

GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan January 2026 to May 2026

Class:

Subject: Indian Financial System (DSC)

Session : 2025-26


B.COM-I SEM-II


Course Code: C24BCM201T

**Tutor : Dr. Anita Taneja
Internal: 30 External-70**

Date	Week	Topics to be covered
13-1-2026 to 17-1-2026	Week 1	Meaning, nature, functions and role of financial system Financial system and economic development; Component of financial system
19-1-2026 to 24-1-2026	Week 2	Financial institutions, Financial instruments Financial markets and Financial services
27-1-2026 to 31-1-2026	Week 3	Financial markets and financial instruments: money and capital markets:
02-2-2026 to 07-2-2026	Week 4	Money market: meaning, constituents instruments and functions, recent developments in Indian money market
09-2-2026 to 14-2-2026	Week 5	Capital market: primary and secondary market; Depository system, recent developments in Indian capital market
16-2-2026 to 21-2-2026	Week 6	SEBI: its formation, role and recent developments. The Debt Market: Meaning, features, participants, instruments; private, PSUs & Government securities market.
23-2-2026 to 28-2-2026	Week 7	Financial institutions: Reserve Bank of India: organization, management and functions; credit creation and credit control.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 8	Tentative- Class Test and Assignments
16-3-2026 to 21-3-2026	Week 9	Commercial Banks: Meaning and functions, structure and recent developments in commercial banking in India
23-3-2026 to 28-3-2026	Week 10	E-banking, NPA's in Commercial Banks, Payment Banks
30-3-2026 to 04-4-2026	Week 11	Development banks: concept, objectives and functions;
06-4-2026 to 11-4-2026	Week 12	Mid Term Exam
13-4-2026 to 18-4-2026	Week 13	Assignments
20-4-2026 to 25-4-2026	Week 14	Presentations
27-4-2026 to 02-5-2026	Week 15	Recent developments in development banking.
04-5-2026 to 04-5-2026	Week 16	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.


10/02/2026
Dr. Anita Taneja
Assistant Professor, Commerce


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan : January 2026 to May 2026

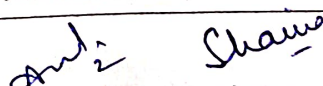
Class BCOM-I SEM-II
Internal: 30 External-70

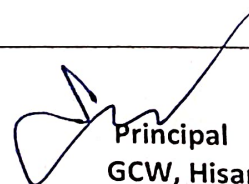
Subject: Business Economics -II
Subject Code: C24BCM203T

Session : 2025-26
Tutor : Anu Goyal, Ms. Shaina

Date	Week	Topics to be covered
13-1-2026 to 17-1-2026	Week 1	Macro-economic Variables, Circular flow of Money, national income, employment, savings and investments. Meaning, usefulness and significance of National Income:
19-1-2026 to 24-1-2026	Week 2	Different Concepts GDP, NNP, GNI, NNI. National Income at market price and constant price. Measurement-of National Income in India, Limitations and challenges of National Income.
27-1-2026 to 31-1-2026	Week 3	Classical theory of Output and Employment, Keynes criticism of Classical theory.
02-2-2026 to 07-2-2026	Week 4	Principle of Effective Demand: Aggregate Demand and Aggregate Supply
09-2-2026 to 14-2-2026	Week 5	Concept of multiplier, functioning of multiplier, Concept of Acceleration principle
16-2-2026 to 21-2-2026	Week 6	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 7	Concept, phases, causes and remedies of Business Cycle.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 8	Inflation: concept, types, causes, remedial measures. Recessionary trends, its effect on different sectors of economy and remedial measures and significance.
16-3-2026 to 21-3-2026	Week 9	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 10	Monetary Analysis: Concept, Quantity Theory of Money
30-3-2026 to 31-3-2026	Week 10	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 11	Keynesian theory of demand for money.
06-4-2026 to 11-4-2026	Week 12	Demonetization concept and its implications on Economic Development.
13-4-2026 to 18-4-2026	Week 13	Monetary Policy: objectives and instruments.
20-4-2026 to 25-4-2026	Week 14	Fiscal Policy : objectives and instruments.
27-4-2026 to 30-4-2026	Week 15	Welfare Economics: An Overview.
01-5-2026 to 04-5-2026	Week 16	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.


Anu Goyal, Ms. Shaina
Extension Lecturer, Commerce


Principal
GCW, Hisar

Lesson Plan

Class
B.COM. SEM-II

Subject
Advanced Accounting

Session: 2025-26
Tutor: Shaina Tehria

	Internal Marks:30	External Marks:70	Time: 3Hrs.
Month	Topic/s		
13-01-2026- 17-01-2026 Week 1	<ul style="list-style-type: none"> Meaning, Features, Need and Importance of Consignment 		
19-01-2026 -24-01-2026 Week 2	<ul style="list-style-type: none"> Preparation of Accounts of Consignment, Valuation of Losses and Stock 		
26-01-2026 -31-02-2026 Week 3	<ul style="list-style-type: none"> Preparation of Accounts of Consignment, Valuation of Losses and Stock 		
02-02-2026-07-02-2026 Week 4	<ul style="list-style-type: none"> Preparation of Accounts of Consignment, Valuation of Losses and Stock, Assignment 1 		
09-02-2026 -14-02-2026 Week 5	<ul style="list-style-type: none"> Hire Purchase System, Meaning, Features and Accounting Treatment 		
16-02-2026- 21-02-2026 Week 6	<ul style="list-style-type: none"> Accounting Treatment, Calculation of Interest, Leasing vs. Hire Purchase 		
23-02-2026-28-02-2026 Week 7	<ul style="list-style-type: none"> Accounting Treatment, Calculation of Interest, Leasing vs. Hire Purchase 		
02-03-2026-07-03-2026 Week 8	<ul style="list-style-type: none"> Holi Vacations 		
09-03-2026-14-03-2026 Week 9	<ul style="list-style-type: none"> Assignment 2, Instalment Payment System: Accounting Treatment of Instalment Payment System 		
16-03-2026-21-03-2026 Week 10	<ul style="list-style-type: none"> Partnership Accounts: Meaning, Nature and Partnership Deed, 		
23-03-2026 -28-03-2026 Week 11	<ul style="list-style-type: none"> Fixed Capital account and fluctuating Capital Account, Profit & Loss Appropriation Account, Interest on capital and drawing, Change in Profit Sharing Ratio 		
30-03-2026-04-04-2026 Week 12	<ul style="list-style-type: none"> Unit Test, Admission of Partner, Sacrifice ratio, goodwill and Methods of Valuation of Goodwill. 		
06-04-2026-11-04-2026 Week 13	<ul style="list-style-type: none"> Retirement & Death of partner, calculation of gaining ratio, revaluation account 		
13-04-2026-18-04-2026 Week 14	<ul style="list-style-type: none"> Retirement & Death of partner, calculation of gaining ratio, revaluation account 		
20-04-2026-25-04-2026 Week 15	<ul style="list-style-type: none"> Dissolution of Partnership & Partnership Firms-Insolvency of partners, gradual Piecemeal Distribution 		
27-04-2026-02-05-2026 Week 16	<ul style="list-style-type: none"> Dissolution of Partnership & Partnership Firms-Insolvency of partners, gradual Piecemeal Distribution 		
04-05-2026-09-05-2026 Week 17	<ul style="list-style-type: none"> Revisionary Classes 		

Shaina
Shaina Tehria
Assistant Professor
Dept. of Commerce

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GCW, Hisar

Lesson Plan

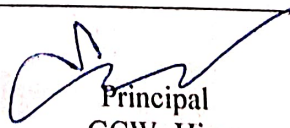
Class
BCOM-SEM-II

Subject
OB

Session : 2025-26
Tutor : Satish Singla

	B.COM.I.SEM.I as per NEP 2020 Organizational Behaviour: Semester-1 Minor Course-(MIC-1) Course Code: C24MIC103T Credit: 2 30 Hrs. (2Hrs/Week) (i)Internal Assessment: 15 Total Marks: 50 (ii) External Examination: 35
Month	Topics to be covered
July,2025	<ul style="list-style-type: none"> • Organizational Behaviour: Introduction ,Meaning ,Definition,Concepts
August,2025	<ul style="list-style-type: none"> • Determinants, Challenges And Opportunities Of OB • Contributing Disciplines To The OB • Organizational Culture and Climate
September,2025	<ul style="list-style-type: none"> • Factors Affecting Ob; • Understanding And Managing Individual Behaviour; • Personality And Its Traits,
	<ul style="list-style-type: none"> • Test I : (Tentative)
October,2025	<ul style="list-style-type: none"> • Perception And Its Process, • Attitudes And Its Components, • Learning And Learning Theories. • Understanding And Managing Group Behaviour: Interpersonal And Group Dynamics
	<ul style="list-style-type: none"> • Assignment/Test-II : (Tentative)
21November, 2025	<ul style="list-style-type: none"> • Transactional Analysis • Applications Of Emotional Intelligence In Organizations; • Organizational Change • Conflict Management Meaning, Types, Techniques • And Modes Of Handling Conflicts
	Recommended Books and Readings 1. Stephen P. Robbins, Timothy A. Judge, "Organizational Behaviour," PearsonPublications. 2. Chandan, J.S., Organizational Behaviour, Vikas Publications 3. Luthans, F., Organizational Behaviour, Tata McGraw Hill. 4. Robbins, S., Judge, T. &Sanghi, S., Organizational Behaviour, Prentice Hall of India.

Sign of Faculty
Satish Singla


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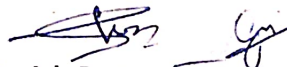
Class
B.Com and B.A. 1st year (2nd semester)

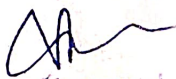
Subject: Basics of Digital Marketing
Course Code: C24MIC203T, C24MDC206P

Session : 2025-26
Tutor : Satish Pannu, Gagan
Internal: 35 External-15

Date	Week	Topics to be covered
13-1-2026 to 17-1-2026	Week 1	Introduction of Digital Marketing: Meaning & Characteristics.
19-1-2026 to 24-1-2026	Week 2	Difference between Digital and Traditional Marketing.
27-1-2026 to 31-1-2026	Week 3	Scope of Digital Marketing. Tools used for Digital Marketing Domain names and types.
02-2-2026 to 07-2-2026	Week 4	Website hosting and types.
09-2-2026 to 14-2-2026	Week 5	SWOT Analysis of Business for Digital Marketing
16-2-2026 to 21-2-2026	Week 6	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 7	Introduction to SEO; Understanding search engines
01.3.2026 to 08.3.2026	Week 8	Vacations (Holi)
09-3-2026 to 14-3-2026		basics of keyword research:
16-3-2026 to 21-3-2026	Week 9	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 10	On-page and off-page Search Engine Optimization.
30-3-2026 to 31-3-2026	Week 11	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 12	Basics of Search Engine Marketing (SEM)
06-4-2026 to 11-4-2026	Week 13	Content marketing; Affiliate marketing;
13-4-2026 to 18-4-2026	Week 14	Email marketing; Mobile marketing.
20-4-2026 to 25-4-2026	Week 15	Ethical and Legal Issues in the field of digital marketing.
27-4-2026 to 30-4-2026	Week 16	Presentation
01-5-2026 to 04-5-2026	Week 17	Exam Preparation and Doubt Classes

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Satish Pannu, Gagan


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Lesson Plan January 2026 to May 2026

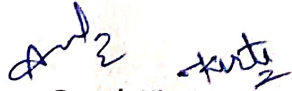
Class B.COM-1 SEM-II
Internal: 15 External-35

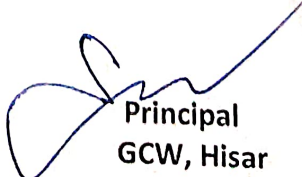
Subject: Basics of Digital Marketing
Course Code: C24MDC206T

Session : 2025-26
Tutor :Anu Goyal, Kirti Verma

Date	Week	Topics to be covered
13-1-2026 to 17-1-2026	Week 1	Difference between Digital and Traditional Marketing.
19-1-2026 to 24-1-2026	Week 2	Scope of Digital Marketing.
27-1-2026 to 31-1-2026	Week 3	Tools used for Digital Marketing Domain names and types.
02-2-2026 to 07-2-2026	Week 4	Website hosting and types.
09-2-2026 to 14-2-2026	Week 5	SWOT Analysis of Business for Digital Marketing.
16-2-2026 to 21-2-2026	Week 6	Tentative : Seminar/Presentation/Assignment/Quiz- -4 Marks
23-2-2026 to 28-2-2026	Week 7	Search Engine Optimization (SEO): Introduction to SEO.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 8	Search Engine Optimization (SEO): Introduction to SEO.
16-3-2026 to 21-3-2026	Week 9	Tentative : Seminar/Presentation/Assignment/Quiz- -4Marks
23-3-2026 to 28-3-2026	Week 10	Understanding search engines.
30-3-2026 to 31-3-2026	Week 11	Mid-term exam-7 Marks
01-4-2026 to 04-4-2026	Week 11	Basics of keyword research.
06-4-2026 to 11-4-2026	Week 12	On-page and off-page Search Engine Optimization.
13-4-2026 to 18-4-2026	Week 13	Basics of Search Engine Marketing (SEM)
20-4-2026 to 25-4-2026	Week 14	Ethical Issues in the field of digital marketing.
27-4-2026 to 30-4-2026	Week 15	Legal Issues in the field of digital marketing.
01-5-2026 to 04-5-2026	Week 16	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc. is Tentative and may be revised/modified as per academic requirements.


Anu Goyal, Kirti Verma
Extension Lecturer, Commerce


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan: January 2026 to May 2026

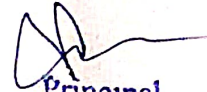
Class
B.Com 1st year (2nd semester)

Subject: Business Communication Skills
Course Code: C24SEC202T

Session : 2025-26
Tutor : Satish Pannu
Internal: 25 External-50

Date	Week	Topics to be covered
13-1-2026 to 17-1-2026	Week 1	Definition, Objectives, Importance for business organization; Process of communication,
19-1-2026 to 24-1-2026	Week 2	Types of communication, Communication Model,
27-1-2026 to 31-1-2026	Week 3	Principles of effective communication,
02-2-2026 to 07-2-2026	Week 4	Dimensions of communication, Barriers to effective communication and strategies to overcome communication barriers
09-2-2026 to 14-2-2026	Week 5	Verbal Communication: Delivering Effective Oral presentation, Debates, Speeches,
16-2-2026 to 21-2-2026	Week 6	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 7	Interview, Group Discussion, Meetings; Vocabulary building
01.3.2026 to 08.3.2026	Week 8	Vacations (Holi)
09-3-2026 to 14-3-2026		Application of communication in daily life: Developing Listening Skills,
16-3-2026 to 21-3-2026	Week 9	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 10	Application of Kinesics, Proxemics, Paralanguage; Impact of culture on communication
30-3-2026 to 31-3-2026	Week 11	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 12	Business letter and its types, Business Proposal Writing,
06-4-2026 to 11-4-2026	Week 13	Report Writing, Notice, Memo, Office order;
13-4-2026 to 18-4-2026	Week 14	Employment application, Resume writing,
20-4-2026 to 25-4-2026	Week 15	Preparing Effective Presentation Slides.
27-4-2026 to 30-4-2026	Week 16	Presentation
01-5-2026 to 04-5-2026	Week 17	Exam Preparation and Doubt Classes
Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.		


Satish Pannu


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan January 2026 to May 2026

Class
B.COM-II SEM-IV

Subject: Business Environment
Course Code: C24BCM401T

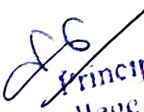
Session : 2025-26
Tutor : Satish Singla, Vasundhara
Internal: 30 External-70

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Business Environment – Meaning, Nature and Significance,
12-1-2026 to 17-1-2026	Week 2	A brief overview of business environments and their impact on business and strategic decisions
19-1-2026 to 24-1-2026	Week 3	Political Environment, Socio Cultural Environment, Legal Environment, Economic Environment, Political Environment, Global Environment
27-1-2026 to 31-1-2026	Week 4	Globalized Business Environment; Meaning and rationale for Globalization; Composition and Direction of Foreign Direct Investments;
02-2-2026 to 07-2-2026	Week 5	WTO and the trading blocks
09-2-2026 to 14-2-2026	Week 6	Opportunities and challenges for MNCs in India
16-2-2026 to 21-2-2026	Week 7	Indian Foreign Trade and its Impact on Balance of Payment
23-2-2026 to 28-2-2026	Week 8	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Concepts of Economic systems; Economic Reforms; Recent Monetary and Fiscal Policy and their impact on Business Environment
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Privatization in India; Public sector enterprises; Micro, Small and Medium Enterprises- growth, significance, problems and remedial.
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 13	Social Responsibilities of Business; Social Responsibility Models; The Evolving Idea of Social Responsibility in Indian Scenario
06-4-2026 to 11-4-2026	Week 14	Presentations
13-4-2026 to 18-4-2026	Week 15	Social Audit – Nature, Evolution and Benefits; Ethics and Business Environment
20-4-2026 to 25-4-2026	Week 16	Corporate Governance - factors influencing corporate governance, Regulatory framework, Consumer Protection Act, 1986
27-4-2026 to 30-4-2026	Week 17	Discuss A Case Study- based project report
01-5-2026 to 04-5-2026	Week 18	Exam Preparation and Doubt Classes

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Satish Singla

Associate Professor, Commerce


Principal
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Lesson Plan: January 2026 to May 2026

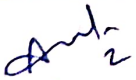
Class B.COM-II SEM-IV
Internal: 30 External-70

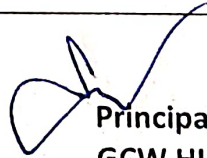
Subject: COST ACCOUNTING
Course Code: C24BCM402T

Session : 2025-26
Tutor :Anu Goyal

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Cost Accounting: Meaning, objectives and functions.
12-1-2026 to 17-1-2026	Week 2	Distinction between cost accounting and financial accounting, Cost concepts and classification.
19-1-2026 to 24-1-2026	Week 3	Installation of a costing system. Preparation of cost sheet.
27-1-2026 to 31-1-2026	Week 4	Elements of Cost: Material: Material control, Pricing of material issues.
02-2-2026 to 07-2-2026	Week 5	Treatment of material losses; Labour: Accounting and control of labour cost, treatment of over time, idle time and fringe benefits.
09-2-2026 to 14-2-2026	Week 6	Methods of wage payment and Incentive schemes- Halsey, Rowan, Taylor's differential piece wage.
16-2-2026 to 21-2-2026	Week 7	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Overheads: Classification, allocation, apportionment.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Absorption of overheads, Under and over- absorption of overheads.
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Job and batch costing, contract costing.
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 12	Process costing and Service costing.
06-4-2026 to 11-4-2026	Week 13	Marginal Costing and Standard Costing, Cost-Volume-Profit (CVP) Analysis.
13-4-2026 to 18-4-2026	Week 14	Break-Even Analysis and Profit Planning.
20-4-2026 to 25-4-2026	Week 15	Variance Analysis (material, labor and overhead) and Performance Evaluation.
27-4-2026 to 30-4-2026	Week 16	Cost Data for Pricing and Financial Decisions, Budgetary Control and Business Planning.
01-5-2026 to 04-5-2026	Week 17	Exam Preparation and Doubt Classes

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Anu Goyal
Extension Lecturer, Commerce


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Lesson Plan

Class
B.Com. Sem-IV

Subject
Company Law (C24BCM403T)

Session: 2025-26
Tutor: Rakesh

	Internal Marks:30	External Marks:70	Time: 3Hrs.
Month	Topic/s		
06-01-2026 to 10-01-2026 Week 1	Meaning and nature of company, kinds of companies,		
12-01-2026 to 17-01-2026 Week 2	formation and incorporation of company, Memorandum of Association; Articles of Association,		
19-01-2026 to 24-01-2026 Week 3	Doctrine of indoor management. Meaning and definition of prospectus;		
26-01-2026 to 31-02-2026 Week 4	misstatement in a prospectus and their consequences		
02-02-2026 to 07-02-2026 Week 5	Membership of a company, Meaning, need and requisitions of valid meeting;		
09-02-2026 to 14-02-2026 Week 6	Voting, proxy and resolutions; kinds of general body meetings.		
16-02-2026 to 21-02-2026 Week 7	Meaning, qualification, appointment and removal of directors;		
23-02-2026 to 28-02-2026 Week 8	Tentative Test-I and Assignments		
01-03-2026 to 08-03-2026	Holi Vacations		
09-03-2026 to 14-03-2026 Week 9	Tentative Test-II and Assignments		
16-03-2026 to 21-03-2026 Week 10	duties and liabilities of directors; remuneration of directors;		
23-03-2026 to 28-03-2026 Week 11	distinction between managing director and manager;		
30-03-2026 to 04-04-2026 Week 12	Distinction between managing director and whole time director; meetings of board of directors.		
06-04-2026 to 11-04-2026 Week 13	Inspection and investigation.		
13-04-2026 to 18-04-2026 Week 14	Compromise, arrangements and amalgamations:		
20-04-2026 to 25-04-2026 Week 15	Prevention of oppression and mismanagement. Meaning and modes of winding up of a company;		
27-04-2026 to 02-05-2026 Week 16	power and duties of a liquidator in winding up.		
04-05-2026 Week 17	Revisionary Classes		

Rakesh
10/02/2026
Rakesh

Associate Prof. of Commerce

[Signature]
Principal
GCW Hisar

GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan: January 2026 to May 2026

Class
B.COM SEM-IV

Subject: Goods and services tax
Course Code: C24VOC403T

Session : 2025-26
Tutor
:Kirtiverma&Parveen
Internal: 15 External-35

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Constitutional framework of Indirect taxes before GST
12-1-2026 to 17-1-2026	Week 2	Major defects in the pre GST
19-1-2026 to 24-1-2026	Week 3	Tax structure of GST
27-1-2026 to 31-1-2026	Week 4	Meaning of GST, Features of GST
02-2-2026 to 07-2-2026	Week 5	Concept of taxable person
09-2-2026 to 14-2-2026	Week 6	Person liable to be registered, person not liable to be registered
16-2-2026 to 21-2-2026	Week 7	Tentative :Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Documents and procedure for registration
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Provisions regarding procedure for registration
16-3-2026 to 21-3-2026	Week 10	Cancelation of registration and amendment
23-3-2026 to 28-3-2026	Week 11	Roles and functions of GST council
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-10 marks
01-4-2026 to 04-4-2026	Week 13	Levy and collection of GST
06-4-2026 to 11-4-2026	Week 14	Time and place of supply
13-4-2026 to 18-4-2026	Week 15	Value of taxable supply
20-4-2026 to 25-4-2026	Week 16	Computation of Input Tax supply, Payment of tax
27-4-2026 to 30-4-2026	Week 17	Tax invoice, Debit and credit note
01-5-2026 to 04-5-2026	Week 18	Filling of return, Offences and penalty under GST
Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.		

Kirti
11/02/2026

PLM
11/02/26


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan January 2026 to May 2026

Class
B.COM-III SEM


Subject: Sales Management
Course Code: BCOM 601

Session : 2025-26
Tutor : ~~Sushrinda~~ Heena Pahuja
Internal: 30 External-70

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Concept of Sales and Sales Management.
12-1-2026 to 17-1-2026	Week 2	Sales vs Marketing. Modern roles and required skills for sales managers.
19-1-2026 to 24-1-2026	Week 3	Sales Planning: Importance, approaches and process of sales planning.
27-1-2026 to 31-1-2026	Week 4	Sales Organization: Purpose and structures. Determining size of sales force.
02-2-2026 to 07-2-2026	Week 5	Territory Management: Need, procedure for setting up sales territories.
09-2-2026 to 14-2-2026	Week 6	Time Management; Routing.
16-2-2026 to 21-2-2026	Week 7	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Sales Quotas: Purpose, types of quotas, administration of sales quotas.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Managing the Sales Force: Recruitment
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Selection
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 13	Training.
06-4-2026 to 11-4-2026	Week 14	Compensation.
13-4-2026 to 18-4-2026	Week 15	Evaluating sales force performance
20-4-2026 to 25-4-2026	Week 16	Ethical issues in sales management
27-4-2026 to 30-4-2026	Week 17	Presentation
01-5-2026 to 04-5-2026	Week 18	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.

Heena Pahuja
Assistant Professor, Commerce


Principal
Govt. College for Women
Hisar

GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan: January 2026 to May 2026


Class
B.Com 3rd year (6th semester)


Subject: Financial Services
Course Code: BCOM 602

Session : 2025-26
Tutor : Satish Pannu
Internal: 30 External-70

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Financial services: Concept and nature. Indian Financial system- structure and functions;
12-1-2026 to 17-1-2026	Week 2	An overview of Financial markets in India;
19-1-2026 to 24-1-2026	Week 3	Money market and capital market- instruments, participants and segments.
27-1-2026 to 31-1-2026	Week 4	Merchant banking: Meaning, functions
02-2-2026 to 07-2-2026	Week 5	Regulatory framework; Mutual Funds;
09-2-2026 to 14-2-2026	Week 6	Insurance; Micro Finance Institutions.
16-2-2026 to 21-2-2026	Week 7	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Fund-based Financial Services: Leasing and hire-purchase, Consumer and housing finance;
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Venture capital finance;
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Factoring services, Securitization.
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 13	Fee-based Financial Services: Stock Broking, Custodial services,
06-4-2026 to 11-4-2026	Week 14	Portfolio management service,
13-4-2026 to 18-4-2026	Week 15	Wealth management service
20-4-2026 to 25-4-2026	Week 16	Credit rating.
27-4-2026 to 30-4-2026	Week 17	Presentation
01-5-2026 to 04-5-2026	Week 18	Exam Preparation and Doubt Classes

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Satish Pannu


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan: January 2026 to May 2026

**Class
B.COM SEM-6TH**

**Subject: Goods and services tax
Course Code: BCOM 306 603**

**Session : 2025-26
Tutor :Parveen
Internal: 30 External-70**

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Constitutional framework of Indirect taxes before GST
12-1-2026 to 17-1-2026	Week 2	Major defects in the pre GST
19-1-2026 to 24-1-2026	Week 3	Tax structure of GST
27-1-2026 to 31-1-2026	Week 4	Meaning of GST, Features of GST
02-2-2026 to 07-2-2026	Week 5	Concept of taxable person
09-2-2026 to 14-2-2026	Week 6	Person liable to be registered, person not liable to be registered
16-2-2026 to 21-2-2026	Week 7	Tentative :Seminar/Presentation/Assignment/Quiz- -10 Marks
23-2-2026 to 28-2-2026	Week 8	Documents and procedure for registration
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Provisions regarding procedure for registration
16-3-2026 to 21-3-2026	Week 10	Cancelation of registration and amendment
23-3-2026 to 28-3-2026	Week 11	Roles and functions of GST council
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 marks
01-4-2026 to 04-4-2026	Week 13	Levy and collection of GST
06-4-2026 to 11-4-2026	Week 14	Time and place of supply, Value of taxable supply
13-4-2026 to 18-4-2026	Week 15	Tentative :Seminar/Presentation/Assignment/Quiz- -05 Marks
20-4-2026 to 25-4-2026	Week 16	Computation of Input Tax supply, Payment of tax
27-4-2026 to 30-4-2026	Week 17	Tax invoice, Debit and credit note
01-5-2026 to 04-5-2026	Week 18	Filling of return, Offences and penalty under GST
Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.		

PM
11/02/26 (Parveen Kaur)

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan: January 2026 to May 2026

Class
B.Com 3rd year (6th semester)

Subject: Income Tax-II
Course Code: BCOM 604

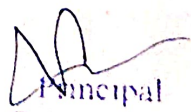
Session : 2025-26
Tutor : Satish Pannu
Internal: 30 External-70

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Computation of Total Income and Tax Liability of various entities; Individual
12-1-2026 to 17-1-2026	Week 2	Hindu Undivided Family; Alternate Minimum Tax (AMT);
19-1-2026 to 24-1-2026	Week 3	Partnership Firm / LLP
27-1-2026 to 31-1-2026	Week 4	Classification and Tax Incidence on Companies
02-2-2026 to 07-2-2026	Week 5	Computation of taxable income and tax liability of Company;
09-2-2026 to 14-2-2026	Week 6	Minimum Alternate Tax (MAT).
16-2-2026 to 21-2-2026	Week 7	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Procedural Compliance: Permanent Account Number , Tax Collection Account Number;
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	Tax Deduction at Source & Tax Collection at Source; Advance Tax & Self Assessment Tax;
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Income tax authorities and their powers; different types of returns; Procedure of filing e-return and revised return.
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 13	Recovery of Tax, Refunds; Assessment,
06-4-2026 to 11-4-2026	Week 14	Appeals & Revision: Procedure for assessment,
13-4-2026 to 18-4-2026	Week 15	Types of Assessment, Appeals, Revisions,
20-4-2026 to 25-4-2026	Week 16	Search, Seizure, Penalty and Offences.
27-4-2026 to 30-4-2026	Week 17	Presentation
01-5-2026 to 04-5-2026	Week 18	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.



Satish Pannu



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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan : January 2026 to May 2026

Class
BCOM-III SEM-VI


Subject: INVESTMENT MANAGEMENT
Course Code: BCOM 606(ii)

Session : 2025-26
Tutor :Heena Pahuja
Internal:30 External-70

Date	Week	Topics to be covered
06-1-2026 to 10-1-2026	Week 1	Investment Management: Meaning, nature and importance of investment management.
12-1-2026 to 17-1-2026	Week 2	Investment process. Speculations v/s investment. Gambling v/s investment. Investment objectives.
19-1-2026 to 24-1-2026	Week 3	Concept of return and risk: calculation, trade-off between return and risk.
27-1-2026 to 31-1-2026	Week 4	Investment Avenues: Post Office Small Saving Schemes, Bank Deposits,.
02-2-2026 to 07-2-2026	Week 5	Insurance Schemes, Company Bonds and Deposits, Mutual Fund Schemes, Real Estate, Other Investment Avenues
09-2-2026 to 14-2-2026	Week 6	Financial Markets: Meaning and functions.
16-2-2026 to 21-2-2026	Week 7	Tentative : Seminar/Presentation/Assignment/Quiz- -5 Marks
23-2-2026 to 28-2-2026	Week 8	Capital Market, Money Market, New Issue Market, Secondary Market.
01.3.2026 to 08.3.2026		Vacations (Holi)
09-3-2026 to 14-3-2026	Week 9	SEBI and its regulations.
16-3-2026 to 21-3-2026	Week 10	Tentative : Seminar/Presentation/Assignment/Quiz- -5Marks
23-3-2026 to 28-3-2026	Week 11	Security Analysis: Meaning and objectives.
30-3-2026 to 31-3-2026	Week 12	Mid-term exam-15 Marks
01-4-2026 to 04-4-2026	Week 13	Fundamental Analysis
06-4-2026 to 11-4-2026	Week 14	Economy analysis
13-4-2026 to 18-4-2026	Week 15	Industry analysis
20-4-2026 to 25-4-2026	Week 16	Company analysis.
27-4-2026 to 30-4-2026	Week 17	Presentation
01-5-2026 to 04-5-2026	Week 18	Exam Preparation and Doubt Classes

Note: The schedule of internal assessment activities such as class tests, assignments, Quiz, Viva, Presentations, etc., is Tentative and may be revised/modified as per academic requirements.

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