
11 th			51 th	PRACTICAL
			52 th	PRACTICAL
	53 th	MONTHLY ATTENDANCE ENTRY		
	54 th	MIN.WAGE SETUP		
			55 th	PRACTICAL
12 th			56 th	PRACTICAL
	57 th	PAY REGISER		
	58 th	ESI ETC.		
			59 th	PRACTICAL
			60 th	PRACTICAL

Lesson Plan

***Name of the Faculty :** Mr. Yashvir Rana (**Theory**)

Discipline : FAA

Semester : 4th Sem.

Subject : E-Commerce

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-60

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SYLLABUS		
	2 nd	BUISNESS OPERATIONS		
	3 rd	ECOMMERCE PRACTICES		
	4 th	TRADITIONAL B.PRACTICES		
	5 th	CONCEPT OF B toB,B to C,		
2 nd	6 th	CONCEPT OF C to C,B to G,		
	7 th	CONCEPT OF G to H,G to C,		
	8 th	FEATURES OF E COMM.		
	9 th	TYPES OF E.COMM.		
	10 th	ELEMENTS OF E.COMM.		
3 rd	11 th	PRINCIPLE OF E.COMM.		
	12 th	BENEFITS OF E.COMM.		
	13 th	ISSUES RELATING TO E.COMM.		
	14 th	REVISION OF UNIT 1st		
	15 th	TEST OF UNIT 1st		
4 th	16 th	OPERATIONS OF E.COMM		
	17 th	CREDIT CARD TRANSACTIONS (SHTP)		
	18 th	ELECTRONIC PAYMENT SYSTEM		
	19 th	SECURE ELECTRONIC TRANSACTIONS (SET)		
	20 th	SET ENCRYPTION PROCESS: CYBERCASH		
5 th	21 th	SMART CARDS :INDIAN PAYMENT MODELS		
	22 th	REVISION OF UNIT 2nd		
	23 th	TEST OF UNIT 2 nd		
	24 th	APPLICATIONS IN GOVERNANCE		
	25 th	E-GOVT.,		
6 th	26 th	E.GOVERNANCE APPLICATIONS OF INTERNET		
	27 th	CONCEPT OF GOVERNMENT TO		

		BUISNESS		
	28 th	CONCEPT OF BUISNESS TO GOVT.		
	29 th	CITIZEN TO GOVT.		
	30 th	E GOVERNANCE MODELS		
7 th	31 th	PRIVATE SECTOR INTERFACE IN E-GOVERNANCE		
	32 th	PUBLIC SECTOR INTERFACE IN E-GOVERNANCE		
	33 th	REVISION OF UNIT 3rd		
	34 th	TEST OF UNIT 3rd		
	35 th	APPLICTION IN B to C		
8 th	36 th	CONSUMER SHOPPING PROCEDURE ON INTERNET		
	37 th	IMPACT OF INTERMEDIATION		
	38 th	IMPACT OF RE - INTERMEDIATION		
	39 th	GLOBAL MARKETS		
	40 th	STRATEGY OF TRADITIONAL DEPTT. STORES		
9 th	41 th	PRODUCTS IN B to C MODEL		
	42 th	SUCCESS FACTORS OF E-BROKERS		
	43 th	BROKERS BASED SERVICES ONLINE		
	44 th	BROKERS BASED SERVICES ONLINE		
	45 th	ONLINE TRAVEL TOURISM BASED SERVICES		
10 th	46 th	BENEFITS OF E.COMM.ON TRAVEL INDUSTRY		
	47 th	BENEFITS OF E.COMM .ON INDUSTRY		
	48 th	DEAL ESTATE MARKET		
	49 th	ONLINE STOCK TRADING		
	50 th	BENEFITS OF ONLINE STOCK TRADING		
11 th	51 th	ONLINE BANKING		
	52 th	BENEFITS OF ONLINE BANKING		
	53 th	ONLINE FINANCIAL SERVICES		
	54 th	FUTURE OF ONLINE SERVICES		
	55 th	E AUCTIONS		
12 th	56 th	BENEFITS OF E AUCTIONS		
	57 th	IMPLEMENTATION OF E		

		AUCTIONS		
	58 th	IMPACT OF E AUCTIONS		
	59 th	REVISION OF UNIT 4th		
	60 th	TEST OF UNIT 4th		

Lesson Plan

***Name of the Faculty :** Mr. Mahipal Chaudhary (**Theory**)

Discipline : FAA

Semester : 4th Sem.

Subject : Indirect Tax Laws

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-57

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SUBJECT		
	2 nd	CST CONCEPTS		
	3 rd	CST CONCEPTS		
	4 th	REGISTRATION CONCEPTS		
	5 th	TYPES OF FORMS AND FILING		
2 nd	6 th	RETURN PREPERATIONS		
	7 th	RETURN PREPERATIONS		
	8 th	REVISION OF UNIT 1st		
	9 th	TEST OF UNIT 1st		
	10 th	VAT		
3 rd	11 th	MEANING AND CONCEPT		
	12 th	VAT BACKGROUND		
	13 th	VAT REGISTRATION		
	14 th	TYPES OF FORMS AND FILING		
	15 th	SCOPE OF VAT		
4 th	16 th	SCOPE OF VAT		
	17 th	CONCEPTS OF VAT		
	18 th	COMPOSITION OF VAT		
	19 th	COMPOSITION OF VAT		
	20 th	D-VAT		
5 th	21 th	D-VAT		
	22 th	D-VAT		
	23 th	H-VAT		
	24 th	H-VAT		
	25 th	H-VAT		
6 th	26 th	CENVAT		
	27 th	CENVAT		
	28 th	CENVAT		
	29 th	REVISION OF UNIT 2nd		
	30 th	TEST OF UNIT 2nd		
7 th	31 th	SERVICE TAX		
	32 th	CONCEPTS OF SERVICE TAX		
	33 th	REGISTRATION UNDER ST		

	34 th	REGISTRATION UNDER STN		
	35 th	FILLING OF TR		
8 th	36 th	FILLING OF TR-6		
	37 th	MAKING PAYMENT COMPUTATION		
	38 th	MAKING PAYMENT COMPUTATION		
	39 th	REVISION OF UNIT 3rd		
	40 th	TEST OF UNIT 3rd		
9 th	41 th	FILLING OF FORMS		
	42 th	FILING OF FORMS		
	43 th	DOCUMENTATION PROCESS		
	44 th	CHALLANS		
	45 th	TYPES OF CHALLANS		
10 th	46 th	FILLING OF CHALLANS		
	47 th	FILING OF CHALLANS		
	48 th	RETURN		
	49 th	RETURN PREPERATIONS		
	50 th	ENCLOSURE WITH RETURN		
11 th	51 th	ENCLOSURE WITH RETURN		
	52 th	AUDIT		
	53 th	AUDIT REPORTS		
	54 th	RULING		
	55 th	RUILING PROCEDURE		
12 th	56 th	REVISION OF UNIT 4th		
	57 th	TEST OF UNIT 4th		
	58 th			
	59 th			
	60 th			

Lesson Plan

***Name of the Faculty :** Mr. Yashvir Rana (**Therory**)

Discipline : FAA

Semester : 4th Sem.

Subject : M.Economics

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours):** Lecturers-51

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st	1 st	INTRODUCTION OF SUBJECT		
	2 nd	NATIONAL INCOME		
	3 rd	CONCEPT OF NATIONAL INCOME		
	4 th	METHODS OF NATIONAL INCOME		
	5 th	METHODS OF NATIONAL INCOME		
2 nd	6 th	INCOME METHODS		
	7 th	PRODUCT METHOD		
	8 th	EXPENDITURE METHOD		
	9 th	REVISION		
	10 th	TEST OF UNIT 1st		
3 rd	11 th	CONSUMPTION		
	12 th	MEANING AND CONCEPT		
	13 th	DETERMINENTS OF CONSUMPTION		
	14 th	DETERMINENTS OF CONSUMPTION		
	15 th	IMPORTANCE OF CONSUMPTION		
4 th	16 th	IMPORTANCE OF CONSUMPTION		
	17 th	THEORIES OF CONSUMPTION		
	18 th	PROPENSITY TO CONSUME		
	19 th	MARGINAL PROPENSITY TO CONSUME		
	20 th	AVERAGE PROPENSITY TO CONSUME		
5 th	21 th	PROPENSITY TO SAVE		
	22 th	PROPENSITY TO SAVE		
	23 th	REVISION OF UNIT 2nd		

	24 th	TEST OF UNIT 2nd		
	25 th	THEORIES OF INVESTMENT		
6 th	26 th	TYPES OF INVESTMENT		
	27 th	TYPES OF INVESTMENT		
	28 th	DETERMINENTS OF INVESTMENT		
	29 th	DETERMINENTS OF INVESTMENT		
	30 th	BENEFITS OF INVESTMENT		
7 th	31 th	MARGINAL EFFICENCY		
	32 th	MARGINAL EFFICENCY OF CAPITAL		
	33 th	INTREST RATE		
	34 th	ASSUMPTIONS		
	35 th	INTREST RATE DETERMINATION		
8 th	36 th	INTREST RATE DETERMINATION		
	37 th	REVISION OF UNIT 3rd		
	38 th	TEST OF UNIT 3rd		
	39 th	INFLATION		
	40 th	MENING AND CONCEPT		
9 th	41 th	TYPES OF INFILATION		
	42 th	TYPES OF INFILATION		
	43 th	TYPES OF INFILATION		
	44 th	THEORIES OF INFILATION		
	45 th	THEORIES OF INFILATION		
10 th	46 th	THEORIES OF INFILATION		
	47 th	STABILISATION THEORIES		
	48 th	ASSUMPTIONS		
	49 th	POLICIES OF STABILISATION		
	50 th	REVISION OF UNIT4th		
11 th	51 th	TEST OF UNIT 4th		

Lesson Plan

***Name of the Faculty** : Mr. Mahipal Chaudhary (**Therory**)

Discipline : FAA

Semester : 4th Sem.

Subject : Computerized Accounting

Lesson Plan Duration : 12 weeks

****Work Load (Lecture / Practical) per week (in hours): Practical's - 60**

Week	Theory		Practical	
	Lecture Day	Topic (including assignment / test)	Practical Day	Topic
1 st			1 st	Reporting, Training & Field work of Batch 1
			2 nd	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			3 rd	
			4 th	Reporting, Training & Field work of Batch 4
		5 th	Reporting, Training & Field work of Batch 5	
2 nd			6 th	Reporting, Training & Field work of Batch 1
			7 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			8 th	
			9 th	Reporting, Training & Field work of Batch 4
		10 th	Reporting, Training & Field work of Batch 5	
3 rd			11 th	Reporting, Training & Field work of Batch 1
			12 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			13 th	
			14 th	Reporting, Training & Field work of Batch 4
		15 th	Reporting, Training & Field work of Batch 5	
4 th			16 th	Reporting, Training & Field work of Batch 1
			17 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			18 th	
			19 th	Reporting, Training & Field work of Batch 4
		20 th	Reporting, Training & Field work of Batch 5	
5 th			21 th	Reporting, Training & Field work of Batch 1
			22 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			23 th	
			24 th	Reporting, Training & Field work of Batch 4
		25 th	Reporting, Training & Field work of Batch 5	
6 th			26 th	Reporting, Training & Field work of Batch 1

			27 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			28 th	
			29 th	Reporting, Training & Field work of Batch 4
			30 th	Reporting, Training & Field work of Batch 5
7 th			31 th	Reporting, Training & Field work of Batch 1
			32 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			33 th	
			34 th	Reporting, Training & Field work of Batch 4
8 th			35 th	Reporting, Training & Field work of Batch 5
			36 th	Reporting, Training & Field work of Batch 1
			37 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			38 th	
9 th			39 th	Reporting, Training & Field work of Batch 4
			40 th	Reporting, Training & Field work of Batch 5
			41 th	Reporting, Training & Field work of Batch 1
			42 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
10 th			43 th	
			44 th	Reporting, Training & Field work of Batch 4
			45 th	Reporting, Training & Field work of Batch 5
			46 th	Reporting, Training & Field work of Batch 1
			47 th	Reporting, Training & Field work of Batch 2
11 th				Reporting, Training & Field work of Batch 3
			48 th	
			49 th	Reporting, Training & Field work of Batch 4
			50 th	Reporting, Training & Field work of Batch 5
			51 th	Reporting, Training & Field work of Batch 1
12 th			52 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			53 th	
				Reporting, Training & Field work of Batch 4
			55 th	Reporting, Training & Field work of Batch 5
12 th			56 th	Reporting, Training & Field work of Batch 1
			57 th	Reporting, Training & Field work of Batch 2
				Reporting, Training & Field work of Batch 3
			58 th	
			59 th	Reporting, Training & Field work of Batch 4
		60 th	Reporting, Training & Field work of Batch 5	

