

GOVERNMENT COLLEGE FOR WOMEN, HISAR
Lesson Plan from July 2026 to November/December 2026

Name of Teacher: Divya Jain

Class: M.Com. Semester-I

Subject: Management Process and Organizational Behavior

Subject Code: U25MOC101T

External Marks – 70

Internal Marks-30

Total Marks -100

Date	Week	Topics to be covered
20.07.2026 to 25.07.2026	Week 1	UNIT-I: Meaning, nature and scope of management
27.07.2026 to 01.08.2026	Week 2	UNIT-I: Management thoughts; Approaches to management: Scientific Management School and Decisions theory School
03.08.2026 to 08.08.2026	Week 3	UNIT-I: Quantitative and System School and Contingency Theory of Management.
10.08.2026 to 15.08.2026	Week 4	UNIT-I: Managerial skills; Social responsibility of managers; Unit-I discussion and queries.
17.08.2026 to 22.08.2026	Week 5	UNIT-II: Managerial Functions: Planning-concepts, significance and types: Organizing-concepts, principles and types of Organizations.
24.08.2026 to 29.08.2026	Week 6	UNIT-II: Authority, responsibility, power, delegation, decentralization and Staffing
31.08.2026 to 05.09.2026	Week 7	UNIT-II: Directing-leading, motivating, communicating and Coordination.
07.09.2026 to 12.09.2026	Week 8	UNIT-II: Controlling-concept and techniques; and Unit-II discussion and queries.
14.09.2026 to 19.09.2026	Week 9	Test and Assignment-1 UNIT-III: Organizational Behaviour-concepts, determinants, challenges and opportunities; contributing disciplines to the OB.
21.09.2026 to 26.09.2026	Week 10	UNIT-III: Organizational culture and climate, factors affecting OB, understanding and managing individual behaviour, Personality.
28.09.2026 to 03.10.2026	Week 11	UNIT-III: Perception, values, attitudes and learning.
05.10.2026 to 10.10.2026	Week 12	Unit-III discussion and queries UNIT-IV: Understanding and managing group behavior: interpersonal and group dynamics; Transactional Analysis.
12.10.2026 to	Week 13	UNIT-IV: Applications of Emotional Intelligence in organizations:

17.10.2026		communication: process and models and Issues in organizational communication.
19.10.2026 to 24.10.2026	Week 14	UNIT-IV: Organizational Change and major concepts of organizational behavior in business organizational development.
26.10.2026 to 31.10.2026	Week 15	UNIT-IV: Conflict Management; Stress Management; Unit-IV: discussion and queries.
11.11.2026 to 14.11.2026	Week 16	Test and assignment-2 Revision: UNIT-I and application-based discussion.
16.11.2026 to 21.11.2026	Week 17	Revision: UNIT-II and UNIT-III and application-based discussion.
23.11.2026 to 28.11.2026	Week 18	Revision: UNIT-IV and application-based discussion.
30.11.2026 to 04.12.2026	Week 19	Final revision and examination guidance.


Teacher's Signature

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Rakesh

Class: - M.Com I

Subject:- Development Studies

Subject Code:- U25MOC102T

External Marks -70

Internal Marks- 30

Total Marks -100

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	Meaning, nature, and scope of development, Difference between growth and development,
07.09.2026 to 12.09.2026	Week 2	Dimensions of development: economic, social, political, cultural, and environmental, Indicators of development: GDP, HDI, PQLI, GDI,
14.09.2026 to 19.09.2026	Week 3	Gender Gap Index, Theories of development: Classical, Neo-classical, Structuralist,
21.09.2026 to 26.09.2026	Week 4	Dependency theory, World-systems theory, Role of agriculture, industry, and services in development,
28.09.2026 to 03.10.2026	Week 5	Dualism and development: Lewis model, Human capital and economic development, Development planning in India: Five-Year Plans to NITI Aayog,
05.10.2026 to 10.10.2026	Week 6	Role of government policy in economic development, Human development: education, health, gender, and poverty,
12.10.2026 to 17.10.2026	Week 7	social structures and development: caste, class, ethnicity, and social mobility, Role of institutions: state, market,
19.10.2026 to 24.10.2026	Week 8	NGOs, and civil society, Globalization and its impact on development,
26.10.2026 to 31.10.2026	Week 9	Role of international institutions: UNDP, World Bank, IMF, WTO, Class Test-1
11.11.2026 to 14.11.2026	Week 10	Sustainable Development: concept, challenges, and global efforts (Rio Summit, SDGs), Environmental degradation and climate change,
16.11.2026 to 21.11.2026	Week 11	Inclusive development: concept, policies, and strategies, Regional imbalance and development, Class Test-2
23.11.2026 to 28.11.2026	Week 12	Development challenges in India: poverty, unemployment, inequality, and urbanization
30.11.2026 to 04.12.2026	Week 13	Revision


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Lesson Plan July 2026 to November/December 2026

Name of Teacher: Heena Pahuja

Class: - M.Com. 1 (2nd sem.)

Subject:- Managerial Economics

Subject Code:- U25MOC103T

External Marks -

Internal Marks-

Total Marks -

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	· Theory of demand and consumer equilibrium – utility and indifference curve approach
07.09.2026 to 12.09.2026	Week 2	· Demand function; Elasticity of demand and its significance in managerial decision-making
14.09.2026 to 19.09.2026	Week 3	Demand forecasting and its techniques
21.09.2026 to 26.09.2026	Week 4	· Theory of Cost: Types of cost – production cost, selling cost, R&D Cost Assignment-1
28.09.2026 to 03.10.2026	Week 5	Short run and long run cost curves; relation between cost and revenue Production function: short term and long run production function
05.10.2026 to 10.10.2026	Week 6	Law of variable proportion and returns to scale .Iso-quant curves.
12.10.2026 to 17.10.2026	Week 7	Break-even point; Economies and diseconomies of scale Assignment-II.
19.10.2026 to 24.10.2026	Week 8	· Market Structure and Competition: Price and output determination under perfect competition, monopoly
26.10.2026 to 31.10.2026	Week 9	Market Structure and Competition: Price and output determination under Monopolistic competition and oligopoly. Unit Test -1
11.11.2026 to 14.11.2026	Week 10	Modern theories of firm: Baumol's theory of sales maximization
16.11.2026 to 21.11.2026	Week 11	· Managerial Theory, Behavioral Theory
23.11.2026 to 28.11.2026	Week 12	National Income: Concept and Measurement. Unit Test -II
30.11.2026 to 04.12.2026	Week 13	Revisionary and Doubt Classes .

Suggested Readings:

- 1.Dwivedi, D. N., *Managerial Economics*, Vikas Publishing House.
- 2.Koutsoyiannis, A., *Modern Microeconomics*, Macmillan.

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Dr. Anita Taneja

Class: - M.Com. I Semester

Subject:- Financial Accounting and ESG Reporting

Subject Code:- U25MOC104T

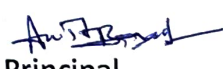
External Marks - 70

Internal Marks- 30

Total Marks - 100

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	Introduction about the syllabus and examination pattern, Definition, nature, and scope of financial accounting, accounting principles, concepts, and conventions
07.09.2026 to 12.09.2026	Week 2	Accounting cycle: journal, ledger, trial balance,
14.09.2026 to 19.09.2026	Week 3	Preparation of final accounts: Trading Account, Profit & Loss Account, and Balance Sheet
21.09.2026 to 26.09.2026	Week 4	Accounting for depreciation, provisions, and reserves.
28.09.2026 to 03.10.2026	Week 5	Introduction to Indian Accounting Standards (Ind AS), Key Ind AS relevant to financial reporting: Ind AS 1, 2, AS 16, 115, and 116, Difference between Ind AS and IFRS.
05.10.2026 to 10.10.2026	Week 6	Financial Statement Analysis: Comparative and common-size statements, Ratio analysis
12.10.2026 to 17.10.2026	Week 7	Cash flow statement (as per Ind AS 7, ESG: Meaning, importance, and evolution,
19.10.2026 to 24.10.2026	Week 8	ESG vs. CSR: key distinctions, ESG integration in financial performance and reporting, Role of stakeholders in ESG governance, ESG metrics: carbon footprint, human capital, board diversity, ethical supply chain. Revision and Test
26.10.2026 to 31.10.2026	Week 9	Global ESG reporting framework: RI (Global Reporting Initiative)
11.11.2026 to 14.11.2026	Week 10	SASB (Sustainability Accounting Standards Board), TCFD (Task Force on Climate-related Financial Disclosures)
16.11.2026 to 21.11.2026	Week 11	ESG Reporting in India: SEBI-mandated Business Responsibility and Sustainability Reporting (BRSR) Revision and Test
23.11.2026 to 28.11.2026	Week 12	ESG ratings and disclosures in annual reports Case studies: ESG reports of Indian and global companies,
30.11.2026 to 04.12.2026	Week 13	Challenges in ESG reporting: data, standardization, and compliance. Revision and Test


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Lesson Plan July 2026 to November/December 2026

Name of Teacher: Shaina

Class: - M.Com. 1 (2nd sem.)

Subject:-BusinessStatistics

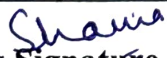
Subject Code:-U25MOC105

External Marks - 70

Internal Marks- 30

Total Marks -100

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	Univariate analysis: central tendency dispersion (theoretical concept);
07.09.2026 to 12.09.2026	Week 2	Probability: Introduction, addition theorem, multiplication theorem, conditional probability, Bayes Theorem.
14.09.2026 to 19.09.2026	Week 3	Theoretical probability distributions: Binomial, Poisson, Normal Distribution; their characteristics and applications.
21.09.2026 to 26.09.2026	Week 4	Sampling: probability and non-probability sampling methods; Sampling distribution and its characteristics; Assignment-1
28.09.2026 to 03.10.2026	Week 5	Hypothesis testing: hypothesis formulation, and testing;
05.10.2026 to 10.10.2026	Week 6	Statistical Tests: z-test, t-test, F-test, Analysis of variance, Chi-square test, Wilcoxon Signed-Rank test, Kruskal-Walli's test.
12.10.2026 to 17.10.2026	Week 7	Correlation analysis: simple, partial and multiple correlations; Assignment-II.
19.10.2026 to 24.10.2026	Week 8	Regression analysis: simple linear regression model, ordinary least square method.
26.10.2026 to 31.10.2026	Week 9	Time series analysis: components of a time series and their measurements and uses. Unit Test -1
11.11.2026 to 14.11.2026	Week 10	Index numbers: meaning and types, methods for measuring indices, adequacy of indices
16.11.2026 to 21.11.2026	Week 11	Statistical quality control: causes of variation in quality,
23.11.2026 to 28.11.2026	Week 12	Control Charts, Acceptance sampling Unit Test -II
30.11.2026 to 04.12.2026	Week 13	Revisionary and Doubt Classes.
Suggested Readings: 1 Gupta, S.P., <i>Statistical Methods</i> , Sultan Chand & Sons 2 Hooda, R.P. <i>Statistics for Business and Economics</i> McMillan		

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Dr. Vasundhra

Class: - MCom I

Subject: - Technology in Business

Subject Code: - U25MOC106

External Marks - 70

Internal Marks- 30

Total Marks - 100

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	Technology and Infrastructure for E-Commerce: Framework of E-commerce; Network Infrastructure for E- Commerce
07.09.2026 to 12.09.2026	Week 2	Market Forces Influencing I-way, Network Access Equipment, Public Policy Issues Shaping the I- way; EDI - Applications in Business,
14.09.2026 to 19.09.2026	Week 3	Legal, Security and Privacy Issues of EDI; Components of EDI Standards, ASC X12 and EDIFACT, E-Commerce and Retailing: Changing Retail Industry Dynamics,
21.09.2026 to 26.09.2026	Week 4	Mercantile Models from the Consumer's Perspective, Management Challenges in Online Retailing,
28.09.2026 to 03.10.2026	Week 5	Intranets and Customer Asset Management: Basics of Customer Asset Management, Online Sales Force, Online Customer Service and Support
05.10.2026 to 10.10.2026	Week 6	Assignment-1 (Class Presentations) , Technology and Marketing Strategy, Intranets and Manufacturing: Integrated Logistics, Agile Manufacturing
12.10.2026 to 17.10.2026	Week 7	Emerging Business Requirements, Manufacturing Information Systems, Intranet-based Manufacturing, Logistics Management, Assignment-2 (Class Activity) ,
19.10.2026 to 24.10.2026	Week 8	E-Commerce and Online Publishing: Why Online Publishing, Online Publishing approaches, Advertising and Online Publishing
26.10.2026 to 31.10.2026	Week 9	E-Commerce and Banking: Changing Dynamics in the Banking Industry, Class Test-1 , Home Banking Implementation Approaches-Using Bank's Proprietary Software, via PC using Dial-up software, online services
11.11.2026 to 14.11.2026	Week 10	Security first network bank, Open vs. closed models, Management Issues in Online Banking- Differentiating products and services, managing financial supply chains etc.,
16.11.2026 to 21.11.2026	Week 11	Intranets and Corporate Finance: An Introduction, Class Test-2
23.11.2026 to 28.11.2026	Week 12	Working of financial systems, Financial Intranets, Software Modules in Financial Information Systems, Human Resource Management Systems, Size/Structure of Financial Software Market.
30.11.2026 to 04.12.2026	Week 13	Revisionary classes and doubt sessions
Recommended Books and Readings - Kalakota & Whinston, Electronic Commerce: A Manager's Guide, Pearson Education. - Joseph, E-Commerce: An Indian Perspective, Prentice Hall of India.		

Vasundhra
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Anil Kumar
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Lesson Plan July 2026 to November/December 2026

Name of Teacher: Shaina

Class: - M.Com. 1 (2nd sem.)

Subject:-Human Values and Ethics

Subject Code:- U25VAC109T

External Marks - 35

Internal Marks- 15

Total Marks -50

Date	Week	Topics to be covered
31.08.2026 to 05.09.2026	Week 1	Introduction to human values and Ethics: definition and scope of human ethics and values
07.09.2026 to 12.09.2026	Week 2	Historical overview of ethical thoughts, Major Ethical theories
14.09.2026 to 19.09.2026	Week 3	Ethical Principles: virtue ethics, character and moral virtue, Ethics of care
21.09.2026 to 26.09.2026	Week 4	Moral Reasoning and Ethical Issues in Society: Study of cognitive and physiological factors that influence moral judgement Assignment-1
28.09.2026 to 03.10.2026	Week 5	Application of formal and informal logic to moral arguments and ethical reasoning
05.10.2026 to 10.10.2026	Week 6	Exploration the ethical framework for addressing social problems and promoting social change
12.10.2026 to 17.10.2026	Week 7	Principles of Business ethics: Introduction of basic principles, ethical issues Assignment-II.
19.10.2026 to 24.10.2026	Week 8	Moral Reasoning and Moral Responsibility, Ethical Principles in business- utilitarianism, rights and duties, justice and fairness integration among principals
26.10.2026 to 31.10.2026	Week 9	Business Ethics and CSR Unit Test -1
11.11.2026 to 14.11.2026	Week 10	Ethics and the environment
16.11.2026 to 21.11.2026	Week 11	Ethics of Consumer Protection and marketing
23.11.2026 to 28.11.2026	Week 12	Ethics and the employees, Ethics of job discrimination, Corporate Social Responsibility Unit Test -II
30.11.2026 to 04.12.2026	Week 13	Revisionary and Doubt Classes.

Suggested Readings:

- 1 Ghosh, B.N., Business Ethics and Corporate Governance, Mc Graw- Hill Education
- 2 V.M.G., Business Ethics; Pearson Education

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Lesson Plan August 2026 to November/December 2026

Name of Teacher: Heena Pahuja

Class: - M.Com. II (Sem. III)

Subject:- Strategic Management

Subject Code:- U25MOC301T

External Marks -

Internal Marks-

Total Marks -

Date	Week	Topics to be covered
01.08.2026	Week 1	Concept of Strategy: Concept, Characteristics, importance and levels.
03.08.2026 to 08.08.2026	Week 2	Strategic Decision Making: Concept, Significance and approaches.
10.08.2026 to 15.08.2026	Week 3	Strategic management process
17.08.2026 to 22.08.2026	Week 4	Developing a strategic vision, mission and setting objectives.
24.08.2026 to 29.08.2026	Week 5	Assignment-1(Class Presentation).
31.08.2026 to 05.09.2026	Week 6	Strategy formulation: Company's vision, mission and objectives.
07.09.2026 to 12.09.2026	Week 7	Environmental and organizational appraisal,
14.09.2026 to 19.09.2026	Week 8	Strategy alternatives and choice.
21.09.2026 to 26.09.2026	Week 9	Types of strategies, Business ethics and corporate strategy. Assignment-II.
28.09.2026 to 03.10.2026	Week 10	Concept of value chain, core competency, resource base theory and competitive advantage.
05.10.2026 to 10.10.2026	Week 11	Strategy Implementation: Designing organizational structure and activating strategies
12.10.2026 to 17.10.2026	Week 12	Matching Structures and corporate strategy. Unit Test -1
19.10.2026 to 24.10.2026	Week 13	Structural, Behavioral and functional implementation.
26.10.2026 to 31.10.2026	Week 14	Strategy Evaluation and control.
11.11.2026 to 14.11.2026	Week 15	Strategy Operational and control.
16.11.2026 to 21.11.2026	Week 16	Revisions and Doubts. Unit Test-II
23.11.2026 to 28.11.2026	Week 17	Case study and Quiz.
30.11.2026 to 04.12.2026	Week 18	Revisionary and Doubt Classes
Recommended Books and Readings: 1. Azhar Kazmi – <i>Strategic Management and Business Policy</i> 2. Fred R. David & Forest R. David – <i>Strategic Management</i>		

Teacher's Signature

Heena

Anita B. Singh
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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Rakesh

Class: - M.Com II

Subject:- Business Legislation

Subject Code:- U25MOC302T

External Marks - 70

Internal Marks- 30

Total Marks - 100

Date	Week	Topics to be covered
01.08.2026	Week 1	The Indian Contract Act, 1872: Meaning of a Contract, Classification of Contracts,
03.08.2026 to 08.08.2026	Week 2	Essentials of a Valid Contract; Performance of a Contract; Discharge of a Contract; Breach of Contract;
10.08.2026 to 15.08.2026	Week 3	Quasi Contracts; Contract of Indemnity and Guarantee, Bailment and Pledge, Contract of Agency.
17.08.2026 to 22.08.2026	Week 4	The Sales of Goods Act, 1930: Meaning and essentials of a valid contract of sale, Distinction between sale and agreement to sell,
24.08.2026 to 29.08.2026	Week 5	Meaning of goods and their classification, Conditions and warranties, Doctrine of Caveat Emptor, Rights of an unpaid seller,
31.08.2026 to 05.09.2026	Week 6	Rights of buyer; Negotiable Instruments Act, 1881: Meaning and characteristics of negotiable instrument,
07.09.2026 to 12.09.2026	Week 7	Types of negotiable instruments and their characteristics, Holder and Holder-in-due-course,
14.09.2026 to 19.09.2026	Week 8	Discharge and Dishonour of negotiable instruments, Negotiation and Assignment.
21.09.2026 to 26.09.2026	Week 9	The Companies Act, 2013; Meaning and Characteristics of a Company, Objects and Applications of Companies Act, 2013. Class Test-1
28.09.2026 to 03.10.2026	Week 10	Landmark provisions of new Companies Act, 2013; Classification of companies, Concept of One Person Company;
05.10.2026 to 10.10.2026	Week 11	Formation of a company, Memorandum and Articles of association,
12.10.2026 to 17.10.2026	Week 12	Prospectus, Allotment of shares and share capital,
19.10.2026 to 24.10.2026	Week 13	Membership in companies, Meetings of Companies: General principles of meetings,
26.10.2026 to 31.10.2026	Week 14	Types of meetings; Prevention of Oppression and Mismanagement; Class Test-2
11.11.2026 to 14.11.2026	Week 15	Winding up of a Company; Consumer Protection Act: Define consumer rights,
16.11.2026 to 21.11.2026	Week 16	provisions regarding complaints in consumer courts, Unfair Trade Practices and Restrictive Trade Practices,
23.11.2026 to 28.11.2026	Week 17	Consumer Protection Council, Consumer forum.
30.11.2026 to 04.12.2026	Week 18	Revision

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Mr. Satish Kumar

Class: - M.Com.II (Sem.III)

Subject:- Human Resource Planning and Development

Subject Code:- U25MOC322

External Marks - 100 Internal Marks- 30 Total Marks - 70

Date	Week	Topics to be covered
01.08.2026	Week 1	Concept, Objectives, and Importance of HRP and HRD, Strategic Role of Human Resources in Organizations, Evolution of HRD and
03.08.2026 to 08.08.2026	Week 2	HRP-HRD Linkage with Organizational Planning, its relevance in modern organizations,
10.08.2026 to 15.08.2026	Week 3	HRD Climate and Culture,
17.08.2026 to 22.08.2026	Week 4	HRIS (Human Resource Information System) overview.
24.08.2026 to 29.08.2026	Week 5	Assignment-1 (class Presentation)
31.08.2026 to 05.09.2026	Week 6	Process of Human Resource Planning, Forecasting HR Demand and Supply,
07.09.2026 to 12.09.2026	Week 7	Techniques of Manpower Forecasting,
14.09.2026 to 19.09.2026	Week 8	Job Analysis and Job Design,
21.09.2026 to 26.09.2026	Week 9	Career Planning and Succession Planning,
28.09.2026 to 03.10.2026	Week 10	Strategic Workforce Planning in Dynamic Environments, Use of Workforce Analytics
05.10.2026 to 10.10.2026	Week 11	Unit Test -1 , Scope and Objectives of HRD, Key Components: Training, Development, Organizational Development,
12.10.2026 to 17.10.2026	Week 12	Training Needs Assessment (TNA), Methods of Training: On-the-job, Off-the-job,
19.10.2026 to 24.10.2026	Week 13	E-learning, Training Design and Evaluation,
26.10.2026 to 31.10.2026	Week 14	Learning & Development Strategies, Coaching, Mentoring, and Counselling, Assignment-II
11.11.2026 to 14.11.2026	Week 15	Performance Management and Potential Appraisal, Competency Mapping & Assessment Centres, Talent Management and Succession Planning, Performance Management and Potential Appraisal, Competency Mapping & Assessment Centres, Talent Management and Succession Planning,
16.11.2026 to 21.11.2026	Week 16	360-Degree Feedback, Strategic Role of HRD in Change Management Unit Test-II
23.11.2026 to 28.11.2026	Week 17	HRD in Global Organizations and Cross-cultural Context, Emerging Trends: Gig Economy, AI in HR, Remote Work, Digital HRD, Case Studies of HRP & HRD from Indian and Global Companies
30.11.2026 to 04.12.2026	Week 18	Doubt Classes

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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Mr. Satish Kumar

Class: - M.Com.II (Sem.III)

Subject:- Compensation Management

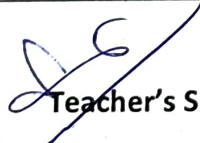
Subject Code:- U25MOC323

External Marks - 70

Internal Marks- 30

Total Marks -100

Date	Week	Topics to be covered
01.08.2026	Week 1	Compensation Management-Concept
03.08.2026 to 08.08.2026	Week 2	objectives,nature,types,compensation responsibilities
10.08.2026 to 15.08.2026	Week 3	compensation philosophies & approaches.
17.08.2026 to 22.08.2026	Week 4	Bases for pay- traditional bases, incentive pay and person-focused pay; Pay for Performance,
24.08.2026 to 29.08.2026	Week 5	Assignment-1 (class Presentation)
31.08.2026 to 05.09.2026	Week 6	Competency Based Pay, Team rewards;
07.09.2026 to 12.09.2026	Week 7	Designing Compensation System- internal alignment (job analysis and job evaluation), external competitiveness and individual contribution.
14.09.2026 to 19.09.2026	Week 8	Employee Benefits- legally required benefits, discretionary benefits
21.09.2026 to 26.09.2026	Week 9	Assignment-II, key issues in employee benefits;
28.09.2026 to 03.10.2026	Week 10	Compensating Executives,
05.10.2026 to 10.10.2026	Week 11	Unit Test -1 , Laws relating to Compensation
12.10.2026 to 17.10.2026	Week 12	Contemporary Strategic Compensation Challenges-
19.10.2026 to 24.10.2026	Week 13	compensation practices of multinational corporations
26.10.2026 to 31.10.2026	Week 14	working of different institutions related to reward system
11.11.2026 to 14.11.2026	Week 15	Unit Test – II, Wage board
16.11.2026 to 21.11.2026	Week 16	Pay Commission
23.11.2026 to 28.11.2026	Week 17	Case studies and revisionary
30.11.2026 to 04.12.2026	Week 18	Doubt Classes


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GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Dr. Vasundhra

Class: - MCom II

Subject: -Consumer Behavior

Subject Code: - U25MOC331

External Marks - 70

Internal Marks- 30

Total Marks - 100

Date	Week	Topics to be covered
01.08.2026	Week 1	Consumer Behaviour- Introduction to consumer behaviour;
03.08.2026 to 08.08.2026	Week 2	Its Roots in Various Disciplines, Interrelationship between Consumer Behaviour and Marketing Strategy, Consumer Research Process,
10.08.2026 to 15.08.2026	Week 3	Consumer Research Methods & Tools, Types and its Relevance. Consumer as an Individual -Consumer Needs and Motivation;
17.08.2026 to 22.08.2026	Week 4	Goals, Dynamics of Motivation, Measurement of Motives, Personality and Consumer Behaviour; Nature, Theories of Personality and Self Concept,
24.08.2026 to 29.08.2026	Week 5	Consumer Perception and Information Processing; Dynamics of Perception, Consumer Imagery, and Perceived Risk, Learning & Consumer Involvement,
31.08.2026 to 05.09.2026	Week 6	Behavioural & Cognitive Learning Theories and application to marketing, Consumer Attitude; Meaning, Attitude Formation & Change,
07.09.2026 to 12.09.2026	Week 7	Relationship in Behaviour & Attitude Formation and Structural models, Assignment-1 (Group Presentations)
14.09.2026 to 19.09.2026	Week 8	Group Dynamics and Consumer Behaviour - Reference Groups; Meaning, Types, Affects, Relevance and Applications,
21.09.2026 to 26.09.2026	Week 9	The Family; Functions, Decision Making and Family Life Cycle, Social Class; Unit Test-1
28.09.2026 to 03.10.2026	Week 10	Meaning, Types of Status, Lifestyle Profiles and Mobility in Social Classes, Measurements
05.10.2026 to 10.10.2026	Week 11	Influence of Culture; Characteristics, Measurements & Core Values of Culture, Sub Cultural Aspects on Consumer' Mind Set;
12.10.2026 to 17.10.2026	Week 12	Meaning, Types & Understanding of Multiple Sub-cultural Membership Interaction & Influence, Assignment-2 (Case Study Analysis)
19.10.2026 to 24.10.2026	Week 13	Consumer Decision Making Process- Personal Influence and the Opinion Leadership; Meaning and Dynamics of Opinion Leadership Process,
26.10.2026 to 31.10.2026	Week 14	Measurement of Opinion Leadership, Diffusion of Innovations; Process of Diffusion & Adoption, Unit Test-2
11.11.2026 to 14.11.2026	Week 15	Profile of Consumer Innovator Consumer Decision Making; Meaning of Decision, Levels of Decision Making.
16.11.2026 to 21.11.2026	Week 16	Consumer Behaviour Models with appropriate case studies,
23.11.2026 to 28.11.2026	Week 17	Current trends and ethical issues in Consumer Behavioural Studies
30.11.2026 to 04.12.2026	Week 18	New Developments in the field of Consumer Behavior, Revisionary and Doubt Classes

Recommended Readings:

- Hawkins, D., Mothersbaugh D., Consumer Behavior: Building Marketing Strategy, McGraw- Hill Education.
- Loudon, Consumer Behavior: Concepts and Applications, Tata McGraw-Hill Education Private Limited, Noida, Uttar Pradesh, India.

Vasundhra
Teacher's Signature

Anil Kumar
Principal

GCW, Hisar

GOVERNMENT COLLEGE FOR WOMEN, HISAR

Lesson Plan July 2026 to November/December 2026

Name of Teacher: Dr. Anita Taneja

Class: - M.Com. III Semester

Subject:- Sales and Distribution Management

Subject Code:- U25MCM335T

External Marks - 70

Internal Marks- 30

Total Marks - 100

Date	Week	Topics to be covered
01.08.2026	Week 1	Introduction about the syllabus and examination pattern
03.08.2026 to 08.08.2026	Week 2	Sales Management: Role of Sales Management in Marketing, Nature and Responsibilities of Sales Management, Modern Roles and Required Skills for Sales Managers.
10.08.2026 to 15.08.2026	Week 3	Theories of Selling.
17.08.2026 to 22.08.2026	Week 4	Sales Planning: Importance, approaches and process of sales planning; Sales forecasting; Sales budgeting.
24.08.2026 to 29.08.2026	Week 5	Sales Organization: Purpose, principles and process of setting up a sales organization; Sales organizational structures;
31.08.2026 to 05.09.2026	Week 6	Field sales organization; Determining size of sales force.
07.09.2026 to 12.09.2026	Week 7	Territory Management: Need, procedure for setting up sales territories; Time management. Unit Test
14.09.2026 to 19.09.2026	Week 8	Routing. Sales Quotas: Purpose, types of quotas, and administration of sales quotas.
21.09.2026 to 26.09.2026	Week 9	Managing the Sales-force: Recruitment, selection, training, compensation,
28.09.2026 to 03.10.2026	Week 10	Motivating and leading the sales-force; Sales meetings and contests.
05.10.2026 to 10.10.2026	Week 11	Control Process: Analysis of sales, costs and profitability; Management of sales expenses;
12.10.2026 to 17.10.2026	Week 12	Evaluating sales force performance; Ethical issues in sales management. Unit Test
19.10.2026 to 24.10.2026	Week 13	Distribution Channels: Role of Distribution Channels, Number of Channels,
26.10.2026 to 31.10.2026	Week 14	Factors Affecting Choice of Distribution Channel, Channel Behavior and Organization,
11.11.2026 to 14.11.2026	Week 15	Channel Design Decision; Channel Management Decisions;
16.11.2026 to 21.11.2026	Week 16	Channel Management Decisions; Distribution Intensity;
23.11.2026 to 28.11.2026	Week 17	Partnering Channel Relationship.
30.11.2026 to 04.12.2026	Week 18	Revision and Tests


Teacher's Signature


Principal
GCW, Hisar