

GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA**LESSON-PLAN (Session 2026-27) ODD SEMESTER****Name of Teacher:** Sushila Rani**Designation:** Associate professor of commerce**Class:** M Com I(Ist Sem)**Subject/ Paper:** Retailing**Type of course(major/ minor/ VAC/ AEC/SEC/ MDC):** Major

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Retailing: concept ,characteristics ,importance, functions, theories, emerging trends in retailing ; evolution of retailing in India ; history of retail institution ; contribution of retailing to Indian economy; globalisation of retailing; Indian retailing scenario ; organisational environment in retail sector , factors behind the change of Indian retail industry	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand the conceptual framework and organisational structure in retailing.	
2.	September	Retail formats: Retail institutions by ownership, retail institutions by store -based strategy mix, web, non store based , e-retailing and other forms of non traditional retailing; e-retailing strategies Retail market segmentation ; Store location; trading area analysis , characteristics of trading areas, site selection, types of locations ,location and site evaluation; store planning : design and layout, retail image mix , effective retail space management , atmospheric, human resource management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand various formats of retail and decisions involved in Store location and planning.	
3.	October	Retail marketing: retail marketing mix, advertising and sales promotion, and store positioning; customer services ; retail merchandising; buying organisation formats and processes , devising merchandise plans, shrinkage in retail merchandise management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Comprehend the ways retailers use marketing tours and techniques to interact with their customers.	
4.	November	Merchandise pricing: concept, pricing, objectives, determinants, types of pricing , pricing strategies ; retail operation : elements, store administration, store manager responsibilities ,management of retail outlet/store, store maintenance store security ; application of IT to retail marketing; retail market segmentation; consumerism and ethics in retailing; retail market segmentation; FDI in retail international retailing.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Recognise and understand the retail pricing, operations-oriented policies , methods and procedures.	

❖ 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 2026-27) ODD SEMESTER****Name of Teacher:** Sushila Rani**Designation:** Associate professor of commerce**Class:** B Com (Hons) 7th semester**Subject/ Paper:** Retailing**Type of course(major/ minor/ VAC/ AEC/SEC/ MDC):** Major

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Retailing: concept ,characteristics ,importance, functions, theories, emerging trends in retailing ; evolution of retailing in India ; history of retail institution ; contribution of retailing to Indian economy; globalisation of retailing; Indian retailing scenario ; organisational environment in retail sector , factors behind the change of Indian retail industry	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand the conceptual framework and organisational structure in retailing.	
2.	September	Retail formats: Retail institutions by ownership, retail institutions by store -based strategy mix, web, non store based , e-retailing and other forms of non traditional retailing; e-retailing strategies Retail market segmentation ; Store location; trading area analysis , characteristics of trading areas, site selection, types of locations ,location and site evaluation; store planning : design and layout, retail image mix , effective retail space management , atmospheric, human resource management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand various formats of retail and decisions involved in Store location and planning.	
3.	October	Retail marketing: retail marketing mix, advertising and sales promotion, and store positioning; customer services ; retail merchandising; buying organisation formats and processes , devising merchandise plans, shrinkage in retail merchandise management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Comprehend the ways retailers use marketing tours and techniques to interact with their customers.	
4.	November	Merchandise pricing: concept, pricing, objectives, determinants, types of pricing , pricing strategies ; retail operation : elements, store administration, store manager responsibilities ,management of retail outlet/store, store maintenance store security ; application of IT to retail marketing; retail market segmentation; consumerism and ethics in retailing; retail market segmentation; FDI in retail international retailing.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Recognise and understand the retail pricing, operations-oriented policies , methods and procedures.	

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

LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Sushila Rani

Designation: Associate professor of commerce

Class: B Com Ist Sem

Subject/ Paper: Financial Accounting

Type of course(major/ minor/ VAC/ AEC/SEC/ MDC): Major

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Financial accounting: Concept, objectives & scope; Accounting as an information system; Accounting principles: Concepts and 14 conventions; Double entry system; A brief overview of accounting standards in India; Journal, Ledger & trial balance.	Blend of below mentioned ---- Group Learning and teaching Frequent Class tests Surprise checking of their notebooks	Developing the understanding of theoretical framework of financial accounting, accounting standards and accounting cycle. Students will be able to prepare Journal, Ledger & trial balance.	
2.	September	Capital and revenue: Concept and classification of income; Expenditure; Receipts; Provisions & reserves. Final Accounts: Trading & Profit and loss account and balance sheet with adjustments Accounting for non-profit organizations.	Blend of below mentioned ---- Group Learning and teaching Frequent Class tests Surprise checking of their notebooks	prepare the financial statements of firms and apply the knowledge of Final Accounts: Trading & Profit and loss account and balance sheet with adjustments. Will have knowledge of accounts of non-profit organizations	
3.	October	Consignment accounts: accounting records; Normal and abnormal loss; Valuation of unsold stock. 16 IV Branch accounts: dependent branch, debtor's system, stock and debtor system; Wholesale branch, Final accounts	Blend of below mentioned ---- Group Learning and teaching Frequent Class tests Surprise checking of their notebooks	Students Will understand the consignment accounts and branch accounts.	

4.	November	Hire purchase and installment payment system: basic concepts, difference and accounting treatment.	Blend of below mentioned ---- Group Learning and teaching Frequent Class tests Surprise checking of their notebooks.	knowing the accounting treatment in hire purchase & installment payment accounts.	
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**GOVT. P.G. COLLEGE FOR
WOMEN, SECTOR-14,
PANCHKULA**

**LESSON-PLAN (Session 2026-27)
ODD SEMESTER**

Name of Teacher:Pooja Girotra

Designation: Extension Lecturer

Class: B.Com. Ist Sem

Subject/ Paper:Business Mathematics-
I (B23-COM-104)

S. No.	Month	Topics to be covered	Teaching Learning Strategy
1.	August	Set theory and logical statements and truth table	Learning through Problem Solving & Group-Learning & Teaching
2.	September	Logarithms and Arithmetic and Geometric Progression	Learning through Problem Solving & Group-Learning & Teaching
3.	October	Matrices and determinants, system of linear equation and its solution through matrix method	1. Learning through Problem Solving 2. Group-Learning & Teaching
4.	November	Compound interest and annuities	1. Learning through Problem Solving 2. Group-Learning & Teaching

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Signature of Teacher
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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA
LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur

Designation: Assistant Professor of Commerce

Subject/ Paper: Accounting Data Processing **Course Code-** B23-SEC-315

Class: B.Com II B (3rd Sem)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
2.	August 2026	Basics of Accounting: Meaning, advantages and limitations, Fundamental accounting assumptions. GAAP. Computerized accounting system: Concept, need, difference between manual and computerized; Tally: Introduction, features, installation; Licensing configurations. Security controls in Tally Prime: Tally vault password, data backup and restore, export and import data, edit log feature in tally; Masters: Concept, types of masters, groups; Gateway of Tally; Company creation: Setup features, accounting features, configuration, shutting and deleting a company.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	The learner will be able to 1. understand the basics of Accounting. 2. elaborate the advantages and limitations of accounting. The learner will be able to understand the concept of computerized accounting and be familiar with accounting software. The students will be able to create company and ledger.	1 st Assignment
3.	September 2026	Ledger Creation: Creating single and multiple ledgers, altering, deleting and displaying ledger; Invoicing; Budgets; Cost Centres; Interest Calculations; Inventory: Stock groups, stock categories, stock items, purchase and sales orders processing, godowns/location, unit of measurement; BoM; Vouchers: Concepts, accounting & Inventory vouchers.	Individual Learning/Self Study Peer Teaching Blackboard	The students will be able to create vouchers in accounts software.	2 nd Assignment Class Test
4.	October 2026	Financial Statements: Profit & Loss account, Balance Sheet, Bank Reconciliation; Debit and credit note; Tally audit features; Printing features.	Individual Learning/Self Study Blackboard	Able to prepare financial statements in Tally and make journal entries, ledgers, trial balance, profit and loss account, balance sheet and records, other business operations on Computerized accounting software, such as Tally Prime (Latest Version).	Mid Term Exam
5.	November 2026	Management Information System & different reports in tally. Revision.	Individual Learning/Self Study Blackboard	The students will be able to know the Management Information System in Tally.	
6.	December 2026	Revision.			

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

LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur

Designation: Assistant Professor of Commerce

Subject/ Paper: Regulatory Framework of Banking **Course Code-** B23-VOC-127

Class: B.Com III (5th Sem)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
1.	August 2026	Banking regulations: Overview of the Indian banking system, Regulatory authorities: Reserve bank of India (RBI). Securities and Exchange Board of India (SEBI); Banking Regulation Act, 1949: Key provisions and amendments; SARFAESI Act, 2002: Overview, enforcement of security Interest, debt recovery tribunal (DBT) Act.	Individual Learning/Self Study Blackboard	After completing the course, the learner will be able to: 1. Understand the structure and functioning of the Indian banking system.	1 st Assignment
2.	September 2026	Regulatory framework for banks: Licensing and registration requirements for banks; Capital adequacy norms: Basel accords; Prudential norms: Liquidity, asset classification, and provisioning: Know your customer (KYC) and anti-money laundering (AML) regulations; Payment and settlement systems Act 2007: Overview, regulation of payment systems, provisions and settlement systems of settlement finality, redressal mechanisms. Practical Case studies on banking regulatory issues and compliance. Preparation of a compliance report for a commercial bank.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	After completing the course, the learner will be able to: 1. Explain the licensing and registration requirements for banks in India.	2 nd Assignment Class Test
3.	October 2026	Bankruptcy code, 2016: Introduction, insolvency resolution process, Liquidation Process: Banking operations and compliance: Regulations governing deposit mobilization and lending activities, regulations on bank Investments and treasury operations, reporting and disclosure requirements for banks, grievance redressal mechanisms and customer protection. Practical Analyses of RBI circulars, and notifications on banking regulations.	Individual Learning/Self Study Peer Teaching Blackboard	Evaluate compliance in banking regulations.	Mid Term Exam
4	November 2026	Emerging regulations and trends: Regulations on digital banking; Regulations on Fintech: Regulations on corporate governance and risk management; Regulations on priority sector lending and financial inclusion, Regulations on mergers, acquisitions, and restructuring of banks. Practical Presentation on emerging trends and challenges in banking regulations.	Individual Learning/Self Study Blackboard	Evaluate the impact of emerging regulations and trends on the banking industry.	
5.	December 2026	Revision.			

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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA
LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur and Ms. Honey

Designation: Assistant Professor of Commerce

Subject/Paper: Principles of Management **Course Code:** B23-BBA-102

Class: BBA I (1st Sem)

Sr.No	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
1.	August 2026	Introduction to Management: Concept, Evolution of Management Thought, Functions, Significance, Managerial Roles & Skills; Planning and Decision Making: Concept, Planning Process, Components of Plans. Organizing: Concept, Guiding Principles.	Individual Learning/Self Study Blackboard	After Completing the course, learner will be able to: Understand the Nature and Evolution of Management.	1 st Assignment
2.	September 2026	Types of organizational structure: Line, Functional, Line & Staff relationship, Delegation of Authority: Meaning and elements of Delegation, Centralization Vs Decentralization. Staffing – Nature and Meaning, Importance, Steps; Directing: Elements, Principles and Importance.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	After Completing the course, learner will be able to: Apply the Managerial skills and roles at workplace.	2 nd Assignment
3.	October 2026	Communication: Meaning, Process, Barriers, Corrective Measures. Communication networks, Controlling: Concept, Importance, Process of controlling.	Individual Learning/Self Study Peer Teaching Blackboard	After Completing the course, learner will be able to: Apprehend the functions of Management.	Mid Term Exam
4.	November 2026	Control Techniques. Revision.	Individual Learning/Self Study Blackboard	After Completing the course, learner will be able to: Recognize the latest changes in the field of Management.	
5.	December 2026	Revision.			

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Signature of Teacher

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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA
LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur and Ms. Suman

Designation: Assistant Professor of Commerce

Subject /Paper: Business Management **Course Code-** B23-COM-103

Class: B.Com I A (1st Sem)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
1.	August 2026	Introduction to Management: characteristics and significance, process and functions of management; Management: as science, art and profession. Approaches to management: Classical and neo classical approach, behavioral approach, management science approach, systems approach and contingency approach; Emerging management concepts. Planning: process and importance; Types of plans: Policy, programme, strategy, vision, mission, goals and objectives.	Individual Learning/Self Study Blackboard	After completing the course, the learner will be able to: 1. gain knowledge about the conceptual framework of business management; development of management thoughts and knowing the emerging management thoughts. 2. understand the utility and application of planning.	1 st Assignment
2.	September 2026	Organizing: Principles and benefits of organizations; Organizational structure: Functional, line and staff, matrix, formal vs. informal; Organizational structure for large scale business organization, virtual organization. Staffing: Importance, scope and modes of staffing; Delegation: Advantages, barriers to delegation, guidelines for effective delegation.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	After completing the course, the learner will be able to: Understand the organizing functions of management.	2 nd Assignment Class Test
3.	October 2026	Decentralization and Centralization: Advantages and disadvantages; Factors influencing decentralization. Directing; Coordination; Controlling: Characteristics and process of control, prerequisites of an effective control system, controlling techniques. Motivation: Objectives and significance; Approaches to motivation.	Individual Learning/Self Study Peer Teaching Blackboard	The students will be able to assimilate and use the concepts of delegation, decentralization and staffing in organization.	Mid Term Exam
4	November 2026	Leadership: Significance and functions; Leadership styles; Approaches to leadership. Revision.	Individual Learning/Self Study Blackboard	The learner will be able to comprehend the concept and applications of leadership styles, and controlling practices in organizations.	

5.	December 2026	Revision.			
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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA

LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur and Ms. Geeta Bhatia

Designation: Assistant Professor of Commerce

Subject/ Paper: Business Organisation **Course Code-** B23-BBA-103

Class: BBA I (1st Sem)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
2.	August 2026	Business Organisation: Meaning and nature, Objectives; Evolution; Forms/Types of Business Organisations; Partnership: Characteristics, Registration, Partnership Deed, Rights, Duties and Liabilities, Dissolution of Partnership.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	After completing this course, the learner will be able to: 1. Understand the basic concepts in commerce, trade and industry.	1 st Assignment
3.	September 2026	Joint Stock Company-Concept, Characteristics, Types; Formation of Company; Multinational Companies; Conceptual Framework of Corporate Governance; One person Company.	Individual Learning/Self Study Peer Teaching Blackboard	Understand modern business practices, forms, procedures and functioning of various business organizations.	2 nd Assignment Class Test
4.	October 2026	Co-operative and State Ownership: Forms/Types; Non- Profit Organizations; Trade Associations; Emergence of Indian MNCs & transnational corporations-Recent trends business world. Globalization & challenges for Indian Business in new millennium.	Individual Learning/Self Study Blackboard	After completing this course, the learner will be able to: 1. Understand the recent trends and practices in business world.	Mid Term Exam
5.	November 2026	Setting up a New Enterprise Decisions in setting up an Enterprise –opportunity and idea generation, Role of creativity and innovation, Feasibility study and Business Plan, Business size and location decisions, various factors to be considered for starting a new unit, Relevant Government Policies - SEZ (Special Economic Zone) policy etc.	Individual Learning/Self Study Blackboard	After completing this course, the learner will be able to: 1. Understand the Government support and Community Efforts.	
6.	December 2026	Revision.			

❖ 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 2026-27) ODD SEMESTER

Name of Teacher: Ms. Navpreet Kaur

Designation: Assistant Professor of Commerce

Subject/ Paper: Human Values and Ethics **Course Code-** B-VAC-101

Class: B.Com I A + BBA I (Odd Roll Nos.) (1st Sem)

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks if any
2.	August 2026	Course Introduction - Need, Content and Process for Value Education Understanding the need, content and process for Value Education. (Students should be aware of the difference among skills, values and ethics and their respective needs in life.) Classification of Value Education: understanding Personal Values, Social Values, Moral Values & Spiritual Values; Understanding the difference between ideology and values. Understanding Harmony with self, Society and Nature. Practical: Debate and discussion on the need and nature of value education; Students should be encouraged to find and analyze suitable case studies to Understand various types of values.	Group Learning and Teaching Individual Learning/Self Study Peer Teaching Blackboard	After completing this course, the learner will be able to know/understand: 1. The Need, Content and Process for Value Education.	1 st Assignment
3.	September 2026	Human Values and Ethics Meaning and nature of human values; Significance of human values in life; Relation between values and ethics. Relevance of Human values: Integrity, Empathy, Loksangraha, Brahmivihara. Theory of Naya (Jainism), Deontology, Virtue Ethics, Utilitarianism Practical: Students should be divided in small groups and should be motivated to reflect upon human values in daily life.	Individual Learning/Self Study Peer Teaching Blackboard	After completing this course, the learner will be able to know/understand: 1. The Human Values and Ethics	2 nd Assignment Class Test
4.	October 2026	Integrated Personality and Well-being Understanding the relationship among: Self, Identity and Personality. Understanding Integrated Personality with the three gunas theory of Sankhya, the four Antah-karanas (inner instruments) in Yoga, and Panchkosha (five sheaths) in Upanishad. Approaching comprehensive understanding of well-being and its relation to Happiness. Practical: Bhramadhy Dhyana, Chakra Dhyana, Preksha Dhyana, Sakshi Bhava Dhyana, Vipassana, Yog Nidra, Pratipakshabhavana (yogic way of cognitive restructuring)	Individual Learning/Self Study Blackboard	After completing this course, the learner will be able to know/understand the theories of Integrated Personality and Well-being	Mid Term Exam
5.	November 2026	Professional Ethics and Global Citizenship Nature, characteristics and scope of professional ethics; Types of Professional Ethics Professional Values: Trusteeship, Inclusiveness, Commitment, Sustainability, Accountability, Transparency, Impartiality. Values for Global Citizenship: Equality, Justice, and Human Dignity. Nature and need of competency based education; Types of Competencies, Core Competencies: communication, teamwork,	Individual Learning/Self Study Blackboard	After completing this course, the learner will be able to know/understand the Professional Ethics and Global Citizenship.	

		planning and achieving goals, Functional Competencies: analytical thinking, knowledge sharing and learning, decision making, partnership building.			
6.	December 2026	Revision.			

**❖ 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.COLLEGEFORWOMEN,SECTOR-14,PANCHKULA

LESSON-PLAN(Session 2026-27)ODDSEMESTER

Name of Teacher: Sarita Sachdeva

Designation: Assistant Professor

Class: B.Com Sem-7

Subject/Paper: Financial Management

Type of course(major/minor/VAC/AEC/SEC/MDC): CC

S.No	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Financial Management: Nature, Significance, Objectives and Scope; Functions of Finance Executive in an Organization; Time Value of Money	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Understand concept of Financial Management	
2.	September	Financial Forecasting; Sources of Finance; Financial Planning; Cost of Capital: Computation of Cost of Capital Simple and Weighted; Recent Development in Financial Management.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Understand Financial Planning and calculation of Cost of Capital	
3.	October	Capital Structure: Concept, Determinants and Theories; Capital Budgeting Decisions; Evaluation Criteria and Risk Analysis; Capital Rationing.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Knowledge of Capital Structure and Capital Budgeting Decisions	

4.	November	Working Capital Management and Control;Management of Cash;Marketable Securities;Receivables;Dividend Decisions:Determinants of Dividend Decisions,Theories of Dividend,Dividend Practices in India.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Knowledge of Working Capital Management and Dividend Decisions	
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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 2026-27) ODD SEMESTER****Name of Teacher:** Sushila Rani**Designation:** Associate professor of commerce**Class:** M Com I(Ist Sem)**Subject/ Paper:** Retailing**Type of course(major/ minor/ VAC/ AEC/SEC/ MDC):** Major

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Retailing: concept ,characteristics ,importance, functions, theories, emerging trends in retailing ; evolution of retailing in India ; history of retail institution ; contribution of retailing to Indian economy; globalisation of retailing; Indian retailing scenario ; organisational environment in retail sector , factors behind the change of Indian retail industry	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand the conceptual framework and organisational structure in retailing.	
2.	September	Retail formats: Retail institutions by ownership, retail institutions by store -based strategy mix, web, non store based , e-retailing and other forms of non traditional retailing; e-retailing strategies Retail market segmentation ; Store location; trading area analysis , characteristics of trading areas, site selection, types of locations ,location and site evaluation; store planning : design and layout, retail image mix , effective retail space management , atmospheric, human resource management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Understand various formats of retail and decisions involved in Store location and planning.	
3.	October	Retail marketing: retail marketing mix, advertising and sales promotion, and store positioning; customer services ; retail merchandising; buying organisation formats and processes , devising merchandise plans, shrinkage in retail merchandise management.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Comprehend the ways retailers use marketing tours and techniques to interact with their customers.	
4.	November	Merchandise pricing: concept, pricing, objectives, determinants, types of pricing , pricing strategies ; retail operation : elements, store administration, store manager responsibilities ,management of retail outlet/store, store maintenance store security ; application of IT to retail marketing; retail market segmentation; consumerism and ethics in retailing; retail market segmentation; FDI in retail international retailing.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Recognise and understand the retail pricing, operations-oriented policies , methods and procedures.	

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Signature of Teacher**Principal**

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

LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Sushila Rani

Designation: Associate professor of commerce

Class: M com II (3rd Sem)

Subject/ Paper: Consumer Behaviour

Type of course(major/ minor/ VAC/ AEC/SEC/ MDC): DEC-6

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	- Concept of Consumer Behaviour, types, theories and applications, - Types of Indian Consumers - Consumer Buying Roles, Changing roles of Indian consumers, - Consumer Buying Process , Extensive, Limited and routine problem solving behaviours.	Blend of below mentioned ---- Group Learning and teaching ,Peer teaching,Self study Case studies	Understanding the nature of consumer behaviour and process of consumer buying	
2.	September	- Internal Determinants of Consumer Behaviour - Needs, Motivation and Involvement - Information Processing: Consumer Perception, Learning - Attitude and Attitude Change - Personality; Psychographics, Values and life styles.	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Explore the underlying variables resulting into differences in consumer decision making	
3.	October	- External Determinants of Buying Behaviour - - Family, Reference Group, Social Class - Influence of Culture - Sub-Culture Aspects, Opinion Leadership: process ,measurement , profile, WOM	Blend of below mentioned -- Group Learning and teaching ,Peer teaching,Self study Case studies	Comprehend the influence of external factors on consumer behaviour	
4.	November	- Four View of Consumer: Economic Man, Passive Man, Cognitive Man, Emotional Man - Models of Buyer Behaviour - Diffusion of Innovations - Scope and Methods of Consumer Research	Blend of below mentioned ---- Group Learning and teaching Peer teaching Self study Case studies	Gain insight into models of buyer behaviour	

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Signature of Teacher

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LESSON PLAN

Class: B.A. 1st Semester Session: 2026-27

Course Code: B23-GEO-101 Course Type: Major

Paper: PHYSICAL GEOGRAPHY

Ms. Pooja Sharma, Assistant Professor of Geography

Month	Topics to be Covered	Teaching-Learning Strategy	Learning Outcomes	Co-Curricular / Activities
August 2026	UNIT I 1. Interior of the Earth – internal structure, composition and major layers; methods of understanding Earth's interior. Geological Time Scale – major geological eras, periods and important events. Rocks and Their Types – igneous, sedimentary and metamorphic rocks; rock cycle and characteristics. 2. Theory of Isostasy – concept, principles and major explanations. Continental Drift Theory – Wegener's theory, evidences and limitations. Plate Tectonic Theory – plate boundaries, movements and major landforms. Earthquakes and Volcanoes – causes, types, distribution and hazards.	Lecture-cum-discussion, PPT, labelled diagrams, geological time-line, rock samples, physical maps, plate-boundary maps, animations/videos, case studies and concept mapping.	Students will explain Earth's internal structure and geological evolution; classify rocks; understand isostasy, continental drift and plate tectonics; and explain causes, distribution and effects of earthquakes and volcanoes.	Earth's interior diagram; geological time-scale chart; rock identification; rock-cycle diagram; plate-boundary map work; earthquake/volcano case study; map quiz; group discussion and assignment.
September 2026	UNIT II 3. Degradational Processes – weathering and mass wasting; types, causes, controlling factors and resultant landforms. 4. Landforms Generated by Geomorphic Agents – erosional and depositional landforms produced by River, Underground Water, Wind and Glacier; processes of erosion, transportation and deposition and spatial occurrence.	Interactive lectures, process diagrams, photographs, topographic maps, videos/animations, landform sketches, case studies and field-observation-based discussion.	Students will distinguish degradational processes; explain weathering and mass wasting; identify erosional and depositional landforms; and relate landforms to specific geomorphic agents.	Landform sketching; river-landform diagram; karst-landform identification; desert landform activity; glacial landform models; image-based quiz; group presentation and map work.
October 2026	UNIT III 5. Weather and Climate – atmosphere: composition and structure. 6. Atmospheric Temperature, Pressure and Moisture – measurement, controls and spatial/vertical distribution. UNIT IV 7. Surface Configuration of Ocean Floors – surface relief of the Pacific, Atlantic and Indian Oceans; major ocean-floor features. 8. Circulation of Oceanic Waters – ocean currents of the Pacific, Atlantic and Indian Oceans; factors affecting currents and their geographical significance.	Lecture-cum-discussion, atmospheric diagrams, measurement demonstrations, graphs, climatic maps, atlas work, ocean-floor maps, current maps, data interpretation and case studies.	Students will describe atmospheric composition and structure; explain measurement and distribution of temperature, pressure and moisture; identify ocean-floor features; and explain circulation and significance of major ocean currents.	Atmosphere-layer diagram; temperature/pressure/moisture graph; instrument demonstration; climatic-map interpretation; ocean-floor profile; ocean-current map work; group presentation; quiz and class test.
November 2026	REVISION – COMPLETE	Interactive revision, concept	Students will consolidate all four	Full-syllabus quiz; map test;

	SYLLABUS (UNITS I–IV) Unit I – Interior of Earth, Geological Time Scale, Rocks, Isostasy, Continental Drift, Plate Tectonics, Earthquakes and Volcanoes. Unit II – Weathering, Mass Wasting and Landforms produced by River, Underground Water, Wind and Glacier. Unit III – Atmosphere, Temperature, Pressure and Moisture: Measurement and Distribution. Unit IV – Ocean-Floor Configuration and Circulation of Oceanic Waters of the Pacific, Atlantic and Indian Oceans.	mapping, world map practice, diagram revision, question-bank discussion, previous-question practice, peer learning and doubt-clearing sessions.	units, improve conceptual understanding, map-reading, diagram, data-interpretation and answer-writing skills, and demonstrate integrated understanding of physical geography.	diagram practice; previous-question discussion; model question paper; group revision; student presentations; doubt-clearing session and final revision test.
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GOVT. P.G. COLLEGE FOR WOMEN, SECTOR-14, PANCHKULA
LESSON-PLAN (Session 2026-27) ODD SEMESTER

Name of Teacher: Sarita Sachdeva

Designation: Assistant Professor

Class: M.Com 2 (Sem 3)

Subject/ Paper: Rural and Agricultural Marketing

Type of course (major/ minor/ VAC/ AEC/SEC/ MDC): DEC-4

S. No.	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Rural Markets: Nature and characteristics; difference between rural and non-rural markets; potential and size of rural markets in India; understanding rural consumers: socio-economic profile, demographic and lifestyle of rural consumers.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Understand the concept and status of rural markets in India and identify the major characteristics and consumer profiles of rural markets.	
2.	September	Marketing Mix for Rural Markets: Product development for rural markets; pricing strategies and methods; promotion and media decisions for rural markets; role of opinion leaders in rural markets; marketing channels for rural markets.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Comprehend the marketing mix for rural markets and understand product, pricing, promotion and distribution decisions in rural markets.	
3.	October	Consumer Behaviour of Rural Consumers: Need identification; sources of information; evaluation of alternatives; purchase decisions; marketing of consumer durables and non-durable products in rural markets; online marketing in rural markets.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Gain insight into the consumer behaviour and purchasing decision-making process of rural consumers and understand online marketing in rural markets.	
4.	November	Agricultural Marketing: Concept and characteristics; classification of agricultural markets; pricing methods of agricultural produce; institutional framework for agricultural marketing; Agriculture Produce Market Committee (APMC), marketing boards, cooperatives, etc.; agricultural marketing laws.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Have knowledge of the institutional and legal framework of agricultural marketing and understand the major agricultural marketing institutions and pricing methods.	

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

Signature of Teacher

Principal

GOVT.P.G.COLLEGEFORWOMEN,SECTOR-14,PANCHKULA

LESSON-PLAN(Session 2026-27)ODDSEMESTER

Name of Teacher: Sarita Sachdeva

Designation: Assistant Professor

Class: M.Com Sem-1

Subject/Paper: Financial Management

Type of course(major/minor/VAC/AEC/SEC/MDC): CC

S.No	Month	Topics to be covered	Teaching Learning Strategy	Learning Outcomes of Students	Remarks
1.	August	Financial Management: Nature, Significance, Objectives and Scope; Functions of Finance Executive in an Organization; Time Value of Money	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Understand concept of Financial Management	
2.	September	Financial Forecasting; Sources of Finance; Financial Planning; Cost of Capital: Computation of Cost of Capital Simple and Weighted; Recent Development in Financial Management.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Understand Financial Planning and calculation of Cost of Capital	
3.	October	Capital Structure: Concept, Determinants and Theories; Capital Budgeting Decisions; Evaluation Criteria and Risk Analysis; Capital Rationing.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Knowledge of Capital Structure and Capital Budgeting Decisions	

4.	November	Working Capital Management and Control;Management of Cash;Marketable Securities;Receivables;Dividend Decisions:Determinants of Dividend Decisions,Theories of Dividend,Dividend Practices in India.	Group learning and teaching, Peer teaching, Individual learning, Case studies, Use of smartboard.	Knowledge of Working Capital Management and Dividend Decisions	
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Seminar/Presentation/Assignment/Quiz/Class Test/Mid-Term Exam will be taken as per schedule.

Signature of Teacher

Principal