**GOVT. COLLEGE JASSIA (ROHTAK)**

**LESSON PLAN FOR THE SESSION 2021-22**

**SUBJECT: ENTREPRENEURSHIP AND SMALL SCALE BUSINESS**

**SEMESTER: B.COM 5TH SEM.**

**TEACHER’S NAME: DR. REKHA RANI**

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| **Lesson Plan for the session 2021-22** | |
| **October 2021** | |
| 1-9 | Enterprise: Conceptual issues. Entrepreneurship vs. Management. Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy. |
| 11-16 | Small business as the seedbed of entrepreneurship. Entrepreneurial competencies. Entrepreneurial motivation, performance and rewards. |
| 18-23 | Opportunity scouting and idea generation: role of creativity & innovation and business research. |
| 25-30 | Sources of business ideas. Entrepreneurial opportunities in contemporary business environment, for example opportunities in network-marketing, franchising, business process outsourcing in the early 21st century. |
| **November 2021** | |
| 01-06 | The process of setting up a small business: preliminary screening and aspects of the detailed study of the feasibility of the business idea |
| 08-13 | Financing/non-financing support agencies to familiarize themselves with the policies/programmes and procedures and the available schemes. |
| 15-20 | Financing/non-financing support agencies to familiarize themselves with the policies/programmes and procedures and the available schemes. Test and assignment |
| 22-27 | Preparation of Project Report and Report on Experiential Learning of successful/unsuccessful entrepreneurs. |
| 29-30 | Test and assignment and group discussion |
| **December 2021** | |
| 01-04 | Structured instrument (questionnaire) for conducting survey of the various aspects of entrepreneurs/enterprise. |
| 06-11 | Managerial roles and functions in a small business. Designing and redesigning business processes, location, layout, operations planning & control |
| 13-18 | Basic awareness of the issues impinging on quality, productivity and environment. |
| 20-25- | Managing business growth. The pros and cons of alternative growth options |
| 27-31 | Internal expansion, acquisitions & mergers, integration & diversification. Crises in business growth |
| **January 2022** | |
| 01-08 | Issues in small business marketing. The concept and application of product life cycle , advertising & publicity, sales & distribution management, **Presentation** |
| 10-15 | The idea of consortium marketing,. competitive bidding/tender marketing, negotiation with principal customers |
| 17-22 | The contemporary perspectives on Infrastructure Development, Product and Procurement Reservation Marketing Assistance, Subsidies and other Fiscal & Monetary Incentives |
| 24-29 | National, state level financial and nonfinancial institutions in support of small business development. Grass-root level financial institutions in support of small business development. |
| 31 | Test and assignment and revision |

**GOVT. COLLEGE JASSIA (ROHTAK)**

**LESSON PLAN FOR THE SESSION 2021-22**

**SUBJECT: TAXATION LAW**

**SEMESTER: B.COM 5TH SEM.**

**TEACHER’S NAME: DR. REKHA RANI**

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| **Lesson Plan for the session 2021-22** | |
| **October 2021** | |
| 01-09 | Introduction to subject, syllabi, units, text book and references , Income Tax: An introduction and Important Definitions |
| 11-16 | Important Definitions, Agriculture Income |
| 18-23 | Residential status and incidence of Tax Liability, |
| 25-30 | Exempted incomes. |
| **November 2021** | |
| 01-06 | Income from Salaries |
| 08-13 | Income from Salaries |
| 15-20 | Income from Salaries (including retirement benefits) |
| 22-27 | Income from House property |
| 29-30 | Income from House property,  **Group Discussion, Presentations, Test and Assignments** |
| **December 2021** | |
| 01-04 | Profits and Gains from Business or Profession |
| 06-11 | Profits and Gains from Business or Profession, Depreciation; |
| 13-18 | Capital Gains. |
| 20-25- | Capital Gains. |
| 27-31 | Income from other sources |
| **January 2022** | |
| 01-08 | clubbing of incomes & aggregation of incomes, |
| 10-15 | set off and carry forward of losses, |
| 17-22 | Deductions to be made in computing total income. |
| 24-29 | Deductions to be made in computing total income. |
| 31 | **Group Discussion, Presentations, Test and Assignments** |

**GOVT. COLLEGE JASSIA (ROHTAK)**

**LESSON PLAN FOR THE SESSION 2021-22**

**SUBJECT: BUSINESS MANAGEMENT**

**SEMESTER: B.COM Ist SEM.**

**TEACHER’S NAME: DR. REKHA RANI**

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| **Lesson Plan for the session 2021-22** | |
| **October 2021** | |
| 01-09 | Introduction to subject, syllabi, units, text book and references ,Business: concept, nature, spectrum of business activities |
| 11-16 | spectrum of business activities, Management: Introduction |
| 18-23 | Management: Concept, nature, process and significance |
| 25-30 | Development of Management Thought |
| **November 2021** | |
| 01-06 | Development of Management Thought |
| 08-13 | Contingency approaches |
| 15-20 | Planning |
| 22-27 | Planning, Group Discussion, Presentations, Test and Assignments |
| 29-30 | **Group Discussion, Presentations, Test and Assignments** |
| **December 2021** | |
| 01-04 | Decision Making: concept and process |
| 06-11 | Decision Making: concept and process |
| 13-18 | Management by Objectives |
| 20-25- | Corporate Planning and Strategic Formulation. |
| 27-31 | Organizing |
| **January 2022** | |
| 01-08 | Organizing and Departmentation |
| 10-15 | Firms of Organizing structure. |
| 17-22 | Centralization and Decentralization |
| 24-29 | Centralization and Decentralization |
| 31 | **Group Discussion, Presentations, Test and Assignments** |