

Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan M. Com 2nd Semester

Name of the Teacher: Bhavna Grover

Subject: Stock Market Operation

Sr. No.		Month	Topic
1		January	Concept of Investment, Investment process, Feature, types of Investors, Investment alternatives,
2			Security market in India: Concept, Function, Types, Intermediaries
3			Primary Market: concept, role, methods of flotation of capital, Investor protection, recent trends in primary market, SEBI guidelines for primary market
4		February	Secondary Market : concept , organization regulatory framework for stock exchange in India , defects in working of Indian stock exchanges, SEBI measures for secondary market
5			Listing of securities: Merit and demerits , listing requirements, procedure , fee , listing of right issue , bonus shares , further issue , delisting procedure
6			DEMAT : concept ,opening requirements, type of brokers
7		March	Stock split , market trends , crash , types of trading , types of order , correction , dividend , circuit , bad delivery , short delivery ,intraday trading ,margin trading , rolling statement , clearance statement
8			BSE different trading systems, share groups , BOLT system , types of settlements , pay in and pay out, NSE market segments, NEAT system, market types
9			DEMAT settlement, institutional segment , fund settlement , auction
10		April	OTSEI – need , features , participants , listing procedure , trading and settlement factors , Overview of foreign stock exchange : NYSE and NASDAQ- trading players , role of specialist , trading and technological procedure
11			Stock market indices : concept , purpose , considerations in developing index , methods, Stock market indices in India, BSE SENSEX
12		May	NSE indices-S&P, CNXNifty, scrip selection criteria; Mutual funds;History, organization, types of mutual fund schemes, Net Assets Value (NAV), role of AMCs in Mutual funds, mutual fund companies in India, prospects, recent developments.
13			Assignments and Test will be taken as per schedule

Signature

Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan B. Com 2nd Semester

Name of the Teacher: Bhavna Grover Subject: Principles of Marketing

Sr. No.		Month	Topic
1		January	Marketing – An Introduction, Marketing Concepts
2			Marketing Environment, Market Segmentation
3		February	Consumer Behaviour, Buying Motives and consumer Behaviour
4			Product: Concept, Importance and Classification
5		March	Branding, Packaging and Labelling, Product Life Cycle,
6			New Product Development Process
7			Product Pricing, Promotion Mix
8		April	Advertising, Personal Selling, Sales Promotion
9			Publicity and Public Relations, Distribution Channels
10			Marketing Middlemen: Retailing
11		May	Wholesaling, Direct Marketing, Online Marketing
12			Customer Relationship Marketing
13			Green Marketing
14			Recent Trends in Marketing
15			Assignments and Test will be taken as per schedule

Signature

Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan M. Com 4th Semester

Name of the Teacher: Bhavna Grover Subject: Corporate Governance, Business Ethics and Corporate Social Responsibility

Sr. No.		Month	Topic
1		January	Introduction: Ethics, Business Ethics, Corporate Governance, Governance through Inner consciousness and Sustainability.
2			Failure of Governance and its Consequences; Ethical Principle in Business, Role of Board of Directors, Organization Climate and Structure and Ethics. Addressing Ethical Dilemmas, Code of Ethics; Ethics Committee; Ethics Training; Integrity Pact.
3		February	Case Studies and contemporary Developments
4			Corporate Governance: Introduction, Corporate Governance: Need and Scope, Evolution of Corporate Governance Development in India
5			Development in corporate Governance-A Global Perspective, Elements of Good corporate Governance
6		March	Board Composition; Diversity in Board Room; Types of Directors; Board Role and Responsibilities, Visionary Leadership
7			Board Committee and Governance: Various Board committees, their composition, Role and Responsibilities, Contribution to Board Governance, Audit Committee, Shareholders Grievance Committee, Remuneration Committee, Nomination Committee, Corporate Governance Committee, Corporate Compliance Committee, Other Committees;
8			Under Listing Agreement, SEBI Guidelines, Companies Act, Corporate Governance in PSUs; Banks, Insurance Companies.
9		April	Corporate Governance: Corporate Governance and Shareholder Rights, Challenges in Exercising Shareholder Rights, Corporate Governance issues with regard to Related Party Transactions, Role of Investor Associations in Securing Shareholders rights, Role of Institutional Investors in Corporate Governance:
10			Corporate Governance Forums: The Institute of Company Secretaries of India, National Foundation for corporate Governance Global Corporate Governance Forum, The European Corporate Governance Institute
11			The Asian Corporate Governance Association, Corporate Secretaries International Association.
12			Corporate Social Responsibility: Meaning; Corporate philanthropy; CSR-an overlapping concept; corporate sustainability reporting;
13		May	CSR through triple bottom line; CSR and business ethics; CSR and corporate governance; Environmental aspect of CSR;
14			CSR Models; drivers of CSR; global reporting initiative; major codes of CSR; initiatives in India.
15			2 Assignments and 1 Test will be taken as per schedule

Signature

Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan B. A. 2nd Semester

Name of the Teacher: Bhavna Grover

Subject: Micro Economics-II

Sr. No.		Month	Topic
1		January	Perfect Competition, characteristics and Assumptions,
2			Price Determination under Perfect competition, Equilibrium of the Firm and Industry in the short Period and the Long period.
3		February	Monopoly; Characteristics, Equilibrium of the Monopoly Firm in Short Period and Long Period, Concept of Supply-Curve under Monopoly, Price Discrimination, Measure of Monopoly power.
4			Monopolistic Competition, Characteristics, Short Period and Long Period Equilibrium of the firm, Group-equilibrium,
5			Selling Costs, Product Differentiation, Excess Capacity.
6		March	Oligopoly; Characteristics, Emergence of Oligopoly, Cournot's Model, Bertrand's Model
7			Price Rigidity, Price Leadership, Collusive and Non-collusive Oligopoly.
8			Market Efficiency, Reasons for Market Failure,.
9		April	Public Goods and Externalities, Transaction Costs, Asymmetric Information,
10			Public Policy towards Monopoly and Competition
11			Marginal Productivity Theory of Distribution, Backward Bending Supply Curve of Labour
12		May	Richardian and Modern Theory of Rent, Quasi-rent,
13			Net and Gross Interest, Theories of Interest
14			Net and Gross Profit, Theories of Profit.
15			Assignments and Test will be taken as per schedule

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Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan M. Com 4th Semester

Name of the Teacher: Bhavna Grover

Subject: Performance & Compensation Management

Sr. No.		Month	Topic
1		January	Concept, Philosophy, Evaluation from performance appraisal to performance development, Objectives of performance management system
2			Performance management v/s performance appraisal: Performance Management process: Performance planning
3			Process and Documentation of Performance appraisal, Appraisal Interview, Performance Feedback and Counseling
4		February	Performance Coaching, Methoring and Couseling.
5			Competency development, Use of technology and e-PMS. International Aspects of PMS.
6			Performance systems trends. Ethical Perspectives in performance appraisal.
7		March	Methods of Job Evaluation. Company Wage Policy: Wage Determination, Pay Grades, Wage Surveys.
8			Wage Components. Modern trends in compensation- from wage and salary to cost to company concept, Comparable worth, broad banding, Competency based pay.
9			Incentive plans for production employees and for other professionals. Developing effective incentive plans, pay for performance,
10		April	Supplementary pay benefits, insurance benefits, retirement benefits. Employee services benefits. Benefits & incentive practices in Indian industry.
11			Minimum wage, fair wage and living wage, methods of state regulation of wages.
12			Wage differentials & national wage policy regulating payment of wages, wage boards,
13		May	Pay commissions, dearness allowances, linking wages with productivity.
14			Special compensation situations: International compensation-managing variations Expatriate.
15			2 Assignments and 1 Test will be taken as per schedule

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Govt. College, Safidon (Jind)-126112

Session: 2024-25 (Even Semester)

Lesson Plan B. Com 4th Semester

Name of the Teacher: Bhavna Grover Subject: Corporate Accounting

Sr. No.		Month	Topic
1		January	Valuation of Goodwill
2			Valuation of Shares
		February	Issue of Debenture, Purchase of own Debenture, Valuation of Debenture
3		March	Accounts of Banking Companies,
4			Liquidation of Company
5		April	Accounts of Holding companies
6		May	Accounts of Insurance Companies
7			2 Assignments and 1 Test will be taken as per schedule

Signature