

Lesson Plan

Name of Teacher: Dr. Vandana

Class: B.Com./B.Sc 1st Year (odd)

Credits: 2

Course Code: C24VAC112T

Paper: Business Etiquettes

Session: 2026-27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Introduction to Business Etiquette: Definition and importance of business etiquette
2.	Sept	1 st Week	Cultural considerations in global business etiquette. Impact of etiquette on professional reputation and success
		2 nd Week	Verbal and Non-Verbal communication: Effective communication skills in business
		3 rd Week	Verbal etiquette: tone, language and clarity. Non-verbal cues: body language, gestures and eye contact
		Last Week	Workplace Etiquette and Ethics: Office etiquette: behaviour, dress code and punctuality
4	Oct	1 st Week	Ethical considerations in business interactions.
		2 nd Week	Handling conflicts and disagreements professionally
		Last Week	Business Meetings and Presentations: Etiquette in meetings and presentations
5.	NOV	1 st Week	Preparation and conduct during meetings. Delivering effective presentations with confidence
		2 nd Week	Job search and Career Etiquette: Job interview etiquette: preparation, behaviour and follow-up
		3 rd Week	Etiquette in workplace scenarios: promotion, resignations and networking for career advancement
		Last Week	Revision and Test

Lesson Plan

Name of Teacher: Dr. Vandana

Credit : 4

Paper:: Corporate Accounting

Class: B.Com IInd Year (odd)

Course code: C24BCM302T

Session: 2026-27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Issue of shares, Bonus shares, Sweat equity shares; Right shares
3.	Sept	1 st Week	Buyback of shares; Dividend on shares
		2 nd Week	Issue and Redemption of preference shares; Book building: Concept & Process
		3 rd Week	Issue and Redemption of Debentures; Forfeiture and Re-issue of Forfeited Shares.
		Last Week	Final Accounts of Companies; Valuation of Goodwill and Valuation of Shares: Concepts and Methods of Valuation.
4.	Oct	1 st Week	Concept and accounting treatment of banking companies
		2 nd Week	Concept and accounting treatment of Insurance Companies
		Last Week	Accounts of Holding Companies: Preparation of Consolidated Balance Sheet with One Subsidiary Company, Relevant Provisions of Accounting Standard 21.
5.	NOV	1 st Week	Liquidation of companies: Concept, types, process and accounting treatment
		2 nd Week	Amalgamation of Companies: Concept and Accounting Treatment as per Accounting Standard 14 (excluding Intercompany Holdings)
		3 rd Week	Internal Reconstruction: Concept and Accounting Treatment
		Last Week	Revision and Test

Lesson Plan

Name of Teacher: Dr. Vandana

Class: B.Com IInd Year (odd)

Credits: 3

Course Code: C24MIC303T

Paper: Fundamentals of Startup & Entrepreneurship Development

Session: 2026--27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Understanding Entrepreneurship: Definition and meaning of Entrepreneur and Entrepreneurship
2.	Sept	1 st Week	Characteristics of successful entrepreneurs, Types of entrepreneurships (Green, Women, Rural, Retail and Social Entrepreneurship).
		2 nd Week	Introduction to Startups: What is a startup? Difference between startups and traditional businesses.
		3 rd Week	Start-up Incubation and types of Incubators. Role of Entrepreneurship in Economic Development- Job creation, Contribution to GDP and societal impact
		Last Week	Challenges and Risks before entrepreneurs in modern era
3.	Oct	1 st Week	Idea Generation and Validation: Sources of business ideas, Techniques of Generating Business Ideas, Problem Solving Approach, SWOT Analysis. Process of validating the business ideas
		2 nd Week	Business Model: Key components: Value Proposition, customer segments, revenue streams, etc., Case studies of successful business models. Legal Aspects: Requirements for successful patents grants, process of obtaining a patent, Process Registration of trademarks & copyrights.
		Last Week	Emerging Technology in Startups: Role of technology in modern startups -(AI, blockchain, etc. Case studies of tech-driven startups).
4.	NOV	1 st Week	Startup Funding: Types of funding: Bootstrapping, angel investors, venture capital, crowd funding, funding from incubators and accelerators
		2 nd Week	Govt. Support & Scheme for Startups, The Innovation Process: from idea to execution. Marketing Strategies: Digital marketing strategies for startups, Customer acquisition and retention
		3 rd Week	Ethical considerations in entrepreneurship and Social responsibility. Challenges of a startup.
		Last Week	Revision and Test

Lesson Plan

Name of Teacher: Dr. Vandana

Class: B.Sc IInd Year (odd)

Credits: 2

Course Code: C24MDC306T (ii)

Paper: Fundamentals of Startup & Entrepreneurship Development

Session: 2026--27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Understanding Entrepreneurship: Definition and meaning of Entrepreneur and Entrepreneurship
2.	Sept	1 st Week	Characteristics of successful entrepreneurs, Types of entrepreneurships (Green, Women, Rural, Retail and Social Entrepreneurship).
		2 nd Week	Introduction to Startups: What is a startup? Difference between startups and traditional businesses.
		3 rd Week	Start-up Incubation and types of Incubators. Role of Entrepreneurship in Economic Development- Job creation, Contribution to GDP and societal impact
		Last Week	Challenges and Risks before entrepreneurs in modern era
3.	Oct	1 st Week	Idea Generation and Validation: Sources of business ideas, Techniques of Generating Business Ideas, Problem Solving Approach, SWOT Analysis. Process of validating the business ideas
		2 nd Week	Business Model: Key components: Value Proposition, customer segments, revenue streams, etc., Case studies of successful business models.
		Last Week	Legal Aspects: Requirements for successful patents grants, process of obtaining a patent, Process Registration of trademarks & copyrights.
4.	NOV	1 st Week	Emerging Technology in Startups: Role of technology in modern startups -(AI, blockchain, etc.
		2 nd Week	Case studies of tech-driven startups.
		3 rd Week	Ethical considerations in entrepreneurship and Social responsibility. Challenges of a startup.
		Last Week	Revision and Test

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Name of Teacher: Dr. Vandana

Class: B.A. IInd Year (odd)

Credits: 3

Course Code: C24MDC306T

Paper: E-Commerce

Session: 2026-27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Introduction to e-commerce – meaning, nature, key concepts, advantages, and reasons for online transactions; categories of e-commerce
2.	Sept	1 st Week	Planning an online business – understanding the nature and dynamics of the internet; pure online vs. brick-and-click models
		2 nd Week	Assessing requirements; designing, developing, and deploying e-commerce systems
		3 rd Week	Concept of one-to-one enterprise.
		Last Week	Technology for online business – overview of internet and IT infrastructure
4	Oct	1 st Week	Role of middleware and content integration in e-business applications.
		2 nd Week	Online payment mechanisms – electronic payment systems, payment gateways, website visitor tracking, and promotional tools.
		Last Week	Plastic money – debit and credit cards; legal aspects of online transactions; Revision and Test
5.	NOV	1 st Week	Applications of e-commerce in manufacturing, wholesale, retail, and service sectors.
		2 nd Week	Virtual existence – concept, functioning, advantages, and limitations of virtual organizations
		3 rd Week	Components such as workforce, work zone, workspace, and staff-less models.
		Last Week	Revision and Test

Lesson Plan

Name of Teacher: Dr. Vandana

Class: B.Com IIIrd Year (odd)

Credits: 4

Course Code: C24BCM503T

Paper: Income Tax Law & Practice

Session: 2026-27

Sr.No.	Months	Weeks	Topics
1.	Aug	Last Week	Basic concepts of Income Tax: Assessee, Person, Income, Previous year, Assessment year, Gross total income, Total income.
2.	Sept	1 st Week	Agricultural income; Residential Status & Tax Incidence
		2 nd Week	Income from Salaries; Income from Salaries (Retirement)
		3 rd Week	Income from House Property
		Last Week	Profit and Gains of Business or Profession
4	Oct	1 st Week	Capital Gains
		2 nd Week	Income from other sources
		Last Week	Clubbing of Income; Set-off & Carry forward of losses.
5.	NOV	1 st Week	Exemptions & Deductions from Income
		2 nd Week	Tax Planning for Individuals: Tax Management, Tax Avoidance, Tax Evasion
		3 rd Week	Tax Planning under various heads
		Last Week	Revision and Test