**Government College, Jassia, Rohtak**

**Department of Commerce**

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| **Lesson plan 2021--22 (21 March 2022 to 1 July 2022) Even Sem.** |
| **Name of Assistant professor** | **Dr. Shivani** |
| **Class** | **B.Com 6th Semester** |
| **Subject** | **International Marketing** |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 21 to 26 March | Nature and concept of international marketing |  |
| Domestic Vs International Marketing |  |
| Week 2, 28 March to 2 April | Opportunities and Challenges for marketing in International Environment |  |
| Week 3, 4 April to 9 April | Foreign market selection and entry mode |  |
| Week 4, 11 April to 16 April | Product Planning and Pricing |  |
| Week 5, 18 April to 23 April | International product life cycle research and information’s |  |
| Week 6, 25 April to 30 April | Product designing and packaging; Pricing process and methods |  |
| Week 7, 2 May to 7 May | International price quotations and payment terms. |  |
| Week 8, 9 May to 14 May  | International Distribution, Channel structure and selection decisions |  |
| Week 9, 16 May to 21 May  | Managing channel conflicts; Selection and appointment of foreign sales agents; |  |
| Week 10, 23 May to 28 May  | Basic export procedure and documentation. |  |
| Week 11, 30 May to 4 June | Product Promotion, Methods of International product Promotion |  |
| Week 12, 6 June to 11 June | challenges in International advertising and media strategy |  |
| Week 13, 13 June to 18 June | Web marketing; Organising trade fairs and exhibitions. |  |
| Week 14, 20 June to 25 June | Revision of Important questions |  |
| Week 15, 27 June to 1 July | Tests and Assignments |  |
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| **Lesson plan 2021--22 (21 March 2022 to 1 July 2022) Even Sem.** |
| **Name of Assistant professor** | **Dr. Shivani** |
| **Class** | **B.Com 4th Semester** |
| **Subject** | **Corporate Accounting** |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 21 to 26 March | External Reconstruction in the nature of merger and purchase. |  |
| Week 2, 28 March to 2 April | Numerical Problems |  |
| Week 3, 4 April to 9 April | Internal Reconstruction |  |
| Week 4, 11 April to 16 April | Numerical Problems |  |
| Week 5, 18 April to 23 April | Liquidation of a company |  |
| Week 6, 25 April to 30 April | Numerical Problems |  |
| Week 7, 2 May to 7 May | Financial reporting for financial institutions. |  |
| Week 8, 9 May to 14 May  | Numerical Problems |  |
| Week 9, 16 May to 21 May  | Final Accounts of Banking Companies. |  |
| Week 10, 23 May to 28 May  | Numerical Problems |  |
| Week 11, 30 May to 4 June | Accounts of Holding Companies. |  |
| Week 12, 6 June to 11 June | Numerical Problems |  |
| Week 13, 13 June to 18 June | Doubts and Revision of Chapters |  |
| Week 14, 20 June to 25 June | Doubts and Revision of Chapters  |  |
| Week 15, 27 June to 1 July | Tests and Assignments |  |

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| **Lesson plan 2021--22 (21 March 2022 to 1 July 2022) Even Sem.** |
| **Name of Assistant professor** | **Dr. Shivani** |
| **Class** | **B.Com 6th Semester** |
| **Subject** | **Auditing** |
| **Week, Month** | **Topics covered** | **Status/Remarks** |
| Week 1 , 21 to 26 March | Auditing: Meaning, objectives, importance and types of Auditing. |  |
| Week 2, 28 March to 2 April | Audit Process: internal control, internal check & internal audit, audit programmer. |  |
| Week 3, 4 April to 9 April | Audit Procedure : Routine checking, vouching, |  |
| Week 4, 11 April to 16 April | Verification & valuation of assets & liabilities |  |
| Week 5, 18 April to 23 April | Audit of Public Company |  |
| Week 6, 25 April to 30 April | Qualification and Appointment of company Auditor |  |
| Week 7, 2 May to 7 May | Powers, duties and liabilities of Auditor |  |
| Week 8, 9 May to 14 May  | Audit of depreciation and reserves |  |
| Week 9, 16 May to 21 May  | Divisible profits & dividends |  |
| Week 10, 23 May to 28 May  | Audit Report : Meaning, objectives, contents and |  |
| Week 11, 30 May to 4 June | Types of Reports, Specimen of Audit Report and Audit Certificates |  |
| Week 12, 6 June to 11 June | Investigation: Meaning, Nature and objectives. |  |
| Week 13, 13 June to 18 June | Revision of Important questions |  |
| Week 14, 20 June to 25 June | Revision of Important questions |  |
| Week 15, 27 June to 1 July | Tests and Assignments |  |