

## LESSON PLAN OF SESSION: 2024-25

Semester: Odd Subject: Business research method

For the month of July to November

Class: M.Com Previous Year

Name of Assistant Professor: Ms. Vanshika jindal

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	August	Business research: Concept, significance, categories-basic, applied; Types of research: Analytical, applied, conceptual, empirical, experimental, casual; Approaches to research: Quantitative, qualitative, longitudinal, cross sectional; Methods vs methodology; Research Problem: Concept, selection, defining research questions, formulation of research problem, framing of research hypothesis, developing research plan.		Oral Test
2	September	Sampling: Concept, need, types, characteristics of a good sample; population vs sample; types of errors; Data collection and analysis: Types, tabulation, approaches; Questionnaire, interview, observation, experimentation, survey methods, case study method; Hypothesis Testing: Concept, process, types, t- test, z-test (single, two populations and paired sample); Test of Association: Chi Square test; ANOVA; Multiple Regression Analysis; Factor analysis	Workshop on Research Methodology	Assignments and Written Test
3	October	Research process: Concept, steps; Research design: Concept, significance, types – Descriptive, exploratory, conclusive, experimental; Variables: Meaning, need, types; Measurement: Scales of measurement; Likert's scale: Concept, types; Reliability; Validity: concept, types; Literature Review: Concept, process, types-traditional, conceptual, narrative, systematic, critical, Meta- analysis; Citation;	Logo Making and Short Ad Video competition And Industrial Visit.	Mid Term test

		Referencing (APA style)		
4	November	Interpretation of data: Concept and techniques; Report writing: Significance, types of reports, Layout of a good report, Precautions in report writing; Writing a research proposal: Purpose, nature, evaluation, content, format, considerations, presentation; Research ethics: concept; need, principles, ethical issues in research.	PPT Competition and Report Presentation on Dissertation Competition	Presentation

## LESSON PLAN OF SESSION: 2024-25

Semester: Odd Subject: Organisational behaviour

For the month of July to November

Class: M.Com Ist Year

Name of Assistant Professor: Ms. Vanshika jindal

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	August	Organizational behaviour: Concept, significance, relationship with other disciplines; Approaches to organizational behaviour; challenges and opportunities for organizational behaviour; Personality: Concept, determinants and theories; Big five personality traits, The Myers Briggs type indicators, self theory, personality traits influencing OB; Psycho-analytical, Social learning, situation strength, traits activation; other personality traits influencing OB; Implication of personality for managers.		Oral Test
2	September	Learning: Concept, process, principles; Theories of Learning: classical, operant conditioning, social, cognitive; Learning through reinforcement; Organizational behavior in learning organization; Attitude: Concept, components, formation, changing of attitude, work related attitude; Perception: Concept, process perceptual selection, factors influencing perception, perceptual organization and interpretation, perceptual distortion, attribution process; Implication of perception for managers.	Workshop on Research Methodology	Assignments and Written Test
3	October	Organizational conflicts: Concept, types and sources of conflict, conflict process, functional and dysfunctional aspects of conflicts, levels of conflict, conflict management and negotiations; Management of change: Concept, causes of change, types of planned and unplanned change, resistance to change, models of managing planned change; organizational development: Concept, benefits, process, effectiveness and limitations, techniques, Action research organization development and change model.	Logo Making and Short Ad Video competition And Industrial Visit.	Mid Term test
4	November	Foundations of group behavior: Group dynamics- Concept, functions, type of groups, group dynamics	PPT Competition	Presentation

		norms, role, status, size of leadership, composition proxemics, stages of group development; Group cohesiveness; Group decision making; Transactional analysis: Concept, scope, components and benefits of transactional analysis.	and Report Presentation on Dissertation Competition	
--	--	--	---	--

## LESSON PLAN OF SESSION: 2024-25

Semester: Odd: International business

For the month of July to November

Class: M.Com2<sup>nd</sup> year

Name of Assistant Professor: Ms. Vanshika jindal

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	August	<p>Introduction: International Business Importance, nature and scope; Globalization; Drivers of Globalization. Basic Entry Decisions; Modes of entry into international business, selecting an Entry Strategy; IT and international business, International Business Environment:India's involvement in International Business, Political, Legal, Economic, and Cultural environment and associated risks;</p> <p>International Trade: Reasons for international trade; Theories of international trade; Foreign trade multiplier, World trading environment - Pattern and structure of world trade in goods and services; Government intervention in International Trade: Arguments for Government intervention; Instruments of Commercial Policy: Tariffs,quotas and other measures and their effect.</p>		Oral Test
2	September	<p>world trade and protectionism: GATT, The Uruguay Round and WTO, WTO- functions and policies; Important Agreements of WTO - Agriculture Agreements; SPS, TBT, GATS, TRIPS; WTO and Developing Countries, WTO and India.</p> <p>Balance of Payments Account: Components of BOP: BOP on Current Account and Capital Account,Disequilibrium in BOP; Correction of Disequilibrium. Regional Economic Integration and Contemporary Issues in International Business: Levels of Regional Economic Integration: Free trade area, customs union, economic union, common market, Political union; Trade creation and diversion effects; Regionalism vs. Multilateralism; Regional Economic Integration: SAARC, ASEAN, EC, NAFTA.</p>	Workshop on Research Methodology	Assignments and Written Test

3	October	<p>International Economic Institutions and IMF, World Bank, IFC, IDA, ADB, UNCTAD, International commodity trading and agreements - India's involvement and consequences; International liquidity;</p> <p>Financial Environment: International financial environment: International Monetary System; Exchange rate mechanism and arrangement; Types of Exchange rate systems in the world; Movements in foreign exchange and interest rates</p>	<p>Logo Making and Short Ad Video competition And Industrial Visit.</p>	Mid Term test
4	November	<p>Structure of India's Foreign Trade: Composition and direction, EXIM Bank, EXIM Policy of India, Regulation and promotion of foreign trade; Foreign Direct Investment and Multinational Corporations; Types and theories of FDI, Cost and Benefit of FDI to Host and Home Countries, Government Policy Instruments and FDI, Trend in FDI.</p>	<p>PPT Competition and Report Presentation on Dissertation Competition</p>	Presentation

## LESSON PLAN OF SESSION: 2024-25

Semester: Odd:Income tax law and practice

For the month of July to November

Class: M.Com2<sup>nd</sup> year

Name of Assistant Professor: Ms.Vanshika jindal

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	August	Basic concepts: Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax; Permanent Account Number (PAN)Residential status; Scope of total income on the basis of residential status, Exempted income under section 10. Computation of Income under different heads:Profits and gains of business or profession; Capital gains		Oral Test
2	September	Computation of Income under different heads:Income from Salaries; Income from house property. Income from other sources.	Workshop on Research Methodology	Assignments and Written Test
3	October	Computation of Total Income and Tax Liability:Income of other persons included in assessee" s total income; Aggregation of income and set-off` and carry forward of losses; Deductions from gross total income; Rebates and reliefs Computation of total income of individuals and firms; Tax liability of an individual and a firm; Five leading cases decided by the Supreme Court (latest).	Logo Making and Short Ad Video competition And Industrial Visit.	Mid Term test
4	November	Preparation of Return of Income: Filing of returns: Manually, On-line filing of Returns of Income & TDS; Provision & Procedures of Compulsory On-Line filing of returns for specified assesses.	PPT Competition and Report Presentation on Dissertation Competition	Presentation