

Lesson Plan

Academic Calender- Even Sem 2024-25	
Teaching-I	01.01.2025 to 08.03.2025
Vacations(Holi)	09.03.2025 to 16.03.2025
Teaching-II	17.03.2025 to 30.04.2025
End Semester Examinations (Major Test)(for UTD and Affiliated Colleges)	01.05.2025 onwards
Summer Vacations (for UTD)	20.05.2025 to 30.06.2025
Summer Vacations (for Affiliated Colleges)	27.05.2025 to 07.07.2025

Name of Teacher: Mrs. Jyoti Beniwal		Class: B.Com. IV Sem	Session: 2024-25
Subject: Commerce		Nomenclature of Paper: Investment Management	
		Paper Code: BCOM 606(ii)	
Week	Jan 25/Duration	Topic- Unit-I	
1	01 Jan-04 Jan	Investment Management: Meaning, Nature and Importance of Investment Management	
2	06 Jan-11 Jan	Investment Process, Speculations v/s Investment, Gambling v/s Investment,	
3	12 Jan-18 Jan	Investment Objectives	
4	19 Jan-25 Jan	Concept of Return and Risk: Calculation	
5	27 Jan-31 Jan	Tradeoff between Return and Risk.	
Week	Feb25/Duration	Topic- Unit-II	
1	01 Feb-08 Feb	Investment Avenues: Post Office Small Saving Schemes	
2	10 Feb-15 Feb	Bank Deposits, Insurance Schemes	
3	17 Feb-22 Feb	Company Bonds & Deposits, Mutual Fund Schemes,	
4	24 Feb-28 Feb	Real Estate, Other Investment Avenues.	
Week	March25/Duration	Topic- Unit-III	
1	01 March-08 March	Financial Markets: Meaning and Functions,	
2	17 March-22 March	Capital Market, Money Market, New Issue Market,	
3	24 March- 31 March	Secondary Market, SEBI and its Regulations.	
Week	April25/Duration	Topic- UNIT-IV	
1	01 April -05 April	Security Analysis: Meaning and objectives.	
2	07 April -12 April	Fundamental Analysis	
3	14 April -19 April	Economy Analysis	
4	21 April-26 April	Industry Analysis	
5	28 April-30 April	Company Analysis.	

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Name of Teacher: Mrs. Jyoti Beniwal		Class: B.Com. IV Sem	Session: 2024-25
Subject: Commerce		Nomenclature of Paper: Sales Management	Paper Code: BCOM 601
Week	Jan 25/Duration	Topic- Unit-I	
1	01 Jan-04 Jan	Concept of Sales and Sales Management	
2	06 Jan-11 Jan	Sales vs marketing	
3	12 Jan-18 Jan	Marketing, Features of Sales Mangement	
4	19 Jan-25 Jan	Modern Roles for Sales Managers	
5	27 Jan-31 Jan	Required Skills for Sales Managers	
Week	Feb25/Duration	Topic- Unit-II	
1	01 Feb-08 Feb	Sales Planning: Importance	
2	10 Feb-15 Feb	Approaches and process of sales planning	
3	17 Feb-22 Feb	Sales Organization: Purpose and structures.	
4	24 Feb-28 Feb	Determining size of sales force.	
Week	March25/Duration	Topic- Unit-III	
1	01 March-08 March	Territory Management: Need, procedure for setting up sales territories;	
2	17 March-22 March	Time management; Routing.	
3	24 March- 31 March	Sales Quotas: Purpose, types of quotas, administration of sales quotas.	
Week	April25/Duration	Topic- UNIT-IV	
1	01 April -05 April	Managing the Sales-force: Recruitment	
2	07 April -12 April	selection,	
3	14 April -19 April	Training and compensation.	
4	21 April-26 April	Evaluating sales force performance	
5	28 April-30 April		