

S.D. Mahila Mahavidyalya, Hansi
Summary of Lesson Plans of College Faculty

Name of College : S.D.M.M. Academic Session : 2017-18 Semester : Odd for the month of Oct, 2017

Class	Name of Assistant / Associate Professor	Subject	Topics/Chapters to be covered	Academic activity to be organized	Topic of Assignments/ Tests to be given to the students
B.Com II 'B'	Iyoti Yadav	Business Law	conditions & warranties Transfer of property performance of contract Unpaid seller suits for breach RTI Act, 2005 Negotiable Instruments Contracts of Agency		Test - Valid Contract & its elements
B.Com I 'B'	Iyoti Yadav	Principles of Business Management	Staffing Directing Motivation Leadership Controlling Control Techniques		Organising: (Test) Principle and Formal & Informal Organization
B.Com II 'B'	Iyoti Yadav	Marketing	Sales Promotion Distribution channels Physical Distribution MIS, Marketing research Online Marketing Retailing		Test - Market Segmentation
B.Com III 'B'	Iyoti Yadav	Company Law	Dividend, Accounts Winding up of the company Reconstruction & amalgamation Borrowing Powers		Company Meetings (Test)
B.Com I 'B'	Iyoti Yadav	Business Communication Skills	Non-verbal Aspects of Communication Effective Listening		

Iyoti Yadav
Teacher Signature

S.D. Mahila Mahavidyalya, Hansi
Summary of Lesson Plans of College Faculty

Name of College : S.D.M.M. Academic Session : 2017-18 Semester : Odd for the month of Aug, 2017

Class	Name of Assistant / Associate Professor	Subject	Topics/Chapters to be covered	Academic activity to be organized	Topic of Assignments/ Tests to be given to the students
B.Com II 'B'	Jyoti Yadav	Business Law	Business Law - An Overview Indian Contract Act-1872 Valid Contract & elements Proposal, Acceptance Contractual capacity of parties Free consent of parties Lawful consideration		
B.Com I 'B'	Jyoti Yadav	Principles of Business Mgmt.	Business & Commerce Management Mgmt. as Science, Art & Profession Planning		
B.Com II 'B'	Jyoti Yadav	Marketing	Marketing Concepts Marketing Management Marketing Mix Marketing Environment Market Segmentation Consumer Behaviour Product: Concept, importance		
B.Com III 'B'	Jyoti Yadav	Company Law	Members and Shareholders of a company Transfer and transmission of shares Depository System		
B.Com I 'B'	Jyoti Yadav	Business Communication Skills	Corporate Comm- Miscommunication		

Jyoti Yadav
Teacher Signature

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Name of College : S.D.M.M. Academic Session : 2017-18 Semester : Odd for the month of Nov., 2017

Class	Name of Assistant / Associate Professor	Subject	Topics/Chapters to be covered	Academic activity to be organized	Topic of Assignments/ Tests to be given to the students
B.Com <u>II</u> (B)	Jyoti Yadav	Business law	Revision		
B.Com <u>I</u>	Jyoti Yadav	Principles of Business Management	Revision		
B.Com <u>II</u>	Jyoti Yadav	Marketing	Revision		
B.Com <u>III</u>	Jyoti Yadav	Company Law	Revision		
B.Com <u>I</u>	Jyoti Yadav	Business communication skills	Revision		

Jyoti Yadav
Teacher Signature

S.D. Mahila Mahavidyalya, Hansi

Summary of Lesson Plans of College Faculty

Name of College :SDMM..... Academic Session : 2017-18 Semester : Odd for the month of Sep....., 2017

Class	Name of Assistant / Associate Professor	Subject	Topics/Chapters to be covered	Academic activity to be organized	Topic of Assignments/ Tests to be given to the students
B.Com II 'B'	Iyoti Yadav	Business Law	Agreement expressly declared as void Performance of contract Discharge of contract Consequences of contract Contracts of Indemnity Contracts of Bailment Contract of sale		<ul style="list-style-type: none"> Valid Contract and its essentials Lawful consideration
B.Com I 'B'	Iyoti Yadav	Principles of Business Management	Types of Plans Organising Organisation Structure Delegation of Authority Decentralisation		<ul style="list-style-type: none"> Management Planning
B.Com II 'B'	Iyoti Yadav	Marketing	Product Mix Strategies Branding, Packaging Product Life Cycle New Product Dev. Process Product Pricing Promotion Mix Advertising, Personal selling		<ul style="list-style-type: none"> Marketing Concept Consumer Behaviour
B.Com III 'B'	Iyoti Yadav	Company Law	Company Mgmt Secretary Company Meetings Meetings Procedures		<ul style="list-style-type: none"> Members and Shareholders of a Co. Company Mgmt. and administration
B.Com I 'B'	Iyoti Yadav	Business Communication Skills	Effective Presentation Skills Practices in Business Communication Self Development		Business Communication

Iyoti Yadav
Teacher Signature