

GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA

LESSON-PLAN (Session 2024-25) EVEN SEMESTER

Name of Teacher: Dr. Isha Goyal


Designation: Assistant Professor

Class: M.Com 2nd Sem

Subject/ Paper: Fraud Investigation and Forensic Accounting (M24-Com-202)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	January	Financial Crimes, types, types of fraud, Channels of Financial crime	Group-Learnig & Teaching. Self-Study. Peer Teaching	Students will understand basic fraud examination concepts	
2.	February	Fraud detection and prevention, techniques, approaches, fraud investigation.	Group-Learnig & Teaching. Self-Study. Peer Teaching	Students will critically evaluate various kinds of corporate frauds.	
3.	March	Forensic Accounting, evolution, scope, process.	Group-Leárnig & Teaching. Self-Study. Peer Teaching	Students will understand the concept of forensic accounting.	
4.	April & May	Forensic Accounting techniques, IT Act 2000, prevention of money laundering act 2002, Govt. enforcements.	Group-Learnig & Teaching. Self-Study. Peer Teaching	Students will understand forensic techniques and legal issues.	

❖ Seminar/Presentation/Assignment/Quiz/Class Test /Mid-Term Exam will be taken as per schedule.


Signature of Teacher

Principal

GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA

LESSON-PLAN (Session 2024-25) EVEN SEMESTER

Name of Teacher: Ms. Laksha Tanwar

Designation: ASSISTANT PROFESSOR


Class: M.COM I (2nd Semester)

Subject/ Paper: Stock Market Operations

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	JAN	Fundamentals of Investment: Concept, investment process, types of investors, investment alternatives; Securities market in India: Concept, functions, types, intermediaries; Primary Market: Concept, role, methods of flotation of capital, investor protection, recent trends in primary market, SEBI guidelines for primary market; Secondary Market: Concept, organization regulatory framework for stock exchanges in India, defects in working of Indian stock exchanges, SEBI measures for secondary market	Group learning & teaching Individual learning Use of smart board and black board	Understanding Investments & securities market.	
2.	FEB	Listing of securities: Merit and demerits, listing requirements, procedure, fee, listing of right issue, bonus shares, DEMAT, Stock Market Terminologies.	Group learning & teaching Individual learning Use of smart board and black board	Understanding how to list securities in stock market.	

3.	MARCH	Indian Stock Exchange:BSE,NSE,OTSEI, Overview of Foreign Stock Exchange.	Group learning & teaching Individual learning Use of smart board and black board	Comprehend about the Stock exchanges functioning Gain insights on foreign stock exchanges'	
4.	APRIL	Stock market Indices,Stock Market Indices in India. Scrip Selection Criteria,Mutual Funds,Net Assets Value.	Group learning & teaching Individual learning Use of smart board and black board	Comprehend about the Stock exchanges indices.	
5	MAY	REVISION		NA	

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Signature of Teacher

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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA
LESSON-PLAN (Session 2024-25) EVENSEMESTER

Name of Teacher: Sarita Sachdeva

Designation: Assistant Professor

Class: M.Com 2nd sem.

Subject/ Paper: Human resource management

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	Jan.	Human resource management: Concept, evolution, scope and Importance, objectives and functions; Qualities, role and functions of human resource manager; HRM in dynamic environment; Flexi working hours; Work from home policy;	Blend of below mentioned--- Group learning , Individual learning, peer teaching.	Understand the concept of Human Resource Management in Indian and Global context.	
2.	Feb.	Human resource policies; Human resource planning; Job analysis. Recruitment; Selection; Induction and placement; Work force mobility; Promotion, demotion, transfer and separations.	Blend of below mentioned--- Group learning , Individual learning, peer teaching, class tests.	Learn about manpower planning, recruitment and selection process.	

3.	March	Training; Executive development; Career planning and development; Job evaluation; quality of work life.	Blend of below mentioned--- Group learning & teaching, Individual learning, teaching, peer teaching, PPT presentations of students, class tests.	Gain insights of HR Development and career planning.	
4.	April	Performance and potential Appraisal; Compensation management; incentives and employee benefits; Personnel records & HR audit;	Blend of below mentioned--- Group learning & teaching, Individual learning, teaching, peer teaching, PPT presentations of students, Learning through Case studies.	Develop the understanding of performance appraisal and compensation decisions.	
	May	International human resource management; Job satisfaction.	Blend of below mentioned--- Group learning & teaching, Individual learning, peer teaching, PPT presentations of students, class tests.	Understand International human resource management; Job satisfaction.	

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Savita
Signature of Teacher

Principal

GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA

LESSON-PLAN (Session 2024-25) EVENSEMESTER

Name of Teacher: Dr Priyanka

Designation: ASSISTANT PROFESSOR

Class: m.Com(2nd Semester)

Subject/ Paper: INTERNATIONAL BUSINESS

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	JAN	UNIT-1 analyzing international business environment: Internationalization stages and orientations; International product life cycles; Modes of entry into international businesses; Technology transfers: importance' types and issues pe; Framework for importance and sco in	Group learning & teaching Individual learning Use of smart board and black board	Introduction of the concept of international BUSINESS.	
2.	FEB	UNIT-2 Geographical' economic, socio-cultural, political and legal environment;	Group learning & teaching Individual learning Use of smart board and black board	Knowledge Of All Factors Of International Business Factors.	

3.	MAR	Unit-3 Nature, types and barriers; Tariff and non-tariff barriers; Theories of international business; Balance of payments (BOP)' d role; Foreign investment.	Group learning & teaching Individual learning Use of smart board and black board	Knowledge of theories of international business.	
4.	APRIL	Unit-4 Regional economic cooperation; EU. USMCA and all related topics.	Group learning & teaching Individual learning Use of smart board and black board	Provide an understanding of the basic techniques and tools of insurance.	
5.	May	Foreign exchange markets and all related topics from syllabus.		Foreign exchange market Nature. Etc.	

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Signature of Teacher

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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA

LESSON-PLAN (Session 2024-25) EVEN SEMESTER

Name of Teacher: Sushila Rani

Designation: Associate Professor

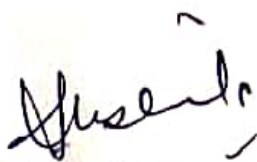
Class: M Com 2nd Semester

Subject/ Paper: Advertising and Personal Selling

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	Jan 2025	Advertising: concept, nature and importance; advertising and communication; types of advertising;	Blend of below mentioned--- Group learning , Individual learning, teaching, peer teaching, PPT presentations of students, class tests, Learning through Case studies.	Understanding the nature and importance of advertising.	
2.	Feb 2025	Advertising management process; social and economic aspect of advertising; advertising objectives and budget: AIDA model . Copy development and testing: determining the advertising message and copy headlines, body, copy logo, illustration, creative styles and advertising appeals; media planning: print, broadcasting and other media; selection and scheduling;	Blend of below mentioned--- Group learning , Individual learning, teaching, peer teaching, PPT presentations of students, class tests, Learning through Case studies.	Will be able to prepare Ad Copy and media planning.	

3.	March 2025	<p>Advertising agency and client relationship; evaluating advertising effectiveness- pre and post tests.</p> <p>Personal selling: concept , nature, objectives and importance; salesmanship: concept , objectives, importance and types; Types of selling situations and sales person, qualities of an effective sales person; career opportunities in personal selling:</p>	<p>Blend of below mentioned---</p> <p>Group learning , Individual learning, teaching, peer teaching, PPT presentations of students, class tests, Learning through Case studies.</p>	<p>Comprehension working of advertising agencies, Understanding of conceptual framework of personal selling.</p>
4.	April 2025	<p>Differences among personal selling, salesmanship and sales force management: theories of selling; buyer- seller dyad.</p> <p>Buying motives and their uses in personal selling: personal selling process: prospecting: concept and methods, pre-approach, approach, sales presentation, objection handling, closing the sale, follow up action/ after sale service;</p>	<p>Blend of below mentioned---</p> <p>Group learning , Individual learning, teaching, peer teaching, PPT presentations of students, class tests, Learning through Case studies.</p>	<p>Learning of skill to execute various stages of personal selling.</p>
5	May 2025	<p>Approaches to personal selling; sales reports and sales manuals; Role of IT in personal selling; Ethical issues in personal selling.</p>	<p>Blend of below mentioned---</p> <p>Group learning , Individual learning, teaching, peer teaching, PPT presentations of students, class tests, Learning through Case studies.</p>	

❖ Seminar/Presentation/Assignment/Quiz/Class Test /Mid-Term Exam will be taken as per schedule.


Signature of Teacher

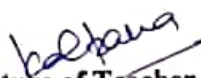
Principal

GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA**LESSON-PLAN (Session 2024-25) EVEN SEMESTER****Name of Teacher:** Dr Kalpana Hooda**Designation:** Assistant Professor in Commerce**Class:** M Com I**Subject/ Paper:** Supply Chain Management

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	Jan	Supply Chain Management: Concept, scope and importance operations; SCM vs Physical distribution approach - Differences and similarities; Evolution of SCM;	Presentation		
2.	Feb	Integrating inbound and outbound logistics: Strategies, techniques and benefits; Customer focus in Supply Chain: Understanding customer needs, enhancing customer satisfaction through SCM; SCM and profitability.	Presentation/ Assignment		
3.	Mar	Coordination function of SCM: Inter-functional & Inter-corporate Cooperation; SCM and total cost concept: Cost components, cost minimization strategies; SCM and marketing mix: Product, price, place, promotion integration; SCM's Influence on marketing strategies; Systems approach to SCM: Holistic view, benefits and challenges	Assignment/Quiz/Class Test		
4.	April	Marketing Channel Functions. types. and role of channel members in SCM; Integrating marketing channels with marketing mix; Marketing channels and retailing strategy; Supply chain as value delivery system: Creating and delivering value. enhancing customer experience; Vendor relationships and distribution channel design.	Assignment/Class Test /Mid-Term Exam		

May	Customer service: Strategy and practices developing effective customer service; Integration for Efficiency: Transportation and logistics, selecting the right mode, multimodal transportation and documentation; Warehousing and material handling: Types and site selection; Order processing and management; SCM and information technology: IT enabled SCM; ERP, .IIT, and quality management; Third party logistics (3PL); Overview and benefits; Supply chain management in the Indian environment.	Presentation/ Assignment/Class Test		
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❖ Seminar/Presentation/Assignment/Quiz/Class Test /Mid-Term Exam will be taken as per schedule.


Signature of Teacher

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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHIKULA

LESSON-PLAN (Session 2024-25) EVEN SEMESTER

Name of Teacher:Dr. Pooja

Designation: Assistant Professor of Commerce

Subject/ Paper:Constitutional, Human and Moral Values, and IPR

Class: M. Com I

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
1.	January	Historical Perspective of Indian Constitution; Basic Values enshrined in the Preamble of the Indian Constitution; Concept of Constitutional.Morality; Patriotic Values and Ingredients Nation Building; Fundamental Rights and Duties; Directive Principles of the State Policy.	Learning through practical problem solving and Group learning and teaching	Learn the different Constitutional Values. Fundamental rights and duties enshrined in the Indian Constitution.	Assignment 1
2.	February	Humanism, Human Virtues and Civic Sense; Social Responsibilities of human Beings; Ethical ways to deal with human aspirations; Harmony with society and nature; Idea of International Peace and Brotherhood humanistic Values: (vasudhaivKutumbkam).	Learning through practical problem solving and Group learning and teaching	Understand humanism, human virtues and values, and idea of International peace.	Assignment 2
3.	March	Understanding Morality and Moral Values; Moral Education and Character Building; Ethics of Relations: Personal, Social and Professional Introduction to Gender Sensitization Affirmative approach towards Weaker Sections (SCs, STs, OBCs, EWS& DAs); Ethical	Learning through practical problem solving and Group learning and teaching	Grasp the basic concepts of Moral Values and Professional Conduct which are required to become a part of the civil society and for developing professionalism.	

		Conduct in Higher Education Institutions; Professional Ethics.			
4.	April	Meaning, Origins and Nature of Intellectual Property Rights (IPRs); Different Kinds of IPRs - Copyright, Patent, Trademark, Trade Secret/Design, Design, Traditional Knowledge; Infringement and Offences of IPRs - Remedies and Penalties; Basics of Plagiarism policy of UGC.	Learning through practical problem solving and Group learning and teaching	Understand concepts of Intellectual Property Rights, Copyright, Patent, Trademark etc., and about threats of Plagiarism.	Class Test

❖ Two assignments and one unit test will be taken as per schedule.

Pooja

Signature of Teacher

Principal