

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24

Class M.Com Previous odd semester)

Subject Business Environment MC 102

Date Odd semester : 24 July 2023 to 23 November 2023

Faculty Mrs ANJU TANWER

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#### 1<sup>st</sup> semester (24-07-2023 to 23-11-2023)

July : Business environment nature and interaction matrix

August: Economic planning and strategies corporate governance (Assignment 1)

September : Business ethics , industrial policy( test)

October : fiscal policy, monetary policy ,EXIM policy( Assignment 2)

November : Consumer protection act, Competition ACT (Revision)

Session 2023-24  
Class M.Com Previous (odd semester)  
Subject Accounting for managerial decision M C 105  
Date Odd semester : 24 July 2023 to 23 November 2023  
Faculty Mrs ANJU TANWER

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1<sup>st</sup> semester (24-07-2023 to 23-11-2023)

July : Meaning ,nature and scope of managerial accounting

August: Responsibility accounting (Assignment 1)

September : Budgeting , budgeting control ,Zero base budgeting(Tes

October : break-even analysis ,marginal costing(Assignment 2)

November :Value chain analysis, life cycle costing(Revision)

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session	2023-24
Class	M.Com Previous (odd semester)
Subject	Marketing Management MC 106
Date	Odd semester : 24 July 2023 to 23 November 2023
Faculty	Mrs ANJU TANWER

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#### 1<sup>st</sup> semester (24-07-2023 to 23-11-2023)

July : Meaning and scope of marketing and evolution of marketing

August: Marketing mix and marketing environment(Assignment 1)

September :Consumer behavior and customer relationship management( TEST)

October : Price determination policies (assignment 2)

November :Social and legal and ethical aspect of marketing (REVISION)

# CISKMV Dhand-Dadwana (Kaithal)

## Lesson Plan

Session 2023-24  
Class M.Com final ( odd semester)  
Subject Financial institution and Marketing MC 304  
Date Odd semester : 24 July 2023 to 23 November 2023  
Faculty Mrs Anju Tanwar

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### 1<sup>st</sup> semester (24-07-2023 to 23-11-2023)

July : Nature and role of financial system and financial

August: Money market and Capital market (Assignment 1)

September : Objective ,function and operational functions and activities of Development banks(test )

October : Merchant Banking (Assignment 2 )

November : Mutual funds (Revision )

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24

Class M.Com final ( odd semester)

Subject Entrepreneurship Development MC314

Date Odd semester : 24 July 2023 to 23 November 2023

Faculty Mrs ANJU TANWER

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#### 1<sup>st</sup> semester (24-07-2023 to 23-11-2023)

July : Concept nature and scope of entrepreneurship

August: Small enterprises, ownership structure(Assignment)

September : Market survey and opportunities identification( Test)

October :Project report preparation,human resource performance organization(Assignment)

November : Personal protection equipment PPE (Revision)

# CISKMV Dhand-Dadwana (Kaithal)

## Lesson Plan

Session 2023-24

Class M.Com Previous (Semester Even )

Subject Human Resource Management MC 201

Date even semester : 1 Jan 2024 to 27 April 2024

Faculty Mrs. Anju Tanwer

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### 2<sup>nd</sup> semester (1-01-2024 to 27-04-2024)

January: concept ,evolution, scope, importance of HRM (assignment 1)

February: Human Resource planning (assignment 2)

March: job analysis : recruitment , selection (test)


April : performance and potential appraisal (Revision)

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24  
Class M.Com Previous (Semester Even )  
Subject International Business Environment (MC 202 )  
Date even semester : 1 Jan 2024 to 27 April 2024  
Faculty

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 2<sup>nd</sup> semester (1-01-2024 to 27-04-2024)

January: Nature , importance and scope of business environment in international scenario

February: Various factors effecting international business, technology transfer

March: Foreign investment nature types and barriers


April: Foreign exchange market, foreign exchange risk

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24  
Class M.Com Previous (Semester Even )  
Subject Business **STATISTICS** MC 206  
Date even semester : 1 Jan 2024 to 27 April 2024  
Faculty Mrs **ANJU TANWER**

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 2<sup>nd</sup> semester (1-01-2024 to 27-04-2024)

January: Multiple correlation and regression

February : Index number, types and uses

March: Time series analysis, estimation of seasonal variation

April: Theory of probability distribution ; their properties and parameters



## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24  
Class M.Com Previous (Semester Even )  
Subject IT AND E-commerce (MC 401)  
Date even semester : 1 Jan 2024 to 27 April 2024  
Faculty Mrs ANJU TANWER

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#### 2<sup>nd</sup> semester (1-01-2024 to 27-04-2024)

**January: Meaning and business application of e commerce, comparison with traditional business**

**February: Business models , e-shops, e-procurement ,e-auction**

**March: Online fund transfer, RTGS, ATM, Online share market**

**April: Concept of CRM, Online frauds and cyber law**

## CISKMV Dhand-Dadwana (Kaithal)

### Lesson Plan

Session 2023-24  
Class M.Com Previous (Semester Even )  
Subject Service Marketing (MC 409)  
Date even semester : 1 Jan 2024 to 27 April 2024  
Faculty

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#### 2<sup>nd</sup> semester (1-01-2024 to 27-04-2024)

January: Concept ,characteristics and classification of services

February: Service quality concept, service blueprinting

March: Promotion and pricing of services, effective service delivery

April: Customer protection and ethics in service marketing