**PG.GOVT COLLEGE FOR GIRLS, SECTOR-42, CHANDIGARH**

**Teaching Plan Session Odd Semester**

**(2017-18)**

**Class: M.COM 1st SEM Name of the Teacher: Kamlesh Bajaj**

**Subject: Marketing Management Period : 6th**

**Paper : Room No : 305**

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| **S. No** | **Date From** | **Date Upto** | | **Topics to be covered** |
| Week 1 | July 22 & July 24 2017 | July 29, 2017 | | Introduction to Marketing Management |
| Week 2 | July 31 2017 | Aug 5, 2017 | | Marketing- Meaning and approaches |
| Week 3 | Aug 7, 2017 | Aug 12, 2017 | | Role of Marketing in  Organizations |
| Week 4 | Aug 14, 2017 | Aug 19, 2017 | | 4Ps & beyond |
| Week 5 | Aug 21, 2017 | Aug 26, 2017 | | Marketing Challenges. Marketing Process  Marketing Planning |
| Week 6 | Aug 28, 2017 | Sept 2, 2017 | | Marketing information system. Analyzing Market Opportunities  Analyzing the Marketing Environment |
| Week 7 | Sept 4, 2017 | Sept 9, 2017 | | Buying Behaviour- Consumer, |
| Week 8 | Sept 11, 2017 | Sept 16, 2017 | | Contd. , Business & Industrial |
| Week 9 | Sept 18, 2017 | Sept 23, 2017 | | Measuring and  Forecasting Market Demand. |
| Week 10 | Sept 25, 2017 | Sept 29, 2017 | | Product management**:** Product- Meaning and Classifications, New Product Development |
| **Autumn Break (30 Sept 2017- 09 Oct 2017)**  **Mid Semester Exam (10 Oct 2017 – 17 Oct 2017)** | | | | |  |  | Managing Product life cycles  Brand Strategies and Management. |
| Week 11 | Oct 18, 2017 | | Oct 21, 2017 | Managing Service - Idea, Institution, Person, Place And Event. |
| Week 12 | Oct 23, 2017 | | Oct 28, 2017 | Public Relations. |
| Week 13 | Oct 30, 2017 | | Nov 4, 2017 | Pricing, Distribution and Promotion |
| Week 14 | Nov 6, 2017 | | Nov 11, 2017 | Pricing- Influencing factors, Approaches, Strategies and Programmes |
| Week 15 | Nov 13, 2017 | | Nov 18, 2017 | Channels of Distribution and Logistics. |
| Week 16 | Nov 20, 2017 | | Nov 25, 2017 | Promotion Strategies - Advertising, Sales Promotion |
| Week 17 | Nov 27, 2017 | | Dec 1, 2017 | Revisions |

**PG.GOVT COLLEGE FOR GIRLS, SECTOR-42, CHANDIGARH**

**Teaching Plan Session Odd Semester**

**(2017-18)**

**Class: B COM 5th SEM Name of the Teacher: Kamlesh Bajaj**

**Subject: Management Accounting Period : 4th**

**Paper : Room No : 304**

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| **S. No** | **Date From** | **Date Upto** | | **Topics to be covered** |
| Week 1 | July 22 & July 24 2017 | July 29, 2017 | | Nature of mgt accounting |
| Week 2 | July 31 2017 | Aug 5, 2017 | | Financial statement analysis |
| Week 3 | Aug 7, 2017 | Aug 12, 2017 | | Practical problems |
| Week 4 | Aug 14, 2017 | Aug 19, 2017 | | Ratio analysis |
| Week 5 | Aug 21, 2017 | Aug 26, 2017 | | Practical problems |
| Week 6 | Aug 28, 2017 | Sept 2, 2017 | | Practical problems |
| Week 7 | Sept 4, 2017 | Sept 9, 2017 | | Cash flow statement |
| Week 8 | Sept 11, 2017 | Sept 16, 2017 | | Practical problems  Social accounting |
| Week 9 | Sept 18, 2017 | Sept 23, 2017 | | Fund flow statement |
| Week 10 | Sept 25, 2017 | Sept 29, 2017 | | *Practical problems* |
| **Autumn Break (30 Sept 2017- 09 Oct 2017)**  **Mid Semester Exam (10 Oct 2017 – 17 Oct 2017)** | | | | |
| Week 11 | Oct 18, 2017 | | Oct 21, 2017 | Price level accounting |
| Week 12 | Oct 23, 2017 | | Oct 28, 2017 | Practical problems |
| Week 13 | Oct 30, 2017 | | Nov 4, 2017 | Human resource accounting |
| Week 14 | Nov 6, 2017 | | Nov 11, 2017 | Responsibility accounting |
| Week 15 | Nov 13, 2017 | | Nov 18, 2017 | Revision |
| Week 16 | Nov 20, 2017 | | Nov 25, 2017 | Revision |
| Week 17 | Nov 27, 2017 | | Dec 1, 2017 | Revision |

**PG.GOVT COLLEGE FOR GIRLS, SECTOR-42, CHANDIGARH**

**Teaching Plan Session Odd Semester**

**(2017-18)**

**Class: B COM 1st SEM Name of the Teacher: Kamlesh Bajaj**

**Subject: Commercial Law Period : 3rd**

**Paper : Room No : 301**

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| **S. No** | **Date From** | **Date Upto** | | **Topics to be covered** |
| Week 1 | July 22 & July 24 2017 | July 29, 2017 | | Nature of contract |
| Week 2 | July 31 2017 | Aug 5, 2017 | | Offer and acceptance |
| Week 3 | Aug 7, 2017 | Aug 12, 2017 | | Consideration  Capacity of parties |
| Week 4 | Aug 14, 2017 | Aug 19, 2017 | | Free consent |
| Week 5 | Aug 21, 2017 | Aug 26, 2017 | | Legality of contract |
| Week 6 | Aug 28, 2017 | Sept 2, 2017 | | Performance of contract  Discharge of contract |
| Week 7 | Sept 4, 2017 | Sept 9, 2017 | | Indemnity and guarantee |
| Week 8 | Sept 11, 2017 | Sept 16, 2017 | | Agency |
| Week 9 | Sept 18, 2017 | Sept 23, 2017 | | RTI ACT |
| Week 10 | Sept 25, 2017 | Sept 29, 2017 | | *Revision* |
| **Autumn Break (30 Sept 2017- 09 Oct 2017)**  **Mid Semester Exam (10 Oct 2017 – 17 Oct 2017)** | | | | |
| Week 11 | Oct 18, 2017 | | Oct 21, 2017 | Contingent contracts |
| Week 12 | Oct 23, 2017 | | Oct 28, 2017 | Quasi contracts |
| Week 13 | Oct 30, 2017 | | Nov 4, 2017 | Remedies for breach |
| Week 14 | Nov 6, 2017 | | Nov 11, 2017 | Bailment and pledge |
| Week 15 | Nov 13, 2017 | | Nov 18, 2017 | Consumer Protection Act |
| Week 16 | Nov 20, 2017 | | Nov 25, 2017 | Revision |
| Week 17 | Nov 27, 2017 | | Dec 1, 2017 | Revision |

**PG.GOVT COLLEGE FOR GIRLS, SECTOR-42, CHANDIGARH**

**Teaching Plan Session Even Semester**

**(2017-18)**

**Class: Name of the Teacher:**

**Subject: Period :**

**Paper : Room No :**

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| **S. No** | **Date From** | **Date Upto** | | **Topics to be covered** |
| Week 1 | Jan 08, 2018 | Jan 13, 2018 | |  |
| Week 2 | Jan 15, 2018 | Jan 20, 2018 | |  |
| Week 3 | Jan 22, 2018 | Jan 27, 2018 | |  |
| Week 4 | Jan 29, 2018 | Feb 3, 2018 | |  |
| Week 5 | Feb 5, 2018 | Feb 10, 2018 | |  |
| Week 6 | Feb 12, 2018 | Feb 17, 2018 | |  |
| Week 7 | Feb 19, 2018 | Feb 24, 2018 | |  |
| Week 8 | Feb 26, 2018 | Mar 03 , 2018 | |  |
| **2nd week March (Mid Semester Exam)** | | | | |
| Week 9 | March 12, 2018 | | March 17, 2018 |  |
| Week 10 | March 19 , 2018 | | March 24, 2018 |  |
| Week 11 | March 26, 2018 | | March 31, 2018 |  |
| Week 12 | April 02, 2018 | | April 07, 2018 |  |
| Week 13 | April 09, 2018 | | April 14 , 2018 |  |
| Week 14 | April 16, 2018 | | April 21, 2018 |  |
| Week 15 | April 23, 2018 | | April 28, 2018 |  |
| Week 16 | April 30, 2018 | | May 05, 2018 |  |