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**PANJAB UNIVERSITY, CHANDIGARH**

**(Colleges Branch)**

**E-Mail-[drcolleges@pu.ac.in](mailto:drcolleges@pu.ac.in), Ph.0172-2541202, 2534805**

**By Regd. Post/E-Mail**

**Dated: 28/06/2024**

**No.Misc./A-3/ 4074**

To,

The Principal,  
Shree Atam Vallabh Jain College,  
Ludhiana-Jalandhar GT Road, Vill-Hussainpura, Ludhiana (Pb.),  
Pin-141008 (Ph.0161-2801923)

**Subject:- Grant of temporary extension of affiliation for (i) B.B.A.-2<sup>nd</sup> Year (2<sup>nd</sup> Unit) and  
(ii) New Course- B.C.A.-1<sup>st</sup> Year-(One Unit) for the session 2023-24.**

Dear Sir/Madam,

Kindly refer to your letter No.SAVJC/PU/1.3/517 dated 23.09.2022 on the subject as cited above.

The Vice-Chancellor in anticipation approval of Syndicate has approved the recommendations of the Affiliation Committee meeting dated 04.06.2024, granted temporary extension of affiliation for (i) B.B.A.-2<sup>nd</sup> Year (2<sup>nd</sup> Unit) and (ii) New Course- B.C.A.-1<sup>st</sup> Year-(One Unit) to your college for the session 2023-2024, **Further, the Management of the College be advised to increase the HRA and DA @ 3.75% each w.e.f. 1<sup>st</sup> July 2024 i.e. start of New Academic Session as intimated by the College in their letter dated 02.02.2024.**

Yours faithfully,

Deputy Registrar (Colleges)

Seen  
my  
2/7/24

Shri Atam Vallabh Jain College HUSSAINPURA (Ldh)
Received on 2/7/2024
Time... 11:15 am

Serial no. 1439

File Head - 1.3/588

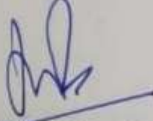
**PANJAB UNIVERSITY, CHANDIGARH**

No. Misc./A-3/ 6685

Dated: 02-11-2021

This is to certify that Shree Atam Vallabh Jain College, Ludhiana is affiliated with Panjab University, Chandigarh since 2010 and the following Courses/Subjects are being taught in the said college:-

Sr. No.	Name of the Course(s) and duration	No. of seats	Affiliation	Period of Validity for the year(s)
1.	B.Com.(Three Years)	Four units	Temporary	Since 2010
2.	BBA (Three Years)	One unit	Temporary	Since 2010
3.	M.Com. (Two years)	One unit	Temporary	Since 2013
4.	B.Com Honours (Business Finance & Accounting)		Temporary	since 2015

  
Deputy Registrar (Colleges)  
Panjab University  
Chandigarh

**PANJAB UNIVERSITY, CHANDIGARH**

From:  
The Deputy Registrar (Colleges),  
Panjab University,  
Chandigarh-160014.

To  
The Principal,  
Shri Atam Vallabh Jain College Ludhiana-  
Jalandhar G.T. Road, Near Malhotra  
Resorts, Hussainpura, Ludhiana-141005

**By Post/E-mail**

No. Misc. /A-3/ 8677

Dated 07/09 /2022

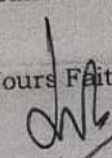
Subject: Grant of temporary extension of affiliation for **subject/course i.e. B.B.A-1st year (2<sup>nd</sup> unit)** for the session **2022-23**.

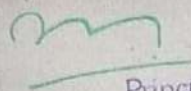
Dear Sir /Madam,

Kindly refer to your letter No. SAVJC/PU/103/506 dated 11-11-2021 on the subject cited above.

This is to inform you that on the recommendations of the Affiliation Committee meeting dated 10.08.2022 and in anticipation approval of the Syndicate, the Hon'ble Vice-Chancellor has granted temporary extension of affiliation for B.B.A-1st year (**2<sup>nd</sup> unit**) for the session **2022-23** to your college subject to submission of selection committee proceedings, appointment letters and joining report of the appointed faculty.

Yours Faithfully,

  
Deputy Registrar (Colleges)

  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

The Registrar,  
Panjab University,  
Chandigarh-160014.

To

The President,  
Governing Body,  
Shri Atam Vallabh Jain College, Ludhiana-  
Jalandhar G.T. Road, Opposite Hotel Amaltas,  
Hussainpura Distt. Ludhiana.

No. Misc. A-4/ 9825

Dated 15/9/2010

Subj: Grant of affiliation to the new proposed College namely- Shree Atam Vallabh Jain College, Ludhiana-Jalandhar G.T. Road, Opposite Hotel Amaltas, Village: Hussainpura, Distt. Ludhiana for the courses (i) B.Com.-I (One Unit), (ii) BBA-I (One Unit), B.Sc.-I(FT)-40students and in the subject of Punjabi, English, Computer Science (Additional optional-80seats) for the session 2010-11.

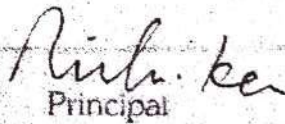
Dear Sir/Madam,

The Vice Chancellor has granted provisional affiliation to new proposed College namely- Shree Atam Vallabh Jain College, Ludhiana- Jalandhar G.T. Road, Opposite Hotel Amaltas, Village Hussainpura, Distt. Ludhiana for the courses (i) B.Com. -I (One Unit), (ii) BBA-I (One Unit), (iii) B.Sc.-I (FT) -40 students, and in the subjects of Punjabi, English, Computer Science (additional optional)-80 seats as per scheme of the examinations for the said courses for the session 2010-11 subject to and in anticipation approval of Syndicate, with the condition that the College will follow the other instructions/guidelines of the Panjab University /Punjab Govt. and in addition subject to the conditions that the College will pay Salary as per UGC Norms to the meritorious candidates and Rs. 25,800/- to those where NET qualified candidates are available and to submit the authentic proof i.e. copies of appointment letters and other reports.

Yours faithfully,



Registrar

  
Principal

Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

Extract of the Paragraph  
SYNDICATE/SENATE held on

24-(xvi)  
27.9.2011.

from the minutes of the  
*Original Copy of letter  
in Petrolade file*

24. The information contained in Items R-(i) to R-(xviii) on the agenda was read out, viz. -

R-(i) to R-(xv) ——— X ———

(xvi) . The Vice-Chancellor, subject to and in anticipation of approval of the Syndicate/Senate and grant of NOC from the Punjab Government, has granted temporary extension of affiliation to the following Colleges w.e.f. the session 2011-12 for the courses/subjects mentioned against each in the column 4 in accordance with the recommendations of the Inspection Committee/s (Appendix XXXIX) with the condition that the College will follow the other instructions/guidelines of the Panjab University/ Punjab Government:

Sr. No.	Name of the College	Courses/Subject applied for	Recommendations of the Inspection Committee
1.	2.	3.	4.
1	Guru Nanak Khalsa College for Women, Gujarkhan Campus, Model Town, Ludhiana	(i) B.C.A-II (2 <sup>nd</sup> Unit) (ii) P.G. Diploma in Mass Communication	Recommended for (i) and (ii)
2.	National College For Women, Machhiwara, Distt. Ludhiana.	(i) B.C.A-I,II and III (One Unit) (ii) B.A./B.Sc.-I, II, and III (Computer Science (One Unit) -E (iii) B.Com.-I (One Unit) (iv) PG Diploma In Fashion Designing (v) M.A.-I (Punjabi)	Recommended for (i) to (iv) Regarding (v), the Principal of the College has withdrawn the course
	Shree Atam Vallabh Jain College, Ludhiana-Jalandhar G.T. Road, Opposite Hotel Amaltus, Hussainpura, Distt Ludhiana	(i) B.Com- II(One Unit) (ii) BBA-II (One Unit) (iii) B.Sc-II (Fashion Designing)-40 seats (iv) B.Com-I (Additional One Unit i.e. 2 <sup>nd</sup> Unit)	Recommended for (i) to (iv)

S. K. Bhusan & Co.

J.

**PANJAB UNIVERSITY CHANDIGARH**

<b>From:</b>  The Deputy Registrar(Colleges) Panjab University, Chandigarh.	<b>To</b>  The Principal, Shree Atam Vallabh Jain College, Ludhiana-Jalandhar G.T. Road, Opp. Hotel Amaltas, Hussianpura, Ludhiana.
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No. Misc. A-5/ 9032

Dated: 26/7/2012

**Subject:** To consider for grant of temporary extension of affiliation for (i) B.Com.-II (2<sup>nd</sup> Unit) ii) B.Com.-III (One Unit), iii) BBA-III (One Unit), and iv) B.Sc.-III (Fashion Designing)-40 seats for the session 2012-13.

Dear Sir/Madam,

Kindly refer to the Inspection of your College held on 26.03.2012 & 03.07.2012 for the purpose as cited in the subject above.

This is to inform you that the Vice-Chancellor subject to and in anticipation approval of the Syndicate/Senate and grant of NOC from the Punjab Govt. has granted temporary extension of affiliation in (i) B.Com.-II (2<sup>nd</sup> Unit), (ii) B.Com.-III (One Unit), (iii) BBA-III (One Unit), and (iv) B.Sc.-III (Fashion Designing)-40 seats to Shree Atam Vallabh Jain College, Ludhiana-Jalandhar G.T. Road, Opp. Hotel Amaltas, Hussianpura, Ludhiana for the session 2012-13, with the condition that the College will follow the other Instructions/ guidelines of the Panjab University/Punjab Govt.

Yours faithfully,

*M. S. S.*  
Deputy Registrar (Colleges)

*Antik*  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

IP 201 (OK 07)  
22/7/13

9

**PANJAB UNIVERSITY, CHANDIGARH**  
(Instituted under the Punjab University Act VII of 1947-enacted  
by the Government of India)

**IMPORTANT:** Please send the Report regarding the Action Taken on the following Para, on the enclosed proforma, which must reach Deputy Registrar (General) within **SEVEN DAYS** from the date of despatch. This may be treated as **MOST URGENT** as the Vice-Chancellor has taken a serious view on the non-availability of the Action Taken Report.

Copy/Extract of the Paragraph XCVII (R-51) from the minutes of the meeting of SYNDICATE/SENATE held on 20.1.2013.

*Original letter in  
Ashrak file*

XCVII. The information contained in Items R-1 to R-44, R-46 to R-59 and R-61 to R-63 on the agenda was read out, viz. -

R-1 to R-50 ————— X ————— X

R-51. That the Vice-Chancellor, subject to and in anticipation of approval of the Syndicate/Senate and grant of NOC by the Punjab Government, has granted temporary extension of affiliation to the following Colleges in the courses/subjects mentioned against each, as per Inspection Reports with the condition that the College will follow the other instructions/guidelines of the UGC/U.T. Administration/ AICTE/Punjab University/ Punjab Government/NCTE:

Sr. No.	Name of the College	Courses/Subject applied for	Session
	Shree Atam Vallabh Jain College, Ludhiana- Jalandhar G.T. Road, Opp. Hotel Amaldas, Hussianpura, Ludhiana	i. B.Com- II (2 <sup>nd</sup> Unit) ii. B.Com- III (One Unit) iii. DBA-III (One Unit) iv. B.Sc.-III (Fashion Designing)-40 Seats	2012-2013
	Sant Baba Singh Memo. Girls College, Sukhanand Distt. Moga (Punjab).	i. BBA-I (One Unit) ii. B.Com-I (One Unit) iii. M.Sc.-I (IT) (One Unit)	2012-2013

From The Registrar, Panjab University, Chandigarh	To The Principal, Shree Atam Vallabh Jain College, Ludhiana-Jalandhar G.T. Road, Opp. Hotel Amaltas, Hussianpura, Ludhiana
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THROUGH / FAX/E-MAIL.

No. Misc. A-5/ 9207

Dated: 10/7/2013

Subject:- Grant of temporary extension of affiliation for (i) B.Com.-I (Additional One Unit i.e. 3<sup>rd</sup> unit ii) B.Com. III 2<sup>nd</sup> Unit (iii) BCA-I (One unit) (iv) M.Com.-I (One unit) & (v) MBE-I (One Unit) for the session 2013-14.

Dear Sir,

Kindly refer to the Inspection of your College held on 14.03.2013 & revisit on 19.06.2013 for the purpose as cited in the subject above.

This is to inform you that the Vice- Chancellor has, on the decision of the Core Committee constituted by the Syndicate, granted temporary extension of affiliation for (i) B.Com.-I (Additional One Unit i.e. 3<sup>rd</sup> unit ii) B.Com III 2<sup>nd</sup> Unit (iii) BCA-I (One unit) (iv) M.Com.-I (One unit) & (v) MBE-I (One Unit) to your college for the session 2013-14, subject to the conditions that the College will follow, in letter & spirit, the mandate/regulation/ guidelines of the U.G.C./Panjab University/Punjab Govt.

Yours faithfully,

  
Deputy Registrar (Colleges)

From

The Deputy Registrar (Colleges),  
Panjab University,  
Chandigarh-160014.

To

The Principal,  
Shree Atam Vallabh Jain  
College,  
Hussainpura, Ludhiana

No. Misc./A-5/ 1359

Dated: 23/7/2014

Subject: Grant of temporary extension of affiliation for (i) **B.Com-II year (One Unit) i.e. third Unit** and (ii) **M.Com-II Year (One Unit)** Shree Atam Vallabh Jain College, Hussainpura, Ludhiana for the session 2014-15.

Dear Sir/Madam,

Kindly refer to the inspection of your college held on 05.05.2014 for the purpose cited above.

This is to inform you that the Vice-Chancellor, on the recommendations of the affiliation committee constituted by the syndicate, has granted temporary extension of affiliation for (i) **B.Com-II year (One Unit) i.e. third Unit** and (ii) **M.Com-II Year (One Unit)** for the session 2014-15 subject to the condition that the college shall purchase the journals for "Vikalpa" and "Division" and further subject to condition that the college shall pay full salaries to all the staff members as per Panjab University norms.

Yours faithfully,

  
22.7.14  
Deputy Registrar (Colleges)

*Original copy in separate file*

PANJAB UNIVERSITY CHANDIGARH

From.  The Deputy Registrar (Colleges), Panjab University, Chandigarh.	To  The Principal, Shree Atam Vallabh Jain College, Ludhiana Hussainpura,
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No. Misc.A-5/ 5567

Dated: 4/7/2015

Subject:- Grant of temporary extension of affiliation for (1.) B.Com-I year (4<sup>th</sup> Unit) & (2.) B.Com-III Year (3<sup>rd</sup> Unit) to Shree Atam Vallabh Jain College, Hussainpura, Ludhiana for the session 2015-16.

Dear Sir/Madam,

This is in reference to your request to grant temporary affiliation/extension of affiliation for the Course/s applied by you and inspection report conveyed to you.

The Committee, constituted by the Syndicate, at its meeting held on 11.06.2015 & 24.6.2015 has granted temporary extension of affiliation for 1.) B.Com-I year (4<sup>th</sup> Unit) & (2.) B.Com-III Year (3<sup>rd</sup> Unit) for the session 2015-16.

*original copy in separate file*

Yours faithfully,

Deputy Registrar (Colleges)

Principal

Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

From

The Deputy Registrar(Colleges)  
Panjab University,  
Chandigarh-160014.

To

The Principal  
Shree Atam Vallabh Jain College,  
Hussainpura, Distt:- Ludhiana ,  
Pb.

No. Misc. A-5/ 10622

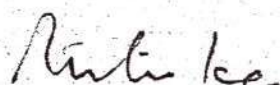
Dated: 28/11/2016

Subject:- To consider for grant of temporary extension of affiliation B.Com-II (4<sup>th</sup> unit) to Shree Atam Vallabh Jain College, Hussainpura, Distt:- Ludhiana , Pb. for the session 2016-17.

This is to inform you that the Committee, constituted by the Syndicate in its meeting held on 01/15/28/29.05.2016 vide paragraph 56 to check the Inspection report/s thoroughly and verify their compliance/s and take decision on behalf of the Syndicate, at its meeting held on 08.11.2016 has decided to grant temporary extension of affiliation for B.Com-II (4<sup>th</sup> unit) for the session 2016-17, subject to fulfillment of all remaining conditions/ requirements imposed by the inspection committee failing which the temporary affiliation/ extension of temporary affiliation granted to the college shall be withdrawn .

Yours faithfully,

  
Deputy Registrar (Colleges)

  
Principal

Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

PANJAB UNIVERSITY, CHANDIGARH

From

The Deputy Registrar (Colleges)  
Panjab University,  
Chandigarh-160014.

To

The Principal,  
Shree Atam Vallabh Jain College,  
Hussainpura, Distt:- Ludhiana, Pb

No. Misc./A-5/ 7828

Dated: 5/7/2017

Subject:- Grant of temporary extension of affiliation B.Com-III (4<sup>th</sup> unit) for the session 2017-18.

Dear Sir/Madam,

Kindly refer to the inspection of your College held on 07.03.2017 for the purpose cited above.

This is to inform you that the Affiliation Committee, constituted by the Syndicate at its meeting held on 21/01/2017 vide Paragraph-7, 8, & 9, in its meeting held on 22.06.2017, has granted temporary extension of affiliation granted for B.Com-III (4<sup>th</sup> unit) for the session 2017-18.

Yours Faithfully,

Deputy Registrar (Colleges)

Shri Atam Vallabh Jain College  
HUSSAINPURA (Ldh)  
Received on... 12/11/17.....  
Time..... 11:30 AM.....

SR No: - 1055  
1.3/467

**PANJAB UNIVERSITY, CHANDIGARH**

From:

Deputy Registrar (Colleges),  
Panjab University,  
Chandigarh

To

The Principal,  
Shree Atam Vallabh Jain College,  
Hussainpura, Ludhiana

No. Misc. /A-3

3790

Dated 15/12/2015

**Subject: Starting of Honours Classes for B.Com. II in the subject of Business Finance & Accounting at undergraduate level for the session 2015-2016.**

Sir/Madam,

This has reference to your letter Ref. No. SAVJC/PU/1.3/434 dated 22.1.2015 respectively on the subject cited above.

The Dean University Instruction has allowed your college to start Honours classes for B.Com. II in the subject of Business Finance & Accounting at undergraduate level for the session 2015 -2016.

Yours faithfully,

Deputy Registrar (Colleges)

Stamp: Shree Atam Vallabh Jain College, Hussainpura, Ludhiana

Received on 18/5/2015

By: [Signature]

58.814

5.1/303

PANJAB UNIVERSITY, CHANDIGARH

From:-

Deputy Registrar (Colleges),  
Panjab University,  
Sector-14  
Chandigarh.

To

Principal  
Shree Atam Vallabh Jain College,  
Hussainpura,  
Ludhiana.

Sh. Kul Bahushan  
Tyagi  
6/2/17

No.

1154 /AOC

Dated 31 / 11 / 2017

Subject:- Continuation of Honours Classes.

Sir/ Madam,

The Dean of University Instruction has allowed your college to continue Honour Classes for B.com II & III in (Accounting and Finance) at undergraduate level for the session 2016-2017.

Yours faithfully

*(M. Kaur)*

Office Superintendent (Colleges)

*(Anil K)*  
Principal

Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

PANJAB UNIVERSITY, CHANDIGARH

From:-

Deputy Registrar (Colleges),  
Panjab University,  
Sector-14  
Chandigarh

To

Principal  
Shree Atam Vallabh Jain Coliege,  
Hussainpura,  
Ludhiana.

No. 100/7 /AOC

Dated 22/8/2017

Subject:- Continuation of Honours Classes for the session 2017-18.

Sir/ Madam,

The Competent Authority has allowed your college to continue honours classes in subject of B.Com. II & III in the subject of Accounting & Finance at undergraduate level for the session 2017-18

*record*

Yours faithfully

Deputy Registrar (Colleges)

*Rishi K*  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

From:

The Deputy Registrar (Colleges)  
Panjab University, Chandigarh.

10

The Principal,  
Shree Atam Vallabh Jain  
College, Hussainpura,  
Ludhiana-141005.

No. 115/10/AOC/A-8

Dated 9/10 2018

**Subject :-** Continuation of Honours Classes for the **session 2018-19.**

Sir/ Madam,

The Competent Authority has allowed your college to continue Honours classes in subject of B.Com II & III in the subject of Accounting & Finance at undergraduate level for the **session 2018-19.**

**Yours faithfully**

*Neelesh Kumar*  
**Deputy Registrar (Colleges)**

*Rishi Kaur*  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

Sh. Kul Bhusan for Receiver  
Nishu  
20/11/19

**Panjab University, Chandigarh**

From: The Deputy Registrar (Colleges) Panjab University, Chandigarh-160014	To The Principal, Shree Atam Vallabh Jain College, Near Malhotra Resort, Hussainpura, Ludhiana- 141005
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By post.

No. 11037 /A-8


Dated 13/11/2019

**Subject:** - Continuation of Honours Classes for the **session 2019-20.**

Dear Sir/ Madam,

The Competent Authority has allowed your college to continue Honours classes in subject of B.Com-II & III (Accounting and Finance) at undergraduate level **for the session 2019-20.**

Yours faithfully

  
Deputy Registrar (Colleges)

Shri Atam Vallabh Jain College  
HUSSAINPURA (Ldh)  
Received on 20/11/19...  
Time... 12:30 pm.....

Sr No - 1146  
13/11/19

  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

Panjab University, Chandigarh

07/09/20

From: The Deputy Registrar (Colleges) Panjab University, Chandigarh-160014	To The Principal, Shree Atam Vallabh Jain College, Near Malhotra Resort, Hussainpura, Ludhiana- 141005
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By post.

No. 3620/A-8

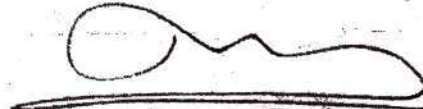
Dated 26/8 2020

**Subject:** - Continuation of Honours Classes for the **session 2020-2021.**

Dear Sir/ Madam,

The Competent Authority has allowed your college to continue Honours classes in subject of B.Com-II & III (Accounting and Finance) at undergraduate level **for the session 2020-21.**

Yours faithfully

  
Deputy Registrar (Colleges)

Shri Atam Vallabh Jain College HUSSAINPURA (Ldh)
Received on... <u>07/09/2020</u> ...
Time... <u>11:40 AM</u> ...

ST. No. 1179

1-3/497

  
Principal

Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

**PANJAB UNIVERSITY, CHANDIGARH**

From:  
The Deputy Registrar (Colleges),  
Panjab University,  
Chandigarh-160014.

To  
The Principal,  
Shri Atam Vallabh Jain College Ludhiana-  
Jalandhar G.T. Road, Near Malhotra  
Resorts, Hussainpura, Ludhiana-141005

**By Post/E-mail**

No. Misc. /A-3/ 8677

Dated 07/09 /2022

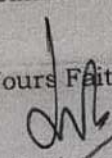
Subject: Grant of temporary extension of affiliation for **subject/course i.e. B.B.A-1st year (2<sup>nd</sup> unit)** for the session **2022-23**.

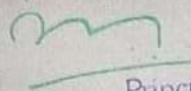
Dear Sir /Madam,

Kindly refer to your letter No. SAVJC/PU/103/506 dated 11-11-2021 on the subject cited above.

This is to inform you that on the recommendations of the Affiliation Committee meeting dated 10.08.2022 and in anticipation approval of the Syndicate, the Hon'ble Vice-Chancellor has granted temporary extension of affiliation for B.B.A-1st year (**2<sup>nd</sup> unit**) for the session **2022-23** to your college subject to submission of selection committee proceedings, appointment letters and joining report of the appointed faculty.

Yours Faithfully,

  
Deputy Registrar (Colleges)


  
Principal  
Shree Atam Vallabh Jain College  
HUSSAINPURA Ludhiana

## CERIFICATE

This is to certify that following Programs are being taught for the session 2023-2024.

### List of Programs

Program Code	Program Name
BCM	Bachelor of Commerce (General & Honours)
BBA	Bachelor of Business Administration
M.C	Master of Commerce
BCA	Bachelor of Computer Application

  
Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

### CERIFICATE

This is to certify that following courses are being taught under the programme B.Com (General and Honours) for the session 2023-2024.

#### List of Courses

##### Semester-I

Course Code	Course Name
BCM101 A	PUNJABI OR
BCM 101 B	HISTORY AND CULTURE OF PUNJAB
BCM 102	ENGLISH AND BUSINESS COMMUNICATION
BCM 103	INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS
BCM 104	BUSINESS ECONOMICS-I
BCM 105	PRINCIPLES OF FINANCIAL ACCOUNTING
BCM 106	COMMERCIAL LAWS
BCM 107	PRINCIPLES AND PRACTICES OF MANAGEMENT

##### Semester-II

Course Code	Course Name
BCM 201A	PUNJABI OR
BCM 201B	HISTORY AND CULTURE OF PUNJAB
BCM 202	ENGLISH AND BUSINESS COMMUNICATION
BCM 203	INTERDISCIPLINARY E-COMMERCE
BCM 204	BUSINESS ECONOMICS-II
BCM 205	CORPORATE ACCOUNTING
BCM 206	BUSINESS LAWS
BCM 207	HUMAN RESOURCE MANAGEMENT
	ENVIRONMENT, ROAD SAFETY EDUCATION, VIOLENCE AGAINST WOMEN/ CHILDREN AND DRUG ABUSE

##### Semester-III

Course Code	Course Name
BCM 301	INTERDISCIPLINARY ISSUES IN INDIAN COMMERCE
BCM 302	COST ACCOUNTING
BCM 303	COMPANY LAW
BCM 304	BUSINESS MATHEMATICS AND STATISTICS
BCM 305	BANKING AND INSURANCE
BCM 306	GOODS AND SERVICES TAX (GST)
BCH 307	ACCOUNTING THEORY AND REPORTING PRACTICES

**Semester-IV**

Course Code	Course Name
BCM 401	INTERDISCIPLINARY SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT
BCM 402	ADVANCED ACCOUNTING
BCM 403	AUDITING AND SECRETARIAL PRACTICE
BCM 404	COST MANAGEMENT
BCM 405	MARKETING MANAGEMENT
BCM 406	QUANTITATIVE TECHNIQUES AND METHODS
BCH 407	CONTEMPORARY ISSUES IN ACCOUNTING

**Semester-V**

Course Code	Course Name
BCM 501	INCOME TAX LAW
BCM 502	MANAGEMENT ACCOUNTING
BCM 503	INDIAN ECONOMY
BCM 504	PRODUCTION AND OPERATION MANAGEMENT
BCM 505	ENTREPRENEURSHIP AND SMALL BUSINESS
BCM 506	FINANCIAL MARKETS AND SERVICES
BCH 507	STRATEGIC FINANCIAL MANAGEMENT

**Semester-VI**

Course Code	Course Name
BCM 601	DIRECT TAX LAWS
BCM 602	FINANCIAL MANAGEMENT
BCM 603	ISSUES IN FINANCIAL REPORTING
BCM 604	SOCIAL AND BUSINESS ETHICS
BCM 605	OPERATIONAL RESEARCH
BCM 606	SECTORAL ASPECTS OF INDIAN ECONOMY
BCH607	INVESTMENT MANAGEMENT

  
Principal

Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

### CERIFICATE

This is to certify that following courses are being taught under the programme BBA (General and Honours) for the session 2023-24.

#### List of Courses

##### Semester-I

Course Code	Course Name
BBA 101A/ BBA 101B	PUNJABI Or HISTORY AND CULTURE OF PUNJAB
BBA 102	ORGANISATION BEHAVIOUR
BBA 103	FUNDAMENTALS OF INFORMATION TECHNOLOGY
BBA 104	MANAGEMENT CONCEPTS AND PRACTICES
BBA 105	FINANCIAL ACCOUNTING
6BA 105	ESSENTIALS OF BUSINESS ECONOMICS – I

##### Semester-II

Course Code	Course Name
BBA 121A/ BBA 121B	PUNJABI OR HISTORY AND CULTURE OF PUNJAB
BBA 122	BUSINESS STATISTICS
BBA 123	ESSENTIALS OF BUSINESS ECONOMICS
BBA 124	LEGAL ASPECTS OF BUSINES
BBA 125	PERSONALITY DEVELOPMENT & PROFESSIONAL SKILLS
BBA 126	MANAGERIAL ACCOUNTING
BCM 207	HUMAN RESOURCE MANAGEMENT
	ENVIRONMENT, ROAD SAFETY EDUCATION, VIOLENCE AGAINST WOMEN/ CHILDREN AND DRUG ABUSE

##### Semester-III

Course Code	Course Name
BBA 201	ENGLISH & BUSINESS COMMUNICATION
BBA 202	OPERATION RESEARCH
BBA 203	MARKETING MANAGEMENT
BBA 204	ECONOMICS OF MONEY AND BANKING
BBA 205	LEGAL FRAMEWORK FOR COMPANIES
BBA 206	TAX LAWS- I

#### Semester-IV

Course Code	Course Name
BBA 221	ENGLISH & BUSINESS COMMUNICATION SKILLS
BBA 222	FINANCIAL MANAGEMENT
BBA 223	RESEARCH METHODOLOGY
BBA 224	HUMAN RESOURCE MANAGEMENT
BBA 225	TAX LAWS - II
BBA 226	FUNDAMENTALS OF E-COMMERCE

#### Semester-V

Course Code	Course Name
BBA 301	PRINCIPLES OF INSURANCE AND RISK MANAGEMENT
BBA 302	FINANCIAL MARKETS AND FINANCIAL SERVICES
BBA 303	BUSINESS ENVIRONMENT
BBA 304	ENTREPRENEURSHIP AND NEW VENTURE CREATION
BBA 305	CONSUMER BEHAVIOUR
BBA 306	SALES AND LOGISTICS MANAGEMENT

#### Semester-VI

Course Code	Course Name
BBA 321	BUSINESS POLICY AND STRATEGY
BBA 322	PRODUCTION AND OPERATIONS MANAGEMENT
BBA 323	BUSINESS ETHICS AND CORPORATE GOVERNANCE
BBA 324	PROJECT REPORT AND VIVA VOCE
BBA 325	ADVERTISING AND BRAND MANAGEMENT
BBA 326	BBA 326 RETAIL MANAGEMENT

  
Principal

Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

## CERIFICATE

This is to certify that following courses are being taught under the programme Bachelor of Computer Applications (BCA) for the session 2023-2024.


### List of Courses

#### Semester-I

Course Code	Course Name
BCA-16-101	English(Compulsory)-A
BCA-16-102	Fundamentals of Mathematical Statistics
BCA-16-103	Computer Fundamentals and Computing Software
BCA-16-104	Problem Solving Through C
BCA-16-105	Lab based on BCA-16-103
BCA-16-106	Lab based on BCA-16-104
	Environment, Road Safety Education, Violence against Women/Children and Drug Abuse

#### Semester-II

Course Code	Course Name
BCA-16-201	English (Compulsory)-B
BCA-16-202	Computer Organization
BCA-16-203	Fundamentals of Web Programming
BCA-16-204	Object Oriented Programming using C++
BCA-16-205	Lab based on BCA-16-203
BCA-16-206	Lab based on BCA-16-204

  
**Principal**  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

## CERIFICATE

This is to certify that following courses are being taught under the programme M.com for the session 2023-24

### List of Courses

#### Semester-I

Course Code	Course Name
M.C.101	MANAGERIAL ECONOMICS
M.C.102	QUANTITATIVE METHODS FOR BUSINESS
M.C.103	MODERN ACCOUNTING THEORY & REPORTING PRACTICES
M.C.104	ORGANISATION THEORY AND BEHAVIOUR
M.C.105	MARKETING MANAGEMENT
M.C.106	MANAGEMENT INFORMATION SYSTEM
M.C.107	WORKSHOP ON IT APPLICATIONS IN COMMERCE

#### Semester-II

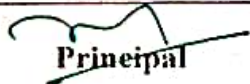
Course Code	Course Name
M.C.201	BUSINESS ENVIRONMENT
M.C.202	RESEARCH METHODOLOGY IN COMMERCE
M.C.203	FINANCIAL MANAGEMENT AND POLICY
M.C.204	PRODUCTION AND MATERIALS MANAGEMENT
M.C.205	OPERATIONS RESEARCH
M.C.206	BUSINESS POLICY & STRATEGIC MANAGEMENT
M.C.207	SUMMER TRAINING REPORT AND VIVA VOCE

#### Semester-III

Course Code	Course Name
M.C.301	BUSINESS PERFORMANCE MEASUREMENT
M.C.302	TAX PLANNING AND MANAGEMENT
MC. 303	INTEGRATED MARKETING COMMUNICATION & BRAND EQUITY
MC. 304	MARKETING RESEARCH
MC. 305	HUMAN RESOURCE DEVELOPMENT
MC. 306	INDUSTRIAL RELATIONS I
MC. 315	WORKSHOP ON FINANCIAL MARKETS AND INSTRUMENTS

#### Semester-IV

Course Code	Course Name
M.C.401	PROJECT PLANNING AND CONTROL
M.C.402	KNOWLEDGE MANAGEMENT
M.C.403	BUSINESS ETHICS AND CORPORATE GOVERNANCE
MC. 404	ADVERTISING AND SALES MANAGEMENT
MC. 405	SERVICES MARKETING
MC. 406	CONSUMER BEHAVIOR

  
Principal

Principal  
Shree Atm Vallabh Jain College  
Hussainpura, Ludhiana.

**PANJAB UNIVERSITY, CHANDIGARH**

<b>From:</b> The Deputy Registrar Colleges Branch Administrative Building Panjab University Chandigarh.	<b>To:</b> <ol style="list-style-type: none"><li>1. The Principal of all the Colleges (Arts, Science, Commerce &amp; Education) affiliated to PU Chd.</li><li>2. The Chairperson of all teaching Departments, PU Chd.</li><li>3. The Director/ Hony. Director/ Principal, PU Regional Centres/ PU Constituent Colleges, Sri Muktsar Sahib, Ludhiana and Hoshiarpur, Ferozpur.</li><li>4. Secretary to Vice Chancellor PU Chd.</li><li>5. P.A. to Dean University of Instruction, PU Chd.</li><li>6. P.A. to Registrar, PU Chd.</li><li>7. P.A. to Dean Student Welfare, PU Chd.</li><li>8. P.A. to Dean College Development Council, PU Chd.</li><li>9. P.A. to Controller of Exams, PU Chd.</li><li>10. All the Heads of Branches of the Administrative Block, PU Chd.</li></ol>
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Through Email

No. Misc/A-1/1564

Date: 12-04 /2024

Subject: Academic Calendar for the Session 2023-24.

Dear Sir/Madam,

The Hon'ble Vice Chancellor has approved the Academic Calendar for the Session 2023-24 for the Teaching Departments/ Regional Centres/ Constituent Colleges of Panjab University, Chandigarh and its affiliated Colleges (Arts, Science and Commerce) having semester system of the examinations as mentioned below:

1. Academic Calendar for all the P.U. Affiliated Colleges (Arts, Science and Commerce)/P.U. Constituent Colleges for UG classes (fresh admission) for the session 2023-2024  
... **Annexure "A"**
2. Academic Calendar for all the P.U. Affiliated Colleges (Arts, Science and Commerce)/P.U. Constituent Colleges for PG classes (fresh admission) for the session 2023-2024  
... **Annexure "B"**
3. Academic Calendar for all the P.U. Affiliated Colleges (Arts, Science and Commerce)/P.U. Constituent Colleges for UG/PG classes (On-going classes) for the session 2023-2024  
... **Annexure "C"**
4. Academic Calendar for all the P.U. Teaching Departments/Regional Centers for UG Courses (fresh admission) having Semester system of Examination for the session 2023-2024  
... **Annexure "D"**

P. T. O.

**PANJAB UNIVERSITY, CHANDIGARH**

**ANNEXURE 'A'**

The Academic Calendar to be followed by all **Affiliated/Constituent colleges of Panjab University, Chandigarh, (Arts, Science & Commerce)** for UG classes (New Admission) 1<sup>st</sup> year for the Session 2023-24:

Sr. No.	Particulars	From	To	Days
1	Semester Break / Summer Vacation	04.06.2023	09.07.2023	36
2	Colleges open	Sunday 10.07.2023	Sunday Monday	
<b>Admission Schedule</b>				
3	Admission Process*	15.05.2023 Monday	15.07.2023 Saturday	61
4	Normal Admission for New UG classes up to	15.07.2023 Saturday		
5	Commencement of Teaching for UG Classes(Fresh Admission)	21.07.2023 (Friday)		
6	Late admission to be allowed by the Principal of the college with late fee of Rs. 1000/- per student	10.08.2023	Thursday	
7	Late admission in the affiliated colleges to be allowed by the Vice-Chancellor with late fee of Rs.3000/- per student	31.08.2023	Thursday	
8	Date of Submission for Registration Return with R&S branch	11.09.2023	Monday	
9	Academic Term-I (Odd semesters)	21.07.2023 Friday	18.11.2023 Saturday	104
10	End Semester Examinations	27.11.2023 Monday	30.12.2023 Saturday	
11	Semester Vacation (Winter Break)	26.12.2023 Tuesday	08.01.2024 Monday	14
12	Academic Term-II (Even semesters)	09.01.2024 Tuesday	22.04.2024 Monday	
13	End Semester Examinations	02.05.2024 Thursday	05.06.2024 Wednesday	30
14	Summer Vacation	30.05.2024 Thursday	08.07.2024 Monday	

Note : Preparation of academic activities such that reading materials, time-table, annual Calendar etc. w.e.f. 10-7-2023 to 20-7-2023.

\* Colleges can make enrolment/registration of students at the ir own level for new classes as soon as 10+2 exams. are over. However admission shall be made on merit basis.

*dm*  
*my*

*12/1/23*  
*12/1/23*

**PANJAB UNIVERSITY, CHANDIGARH**

**ANNEXURE 'B'**

The Academic Calendar to be followed by all **Affiliated/Constituent** colleges of Panjab University, Chandigarh, (Arts, Science & Commerce) for **PG classes (New Admission)** 1<sup>st</sup> year for the **Session 2023-24**:

Sr. No.	Particulars	From	To	Days
1	Semester Break / Summer Vacation	04.06.2023	09.07.2023	36
		Sunday	Sunday	
<b>Admission Schedule</b>				
2	Admission Process	10.07.2023	14.08.2023	36
		Monday	Monday	
3	Normal Admission for New PG classes up to	14.08.2023		
		Monday		
4	Commencement of Teaching for PG Classes(Fresh Admission)	16.08.2023 (Wednesday)		
5	Late admission to be allowed by the Principal of the college with late fee of Rs. 1000/- per student	05.09.2023	Tuesday	
6	Late admission in the affiliated colleges to be allowed by the Vice-Chancellor with late fee of Rs.3000/- per student	25.09.2023	Monday	
7	Date of Submission for Registration Return with R&S branch	04.10.2023	Wednesday	
8	Academic Term-I (Odd semesters)	16.08.2023	30.11.2023	92
		Wednesday	Thursday	
9	End Semester Examinations	01.12.2023	28.12.2023	24
		Friday	Thursday	
10	Semester Vacation (Winter Break)	26.12.2023	08.01.2024	14
		Tuesday	Monday	
11	Academic Term-II (Even semesters)	05.01.2024	01.05.2024	98
		Tuesday	Wednesday	
12	End Semester Examinations	04.05.2024	01.06.2024	25
		Saturday	Saturday	
13	Summer Vacation	30.05.2024	08.07.2024	40
		Thursday	Monday	

*dm*  
1/1/23

*N*  
12/1/2023

*PO*  
12/1/23

**PANJAB UNIVERSITY, CHANDIGARH**

**ANNEXURE 'C'**

The Academic Calendar to be followed by all **Affiliated/Constituent** colleges of Panjab University, Chandigarh, **UG/PG classes (Ongoing classes)** for the **Session 2023-24:**


Sr. No.	Particulars	From	To	Days
1	Semester Break / Summer Vacation	04.06.2023 Sunday	09.07.2023 Sunday	36
<b>Admission Schedule</b>				
2	Admission Process	10.07.2023 Monday	20.07.2023 Thursday	11
3	Normal Admission for UG/ PG (Ongoing classes) up to	20.07.2023 Thursday		
4	Commencement of Teaching for UG/ PG Ongoing Classes	21.07.2023 (Friday)		
5	Late admission to be allowed by the Principal of the college with late fee of Rs. 1000/- per student	10.08.2023 Thursday		
6	Late admission in the affiliated colleges to be allowed by the Vice-Chancellor with late fee of Rs.3000/- per student	31.08.2023 Thursday		
7	Date of Submission for Continuation fee for ongoing classes with R&S branch	11.09.2023	Monday	
8	Academic Term-I (Odd semesters)	21.07.2023 Friday	18.11.2023 Saturday	104
9	End Semester Examinations	27.11.2023 Monday	30.12.2023 Saturday	30
10	Semester Vacation (Winter Break)	26.12.2023 Tuesday	08.01.2024 Monday	14
11	Academic Term-II (Even semesters)	09.01.2024 Tuesday	22.04.2024 Monday	90
12	End Semester Examinations	02.05.2024 Thursday	05.06.2024 Wednesday	30
13	Summer Vacation	30.05.2024 Thursday	08.07.2024 Monday	40

*dm*  
14/9

*R.P.*  
12/9/2023 12/14/23

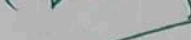
### Academic Calendar (2023-2024)

Sr. No.	Particulars	Date
1	Admissions for Ongoing Classes (As per P.U. Notification)	20-07-2023 to 31-08-23
2	Admissions for 1 <sup>st</sup> year UG classes	14-08-2023 to 25-09-23
3	Principal staff meeting	28-07-23
4	Orientation/Induction	31-07-23
5	Academic Term-I (ODD Semester) for Ongoing Classes	01-08-23 to 25-11-23
	Academic Term-I (ODD Semester) for 1 <sup>st</sup> year UG classes	01-08-23 to 25-11-23
6	House Examination (ODD Semester)	31-10-23 to 07-11-23
8	House Examination (ODD Semester) Special test	18-11-23 to 21-11-23
9	University Semester Examinations for Ongoing and 1 <sup>st</sup> year UG Classes (ODD Semester)	27-11-23 to 30-12-23
10	University Semester Examinations for 1 <sup>st</sup> year PG Classes (ODD Semester)	01-12-23 to 28-12-23
11	Winter Break	26-12-23 to 08-01-24
12	Academic Term-II (Even Semester)	09-01-24 to 30-04-24
13	House Exams (Even Semester)	03-04-24 to 12-04-24
14	University Semester Examinations (Even Semester)	02-05-24 to 05-06-24

  
**Principal**  
 Principal  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

<b>Activity Calendar (2023-2024)</b>		
<b>ODD Semester</b>		
<b>Month</b>	<b>Name of Activity</b>	<b>Date</b>
<b>September</b>	Book Mark Making Competition	12.08.2023
	Celebration National Independence Day	14.08.2023
	Extention Lecture "Say No to Drugs"	15.08.2023
	Teej Festival	19.08.2023
	Talent Hunt	4th Week of Aug 2023
	Audit Visit	23.08.2023 to 26.08.2023
	Inter Class Chess Tournament (Men)	28.08.2023
	Inter Class Chess Tournament (Women)	28/08/2023
	Celebration of national Sports Day	29.08.2023
	<b>September</b>	Industrial visit to INDRA HOSIERY
STVAC-Digital Marketing		04.09.2023 to 03.10.2023
Fresher's Party		09.09.2023
Inter Class Vollyball Tournament (Men)		15.09.2023
Guest Lecture on Stock trading and Portfolio Management		16.09.2023
Road safety and traffic awareness		21.09.2023
Inter Class Basketball Tournament (Men)		22.09.2023
Pledge Ceremony under Swachhata Hi Seva		24.09.2023
Swachh Bharat Mission under Swachhata Hi Seva		27.09.2023
Awareness rally under the campaign of Swachhata Hi Seva		29.09.2023
Extention Lecture "Say No to Drugs"		28.09.2023
<b>October</b>		Shramdaan hi Mahadaan
	Inter College Chess Tournament (Women)	03.10.2023 & 04.10.2023
	Inter College Chess Tournament (Men)	04.10.2023 & 05.10.2023

	Inter Class Badminton Tournament (Women)	10.10.2023
	Inter Class Badminton Tournament (Men)	11.10.2023
	PU Zonal Youth Festival	13.10.2023 to 16.10.2023
<b>November</b>	PU Interzonal Youth Festival	3.11.2023 to 6.11.2023
	Guest Lecture on "Effective Communication Skills"	04.11.2023
	Green Diwali Celebration	10.11.2023
	Visit to Slum Area	10.11.2023
	Vallabh Darbar	15.11.2023
	Red ribbon club district level inter college competition	24.11.2023
	<b>December</b>	Sahibzadas' Martyrdom
NSS Camp (7 days)		24.12.2023 to 30.12.2023
Guest lecture on BAD EFFECTS OF DRUGS on youth		26.12.2023
Free medical Checkup Camp		27.12.2023


  
 Principal  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

## Activity Calendar (2023-2024)

### Even Semester

<b>January</b>	Trip to Jaipur	06.01.2024 to 10.01.2024	
	Lohri Celebration	12.01.2024	
	Discussion on Swami Vivekanand Preaching	12.01.2024	
	Audit Visit	29.01.2024 to 10.02.2024	
<b>Feburary</b>	Budget Pe Charcha	01.02.2024	
	Intercollege Quiz Competition	06.02.2024	
	Intercollege declamation contest	06.02.2024	
	9th prof Gurbir singh sarna memorial intercollege competition	10.02.2024	
	Workshop on How to Prepare Resume	12.02.2024	
	Celebration of Basant Panchami	14.02.2024	
	Intercollege cultural fest "RANGMUNCH"	17.02.2024	
	Featuring Literature by Swami Vivekanand	21.02.2024	
	Marketing Fest	23.02.2024	
	Alumni Meet	23.2.2024	
	Declamation Competition	27.2.2024	
	Value added course on "Tally integrated with GST and Income tax return filing"	27.02.2024 to 27.03.2024	
	Report of one day trip to kasauli	29.02.24	
	<b>March</b>	5 day workshop on "building wealth with stocks: a beginner's workshop"	02.03.2024 to 06.03.2024
		5 Day Workshop on "Communication Skills"	05.3.2024 to 08 & 11.03.2024
		Blood Donation Camp	06.03.2024
7 -Hours Workshop On "Introduction to Microsoft Excel"		07.03.2024 to 11.03.2024	
Celebration of International Women Day		08.03.24	
Celebration of Maha Shivratri		09.03.2024	
Lifestyle choices for mental and physical health		20/03/2024	

	Inter College Cultural Fest "AMIPHORIA 2024"	21.03.2024 & 22.03.2024
	5 Day Workshop on "Upskill knowledge on Financial Reporting Practices"	21.03.2024 to 28.03.2024
	Cricket tournament	22.3.2024 to 26.3.2024
	Seminar on "22 Immutable laws on branding"	27.03.2024
<b>April</b>	Finishing School Programme	12.04.2024 to 20.04.2024
	Poster Making competition on theme of Mera Pehla Vote Desh Ke Liye	12.04.2024
	Run For Health	21.04.2024
	Earth day Celebration	23.04.2024
	Farewell Party	25.04.2024
	Voter's Awareness Campaign	09.04.2024

  
 Principal  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

**Shree Atam Vallabh Jain College  
Ludhiana**

**Programme  
&  
Course Outcomes**

**Bachelor of Commerce  
(B.COM)**

# **PROGRAM OUTCOMES (POs)**

## **Bachelor of Commerce (B.COM)**

**PO1-** The course equips the students with knowledge and techniques to understand the requirements of both business and professional world.

**PO2-** It enables students to understand and demonstrate the knowledge of major theories, key concepts and principles underlying the theories relating to firm, markets and government policies.

**PO3-** To understand the statistical skills, generic and analytical skills for solving case studies and problems related to the field of finance, marketing and economics

**PO4-** To gain specialization into their chosen subjects of interest in the field of commerce and be effective decision makers

**PO5-** To gain knowledge of macro and micro environment, domestic and international markets, organizational behavior and other current issues related to the said discipline.

**PO6-** To be able to evaluate and innovate ideas and new methodologies in a particular domain /subject

**PO7-** To enable students gain ability to retrieve and synthesis the data/information from various sources and applying it appropriately for resolution of complex problems.

**PO8-** The course builds up sound foundation of required technical, analytical and decision-making skills for taking up challenging careers like CA, CS etc.

## **COURSE OUTCOMES (COs)**

### **B.Com (Semester I)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 101 A</b>	PUNJABI
	OR
<b>BCM 101 B</b>	HISTORY AND CULTURE OF PUNJAB
<b>BCM 102</b>	ENGLISH AND BUSINESS COMMUNICATION
<b>BCM 103</b>	<b>INTERDISCIPLINARY</b>  PSYCHOLOGY MANAGERS
	FOR
<b>BCM 104</b>	BUSINESS ECONOMICS-I
<b>BCM 105</b>	PRINCIPLES OF FINANCIAL ACCOUNTING
<b>BCM 106</b>	COMMERCIAL LAWS
<b>BCM 107</b>	PRINCIPLES AND PRACTICES OF MANAGEMENT

## BCM 101 A: Punjabi

- ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਦੇ ਗਿਆਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਭਾਸ਼ਾਈ ਸਮਰਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਅੰਦਰ ਸਾਹਿਤਕ ਰੁਚੀਆਂ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਤੋਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸਿਰਜਣਾਤਮਕ ਸੋਚ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਭਾਵਾਂ ਨੂੰ ਲਿਖਿਤ ਅਤੇ ਮੌਖਿਕ ਰੂਪ ਵਿਚ ਵਿਅਕਤ ਕਰਨ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਭਾਸ਼ਾ ਦੀ ਵਿਆਕਰਣ ਮੁਹਾਰਤ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਅਸਾਨੀ ਨਾਲ ਸਮਝਣ ਦੀ ਯੋਗਤਾ ਪੈਦਾ ਹੁੰਦੀ ਹੈ।
- ਵਿਆਕਰਣ ਪੱਧਰ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਉਚਾਰਣ, ਪੜ੍ਹਨ ਤੇ ਲਿਖਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਸਮਾਜਿਕ, ਰਾਜਨੀਤਿਕ ਅਤੇ ਧਾਰਮਿਕ ਮੁੱਦਿਆਂ ਪ੍ਰਤੀ ਵਿਚਾਰਾਂ ਦੇ ਨਿਰਮਾਣ ਦੀ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਅਨੁਵਾਦ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਨਾਲ ਜੋੜ ਕੇ ਸਮਝਣ ਦਾ ਹੁਨਰ।
- ਵਪਾਰਕ ਇਸ਼ਤਿਹਾਰ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਵਪਾਰ ਨੂੰ ਸਥਾਪਿਤ ਕਰਨ ਦਾ ਹੁਨਰ।
- ਲੇਖ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਮੌਜੂਦਾ ਮੁੱਦਿਆਂ ਬਾਰੇ ਜਾਣਨ ਸਮਝਣ ਅਤੇ ਆਪਣੇ ਵਿਚਾਰ ਪੇਸ਼ ਕਰਨ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਸ਼ੁੱਧ – ਅਸ਼ੁੱਧ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਪੰਜਾਬੀ ਦੇ ਸ਼ਬਦਾਂ ਦੇ ਸ਼ੁੱਧ ਰੂਪ ਨੂੰ ਪਹਿਚਾਨਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।

## BCM 101B: History and Culture of Punjab

- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਭੂਗੋਲ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਇਤਿਹਾਸ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੇ ਧਰਮ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੀ ਸਭਿਅਤਾ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਗਿਆਨ।
- ਆਪਣੀ ਸਭਿਅਤਾ ਵਿੱਚ ਮਨਾਏ ਜਾਂਦੇ ਦਿਨ ਤਿਉਹਾਰਾਂ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- 5000 ਬੀ.ਸੀ. ਤੋਂ ਹੁਣ ਤੱਕ ਦੇ ਪੰਜਾਬ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਪੰਜਾਬ ਦੀ ਸਲਤਨਤ ਤੇ ਰਾਜ ਕਰਨ ਵਾਲੇ ਸਾਸ਼ਕਾਂ ਦੀ ਜ਼ਿੰਦਗੀ ਤੇ ਸਾਸ਼ਨ ਕਾਲ ਬਾਰੇ ਗਿਆਨ।
- ਨਕਸ਼ੇ ਰਾਹੀਂ ਆਪਣੀਆਂ ਮਹਤਵਪੂਰਨ ਇਤਿਹਾਸਿਕ ਥਾਵਾਂ ਦਾ ਗਿਆਨ।

## **BCM 102: English and Business Communication skills**

The course will enrich the students to

**CO1:** interact with their peers and friends in business English

**CO2:** succeed in global business with multilingual communications skills

**CO3:** inculcate strong pronunciation as well as the ability to express themselves

**CO4:** increase sustainability and career progression in the workplace

**CO5:** develop high- end interpersonal and networking skills

**CO6:** develop clear and lucid writing skills

**CO7:** assist in communicating more meticulously

**CO8:** express themselves in the most convincing ways

**CO9:** draft empathetic social communication in business dealings

**CO10:** have a better and impressive personality

## **BCM103: Psychology for Managers**

After completing the course, students will be able to:

**CO1:** Acquaint with Concepts, Definitions; Need and Importance of Organisational Behaviour for Managers

**CO2:** Understand the Contributing Disciplines of OB.

**CO3:** Recognize the concept of Individual Behaviour: Introduction and Meaning, Factors Affecting Individual Behaviour, Models of Individual Behaviour.

**CO4:** Familiarize with the concept of Personality: Meaning, Characteristics, Determinants and Theories of Personality

**CO5:** Acquaint with the concept of Perception: Nature & Importance, Perception Process, Perpetual Errors and Distortions.

**CO6:** Know the concept of Attitudes and Values: Components, Sources and Measurement of Attitudes. Concept, Sources and Types of Values.

**CO7:** Know the concept of Motivation: Meaning and Importance of Motivation, Theories of Motivation, Morale.

**CO8:** Understand the Inter Personal Behaviour and Transactional Analysis (TA).

**CO9:** Familiarize with the concept of Leadership: Definition, Importance, Leadership Styles, Models and Theories of Leadership.

**CO10:** know the concept of Conflict Management: Traditional vis-a-vis Modern View of Conflict, Types and Causes of Conflict, Conflict Resolution.

## **BCM 104: BUSINESS ECONOMICS-I**

After completion of this course the student will be able to:

**CO1:** Analyse the important concepts of microeconomic theory related to consumer behaviour such as theory of demand, its determinants and the elasticity of demand.

**CO2:** Understand some laws of consumptions using Cardinal Utility analysis and consumer equilibrium with the help of utility and indifference curve analysis.

**CO3:** Examine the change in output resulting from variation in inputs during the production process.

**CO4:** Know the basic concepts concerned with the theory of cost and Revenue.

**CO5:** Asses the knowledge regarding different Market forms and the decision regarding price and output determination of firm and industry under various market structure.

## **BCM 105: Principles of Financial Accounting**

After completion of this course the student will be able to:

**CO1:** Acquire conceptual knowledge of Generally Accepted Accounting Principles, Accounting Software and Tally

**CO2:** Equip with the knowledge of preparing the Financial Statements of Sole Proprietor and Partnership Firm

**CO3:** Understand the concept and preparation of accounts relating to of Branch Accounting, Departmental Accounting.

**CO4:** Understand the meaning and process of preparation of Accounting for Consignment and Accounting for Joint Venture.

**CO5:** Understand the Accounting for Dissolution of Partnership Firm, Insolvency of Partners and Piecemeal Distribution. Preparation of Royalty Accounts.

**CO6:** Apply previously acquired accounting and computer skills by using software Tally.

## **BCM 106: Commercial Law**

The main objective of the paper is to acquaint the students with general Commercial Laws. On Completion of this course student will be able to:

**CO1:** Understand the relevance of Law of Contract Act, 1872.

**CO2:** Understand the legal framework of Formation, Performance, Discharge of contract and its Remedies in case of breach of contract.

**CO3:** Apply basic knowledge about entering into special contracts like indemnity, guarantee, bailment, pledge and agency.

**CO4:** Learn the purpose of establishment of Right to Information Act, 2005 which describes objectives, powers, functions and the role of state, central and information commissions to handle appeals and grievances and imposition of penalties.

**CO5:** Learn the legal framework of Consumer Protection Act, 1986 which includes Objectives, Rights, and Consumer Forums and Composition, Role of Three tier redressal machineries to settle consumer disputes at District, State and National level and how to appeal and penalties are imposed.

## **BCM 107: Principles and Practices of Management**

After completing this course, the students will be able to:

**CO1:** acquaint with Basic Concept of Management, its nature, scope, levels, process and significance

**CO2:** know about various Management Thoughts such as Classical, Neo-Classical Systems, Contingency and Contemporary Approaches

**CO3:** understand the concept, process, nature, types, significance of Planning, Decision Making and Management by Objectives

**CO4:** have an insight of concept of Organization, its nature, process, significance, and types

**CO5:** recognize the concept of Authority and Responsibility, Delegation, Decentralization and Departmentation

**CO6:** familiarize with the concept, features, importance and limitations of Direction, its elements like Supervision, Motivation, Leadership and Communication

**CO7:** understand the importance of Control in an organisation as well as its process and techniques, relationship between planning and control

**B.Com I (Semester II)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 201 A</b>	PUNJABI
<b>BCM 201 B</b>	OR HISTORY AND CULTURE OF PUNJAB
<b>BCM 202</b>	ENGLISH AND BUSINESS COMMUNICATION
<b>BCM 203</b>	<b>INTERDISCIPLINARY</b> E- COMMERCE
<b>BCM 204</b>	BUSINESS ECONOMICS-II
<b>BCM 205</b>	CORPORATE ACCOUNTING
<b>BCM 206</b>	BUSINESS LAWS
<b>BCM 207</b>	HUMAN RESOURCE MANAGEMENT

## BCM 201 A: Punjabi

- ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਦੇ ਗਿਆਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਭਾਸ਼ਾਈ ਸਮਰਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਅੰਦਰ ਸਾਹਿਤਕ ਰੁਚੀਆਂ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਤੋਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸਿਰਜਣਾਤਮਕ ਸੋਚ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਭਾਵਾਂ ਨੂੰ ਲਿਖਿਤ ਅਤੇ ਮੌਖਿਕ ਰੂਪ ਵਿਚ ਵਿਅਕਤ ਕਰਨ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਭਾਸ਼ਾ ਦੀ ਵਿਆਕਰਣ ਮੁਹਾਰਤ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਅਸਾਨੀ ਨਾਲ ਸਮਝਣ ਦੀ ਯੋਗਤਾ ਪੈਦਾ ਹੁੰਦੀ ਹੈ।
- ਵਿਆਕਰਣ ਪੱਧਰ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਉਚਾਰਣ, ਪੜ੍ਹਨ ਤੇ ਲਿਖਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਸਮਾਜਿਕ, ਰਾਜਨੀਤਿਕ ਅਤੇ ਧਾਰਮਿਕ ਮੁੱਦਿਆਂ ਪ੍ਰਤੀ ਵਿਚਾਰਾਂ ਦੇ ਨਿਰਮਾਣ ਦੀ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਅਨੁਵਾਦ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਨਾਲ ਜੋੜ ਕੇ ਸਮਝਣ ਦਾ ਹੁਨਰ।
- ਵਪਾਰਕ ਪੱਤਰ ਵਿਹਾਰ ਰਾਹੀਂ ਵਪਾਰਕ ਪੱਧਰ ਤੇ ਸੰਚਾਰ ਦੀ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ।
- ਸ਼ੁੱਧ – ਅਸ਼ੁੱਧ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਪੰਜਾਬੀ ਦੇ ਸ਼ਬਦਾਂ ਦੇ ਸ਼ੁੱਧ ਰੂਪ ਨੂੰ ਪਹਿਚਾਨਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ
- ਤਕਨੀਕੀ ਸ਼ਬਦਾਂ ਦੇ ਗਿਆਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਦੇ ਪੰਜਾਬੀ ਸ਼ਬਦ ਕੋਸ਼ ਵਿਚ ਵਾਧਾ
- ਵਿਸ਼ਰਾਮ ਚਿੰਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਸ਼ਬਦ ਲਿਖਣ ਤੇ ਅਸ਼ੁੱਧ ਸ਼ਬਦਾਂ ਨੂੰ ਪਹਿਚਾਨਣ ਦੀ ਸਮਰੱਥਾ।

## BCM 201B: History and Culture of Punjab

- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਭੂਗੋਲ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਇਤਿਹਾਸ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੇ ਧਰਮ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੀ ਸਭਿਅਤਾ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਗਿਆਨ।
- ਆਪਣੀ ਸਭਿਅਤਾ ਵਿੱਚ ਮਨਾਏ ਜਾਂਦੇ ਦਿਨ ਤਿਉਹਾਰਾਂ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।

- 5000 ਬੀ.ਸੀ. ਤੋਂ ਹੁਣ ਤੱਕ ਦੇ ਪੰਜਾਬ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਦੇਸ਼ ਦੀ ਵੰਡ ਵਿਚ ਪੰਜਾਬ ਦੀ ਵੰਡ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਪੰਜਾਬ ਦੀ ਸਲਤਨਤ ਤੇ ਰਾਜ ਕਰਨ ਵਾਲੇ ਸਾਸ਼ਕਾਂ ਦੀ ਜ਼ਿੰਦਗੀ ਤੇ ਸਾਸ਼ਨ ਕਾਲ ਬਾਰੇ ਗਿਆਨ।
- ਨਕਸ਼ੇ ਰਾਹੀਂ ਆਪਣੀਆਂ ਮਹਤਵਪੂਰਣ ਇਤਿਹਾਸਿਕ ਥਾਵਾਂ ਦਾ ਗਿਆਨ।

### **BCM 202: English and Business Communication skills**

The course will enrich the students to

**CO1:** interact with their peers and friends in business English

**CO2:** succeed in global business with multilingual communications skills

**CO3:** inculcate strong pronunciation as well as the ability to express themselves

**CO4:** increase sustainability and career progression in the workplace

**CO5:** develop high- end interpersonal and networking skills

**CO6:** develop clear and lucid writing skills

**CO7:** assist in communicating more meticulously

**CO8:** express themselves in the most convincing ways

**CO9:** draft empathetic social communication in business dealings

**CO10:** have a better and impressive personality

## **BCM 203: E- Commerce**

After completing this course, the students will be able:

**CO1.** To understand the Meaning of Electronic Commerce, Brief History of Electronic Commerce, importance of E-commerce & Growth of E-Commerce – Present, Future and Potential

**CO2.** To understand E-Business: Meaning, Importance, Models Based on the Relationships of Transacting Parties (B2B, B2C, C2C and C2B)

**CO3.** To analyse the impact of e-commerce on Various Business Sectors such as Entertainment, Education, Health Services, Publishing and Financial Services.

**CO4.** To understand the impact of E-Commerce on Society and Economy.

**CO5.** To Assess Electronic Payment Technology, Limitations of Traditional Payment and Types of E-Payment System — E-Cash and Currency Servers, E-Cheques, Credit Cards, Smart Cards, Electronic Wallets and Debit Cards.

**CO6.** To make aware the ethical, social, legal & security issues of E-commerce

**CO7.** To get knowledge about Digital Signatures, Cryptography, Interoperability and Inter compatibility

## **BCM 204: Business Economics-II**

**CO1:** Explains meaning of economics and how economists use economic models. Determine the profit maximizing price and quantity of resources in factor markets under perfect and imperfect competition by use of marginal analysis

**CO2:** Understand theories and principals in macroeconomics and explain how economic indicator like GDP, National income are used to assess the state of the economy.

**CO3:** Describe and calculate unemployment and examine causes and types of unemployment, including cyclical, frictional, structural, and natural unemployment.

**CO4:** Use the AD-AS model to explain the equilibrium levels of real GDP and price level and examine factors that shift aggregate supply and aggregate demand. It Illustrate economic growth, unemployment, and inflation using the AS/AD model.

**CO5:** Explain Classical model of income and employment and describes the situation of full employment in the economy.

**CO6:** Describes Keynesian economics with its policy implications. Compares the Keynesian model of income and employment with classical model and describes the significance of Keynes theory.

**CO7:** Apply these principals to analyze economic issues.

## **BCM-205: Corporate Accounting**

After completing this course, the students will be able:

- CO1** To attain basic knowledge of corporate accounting.
- CO2** To acquire the detailed knowledge about the issue, forfeiture and buy-back share and redemption of preference shares
- CO3** To understand the concept of Right Issue and Bonus Issue and its accounting treatment.
- CO4** To get knowledge about the Company Accounts and how to prepare Final Accounts according to Companies Act 2013 (Including Managerial Remuneration and Profit Prior to Incorporation).
- CO5** To understand the concept of Underwriting of Share and Debentures, issue and redemption of debenture and its accounting treatment.
- CO6** To learn the methodology to prepare the final accounts of Banking and Insurance companies and to acquire knowledge about its schedules.
- CO7** To acquire the skills of critical evaluation of Final Accounts of Companies and making comparison of Annual Reports of Companies and Disclosure Norms.

## **BCM-206: Business Laws**

After completing this course, the students will be able to:

**CO1:** Understand the basics of Business Law for an individual for business.

**CO2:** Identify the legal rules of Sales of Goods Act 1930.

**CO3:** Differentiate between condition and warranty.

**CO4:** Understand and appreciate the significance of negotiable instruments like promissory note, bill of exchange and cheque in their day-to-day life and business under Negotiable Instrument Act 1881.

**CO5:** Acquire knowledge about the legal provisions of Factories Act 1948.

**CO6:** Understand the legal framework for health, safety and welfare of workers.

**CO7:** Recognize and respect the provisions regarding employment of women, young person and Children.

**CO8:** Handle and minimize the Industrial Disputes and promote industrial Peace under Industrial Dispute Act, 1947.

## **BCM 207: Human Resource Management**

After completing this course, the students will be able to:

**CO1:** acquaint with Concept, Nature, Functions, Importance and Limitations of HRM

**CO2:** understand and analyse the Contemporary Challenges faced by human resource departments

**CO3:** have an insight of need, process, types and benefits of Human Resource Planning, and factors affecting HRP

**CO4:** recognise the concept of Job Analysis and Job Design as well as its importance in HRM

**CO5:** familiarize with the process of Recruitment and Selection in an organization; constraints, challenges and recent trends in recruitment

**CO6:** understand methods, techniques and importance of Training and Development of employees along with their Performance Appraisal

**CO7:** know concept, purpose and types of Internal Mobility and Transfers including Promotions, Demotions and Separations

**B.Com. (Semester III)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 301</b>	INTERDISCIPLINARY ISSUES IN INDIAN COMMERCE
<b>BCM 302</b>	COST ACCOUNTING
<b>BCM 303</b>	COMPANY LAW
<b>BCM 304</b>	BUSINESS MATHEMATICS AND STATISTICS
<b>BCM 305</b>	BANKING AND INSURANCE
<b>BCM 306</b>	GOODS AND SERVICES TAX

## **BCM 301: Issues in Indian Commerce**

After completing this course, the students will be able to:

**CO1:** Gain information about Foreign Direct Investment- Its Concept, Historical Perspective, Incentives for Attracting Foreign Capital and its Implications for Indian industry.

**CO2:** Gather knowledge about Automatic Route and Sectoral Limits of FDI.

**CO3:** Acquaint the concept of “Make in India” - its Objectives, Sectors in Focus and Issues & Challenges of make in India

**CO4:** Gain in-depth knowledge regarding International Finance: its meaning, need, importance and Sources, primarily, External Commercial (FCCBs) Borrowings (ECB), American Depository Receipt (ADR) and Global Depository Receipt (GDR).

**CO5:** Gather information about Growth of Infrastructure- Energy, Transport and Communication, Public-Private Partnership (PPP) in Infrastructure Development in India.

**CO6:** Gain deeper insight about Stock Exchanges in India: Organisation, Nature, Functions, Benefits, Growth, Trading in Stock Markets- Electronic Trading and Commodity Exchanges in India.

**CO7:** To get a better understanding of Corporate Debt Restructuring: its Concept, Importance, Methods, Corporate Scams and Regulatory Authorities-Serious Fraud Investigation Office (SFIO).

**CO8:** Familiarize with Recent Trends in Credit Rating Services in India, Role of ICRA and CRISIL.

## **BCM 302: Cost Accounting**

After completing this course, the students will be able:

**CO1:** To understand basic Cost concepts, elements of Cost and preparation of Cost Sheet, difference between Cost and Financial Accounting.

**CO2:** To learn the cost accounting techniques that are applied in manufacturing and service businesses, installation of costing system.

**CO3:** To acquaint with the concept of material purchase and control, pricing methods of material issues, techniques of material control.

**CO4:** To acquire knowledge about labour cost concepts, its components, accounting and control of idle time and overtime.

**CO5:** To attain the knowledge about methods of remuneration and incentives plans.

**CO6:** To acquaint with the concept of overheads, collection, classification, allocation, apportionment and methods of absorption of overheads, machine hour rate, etc.

**CO7:** To understand the concept of operation costing and service costing and cost ledger accounting

**CO8:** To get knowledge about Reconciliation of Cost and Financial Accounts

### **BCM 303: Company Law**

After completion of this course the student will be able:

**CO1:** To understand the separate legal entity of a company, its characteristics, concept of corporate veil and when it can be lifted.

**CO2:** To acknowledge the procedure and documents involved in formation of company and understand the importance of major documents i.e. Memorandum of Association, Articles of Association and Prospectus.

**CO3:** To understand the process alteration of MOA, AOA and consequences of misrepresentation in prospectus.

**CO4:** To know the process of appointment and removal of directors, their rights, duties and liabilities, share qualification and disqualification of directors.

**CO5:** To understand the difference between member and shareholder, rights and duties of members of company.

**CO6:** To know the process and formalities involved in winding up of the company.

## **BCM 304: Business Mathematics and Statistics**

The objective of this paper is to help the students in understanding mathematical and statistical tools in business decisions. After completion of this course the student will be able to:

**CO1:** To analyse and demonstrate mathematical skills which is required in mathematical intensive areas in economics and business.

**CO2:** Apply the knowledge in mathematics in solving business problems.

**CO3:** Learn the properties and applications of matrices and determinants in commerce, finance, economics etc.

**CO4:** Learn about mathematical applications of differentiation.

**CO5:** Use Derivatives to solve problems of finding maximum and minimum value.

**CO6:** Understand basic concepts of Statistics such as Meaning, types, collection of data, tabular and graphical representation of data.

**CO7:** To understand the different concept of population and sample and to make students familiar with Calculation of Measures of Central Tendency and Dispersion and Their Measures, Measures of Skewness, Concept of Kurtosis.

**CO8:** Analyse time series and various components of time series.

**CO9:** To understand the techniques and concept of different types of index numbers and to solve the problems relating to Index number.

## **BCM 305: Banking and Insurance**

**CO1:** To acquaint the students with Indian Banking and Insurance industry.

**CO2:** To provide the students' knowledge of Indian banking system, commercial banks and the functioning of commercial banks.

**CO3:** To get the knowledge of reforms of Indian banking and implementation of these reforms.

**CO4:** To understand the e-banking, mobile banking, electronic fund transfer and how to use these facilities in real life to transfer funds through NEFT or IMPS etc.

**CO5:** To get knowledge of insurance sector, its functioning and importance insurance sector.

**CO6:** To understand about the regulatory authority of insurance (IRDA) and the various duties and responsibilities of IRDA.

**CO7:** To get the knowledge about how to deal with grievances mechanism regarding insurance policies and the role of Ombudsman in insurance sector.

## **BCM 306: Goods & Services Tax**

After completion of this course the student will be able:

**CO1:** Know overview of Goods and services tax, Implementation of GST: GST Council, Reasons for GST introduction.

**CO2:** Get familiar with Registration: Persons liable for Registration- Procedure of registration- Exemption from Registration

**CO3:** Get knowledge about administration: Officers under GST- their appointment and powers, Levy and collection of CGST/ SGST, Composition levy scheme, Input tax credit (Simple problems) , Time of supply, Tax invoice, Credit and debit notes.

**CO4:** Get informed about supplies in the course of inter state trade or commerce- Supplies in the course of intra state trade or commerce- Levy and collection of IGST- Place of supply, Exemption from GST.

**CO5:** Know about value of supply: Computation of taxable value & tax liability- Valuation rules, Returns and Payment under GST, Refund of taxes

**CO6:** To get information about Offences and penalties

**CO7:** Get information about GST portal: GSTN, GSP's and ASP's.

**B.Com (Semester IV)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 401</b>	INTERDISCIPLINARY SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT
<b>BCM 402</b>	ADVANCED ACCOUNTING
<b>BCM 403</b>	AUDITING AND SECRETARIAL PRACTICE
<b>BCM 404</b>	COST MANAGEMENT
<b>BCM 405</b>	MARKETING MANAGEMENT
<b>BCM 406</b>	QUANTITATIVE TECHNIQUES AND METHODS

## **BCM 401: Security Analysis and Portfolio Management**

The course aims at providing the students a comprehensive knowledge about security analysis and portfolio management and equipping for taking profitable investment decisions.

**CO1:** To gain deeper understanding about Investment – its Meaning, Nature, Objectives and Process.

**CO2:** Understand the Investment Philosophy, Value Investing and Growth Investing.

**CO3:** CO3: Introducing the concept of Security Analysis – its Meaning, Risk and Return, Types and Measurement of Risk, Risk and Return Trade Off.

**CO4:** Familiarize with the concept of Investment Analysis that includes Fundamental Analysis – Economic, Industry and Company Analysis.

**CO5:** Acquaint the concept of Technical Analysis, Fundamental v/s Technical Analysis.

**CO6:** Gain information about Portfolio Management – its Concept, Portfolio Management Schemes and different Portfolio Theories.

**CO7:** To gain knowledge regarding Markowitz Model, Sharpe Model, Jensen and Treynor Model.

**CO8:** Understanding the concept of Capital Asset Pricing Model, Arbitrage Pricing Theory, Efficient Market Theory and Security Market Line.

**CO9:** To learn about Portfolio Performance Evaluation and Revision

## **BCM 402: Advanced Accounting**

After completing this course, students will get the knowledge about advanced accounting problems with the relevant Indian Accounting Standards.

**CO1:** To understand the concept and different methods of valuation of Goodwill and Shares.

**CO2:** To know the concepts regarding accounting of loss of profit and loss of stock in insurance claim

**CO3:** Enlarge capability to understand the concepts and preparation of Investment accounts and preparation of Hire purchase and Instalment System

**CO4:** Accounting Standard of Amalgamation, Absorption (Excluding Inter-Holding) & External and Internal Reconstructions helps the students to know the process and preparation of different accounts relating to Amalgamation and Internal Reconstruction.

**CO5:** Develop ability to understand the concepts of Holding Company and its Subsidiary Company and its various adjustments for the preparation of Consolidated Balance Sheet.

**CO6:** Accounting Standard of Liquidation of Companies helps the students to understand the liquidation process of companies and liquidator's statement of accounts.

### **BCM 403: Auditing and Secretarial Practices**

After completing this course students will be able to:

**CO1:** Understand the concepts and issues in Auditing and Secretarial Practices.

**CO2:** Learn the meaning, principles and classification of auditing.

**CO3:** Learn vouching and Audit Report preparation.

**CO4:** Understand the Role, Rights, Duties and Responsibilities of Auditor.

**CO5:** Describe the procedure of vouching of cash and trading transactions, assets and liabilities in financial statements.

**CO6:** Understand the qualification, Role, Responsibilities of Company Secretary.

**CO7:** Learn how to prepare minutes, resolutions and how to hold different meetings.

## **BCM 404: Cost Management**

Through this course it is expected to:

**CO1:** To develop an understanding of students to utilize cost data in planning and control and to acquaint them with different areas of Cost Management.

**CO2:** To provide knowledge about the various methods of Cost Determination like Job Costing, Batch Costing, Contract Costing, Uniform Costing and Inter Firm Costing, Process Costing (including joint and by- products)

**CO3:** To provide knowledge of Contemporary Concepts: Activity Based Costing, Target Costing, Life Cycle Costing, Value Chain Analysis

**CO4:** To help them in evaluating choices between alternative product costing system and methods in a cost benefit context.

**CO5:** To impart knowledge on cost control system and its concepts in making decisions.

**CO6:** To enable them to use cost management techniques like marginal costing, break even analysis, budgetary Control, standard costing and variance analysis.

**CO7:** To facilitates them to become a Cost Accountant/Cost Executive Or Manger/Senior Accountant

## **BCM405: Marketing Management**

After completing this course, the students will be able to:

**CO1:** List the foundation terms, concepts and principles of marketing.

**CO2:** Classify the marketing environment and learn how to cope with changing marketing forces.

**CO3:** Use the various essential tools and techniques for effective marketing practice.

**CO4:** Examine relationship between marketing and other management functions.

**CO5:** Illustrate various marketing decision related to product, price, place and promotions.

**CO6:** Recommend the various marketing strategies for Service Marketing, Rural marketing, Marketing Research, Advertisement and Sales Management etc.

## **BCM 406: Quantitative Techniques and Methods**

The objective of the paper is to acquaint the student with the various Quantitative Techniques and Methods used in managerial decisions. After completion of this course the student will be able to:

**CO1:** Understand introduction of quantitative techniques and its uses in Business.

**CO2:** Apply probability calculations and normal distribution techniques to calculate probabilities for business scenarios.

**CO3:** To understand the students to know the basic terminology and formulation of linear programming problem.

**CO4:** Understand the students to solve linear programming problem to maximize the profit and to minimize the cost.

**CO5:** Understand applications of linear programming problem in commerce, economics and banking etc.

**CO6:** Understand the concept and calculation of interpolation and extrapolation with the help of binomial expansion method, newton's Method and lagrange's Method.

**CO7:** Learn the difference between interpolation and extrapolation.

**CO8:** know the relationship between two variables with the help of correlation analysis.

**CO9:** Learn the computation of correlation with the help of methods-scattered Diagram, Karl Pearson's coefficient of correlation, rank Correlation and concurrent deviation method.

**CO10:** To use regression analysis to estimate the average relationship between two variables and to use frequency distribution to make decision.

**CO11:** Learn simple linear regression and estimation of parameters (slope and intercept).

**CO12:** Understand the difference between correlation and regression.

**B.Com (Semester V)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 501</b>	INCOME TAX LAWS
<b>BCM 502</b>	MANAGEMENT ACCOUNTING
<b>BCM 503</b>	INDIAN ECONOMY
<b>BCM 504</b>	PRODUCTION AND OPERATIONS MANAGEMENT
<b>BCM 505</b>	ENTREPRENEURSHIP AND SMALL BUSINESS
<b>BCM 506</b>	FINANCIAL MARKETS AND SERVICES

## **BCM 501: Income Tax Law**

Upon completion of this course, the students will acquire the knowledge of laws pertaining to levy of income tax in India and to enable students to apply the same practically.

**CO1:** Understand the basic concepts in the law of Income Tax and determine the residential Status of different persons.

**CO2:** Identify the various incomes which are not included in Gross Total Income.

**CO3:** Identify the five heads in which income is divided.

**CO4:** Understand the provisions regarding computation of Income under the head Salary, House Property, Profits and Gains of Business and Profession, Capital Gains and Income from other Sources.

**CO5:** Acquaint with the concepts of Agriculture Income and its Tax treatment.

## **BCM-502: Management Accounting**

After completion of this course the student will be able:

**CO1:** To participate in effective decision making by understanding and analysing financial statements from practical point of view.

**CO2:** To make intra firm and inter-firm comparisons of financial statements of the concerns.

**CO3:** To understand cash flow and fund flow statements for effective planning of short-term finances of the organisation.

**CO4:** To apply the art of understanding and interpreting the ratios and analyse its effects on short term and long-term financial position of the concern.

**CO5:** To understand the inflation accounting and its impact on business.

**CO6:** To understand the importance of social and human resource accounting.

### **BCM 503: Indian Economy**

**CO1:** Gives comprehensive understanding of Indian economy and explains nature of development in various economies.

**CO2:** Understand government policies and programs to boost economic development; understanding of Indian economy with global economy with special reference to comparison of India and China.

**CO3:** Understand how planning and infrastructure support economic development of an economy. Explains demographic features of India.

**CO4:** Explains structural aspects of Indian economy, economic reforms and problems of the economy with latest data that will increase analytical skills of students.

**CO5:** Explains volume, composition and direction of foreign trade with government policy to increase foreign trade. Describes different economic problems like unemployment, inflation and poverty with their causes and suggestions.

## **BCM 504: Production and Operation Management**

After completing the course, the students will be able to:

**CO1:** Gain Knowledge about managing production processes.

**CO2:** Learn the ways to run the operations effectively.

**CO3:** Better understand the modern production techniques.

**CO4:** Gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.

**CO5:** Understand the concepts of Production and Operations management of an industrial undertaking.

**CO6:** Have an understanding of the development of manufacturing and service operations management as a subject and be able to outline the strategic concerns involved in operations decisions.

## **BCM 505: Entrepreneurship and Small Business**

**CO1:** Familiarize the budding entrepreneurs with the competencies and qualities of the successful entrepreneurs.

**CO2:** Students understand the needs and beginning of entrepreneurial class and communicate the applicability of different entrepreneurial theories.

**CO3:** Help learners understand various issues involved in setting up a private enterprise and develop required entrepreneurial skills in economic development.

**CO4:** Evaluate the different factors which affect the growth of entrepreneurs and developments of women entrepreneurship.

**CO5:** Analyse the role of EDP's and different financial or non-financial authorities for sustainability and encouraging entrepreneurship.

**CO6:** Students get aware regarding different Governmental and Non-Governmental policies and assistance in setting up SSI, Institutional support to small entrepreneurs from NSIC, SIDO and TCOs.

## **BCM 506: Financial Markets and Services**

After Completing this Course, the students will be able to:

**CO1:** understand the basic knowledge about the Finance concepts, markets and various services provided by those markets.

**CO2:** describe the types of financial markets and identify the functions of those markets and institutions and examine their role in the current economic scenario of the country.

**CO3:** understand the mechanism and regulation of the stock market operations and clearing & settlement procedures of online trading on the Stock Exchange.

**CO4:** determine and analyze the appropriate measures of risk and return for various financial instruments.

**CO5:** understand the significance of various money market and capital market instruments that operate in today's financial markets.

**CO6:** acquaint their knowledge with various types of financial services such as factoring, leasing, merchant banking etc.

**CO7:** know about the different financial institution established by the government for providing financial services to the Businesses and smoothening of the business processes.



**B.Com (Semester VI)**

<b>CODE</b>	<b>COURSE</b>
<b>BCM 601</b>	DIRECT TAX LAWS
<b>BCM 602</b>	FINANCIAL MANAGEMENT
<b>BCM 603</b>	ISSUES IN FINANCIAL REPORTING
<b>BCM 604</b>	SOCIAL AND BUSINESS ETHICS
<b>BCM 605</b>	OPERATIONAL RESEARCH
<b>BCM 606</b>	SECTORAL ASPECTS OF INDIAN ECONOMY

## **BCM 601: Direct Tax Laws**

After completion of this course the student will be able:

**CO1:** To get knowledge about Deemed Incomes and Clubbing of Incomes (Aggregation of Incomes)

**CO2:** To get acquainted with Set-off and Carry Forward of Losses

**CO3:** To get information about Deductions to be made in Computing the Total Income, Rebate & Relief

**CO4:** To get familiar with Assessments of HUF, Association of Persons & Firm.

**CO5:** To know about Income Tax Authorities, Procedure of Assessment (Practical aspects of Filing of Return to be stressed) and the Penalties.

**CO6:** To get familiar with Deduction & Collection of Tax at Source, Advance Payment of Tax, Appeals & Revision.

## **BCM-602: Financial Management**

After completion of this course the student will be able:

- CO1:** To elucidate the basic analytical techniques and methods of financial management of business firms.
- CO2:** To apply the concept of Financial Management in understanding the managerial decisions and corporate capital structures.
- CO3:** To understand the importance of time value of money and analyse the real impact of monetary transactions.
- CO4:** To analyse the viability and suitability of long-term investments proposals through various techniques/methods of capital budgeting.
- CO5:** To develop awareness of various determinants and theories of Capital Structure.
- CO6:** To understand the determinants of working capital and able to estimate the short-term sources requirement.
- CO7:** To acquire theoretical & practical knowledge of various dividend models and understand the dividend policies of corporates.

## **BCM 603: Issues in Financial Reporting**

After Completing this Course, the students will be able to

**CO1:** understand the need and emergence of international financial reporting standards.

**CO2:** understand the history of accounting standard-setting in the United States and apply this history when explaining the current standard-setting environment.

**CO3:** examine the role of the Conceptual Framework in the standard-setting process.

**CO4:** discuss Generally Accepted Accounting Principles in relation to a variety of controversial accounting issues

**CO5:** understand and explain the various Indian accounting standards.

**CO6:** understand the concepts and Models of price level changes and Human Resource Accounting

**CO7:** describe and explain the ethical and social responsibilities of accountants in ensuring the integrity of financial information

## **BCM 604: Social and Business Ethics**

After completing this course, the students will be able to:

**CO1:** Acquire the knowledge of various Business Ethics which contribute substantially in the achievement of Corporate Excellence.

**CO2:** Become aware about the acts which a corporate should follow.

**CO3:** Understand that adoption of Business ethics helps the Corporate bodies to reach to maximum heights.

**CO4:** Become aware that Business Ethics discourages corporate wrong doing .

**CO5:** Understand the importance of Ethical Conduct for Business and Community.

**CO6:** Analyse the Employee conditions and Business Ethics affecting them .

## **BCM 605: Operational Research**

To understand the concepts and techniques of Operations Research for business decision making and to acquire required skills to solve various problems in OR. Students completing this course will be able to:

**CO1:** Understand the basic concept of Operational Research its Significance and Scope to make effective business decisions.

**CO2:** Describe the basic concepts of convex analysis and explain the theoretical foundations of various issues related to linear programming modelling.

**CO3:** Formulate real-world problems as a linear programming model and describe the theoretical workings of the graphical and simplex method, demonstrate the solution process by hand and solver.

**CO4:** Explain the relationship between a linear program and its dual, including strong duality and complementary slackness.

**CO5:** Formulate specialized linear programming problems, namely transportation and assignment problems and describe theoretical workings of the solution methods for transportation and assignment problems, demonstrate solution process by hand and solver.

**CO6:** Apply the knowledge of game theory concepts to articulate real-world decision situations for identifying, analyzing, and practicing strategic decisions to counter the consequences.

**CO7:** Demonstrate solution methods including graphs and linear programming to analyze and solve the Two-person, zero-sum games.

**CO8:** To understand mathematical models used in Decision Theory and Replacement Problem (Individual and Group replacement Problems both).

**CO9:** To impart knowledge in concepts and tools of Simulation and Applications.

## **BCM: 606- Sectoral aspects of Indian economy**

After completing this course, the students will be able to:

**CO1:** Acquire the knowledge of Agriculture: Features, Agricultural Productivity and Income,

**CO2:** Understand the agricultural Finance and Agricultural Policy

**CO2:** Gain knowledge about Contract Farming, Organic Farming and Corporate Farming.

**CO3:** Become familiar about Industrial Development during the Planning Period, Industrial Policy of Govt. of India and national manufacturing policy.

**CO4:** Understand about Services Sector in India: Growth and Contribution of Services in India in Pre and Post Reform Period

**CO5:** Know the Problems of Indian Economy: Poverty, Unemployment, Inflation, Unequal distribution of Income and Wealth

**CO6:** Understand the Inter-State disparities in the Pattern of Development.

**Shree Atam Vallabh Jain College**  
**Ludhiana**

Programme  
&  
Course Outcomes

**Bachelor of Business  
Administration**  
**(B.B.A.)**

## **PROGRAM OUTCOMES (POs)**

### **Bachelor of Business Administration (BBA)**

After the completion of this programme the students will be able to:

**PO1:** Acquire the knowledge of various theories related to prevalent domestic, International, Economic and Organisational Environment.

**PO2:** Apply basic statistical skills necessary for analysis of a range of problems in accounting, marketing, management and finance.

**PO3:** Apply critical and analytical skills and methods to the identification, evaluation and resolution of complex problems.

**PO4:** Become academically excellent and would develop strategic and critical thinking in relation to business and management related issues.

**PO5:** Become skilled in the use of Computer systems used in commerce and business through Practical assignments, Exercises and demonstrations.

## **COURSE OUTCOMES (COs)**

### **BBA SEM-I**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 101 A/ BBA 101 B</b>	PUNJABI/ HISTORY AND CULTURE OF PUNJAB
<b>BBA 102</b>	ORGANIZATION BEAVIOUR
<b>BBA 103</b>	FUNDAMENTALS OF INFORMATION TECHNOLOGY
<b>BBA 104</b>	MANAGEMENT CONCEPTS AND PRACTICES
<b>BBA 105</b>	FINANCIAL ACCOUNTING
<b>BBA 106</b>	ESSENTIALS OF BUSINESS ECONOMICS-I

## BBA- 101 A Punjabi

- ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਦੇ ਗਿਆਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਭਾਸ਼ਾਈ ਸਮਰਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਅੰਦਰ ਸਾਹਿਤਕ ਰੁਚੀਆਂ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਤੋਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸਿਰਜਣਾਤਮਕ ਸੋਚ ਦਾ ਵਿਕਾਸ ਹੁੰਦਾ ਹੈ।
- ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਭਾਵਾਂ ਨੂੰ ਲਿਖਿਤ ਅਤੇ ਮੌਖਿਕ ਰੂਪ ਵਿਚ ਵਿਅਕਤ ਕਰਨ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਭਾਸ਼ਾ ਦੀ ਵਿਆਕਰਣ ਮੁਹਾਰਤ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਅਸਾਨੀ ਨਾਲ ਸਮਝਣ ਦੀ ਯੋਗਤਾ ਪੈਦਾ ਹੁੰਦੀ ਹੈ।
- ਵਿਆਕਰਣ ਪੱਧਰ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਉਚਾਰਣ ,ਪੜ੍ਹਨ ਤੇ ਲਿਖਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਸਮਾਜਿਕ ,ਰਾਜਨੀਤਿਕ ਅਤੇ ਧਾਰਮਿਕ ਮੁੱਦਿਆਂ ਪ੍ਰਤੀ ਵਿਚਾਰਾਂ ਦੇ ਨਿਰਮਾਣ ਦੀ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ ਹੁੰਦਾ ਹੈ।
- ਸਾਹਿਤਕਾਰਾਂ ਦੀ ਨਿੱਜੀ ਜ਼ਿੰਦਗੀ ਅਤੇ ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਗ੍ਰਹਿਣ ਕਰਨਾ।
- ਸ਼ੁੱਧ - ਅਸ਼ੁੱਧ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਪੰਜਾਬੀ ਦੇ ਸ਼ਬਦਾਂ ਦੇ ਸ਼ੁੱਧ ਰੂਪ ਨੂੰ ਪਹਿਚਾਨਣ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਲੇਖ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਮੌਜੂਦਾ ਮੁੱਦਿਆਂ ਬਾਰੇ ਜਾਨਣ ਸਮਝਣ ਅਤੇ ਆਪਣੇ ਵਿਚਾਰ ਪੇਸ਼ ਕਰਨ ਦਾ ਹੁਨਰ ਪੈਦਾ ਹੁੰਦਾ ਹੈ।
- ਪੰਜਾਬੀ ਕਹਾਣੀਆਂ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀ ਪੰਜਾਬੀ ਦੇ ਵਿਭਿੰਨ ਵਿਸ਼ਿਆਂ ,ਪ੍ਰਸਥਿਤੀਆਂ ,ਸਮਿਆਂ ਅਤੇ ਉਹਨਾਂ ਦੇ ਹੱਲਾਂ ਬਾਰੇ ਗਿਆਨ ਹਾਸਿਲ ਕਰਦੇ ਹਨ।

## BBA 101B: History & Culture of Punjab

- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਭੂਗੋਲ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਇਤਿਹਾਸ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੇ ਧਰਮ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੀ ਸਭਿਅਤਾ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਗਿਆਨ।
- ਆਪਣੀ ਸਭਿਅਤਾ ਵਿੱਚ ਮਨਾਏ ਜਾਂਦੇ ਦਿਨ ਤਿਉਹਾਰਾਂ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- 5000 •ਬੀ.ਸੀ .ਤੋਂ ਹੁਣ ਤੱਕ ਦੇ ਪੰਜਾਬ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਪੰਜਾਬ ਦੀ ਸਲਤਨਤ ਤੇ ਰਾਜ ਕਰਨ ਵਾਲੇ ਸਾਸ਼ਕਾਂ ਦੀ ਜ਼ਿੰਦਗੀ ਤੇ ਸਾਸ਼ਨ ਕਾਲ ਬਾਰੇ ਗਿਆਨ।
- ਨਕਸ਼ੇ ਰਾਹੀਂ ਆਪਣੀਆਂ ਮਹਤਵਪੂਰਣ ਇਤਿਹਾਸਿਕ ਥਾਵਾਂ ਦਾ ਗਿਆਨ।

## **BBA-102: Organizational Behaviour**

After completing this course, the students will be able to:

**CO1:** The objective of the course is to develop a theoretical understanding among students about the structure and behaviour of organization as it develops over time. The course will also make them capable of realizing the competitiveness for firms.

**CO2:** Acquire theoretical and practical acquaintance of management behaviour, procedures and practices; understand the process of planning, organising, controlling, staffing and decision making, behaviour of the individuals and members of the group.

**CO3:** Develop ability to know the basic structure of management functions, policies and procedures, to know about how to manage individuals at place of work.

**CO4:** Acknowledge leadership and motivational theories which help students to develop insights and to manage work relations.

**CO5:** Understand different types of group dynamics, team development and to know the significance of organizational culture and how to deal with organisational change and work stress.

**CO6:** Analyse and Interpret different types of organisation structures, understand two-way communication process and enlarge capability to overcome or remove barriers to effective communication.

### **BBA 103: Fundamentals of Information Technology**

After completing this course, the students will be able to:

**CO1:** Describing the Definition, Features and Classification of computers, Concept of OS, Introduction to Windows.

**CO2:** Explaining Difference between Hardware and Software. Types of Software System.

**CO3:** Assessing MS-Word, MS-Excel and MS-PowerPoint

**CO4:** Assessing Internet, Basic Navigating inside and between Web Pages, Copying Text and Graphics from the Web, Bookmarks, Search Engines and how to perform Searches

**CO5:** Describing Intranets and Extranets, World Wide Web, the Internet Standards, E-Business Infrastructure, Future of the Internet Infrastructure

## **BBA 104: Management Concepts and Practices**

**CO1:** The objective of the paper is to help the students understand the process of business management, concept of Management, its Principles and Functions and Significance of Management.

**CO2:** To understand the difference of management and administration, evolution of management thought.

**CO3:** To elaborate Planning and its Significance, types and relationship between planning and controlling. To acquaint with decision making its types and process and to judge the rationality of decision making.

**CO4:** To understand with easy approach about MBO, Organization and its concept, process and significance and Organization Design and Classical Theory. To get acquainted with Departmentation, Span of Control, Delegation and Decentralization.

**CO5:** To acquire theoretical and practical knowledge about Direction and Motivation, Supervision, Leadership, Coordination and Controlling. To interpret emerging issues in Management of Strategic Change, Knowledge Management, Learning Organization, Managing Diversity.

## **BBA105: Financial Accounting**

**CO1:** Familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.

**CO2:** Acquire conceptual knowledge of basics of accounting, prepare ledger accounts and do journal entries accordingly.

**CO3:** How to prepare Final Accounts: Trading, Profit and Loss Account and Balance Sheet of a Sole Proprietary Concern.

**CO4:** Accounting procedure for Issue and Forfeiture of Shares, Reissue of Shares, Employee Stock Option Plan, Right Issue and Bonus Share.

**CO5:** Accounting procedure for Issue and Redemption of Debenture, Final Accounts of Companies.

**CO6:** Students learn the procedure of creation of vouchers and recording transactions, preparing reports etc.

## **BBA 106- Essentials of Business Economics-I**

**CO1:** Demonstrate an understanding of theories and principals of microeconomics and explains why it is important.

**CO2:** Explain the determinants of demand and supply. It illustrates graphically market equilibrium, surplus and shortages. Demonstrate the impact of shifts in both market supply and demand curves on equilibrium price and output. Calculate supply and demand elasticities, identify the determinants of price elasticity of demand and supply, and demonstrate the relationship between elasticity and total revenue.

**CO3:** Describe the production function and the Law of Diminishing Marginal Productivity; calculate and graph short-run and long-run costs of production

**CO4:** Identify the four market structures by characteristics; calculate and graph the profit maximizing price and quantity in the output markets by use of marginal analysis.

**CO5:** Understand the difference between the firm and the industry; explain and illustrate the differences between the demand curve for a perfectly competitive firm and that for a perfectly competitive industry. Understand why perfectly competitive markets are efficient

**CO6:** Describe characteristics of monopoly, monopolistic competition and oligopoly. Understand how product differentiation works in monopolistically competitive industries and how firms use advertising to differentiate their products, understanding impact on elasticity

**BBA SEM-II**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 121 A/ BBA 121 B</b>	PUNJABI/ HISTORY AND CULTURE OF PUNJAB
<b>BBA 122</b>	BUSINESS STATISTICS
<b>BBA 123</b>	ESSENTIALS OF BUSINESS ECONOMICS-II
<b>BBA 124</b>	LEGAL ASPECTS OF BUSINESS
<b>BBA 125</b>	PERSONALITY DEVELOPMENT AND PROFESSIONAL SKILLS
<b>BBA 126</b>	MANAGERIAL ACCOUNTING

## BBA 121 A- Punjabi

- ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਦੇ ਗਿਆਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਭਾਸ਼ਾਈ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ।
- ਕਾਵਿ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਅੰਦਰ ਸਾਹਿਤਕ ਰੁਚੀਆਂ ਦਾ ਵਿਕਾਸ।
- ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਦੇ ਮਾਧਿਅਮ ਤੋਂ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸਿਰਜਣਾਤਮਕ ਸੋਚ ਦਾ ਵਿਕਾਸ।
- ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਭਾਵਾਂ ਨੂੰ ਲਿਖਿਤ ਅਤੇ ਮੌਖਿਕ ਰੂਪ ਵਿਚ ਵਿਅਕਤ ਕਰਨ ਦਾ ਹੁਨਰ।
- ਭਾਸ਼ਾ ਦੀ ਵਿਆਕਰਣ ਮੁਹਾਰਤ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਹੋਰ ਭਾਸ਼ਾਵਾਂ ਨੂੰ ਅਸਾਨੀ ਨਾਲ ਸਮਝਣ ਦੀ ਯੋਗਤਾ।

- ਵਿਆਕਰਣ ਪੱਧਰ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਉਚਾਰਣ ,ਪੜ੍ਹਨ ਤੇ ਲਿਖਣ ਦਾ ਹੁਨਰ।
- ਸਮਾਜਿਕ ,ਰਾਜਨੀਤਿਕ ਅਤੇ ਧਾਰਮਿਕ ਮੁੱਦਿਆਂ ਪ੍ਰਤੀ ਵਿਚਾਰਾਂ ਦੇ ਨਿਰਮਾਣ ਦੀ ਸਮਰੱਥਾ ਵਿਚ ਵਾਧਾ।
- ਸਾਹਿਤਕਾਰਾਂ ਦੀ ਨਿੱਜੀ ਜ਼ਿੰਦਗੀ ਅਤੇ ਸਾਹਿਤਕ ਰਚਨਾਵਾਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਗ੍ਰਹਿਣ ਕਰਨਾ।
- ਕਾਰੋਬਾਰੀ ਇਸ਼ਤਿਹਾਰ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਆਪਣੇ ਵਪਾਰ ਨੂੰ ਸਥਾਪਿਤ ਕਰਨ ਦੀ ਸਮਰੱਥਾ।
- ਪੰਜਾਬੀ ਕਹਾਣੀਆਂ ਰਾਹੀਂ ਵਿਦਿਆਰਥੀ ਪੰਜਾਬੀ ਦੇ ਵਿਭਿੰਨ ਵਿਸ਼ਿਆਂ ,ਪ੍ਰਸਿਥਿਤੀਆਂ ,ਸਮਿਆਂ ਅਤੇ ਉਹਨਾਂ ਦੇ ਹੱਲਾਂ ਬਾਰੇ ਗਿਆਨ ਅਤੇ ਲਿਖਣ ਦੀ ਰੁਚੀ ਵਿਚ ਵਾਧਾ।
- ਵਿਸ਼ਰਾਮ ਚਿੰਨ ਨਾਲ ਵਿਦਿਆਰਥੀਆਂ ਵਿਚ ਸ਼ੁੱਧ ਸ਼ਬਦ ਲਿਖਣ ਤੇ ਅਸ਼ੁੱਧ ਸ਼ਬਦਾਂ ਨੂੰ ਪਹਿਚਾਨਣ ਦੀ ਸਮਰੱਥਾ।

## BBA 121 B- History and Culture of Punjab

- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਭੂਗੋਲ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀ ਪੰਜਾਬ ਦੇ ਵਿਸ਼ਾਲ ਇਤਿਹਾਸ ਬਾਰੇ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੇ ਧਰਮ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਵਿਦਿਆਰਥੀਆਂ ਨੂੰ ਆਪਣੀ ਸਭਿਅਤਾ ਦੇ ਹੋਂਦ ਵਿਚ ਆਉਣ ਦੇ ਇਤਿਹਾਸ ਗਿਆਨ।
- ਆਪਣੀ ਸਭਿਅਤਾ ਵਿੱਚ ਮਨਾਏ ਜਾਂਦੇ ਦਿਨ ਤਿਉਹਾਰਾਂ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- 5000 •ਬੀ.ਸੀ .ਤੋਂ ਹੁਣ ਤੱਕ ਦੇ ਪੰਜਾਬ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਦੇਸ਼ ਦੀ ਵੰਡ ਵਿਚ ਪੰਜਾਬ ਦੀ ਵੰਡ ਦੇ ਇਤਿਹਾਸ ਦਾ ਗਿਆਨ।
- ਪੰਜਾਬ ਦੀ ਸਲਤਨਤ ਤੇ ਰਾਜ ਕਰਨ ਵਾਲੇ ਸਾਸ਼ਕਾਂ ਦੀ ਜ਼ਿੰਦਗੀ ਤੇ ਸਾਸ਼ਨ ਕਾਲ ਬਾਰੇ ਗਿਆਨ।
- ਨਕਸ਼ੇ ਰਾਹੀਂ ਆਪਣੀਆਂ ਮਹਤਵਪੂਰਣ ਇਤਿਹਾਸਿਕ ਥਾਵਾਂ ਦਾ ਗਿਆਨ।

## **BBA 122: Managerial & Soft Skills Management**

**CO1:** The basic objective of this paper is to develop the personality of the students to achieve excellence in their career development.

**CO2:** To understand about Personal Development & Interpersonal Relationship, The Self Concept and Self-Management Techniques and to elaborate Tips to Enhance Interpersonal Relationship, Team Building, Ethical Dilemmas, Culture in Job and Improving Personal Memory and Other Skills.

**CO3:** To acquaint with Career Development, The Career Autobiography, Job Search Process, Organizational Career and the Global Leaders Study and Resume Writing.

**CO4:** To impart knowledge about Communication Planning, Public Speaking, Group Discussion, Presentation Skills and Non-Verbal Communication and Other Skills like Negotiation Skills, Leadership.

## **BBA123: Essentials of Business Economics-II**

**CO1:** Explains meaning of economics and how economists use economic models. It relates factors that determine national income such as consumption, saving and investment.

**CO2:** Understand theories and principals in macroeconomics and explain how economic indicator like GDP, National income are used to assess the state of the economy

**CO3:** Describe and calculate unemployment and examine causes and types of unemployment, including cyclical, frictional, structural, and natural unemployment.

**CO4:** Use the AD-AS model to explain the equilibrium levels of real GDP and price level and examine factors that shift aggregate supply and aggregate demand. It Illustrate economic growth, unemployment, and inflation using the AS/AD model

**CO5:** Explain Classical model of income and employment and describes the situation of full employment in the economy

**CO6:** Describes Keynesian economics with its policy implications. Compares the Keynesian model of income and employment with classical model and describes the significance of Keynes theory.

**CO7:** Explains definition, causes and effects of inflation and explains economic policies for growth.

## **BBA 124: Business Laws**

After completing this course, the students will be able:

**CO1:** To understand the meaning of Contract, Characteristics and Kinds of contracts, Essentials of a Valid Contract- Offer and Acceptance, Consideration, Contractual Capacity, Free Consent, Legality of Objectives, Void Agreements.

**CO2:** To elucidate various modes of Discharging the contract including Breach and its Remedies.

**CO3:** To acquire knowledge about entering into special contracts like indemnity, guarantee, bailment, pledge and agency including the remedies available to the parties for the breach of contracts.

**CO4:** To hold grip on basics of Sales of Goods Act including conditions, warranties, Transfer of Ownership in Goods including Sale by Non- Owners.

**CO5:** To understand the concepts of Performance of Contract of Sale, Unpaid Seller- Meaning and Rights of An Unpaid Seller against the Goods and the Buyer

**CO6:** To acquire knowledge about the provisions of Factories Act regarding health, safety and welfare of workers with additional provisions regarding employment of women, young person, Children and Leave with Wages.

### **BBA125: Personality Development and Professional Skills**

This course deals with personality development, creativity skills, and ethics in business and help students to acquire a range of useful strategies and other skills for enhancing their professional effectiveness.

**CO1:** To develop interpersonal skills and enhancing interpersonal skills.

**CO2:** To improve personal skills like: reading skills, problem solving skills, creativity skills, listening skills and time management skills.

**CO3:** Familiarize the students with career development skills like: Public speaking, presentation skills, group discussion, job interviews, resume writing and job application writing skills.

**CO4:** To acquaint the students with team building and negotiation skills, conflict resolution methodology and team behaviors.

**CO5:** To make the students understand the concept of work culture, ethics and stress management and strategies for capacity building.

**CO6:** Familiarize the students with the skills of non-verbal communication and work place etiquettes etc.

## **BBA 126: Managerial Accounting**

**CO1:** Acquaint students with concepts of cost and management accounting and their application in managerial decision making.

**CO2:** Knowledge about Origin, Concept, Nature and Scope of Management Accounting, Distinction between Management Accounting and Financial Accounting.

**CO3:** Understanding of Nature, Importance and Limitations of Financial Statements.

**CO4:** Basic understanding of various Tools of Financial Analysis such as Trend Analysis, Common Size Financial Statements and Comparative Financial Statements

**CO5:** Prepare Cash Flow and Funds Flow statements this helps them in planning for intermediate and long-term finances.

**CO6:** Calculate various accounting ratios and analyse and interpret the liquidity, solvency, turnover and profitability by these ratios.

**CO7:** Development of the know-how and concept of marginal costing with practical problems and applications of Marginal costing.

**CO8:** Understanding of different Cost concepts, Classification of costs, Absorption and Marginal Costing.

**CO9:** Acquire in depth indulgent of cost accounting principles for identification, analysis and interpretation of cost components and ascertainment using various costing methods and procedures.

**BBA SEM-III**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 201</b>	ENGLISH AND BUSINESS COMMUNICATION SKILLS
<b>BBA 202</b>	OPERATION RESEARCH
<b>BBA 203</b>	MARKETING MANAGEMENT
<b>BBA 204</b>	ECONOMICS OF MONEY AND BANKING
<b>BBA 205</b>	REGULATORY FRAMEWORK OF COMPANIES
<b>BBA 206</b>	DIRECT TAX LAWS

## **BBA 201: English and Business Communication skills**

The course will enrich the students to

**CO1:** interact with their peers and friends in business English

**CO2:** succeed in global business with multilingual communications skills

**CO3:** inculcate strong pronunciation as well as the ability to express themselves

**CO4:** increase sustainability and career progression in the workplace

**CO5:** develop high- end interpersonal and networking skills

**CO6:** develop clear and lucid writing skills

**CO7:** assist in communicating more meticulously

**CO8:** express themselves in the most convincing ways

**CO9:** draft empathetic social communication in business dealings

**CO10:** have a better and impressive personality

## **BBA202: Operations Research**

After completing this course, the students will be able to:

**CO1:** Understand concepts, scope and techniques of operations research for business decision making.

**CO2:** Appropriately formulate linear programming models and application of OR techniques to solve Linear programming problems.

**CO3:** Propose the strategy using decision making method under uncertainty and game theory.

**CO4:** Understand and interpret variety of problems such as assignment, transportation and travelling salesman, etc.

**CO5:** Solve multilevel decision problems and different real-life situations using Sequencing and Queuing techniques.

## **BBA 203: Marketing Management**

After completing this course, the students will be able to:

**CO1:** List the foundation terms, concepts and principles of marketing.

**CO2:** Classify the marketing environment and learn how to cope with changing marketing forces.

**CO3:** Use the various essential tools and techniques for effective marketing practice.

**CO4:** Examine relationship between marketing and other management functions.

**CO5:** Illustrate various marketing decision related to product, price, place and promotions.

**CO6:** Recommend the various marketing strategies for Service Marketing, Rural marketing, Marketing Research, Advertisement and Sales Management etc.

## **BBA 204: Economics of Money and Banking**

After completing this course students will be able to:

**CO1:** Understand basic concepts of economics and money banking.

**CO2:** Learn the nature and functions of money, monetary systems, demand and supply of money, monetary policy, and monetary transmission mechanism.

**CO3:** Understand Keynesian model and Monetarist model

**CO4:** Understand the concept of neutralization of money.

**CO5:** Learn functions of Central, Commercial and International banking, international liquidity.

**CO6:** Learn WTO and GATT, e-banking, I-banking and Electronic Fund Transfer.

## **BBA 205: Regulatory Framework for Companies**

After completion of this course the student will be able:

**CO1:** To Understand the Meaning and Definition of Company, its Characteristics & Concept of Lifting of Corporate Veil and kinds of companies.

**CO2:** To Acknowledge the steps in formation of Company and explicate the three important documents for incorporation and commencement of Business of Company: Memorandum of Association, Articles of Association and Prospectus.

**CO3:** To elucidate the alteration of MOA, AOA and consequences of misrepresentation in prospectus and to specify various types of shares and share capital.

**CO4:** To recognize about the Appointment, Qualification, Rights, Responsibilities, Liabilities and Disqualification of Directors.

**CO5:** To understand the need and provisions of holding various meetings such as: Statutory, Annual, Extra ordinary and Board Meetings.

**CO6:** To get knowledge about Objectives, Establishment and Management of SEBI, Functions and Powers of SEBI, Securities Appellate Tribunal (SAT).

**BBA 206: Direct Tax Laws**

**CO1:** Students get aware about the basic structure of taxation in India

**CO2:** Define the procedure of direct tax assessment.

**CO3:** Identify the five heads of Income Tax in which income can be categorised.

**CO4:** Understand clubbing provisions, aggregation of income after set-off and carry forward of losses.

**CO5:** Compute total income and avail the different deductions so as to minimise the taxable income.

**BBA SEM-IV**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 221</b>	ENGLISH AND BUSINESS COMMUNICATION SKILLS
<b>BBA 222</b>	PROJECT MANAGEMENT
<b>BBA 223</b>	RESEARCH METHODOLOGY
<b>BBA 224</b>	HUMAN RESOURCE MANAGEMENT
<b>BBA 225</b>	GOODS AND SERVICES TAX
<b>BBA 226</b>	DATABASE MANAGEMENT SYSTEM

## **BBA 221: English and Business Communication skills**

The course will enrich the students to:

**CO1:** interact with their peers and friends in business English

**CO2:** succeed in global business with multilingual communications skills

**CO3:** inculcate strong pronunciation as well as the ability to express themselves

**CO4:** increase sustainability and career progression in the workplace

**CO5:** develop high- end interpersonal and networking skills

**CO6:** develop clear and lucid writing skills

**CO7:** assist in communicating more meticulously

**CO8:** express themselves in the most convincing ways

**CO9:** draft empathetic social communication in business dealings

**CO10:** have a better and impressive personality

## **BBA222: Project Management**

After completing this course, the students will be able to:

**CO1:** Acquire basic knowledge of different facets of Project Management.

**CO2:** Assess various steps in generating and screening of the ideas involving Environment monitoring and project rating index.

**CO3:** Understand the feasibility study analysis for various projects.

**CO4:** Recommend techniques of Project Evaluation and Project Appraisal.

**CO5:** Understand Project organization and control using PERT, CPM, Cost and Time over run.

**CO6:** Framing of Project report and understanding requirements and methods of project report.

## **BBA223: Research Methodology**

After completing this course, the students will be able to:

**CO1:** Describe the Meaning, Objectives and Process of Research, Research Methods in Social Sciences, Exploratory, Descriptive and Experimental Research.

**CO2:** Outline the Applications and Limitations of Research Methods and Sampling Design

**CO3:** Explain Techniques for Data Collection; Primary and Secondary Sources, Primary Sources-Consumers and Trade Survey, Including Consumer Panels and Retail Auditing.

**CO4:** Recommend the Qualitative Techniques of Data-Collection and application including questionnaire Designing and protesting.

**CO5:** Assess difficulties in Measurement and Concepts of Validity and Reliability; Attitude Measurement General Methods; Scaling Techniques: Thurston, Likert, and Semantic Differentials

**CO6:** Construct Report Writing and Presentation of various reports

## **BBA 224: Human Resource Management**

After completing this course students will be able to:

**CO1:** Familiarize with the different aspects of managing human resource in the organization.

**CO2:** Learn that in present complex and rapidly changing environment, no business can grow without effective management of human resources.

**CO3:** Understand the Recent trends and challenges in HRM.

**CO4:** Learn the concept of recruitment, selection, Training, Transfer and promotions.

**CO5:** Understand HR Policies, HRIS, Kinds and techniques of HR research and HR audit.

**CO6:** Learn how to apply appropriate knowledge and skills for acquisition and retention of human resources in organizations.

**BBA 225: Good & Services Tax (GST)**

**CO1:** Compare the previous tax system and the present GST regime to critically examine the strengths and weaknesses of both systems.

**CO2:** Understand the comprehensive structure of GST along with basic principles underlying the indirect system of taxation in India.

**CO3:** Determine taxable event, taxable person, time, place and value of supply for implementation of SGST, CGST and IGST.

**CO4:** Get a better understanding of the registration process for claiming input tax credit and requirement of filing various forms and documents like tax invoice, debit note, credit note and bill of supply etc.

**CO5:** Describe the powers and functions of GST Council and its role in the administration of GST.

**CO6:** Basic understanding of the procedures regarding prosecutions and appeals under GST.

## **BBA 226: DATABASE MANAGEMENT SYSTEM**

After completing this course, the students will be able to:

**CO1:** Describe Database, File Oriented Systems, Database Management Systems, Advantages and Disadvantages of DBMS, Three Tier Architecture of DBMS, Client Server Architecture, Introduction to Distributed Databases, Components of DBMS.

**CO2:** Explaining Hierarchical, Network, Relational, E-R Model – Concepts, E – R diagrams, Structure of Relational Data Model, Keys, Integrity Constraints, DDL, DML

**CO3:** Describing Relational Algebra, Performing Operations Unions, Intersections, difference, Cartesian product, Projection, Selection, Joint.

**CO4:** Explaining Basic Operations of Relational Calculus, Writing Queries in Relational Calculus, Difference between Triple Relations, Calculus and Domain Relational Calculus and Between Relational Algebra and Relational Calculus.

**CO5:** Describing Normalization and its Need, Normal Forms, Functional Dependencies, Anomalies, Concepts of Database Securing, Integrity, Database Failures and Recovery Techniques.

**CO6:** Performing DDL Commands to Create, Alter, Rename, Delete Tables, DML Commands to Insert, Update and Delete the Records, Giving Queries to RDBMS, DCL Commands for Granting, Revoking Privileges and Creating Users

**BBA SEM-V**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 301</b>	INSURANCE AND RISK MANAGEMENT
<b>BBA 302</b>	INTERNATIONAL BUSINESS
<b>BBA 303</b>	BUSINESS ENVIRONMENT
<b>BBA 304</b>	ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT
<b>BBA 305</b>	CONSUMER BEHAVIOUR
<b>BBA 306</b>	SALES AND DISTRIBUTION MANAGEMENT

### **BBA 301: Insurance and Risk Management**

The objective of this course is to familiarize students with the principles and practices being followed in the insurance sector. The students will also learn risk management process and applications. After completing course the students will be able to:

**CO1:** Understand the concept, functions and relevance of insurance for individual, Business and society.

**CO2:** Acquire knowledge about fundamental and general Principles of Insurance.

**CO3:** Identify various types of insurance policies.

**CO4:** Identify the legal rules of Insurance under IRDA Act, 1999.

**CO5:** Recognize, evaluate and manage various business risks.

**CO6:** Use techniques of minimizing and handling of Commercial Property risk.

**CO7:** Acquire knowledge about policies and contracts–business liability and Risk Management insurance and workers' compensation and risk financing.

## **BBA 302: International Business**

After completion of this course, the learner will be able to:

**CO1:** Explain the concepts, importance and dynamics of international business.

**CO2:** Gain knowledge about Modes of entry in international business.

**CO3:** Get knowledge about trends in World trade and prevailing environment along with Theories of International Trade.

**CO4:** Get deep insight into Developments and Issues in International Business like FDI, joint ventures, acquisitions and greenfield investments along with Regional Economic Co-operation.

**CO5:** Knowledge about trends in India's Foreign Trade and EXIM Policy.

### **BBA 303: Business Environment**

After Completing this course ,the students will be able to :

**CO1:** Acquire knowledge of various environmental Factors that have major repercussions on business.

**CO2:** Sharpen their mind to watch and update the changes that occur constantly in the environment related to business sphere.

**CO3:** Acquaint themselves with various environmental factors that create a profound impact on Business Organization.

**CO4:** To Analyze and understand the implications of different Macro Economics Policies implemented by the Government.

**CO5:** Learn About various stock exchange rules that will help them in their further endeavour.

## **BBA 304: Entrepreneurship & Small Business Management**

**CO1:** To familiarize the students about Entrepreneur and qualities of Entrepreneur and help them to understand various issues involved in setting up a private enterprise.

**CO2:** To enable students to understand Project formulation, Entrepreneurship development.

**CO3:** To acquaint students with various EDPs Schemes, knowledge of Entrepreneurial skills.

**CO4:** To enable them to understand the various strategies and methods of mobilizing resources and to make use subsidies offered by the Government.

**CO5:** To enable them to understand various opportunities and challenges in carry in a new business.

**CO6:** To aware them to regarding EDI and other training institutes in Entrepreneurship.

**CO7:** To aware them about the various procedure for setting up a small-scale unit and various Government and non- Government policies available for setting up SSI.

**CO8:** To enable them to understand the Role of SSI in Economic development.

## **BBA 305: Consumer Behaviour**

After completing this course, the students are able

**CO1:** To understand the process of consumer behaviour, issues and dimensions, various internal and external factors that influence consumer behaviour.

**CO2:** To identify the determinants of Consumer Behaviour by studying the concepts of Motivation, perception, Learning and attitude.

**CO3:** To equip themselves with the knowledge of Consumer Decision Making Process and Cognitive Dissonance.

**CO4:** To learn the concepts of Role of Consumer Involvement, Customer Satisfaction and Consumer behaviour- interdisciplinary approach.

**CO5:** To understand the role of consumer behaviour in marketing strategy.

## **BBA 306: Sales and Distribution Management**

**CO1:** The purpose of this paper is to acquaint the student with the concepts which are helpful in developing a sound sales and distribution policy and in organizing and managing sales force and marketing channels.

**CO2:** To understand about Sales Management, Sales Force and Salesmanship. To get acquainted with Personal Selling and theories of personal selling.

**CO3:** To give a brief learning regarding Sales forecasting and different methods adopted to forecast sales, Sales Budget – its Importance, process and uses of sales budget. To impart knowledge about Sales territory and considerations in allocation of sales territory and Sales Quota, fixation of Sales Quota and its Administration.

**CO4:** To explore various Physical Distribution and Channels of Distribution, Its functions, selection & motivation of intermediaries. To acquaint students with Market Logistics and supply chain management.

**CO5:** To develop ability to know about Distribution warehousing and Its modern Concepts, Functions, Types & features of warehousing, Automation in warehousing and International Sales and Distribution management.

**BBA SEM-VI**

<b>CODE</b>	<b>COURSE</b>
<b>BBA 321</b>	BUSINESS POLICY AND STRATEGY
<b>BBA 322</b>	PRODUCTION AND OPERATIONS MANAGEMENT
<b>BBA 323</b>	SOCIAL AND ETHICAL ISSUES IN BUSINESS
<b>BBA 324</b>	PROJET REPORT AND VIVA VOCE
<b>BBA 325</b>	ADVERTISEMENT AND BRAND MANAGEMENT
<b>BBA 326</b>	MARKETING OF SERVICES

### **BBA 321: Business Policy and Strategy**

The course structure gives an insight into the strategic planning process done by organizations. The student is required to learn basics of that how a strategy is formed and finally implemented by organizations. After completing this course, the students will be able to:

**CO1:** Develop an understanding of the basic inputs in making and implementing Strategic decisions.

**CO2:** Identify issues and application of practices involved in strategic management.

**CO3:** Acquire knowledge of Environmental Appraisal and scanning techniques and Internal Appraisal techniques.

**CO4:** Differentiate between strategic Intent, Vision, and Mission.

**CO5:** Understand Corporate and Business level strategies.

**CO6:** Understand the Strategy implementation, Resource allocation, Projects and Procedural issues.

**CO7:** Differentiate Strategic and Operational Control.

**CO8:** Understand Organizational systems and Techniques of strategic evaluation.

## **BBA 322: Production and Operations Management**

After completion of this course, the learner will be able to:

**CO1:** Describe concepts, functions, scope, types of Production System along with the objectives and functions of production management and the role of plant layout /location in enhancing productivity and competitiveness.

**CO2:** Analyse and evaluate various types of production and controlling systems and discuss the factors that affect production control.

**CO3:** Expand knowledge regarding product quality control and set of techniques and tools for process improvements like TQM, SIXSIGMA.

**CO4:** Gain knowledge about material handling, Inventory Control to enhance productivity of material.

**CO5:** Get deep insight into the work, method and time study required for production and operation management which will help them to build career in manufacturing, product planning and development.

**CO6:** Gain knowledge of Maintenance Management and Statistical Quality Control.

### **BBA 323: Social and Ethical Issues in Business**

After completing this course, the students will be able to:

**CO1:** Acquire the knowledge of various Business Ethics which contribute substantially in the achievement of Corporate Excellence.

**CO2:** Become aware about the acts which a corporate should follow.

**CO3:** Understand that adoption of Business ethics helps the Corporate bodies to reach to maximum heights.

**CO4:** Become aware that Business Ethics discourages corporate wrong doing.

**CO5:** Understand the importance of Ethical Conduct for Business and Community.

**CO6:** Analyse the Employee conditions and Business Ethics affecting them.

### **BBA 324: Project Report and Viva Voce**

After completion of the Project and appearing in the VIVA VOCE the students will be able to:

**CO1:** Understand the meaning of Research and would be able to develop a research problem or design.

**CO2:** Apply Cognitive Strategy in various areas of research.

**CO3:** Collect, Interpret and Critique data to resolve a research question or evaluate a design.

**CO4:** Communicate research findings.

**CO5:** Apply and Evaluate methodology throughout the project.

**CO6:** Try hands on structured and scientific research models

## **BBA 325: Advertisement and Brand Management**

After completing this course the students will be able to:

**CO1:** Know Introduction, scope, need & importance; types & classification of advertisement, advertising & the promotion mix.

**CO2:** Understand the Advertising Objectives-DAGMAR, determining advertising budgets: Advertising planning and strategy, creative strategy development and implementation

**CO3:** Get familiarized with the Key factors influencing media planning; setting media objectives, media decisions; media class, media vehicle & media

option; Scheduling: flighting, pulsing & continuous; developing media strategies

**CO4:** Know the concept, nature, importance, brand evolution, brand life cycle, brand v/s generics, associating feelings with a brand; branding challenges and opportunities; Brand Identity and the brand loyalty.

**CO5:** Understand the concept and measures of brand equity, cost, price and consumer based methods, sustaining brand equity.

**CO6:** Get knowledge about concept, measures and formulation of brand personality.

**CO7:** Understand the repositioning, Celebrity Endorsement, Brand Extension, Differential Advantage, Strategies for Competitive Advantage.

## **BBA 326: Marketing of Services**

**CO1:** This course aims at enabling students to apply marketing concepts and principles to the unique challenges and opportunities of services marketing to create customer value.

**CO2:** To introduce about Services Marketing differentiating goods from services, Understanding Consumer Behaviour and markets: Consumer purchase process, Expectations and Perceptions.

**CO3:** To impart knowledge about Market Segmentation and positioning of services, Services Design and Development, Service blue printing and Pricing of services.

**CO4:** To introduce about Services Distribution Management: Distributing services, Implementing Services Marketing, Defining and Measuring Service Quality; The GAP Model; Customer Feedback and Service Recovery and Managing relationships and building loyalty.

## **PROGRAM OUTCOMES (POs)**

### **Bachelor of Computer Applications (BCA)**

PO1- The course will demonstrate engineering knowledge. Students can apply knowledge of mathematics, science and engineering to solve computer related problems.

PO2- To understand computer organization, hardware, software and to gain expertise in languages like Java, Python, C++ and data structures.

PO3- To be able to identify, formulate and analyze problems using different programming languages.

PO4- The course enables to Design, Implement and Evaluate computer based systems and enhanced logical thinking and analytical skills.

PO5- The course demonstrates an understanding of operating environment and use Linux operating system commands.

PO6- To enable students to communicate effectively with stakeholders and work collaboratively in teams.

PO7- The course builds up a wide range of career opportunities in the computer industry, including software, data analysis and IT management etc.

PO8- The course will help the students to apply computational skills to research and enable students to develop innovative software solutions.

## **BCA-16-101: English (Compulsory) – A**

After completion of this course the students will be able:

CO1- To analyze and interpret literary texts, identifying themes, and characters.

CO2- To identify genres, conventions and period-specific discourses and their relevance.

CO3- To enhance reading and writing skills.

CO4- To get familiar with the concept of formation of words.

CO5- To use textual words and idioms in sentences accurately.

CO6- To learn to translate texts and paragraphs accurately and effectively from source language to target language.

CO7- To demonstrate understanding of official letters, formats and, structures.

CO8- To strengthen the ability to write paragraph, summaries and themes using the process approach.

## **BCA-16-102: Fundamentals of Mathematical Statistics**

After completion of this course the students will be able:

CO1- To acquaint the knowledge of the basic techniques of Statistical Methods and to solve various Financial, Scientific and Engineering field's problems.

CO2- To Understanding the need for correlation analysis and techniques for measuring correlation.

CO3- To understand the objectives and concepts of obtaining regression analysis and apply regression analysis to model relationships between variables.

CO4- To get the familiarity with probability distributions such as discrete and continuous.

CO5- To be able to apply statistical concepts to computer science and IT Applications like data mining and data visualization.

CO6- To understand, develop and interpret statistical models and communicate statistical results effectively.

CO7- To comprehend concepts of random experiments, sample spaces, events and probability axioms.

CO8- To learn estimation, hypothesis testing and confidence intervals.

## **BCA-16-103: Computer Fundamentals and Computing Software**

After completion of this course the students will be able:

**CO1-** To familiarize with the core components and functions of a computer system, including hardware and software.

**CO2-** To learn how to navigate and use different operating systems like Windows, mac OS and Linux.

**CO3-** To acquaint the understanding of how data is stored, retrieved, and managed in computer systems, including the use of storage devices like hard drives, SSDs, and cloud storage.

**CO4-** To identify and understand the role of various input (keyboard, mouse) and output (monitor, printer) devices in a computer system and basic understanding of computer networking concepts, including LAN, WAN, and internet connectivity.

**CO5-** To learn about the importance of cyber security and how to protect data from unauthorized access, viruses, and other threats.

**CO6-** To develop skills to diagnose and fix common hardware and software issues in a computer system.

**CO7-** To introduce common software applications like word processors, spreadsheets, and presentation tools used in everyday tasks.

**CO8-** To instill awareness about the ethical, legal, and social issues related to the use of computers and technology in everyday life.

## **BCA-16-104: Problem Solving Through C**

After completion of this course the students will be able:

**CO1-** To learn to approach problems systematically and break them down into smaller, manageable tasks.

**CO2-** To Gain proficiency in key programming concepts such as variables, data types, loops, and conditionals to solve complex problems.

**CO3-** To understand how to design and implement efficient algorithms to solve problems effectively.

**Co4-** To learn techniques for identifying, diagnosing, and correcting errors in C programs.

**CO5-** To use functions to create modular, reusable, and maintainable code that simplifies problem-solving.

**CO6-** To handle dynamic memory allocation and pointers to optimize program performance, memory usage and learn techniques to optimize code for time and space efficiency in problem-solving.

**CO7-** To learn how to use and implement common data structures (like arrays, stacks, queues) and algorithms (like sorting and searching) in problem-solving.

**CO8-** To develop skills to solve real-world problems by applying C programming in areas such as system-level programming, embedded systems, and performance-critical applications.

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**BCA-16-201: English (Compulsory) – B**

After completion of this course the students will be able:

CO1- To analyze and interpret literary texts, identifying themes, and characters.

CO2- To identify genres, conventions and period-specific discourses and their relevance.

CO3-. To strengthen the ability to write descriptive and narrative paragraphs accurately and effectively.

CO4- To use textual words and idioms correctly in sentences.

CO6- To learn to translate isolated sentences accurately from source language to target language.

CO5- To understand various transformative techniques of English grammar.

CO6- To heighten the awareness of correct usage of English grammar in writing.

CO7-To present ideas clearly and concisely.

CO8- To enhance the reading skills through extensive reading.

## **BCA-16-202: Computer Organization**

After completion of this course the students will be able:

CO1- To gain insight into how hardware components interact with software instructions to perform computing tasks.

CO2- To learn how data is represented in binary form and how different formats (integers, floating-point, characters) are stored and processed.

CO3- To study the design and functioning of CPUs, including instruction execution, pipelining, and control unit mechanisms.

CO4- To understand the organization of memory systems, including RAM, cache, and secondary storage, to optimize data retrieval and processing.

CO5- To study input/output devices and the communication protocols that enable interaction between external devices and the computer system.

CO6- To understand how data and control signals move through different parts of the computer, including ALU, registers, and buses.

CO7- To learn techniques for designing systems that balance performance, cost, power consumption, and reliability.

CO8- To study various forms of parallel processing, including multicore processors and SIMD, to improve performance.

## **BCA-16-203: Fundamentals of Web Programming**

After completion of this course the students will be able:

CO1- To gain a solid foundation in web technologies like HTML, CSS, and JavaScript to build and design web pages.

CO2- To learn to create websites that adapt to different screen sizes and devices, ensuring an optimal user experience on mobile, tablet, and desktop.

CO3- To understand the principles of client-server architecture, including how web browsers interact with web servers through HTTP/HTTPS.

CO4- To master CSS to style websites, including layout techniques, color schemes, fonts, and responsive design with media queries.

CO5- To implement dynamic features on web pages using JavaScript, enhancing user interaction through event handling, DOM manipulation, and asynchronous requests.

CO6- To learn essential web security concepts such as input validation, XSS (Cross-Site Scripting) prevention, and secure data handling.

CO7- To familiarize with essential web development tools such as code editors (VS Code) and browser developer tools.

CO8- To understand the basics of website hosting and deployment, including using FTP/SFTP, domain management, and configuring web servers.

## **BCA-16-204: Object Oriented Programming using C++**

After completion of this course the students will be able:

**CO1-** To write C++ programs using the more esoteric language features, utilize Object Oriented techniques to design C++ programs,

**CO2-** To solve real-world problems using OOP principles and use the standard C++ library, and explore advanced C++ techniques.

**CO3-** To develop desktop applications using Graphical User Interfaces (GUIs) and event-driven programming.

**CO4-** To Analyze and optimize program performance using profiling, debugging and develop the skills of Logical thinking, error handling and troubleshooting.

**CO5-** To integrate with databases, Data storage, retrieval and manipulation and files.

**CO6-** To gain the knowledge of manual memory management features, such as pointers, dynamic memory allocation, and de-allocation, giving students the control over memory usage.

**CO7-** To enable the Students to write programs that can perform multiple tasks concurrently, improving performance in certain applications and

**CO8-** To develop desktop applications, games, simulations and to create system software, device drivers, and embedded systems.

**Shree Atam Vallabh Jain College  
Ludhiana**

**Programme  
&  
Course Outcome**

**Master of Commerce  
(M.Com)**

## **PROGRAM OUTCOMES (POs)**

After completion of this Program the students will be able to:

**PO1:** Update themselves with the sound knowledge of Concepts, Structure and nature of Business Finance.

**PO2:** Disseminate the knowledge regarding various aspects of Financial accounting, its principles and the latest application-oriented accounting methods.

**PO3:** Develop the decision making skill regarding various costing methods and practical applications of management accounting principles.

**PO4:** Inculcate the knowledge of business and the techniques of managing the business with special focus on marketing, Insurance and banking theory law and practices.

**PO5:** Expand their horizon of knowledge in all the spheres of commerce including entrepreneurial development.

**PO6:** Acquire knowledge of various application oriented research techniques and would have knowledge on how to use these techniques in business related problems.

## **COURSE OUTCOMES (COs)**

### **M.Com Semester I**

<b>CODE</b>	<b>COURSE</b>
<b>MC 101</b>	MANAGERIAL ECONOMICS
<b>MC 102</b>	QUANTITATIVE METHODS FOR BUSINESS
<b>MC 103</b>	MODERN ACCOUNTING THEORY & REPORTING PRACTICES
<b>MC 104</b>	ORGANIZATION THEORY AND BEHAVIOUR
<b>MC 105</b>	MARKETING MANAGEMENT
<b>MC 106</b>	MANAGEMENT INFORMATION SYSTEM
<b>MC 107</b>	WORKSHOP ON IT APPLICATIONS IN COMMERCE

## **MC 101: Managerial Economics**

After completing this course, the students will be able to:

**CO1:** Comprehend the nature and scope of Managerial Economics and its role in business decision making Process.

**CO2:** Analyse the various objectives, constraints and functionality of the firm.

**CO3:** Asses the concepts, theories of profit and the important tools and techniques of optimisation used by the firm.

**CO4:** Examine some fundamental economic concepts concerned with the consumer behaviour including demand functions, elasticity of demand and consumer equilibrium with Cardinal utility , indifference curve analysis and Revealed preference theory.

**CO5:** Understand the decision making of the firm and industry regarding Price and Output determination under different market forms, Pricing Practices including Pricing of multiple products , Transfer Pricing and the Risk analysis using probability distribution and utility theory.

**CO6:** Know the relationship between the technological change , productivity of labour and market structure and acquaint with the technological environmental forecasting.

## **MC 102 - Quantitative Methods for Business**

After completion of this course the student will be able to:

**CO1:** Acquire conceptual knowledge of Probability and Probability Distribution and Application of Probability Rules.

**CO2:** Equip with the knowledge of population, sample and sampling distribution, parameters and statistics, Central limit theorem and Statistical Estimation.

**CO3:** Acquaint students with the concept of Hypothesis Formulation and testing procedure - Type I and Type II errors – one tail and two tail tests, Concept of Standard Error - Confidential limits etc.

**CO4:** Acquaint students with the procedure and applications of some of the important statistical tests on large samples as well as on small sample (like Z-test, t-test, F test and ANOVA etc.)

**CO5:** Understand the concepts and techniques of Statistical Quality Control and Decision Tree Analysis and their applications in business and economic situations.

## **MC 103 - Modern Accounting Theory & Reporting Practices**

After completing this course, the students will be able

**CO1:** To Understand the convergence of the Indian Accounting Standards with the IFRS.

**CO2:** To equip the students with the required knowledge of International financial reporting standards and practices.

**CO3:** To achieve a clear conceptual understanding of the IFRS and possess sufficient knowledge expected out of an expert.

**CO4:** To acquaint the Regulatory and Financial Reporting Framework.

**CO5:** To understand the various elements of financial statements as per International Financial Reporting Standards.

**CO6:** Familiarize with presentation and additional disclosures as per International Financial Reporting Standards

**CO7:** Integrate the knowledge of preparation of external financial reports for single entities as per International Standards

## **MC104: Organization Theory and Behaviour**

After completing this course, the students will be able

**CO1:** To know the Classical, Neo - classical and Contemporary theories of organization.

**CO2:** To understand the formal and informal structure, Flat and Tall structures And bureaucratization of organizations

**CO3:** To learn about Organizational Behaviour Concepts, determinants, models, challenges and opportunities of OB.

**CO4:** To know the individual behaviour determinants, personality, perception and Group Decision making.

**CO5:** To get familiar with motivation and leadership theories

**CO6:** To get knowledge about the power, conflict and transactional analysis.

**CO7:** To understand the causes of conflict and stress and its resolution

## **MC 105: Marketing Management**

After Completing this Course, the students will be able to:

**CO1:** Understand the basic concepts, principles and relevant functional areas of marketing management and its application to a new or existing business.

**CO2:** develop their conceptual and analytical skills to be able to manage marketing operations of a business firm and identify and resolve the problems pertaining to marketing management.

**CO3:** develop skills to organize, analyze and synthesize information and data to reveal patterns, and manage them to derive insights related to various functional areas of marketing management.

**CO4:** analyze elements of a brand and explain how the brand-building process contributes to the success of products or services.

**CO5:** plan and conduct an investigation into an organization's marketing strategy, and communicate findings in an appropriate format.

**CO6:** develop marketing strategies after analyzing and coordinating each functional area of marketing.

**CO7:** understand the significance of innovation and research & development in the achievement of business goals.

## **MC106: Management Information System**

After completion of this course the student will be able:

- CO1:** To develop an understanding of fundamental concepts of information systems and evaluate the role of information systems in today's competitive business environment.
- CO2:** To understand the process of information generation, processing, storage & dissemination and ways to manage the information overload.
- CO3:** To acquaint with the process of system development, approaches and methodologies.
- CO4:** To get basic knowledge of various information systems and their usage in effective decision making.
- CO5:** To identify the various threats to the information and learn the ways to secure the information.
- CO6:** To use knowledge and skills related to digital technologies in order to enhance business administration and decision making.

### M.Com Semester II

<b>CODE</b>	<b>COURSE</b>
<b>MC 201</b>	BUSINESS ENVIRONMENT
<b>MC 202</b>	RESEARCH METHODOLOGY IN COMMERCE
<b>MC 203</b>	FINANCIAL MANAGEMENT AND POLICY
<b>MC 204</b>	PRODUCTION AND MATERIALS MANAGEMENT
<b>MC 205</b>	OPERATIONS RESEARCH
<b>MC 206</b>	BUSINESS POLICY AND STRATEGIC MANAGEMENT
<b>MC 207</b>	SUMMER TRAINING REPORT AND VIVA VOCE

## **MC 201: Business Environment**

After completing this course, the students will be able to:

**CO1:** Understand the changing dimensions of Business Environment including its impact on policy formulation and analyse the environmental forecasting techniques.

**CO2:** Evaluate the impact of Economic Reforms in India and overview the strategies, competitive strengths and growth of Multi-National Corporations under Foreign Investment policy in India.

**CO3:** Review the important dimensions of Government regulatory policies including industrial policies since independence, Foreign direct investment policy. Fiscal Policy, Monetary Policy and their impact on Indian Economy.

**CO4:** Analyse Indian Financial system including working , structure and recent developments of Money market and Capital market in India.

**CO5:** Familiarize with the Legal Framework of the country including Consumer Protection Act 1986, Right to Information and Right to Service Acts and their implications for Business.

## **MC 202 - Research Methodology in Commerce**

After completion of this course the student will be able to:

**CO1:** Acquire conceptual knowledge of Research, methods and steps of conducting research, Sources of data collection, testing hypothesis etc.

**CO2:** Understand the use of the library & organization of material for conducting research.

**CO3:** Equip the students with in-depth knowledge of Sampling Method – Observation Method – Case Study Method – Interview Method – Survey Method – Experimental Method – Questionnaire Method - Library Method – Documentary Method – Suitable Combination & Selection of Method

**CO4:** Understand the methods and ways of Presentation of data and analysis of data.

**CO5:** Equip the students with the concept of Multivariate analysis –multiple regression, discriminate analysis, conjoint analysis, factor analysis, cluster analysis

**CO6:** Preparation of research report; ingredients and constructions of research report – procedure of preparation of reference and bibliography.

## **MC 203 - Financial Management and Policy**

After Completing this course. The students will be able

**CO1:** To acquaint the basic analytical techniques and methods of financial management of business firms.

**CO2:** Demonstrate the applicability of the concept of Financial Management to understand the managerial decisions and corporate capital structures.

**CO3:** To understand the various techniques/methods for choosing best alternative among various investment proposals.

**CO4:** To develop awareness of various Determinants of Capital Structure Decision Approach to Estimate the Target Capital Structure Variations in Capital Structures.

**CO5:** To develop & understanding of determinants and need of Working Capital.

**CO6:** To acquire theoretical & practical knowledge of various dividend models.

## **MC 204 - Production and Materials Management**

**CO1:** To impart knowledge regarding production and management techniques, process, tools, and acquaint the students with the knowledge of marketing functions, techniques and strategies.

**CO2:** To understand about Materials Management, Inventory Control, Introduction to purchasing, Functions, procedure of purchasing and Selection Sources of Supply, Negotiation with Suppliers.

**CO3:** To acquaint about Price determination; Price Cost Analysis, Quality determination and control value analysis and Forecasting of demand.

**CO4:** Precise learning of Business Location & Layout, Installation of facilities and Principles and Types of Facilities Layout. To analyse and interpret PERT / CPM - Network Crashing.

**CO5:** To learn Work Study its Objectives, Scope and Uses along with Methods Study, Work Measurement, Performance Rating Standard Time.

## **MC 205: Operations Research**

After Completing this Course, the students will be able to:

**CO1:** understand the concepts and techniques of operations research for business decision making.

**CO2:** acquire required skills to solve various problems of O.R.

**CO3:** understand the characteristics of different types of decision-making environments and the appropriate decision making approaches and tools to be used in each type.

**CO4:** build and solve Transportation Models and Assignment Models.

**CO5:** design new simple models, like: PERT & CPM to improve decision-making and develop critical thinking and objective analysis of decision problems.

## **MC 206: Business Policy and Strategic Management**

After completion of this course the student will be able:

- CO1:** To identify the environmental issues which have direct and indirect impact on business policy and strategic decisions of corporates.
- CO2:** To develop an understanding of the making corporate strategic decisions and get familiar with the issues and practices involved.
- CO3:** To build skills in conducting strategic analysis of competitive situations of various industries and develop strong understanding of the competitive challenges of a global market environment.
- CO4:** To cultivate skills for making and implementing effective functional strategies for growth and sustainability of business.
- CO5:** To understand the ethical behavior and be aware of the importance of ethical behavior, core values, and socially responsible management practices in the conduct of a company's business.
- CO6:** To assess the challenges faced by managers in implementation and evaluation of various strategies based on the nature of business, industry, and cultural differences.
- CO7:** To appreciate the role of technology/E-Commerce in growth of present day business and to identify the challenges posed by technology.

## **MC. 207- Summer Training Report and Viva Voce**

After completion of the training and preparing the report, the students will be able to:

**CO1:** Develop Conceptual, applied and research skills as well as competencies required for effective problem solving and right decision making.

**CO2:** Gain opportunity to work in various types of situations.

**CO3:** Explore career alternatives for future by assessing their interests and abilities in their field of study.

**CO4:** Develop work habits and attitudes necessary for job success.

**CO5:** Can practice and improve their industry skills while also learning how to work.

**CO6:** Articulate and apply principles learned in and outside of the classroom to a specific job.

### M.Com Semester III

<b>CODE</b>	<b>COURSE</b>
<b>MC 301</b>	BUSINESS PERFORMANCE MEASUREMENT
<b>MC 302</b>	TAX PLANNING AND MANAGEMENT
<b>MC 303</b>	INTEEGRATED MARKETING COMMUNUCATION AND BRAND EQUITY
<b>MC 304</b>	MARKETING RESEARCH
<b>MC 305</b>	HUMAN RESOURCE DEVELOPMENT
<b>MC 306</b>	INDUSTRIAL RELATIONS

## **MC 301 - Business Performance Measurement**

After completing this course, the students will be able to:

**CO1:** understand need and importance, historical overview of Corporate Performance Measurement

**CO2:** familiarize with role of Product Costing in price estimates and profit management; techniques to measure and enhance profitability and quality of products and services

**CO3:** acquaint with modern techniques of business performance measurement like Activity Based Costing & Management, Target and Kaizen costing; Benchmarking and Environmental Costing; Strategic Profitability Analysis and EVA; Balance Score Card; Throughput Accounting

**CO4:** learn the process and role of setting of Performance Goals and Incentives, and the use of diagnostic tools and control

**CO5:** recognise the importance of Management Information System as well as Management Control System for the efficient and effective performance of a business

**CO6:** understand various aspects of Responsibility Accounting and Transfer Pricing

## **MC 302: Tax Planning and Management**

**CO1:** The main aim of this course is to familiarize the student with major latest provisions of the Indian tax laws.

**CO2:** To provide information to the students that how corporate enterprises having implications for various aspects of Corporate planning with a view to derive maximum possible tax benefits admissible under the law.

**CO3:** To get knowledge of various provisions of tax so that students can able to guide companies regarding their tax planning to get maximum benefit.

**CO4:** To understand in detail all the provisions, deductions and exemptions available to the companies so that students can become good tax planner.

**CO5:** To provide the detailed information of all the provisions of GST and its implementation.

**CO6:** To get detailed information about the GST regarding registration of company under GST and how to calculate the amount of GST..

## **MC 303 - Integrated Marketing Communication & Brand Equity**

After completion of this course, the learner will be able to:

**CO1:** Explain different promotion techniques with the special emphasis on advertising.

**CO2:** Describe functional areas of marketing communication and different advertising agencies along with knowledge of creating and maintaining the brand.

**CO3:** Gain knowledge of different branding concepts and awareness about building a strong brand.

**CO4:** Expand knowledge regarding internal marketing; segmenting and targeting; along with awareness about developing creative message strategy.

**CO5:** Classify media strength and weakness, know sales promotion tools and strategies.

## **MC. 304 - MARKETING RESEARCH**

The course aims at exposing the students to the concept, tools and techniques of marketing research and developing their skills to be able to apply research techniques to aid marketing decision making.

**CO1:** To gain Understanding about the meaning, nature and importance of marketing research.

**CO2:** To gain knowledge about the concept of Research reliability and validity.

**CO3:** To learn about different Problems in conducting marketing research.

**CO4:** Familiarize with Marketing Information System (MIS).

**CO5:** Getting acquainted about different steps involved in conducting marketing research;

**CO6:** Understanding the concept of Research Design which includes vividly the Types of research designs – explorative, descriptive and conclusive researches.

**CO7:** To learn about different sources of primary and Secondary data.

**CO8:** Getting acquainted about different steps in Questionnaire preparation.

**CO9:** To gain insight about the sampling and non-sampling methods.

**CO10:** To understand different univariate and multivariate Data Analysis techniques

**CO11:** To learn about different steps in Report Preparation.

**CO12:** to understand the basics of Product research, Advertising research, Marketing and sales forecasting and Sales analysis.

## **MC. 305 – Human Resource Development**

**CO1:** The objective of the course is to make student aware of the concepts, techniques and practices of human resource development. This course is intended to make students capable of applying the principles and techniques as professionals in organizations they work for.

**CO2:** To understand Human resource development Conceptual base its Concept, evolution and mobilizations, Strategic interventions in HRD sector and target groups and Attitude of top management towards HRD

**CO3:** Easy understanding of HRD Activities like HRD culture and climate and measurement of HRD mechanisms for workers, Role of trade unions.

**CO4:** To give easy approach towards Role of HRD in Government organizations, educational institutions, armed forces, police and industry, private sectors and public sectors units.

**CO5:** To analyse and interpret Emerging Issues in HRD: Creating awareness and commitment to HRD, Industrial relations and HRD, Utilization of HRD efforts, Future of HRD, International comparison of HRD (Commonalities and differences).

## **MC 306- Industrial Relations**

After completing this course, the students will be able

**CO1:** To understand the Concepts and scope, Historical development, Unilateralist, Pluralist and Marxist perspective of industrial relations

**CO2:** To know the Concepts and scopes of industrial democracy

**CO3:** To learn about the role of trade unions, trade union in India, national level federations, Goals and objectives of unions and union leadership

**CO4:** To know the union management perspectives, organizational factors affecting union management relations. Public policies and union management relations

**CO5:** To get familiar with the Statutory and non-statutory methods of industrial dispute resolution; Conciliation, mediation, arbitration and adjudication.

**CO6:** To get knowledge about the Comparative Industrial Relations

**CO7:** To understand the Collective bargaining, negotiation skills, industrial conflict resolution.

### M.Com Semester IV

<b>CODE</b>	<b>COURSE</b>
<b>MC 401</b>	PROJECT PLANNING AND CONTROL
<b>MC 402</b>	KNOWLEDGE MANAGEMENT
<b>MC 403</b>	BUSINESS ETHICS AND CORPORATE GOVERNANCE
<b>MC 404</b>	ADVERTISING AND SALES MANAGEMENT
<b>MC 405</b>	SERVICES MARKETING
<b>MC 406</b>	CONSUMER BEHAVIOUR

## **MC 401 – Project Planning and Control**

After completing this course, the students will be able to:

**CO1:** acquire basic knowledge of different facets of Project Identification, Formulation and Planning like understanding business environment, idea generation, venture appraisal, factory design and layout

**CO2:** understand the various steps, format and contents regarding Feasibility Report Preparation for new enterprise

**CO3:** familiarize with various aspects of Market Appraisal of a project like market survey, market segmentation and product differentiation, forecasting future demand and distribution analysis

**CO4:** know different aspects of Financial Appraisal like capital budgeting techniques, risk and uncertainty analysis for the new enterprise, and various sources of finance as well as planning capital structure

**CO5:** understand Project Implementation, Organization and Management

**CO6:** learn Project Control techniques, network analysis – PERT & CPM, project follow up and monitoring

## **MC 402 - Knowledge Management**

**CO1:** Objective: The main aim of the course is to create awareness amongst the students to know the details of Knowledge Management in the changing scenario and its significance in framing the business strategy.

**CO2:** To give a better view to the emerging Concept of knowledge, Knowledge intensive organization and Knowledge value chain.

**CO3:** To learn Knowledge management systems, various Barriers to knowledge sharing.

**CO4:** Understanding of tacit and explicit knowledge and various Models of knowledge creation process

**CO5:** To analyse the Knowledge management strategy and business strategy and Role of Top and Middle management

### **MC 403: Business Ethics and Corporate Governance**

**CO1:** To provide the knowledge of ethical value system of the companies.

**CO2:** How the companies should behave ethically in the various decision makings such as in the areas of Finance, marketing and HR.

**CO3:** To get information about Ethical Dilemma, Ethical Leadership and wisdom-based leadership. Further how the person should deal in these situations at the time of decision-making.

**CO4:** To understand about corporate governance and about the various provisions of corporate governance.

**CO5:** A detailed knowledge of the Internal Corporate Governance Mechanism: Board of Directors- Functional Committees of Board; Code of conduct, whistle blowers. External Corporate Governance Mechanism: Regulators, Gate keepers of companies.

## **MC 404 - Advertising and Sales Management**

After completing this course, students will be able to:

**CO1:** To understand the basics of Communication, role of communication, communication process and flows.

**CO2:** To gain deeper knowledge about meaning, nature and importance of Advertising.

**CO3:** To learn about Advertising management process – its overview, determining target audience, advertising objectives, positioning decisions and advertising budget decisions.

**CO4:** To gain insight about the message decision which includes determining advertising message, developing advertising copy, layout and creativity in advertising.

**CO5:** To gain knowledge about advertising through the internet which includes media selection and media scheduling.

**CO6:** Getting acquainted with social and regulatory aspects of advertising, recent developments and issues in advertising.

**CO7:** To understand the fundamentals of sales management and personal selling: its nature and importance; types of selling; salesmanship and sales management and process of effective selling.

**CO8:** To learn about market analysis and sales forecasting, sales budget, sales territory and sales quota.

**CO9:** To get familiar with the concept of sales organization: its structure; relationship of sales department with other departments and distribution networks relationship

**CO10:** To learn about Sales Force Management which covers Recruitment and selection, training and development, motivating, supervising and compensating sales personnel, Controlling the sales effort, Evaluation of sales personnel and Sales and cost analysis

## **MC- 405 Services Marketing**

After completing this course, the students will be able

**CO1:** To know the role of services marketing; consumer behaviour in service encounters; customer interaction, purchase process

**CO2:** To understand the market segmentation, positioning vis-à-vis competitors.

**CO3:** To learn about To know the planning and branding service-products, new service development; designing communication mix; branding and communication;

**CO4:** To know the To understand the effective pricing objectives and foundations for setting prices; distributing services

**CO5:** To get familiar with the Designing and managing service processes

**CO6:** To get knowledge about the Managing relationship and building loyalty; customer-firm relationship

**CO7:** To understand the service quality and the gap model, measuring and improving service quality, defining, measuring and improving service productivity

## **MC. 406 - Consumer Behaviour**

After completion of this course, the learner will be able to:

**CO1:** Gain the knowledge of consumer behaviour which is a prerequisite for developing effective marketing strategy.

**CO2:** Explain knowledge regarding types of consumers and their role; along with Consumer buying process and determinants.

**CO3:** Expand knowledge regarding Individual Differences in Consumers, motivation; Perception; Attitude, Learning and personality.

**CO4:** Get deep insight into family, group, culture and subculture influence on the consumer behaviour.

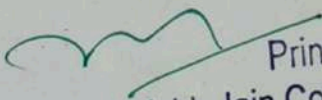
**CO5:** Know complexities and issues in consumer research, along with gaining knowledge about models of consumer behaviour.

**Dated: 27-07-2023**

**Notice**

A meeting of Principal-staff will be held in the conference hall on 28-07-23 at 10.00 am. All the members of teaching staff will attend the same.

**Principal**

  
Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

## Minutes of Principal-Staff meeting.

**Venue:** Conference Hall


**Date and Time:** 28-07-23 at 10 a.m.

**Agenda of the meeting:** To discuss and plan the academic and other activities for the session 2023-24.

### Discussion and Outcomes of the Meeting:

- It was decided to start the session with the orientation programme. Objective of the orientation programme was to make the students familiar with the college and to make them aware about the academic and other activities. It was further decided that class in charges and subject teachers of first year classes will conduct the orientation programme.
- In order to ensure the effective functioning of the session, examination committee will discuss, in the next meeting, their proposal regarding schedule of classes, house examination and other academic activities as per academic calendar of the University.
- Prof. Manoj allocated the subjects and time table for the forthcoming session to the faculty.
- All the faculty members were advised by the principal sir to prepare unit plans.
- Faculty members proposed various activities which can be held during the year. It was decided that detailed discussion regarding academic and other events which can be conducted during the session 2023-24 will be held after the constitution of various committees for the session.

Principal

  
Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

**Shri Atam Vallabh Jain College, Ludhiana**  
**Timetable for the Academic Session 2023-24 (w.e.f. 29/08/2023)**

Period →	1	2	3	4	5	6	7	8	9	10
Timing →	7:00 – 7:40	7:40 – 8:20	8:20 – 9:00	9:00 – 9:45	9:45 – 10:30	10:30 – 11:15	11:15 – 12:00	12:00 – 12:45	12:45 – 1:30	1:30 – 2:15
Class ↘										
B.Com-I Sem. Sec. MB	Psychology for Managers (Prof. Shilpa)	Principles of Financial Acc. (Dr. Harleen Kaur)	Principles & Practices of Mgt. (Prof. Manoj Arora)	English & Bus. Communication (Prof. Pallavi)	Business Economics-I (Dr. Seema Kapoor)	Commercial Laws (Prof. Geetu Sharma)	HCP (1-3) Pbi (4-6) (Prof. Ankush)			
B.Com-I Sem. Sec. A				Principles of Financial Acc. (Prof. Ramandeep Singh)	Business Economics-I (Dr. Sandeep Kumar)	Pbi (1-3) HCP (4-6) (Prof. Ankush)	Principles & Practices of Mgt. (Prof. Deepika Nanda)	Commercial Laws (Prof. Preeti)	Psychology for Managers (Prof. Divya Jain)	English & Bus. Communication (Prof. Pallavi)
B.Com-I Sem. Sec. B				Business Economics-I (Prof. Rajiv Bhatia)	Principles & Practices of Mgt. (Prof. Manoj Arora)	Principles of Financial Acc. (Prof. Rishi Kesh)	Commercial Laws (Prof. Lata Kapoor)	HCP (1-3) Pbi (4-6) (Prof. Ankush)	English & Bus. Communication (Prof. Pallavi)	Psychology for Managers (Prof. Avriti Tangri)
B.Com-III Sem Sec. MB	Company Law (Dr. Harleen Kaur)	Cost Accounting (Prof. Manoj Arora)	Business Maths & Statistics (Prof. Deepika Nanda)	Goods and Services Tax (Prof. Divya Jain)	Issues in Indian Commerce (Prof. Lata Kapoor)	Banking and Insurance (Dr. Sandeep Kumar Bansal)	Honours: Accounting Theory and Reporting Practices (Prof. Geetu Sharma)			
B.Com-III Sem Sec. A				Issues in Indian Commerce (Prof. Amit Goyal)	Cost Accounting (Dr. Kiranpreet Kaur)	Business Maths & Statistics (Prof. Preeti)		Goods and Services Tax (Prof. Rishi Kesh)	Company Law (Prof. Avriti Tangri)	Banking and Insurance (Prof. Ruchika Nachaal)
B.Com-III Sem Sec. B				Business Maths & Statistics (Prof. Geetu Sharma)	Goods and Services Tax (Dr. Charanjit Kaur)	Company Law (Prof. Ramandeep Singh)		Banking and Insurance (Prof. Manisha Bhandari)	Cost Accounting (Dr. Sandeep Kumar Bansal)	Issues in Indian Commerce (Dr. Kiranpreet Kaur)
B.Com-V Sem. Sec. MB	Production and Operation Mgt. (Prof. Manoj Arora)	Income Tax Law (Prof. Shilpa)	Ent'p and Small Business (Prof. Ramandeep Singh)	Indian Economy (Dr. Seema Kapoor)	Management Accounting (Dr. Harleen Kaur)	Fin'l Markets & Services (Dr. Rishu Jain)	Honours: Strategic Financial Management (Prof. Shilpa)			
B.Com-V Sem. Sec. A				Income Tax Law (Dr. Sandeep Kumar Bansal)	Production and Operation Mgt. (Prof. Rishi Kesh)	Management Accounting (Prof. Ruchika Nachaal)		Fin'l Markets & Services (Prof. Amit Goyal)	Ent'p and Small Business (Prof. Ramandeep Singh)	Indian Economy (Prof. Rajiv Bhatia)
B.Com-V Sem. Sec. B				Management Accounting (Prof. Lata Kapoor)	Income Tax Law (Prof. Manisha Bhandari)	Ent'p and Small Business (Prof. Divya Jain)		Production and Operation Mgt. (Dr. Kiranpreet Kaur)	Indian Economy (Prof. Rajiv Bhatia)	Fin'l Markets & Services (Dr. Charanjit Kaur)

Period →	1	2	3	4	5	6	7	8	9	10
Timing →	7:00 – 7:40	7:40 – 8:20	8:20 – 9:00	9:00 – 9:45	9:45 – 10:30	10:30 – 11:15	11:15 – 12:00	12:00 – 12:45	12:45 – 1:30	1:30 – 2:15
Class ↘										
BBA-I Sem. A				Financial Accounting (Dr. Charanjit Kaur)	Essentials of Bus. Economics-I (Prof. Rajiv Bhatia)	Fundamentals of IT (Prof. Deepika Nanda)	Organisation Behaviour (Prof. Manisha Bhandari)	HCP (1-3) (Prof. Ankush)	Mgt. Concepts and Practices (Dr. Rishu Jain)	Pbi (1-6) (Prof. Ankush)
BBA-I Sem. B				Fundamentals of IT (Dr. Kiranpreet Kaur)	Pbi (1-6) (Prof. Ankush)	Financial Accounting (Prof. Amit Goyal)	Mgt. Concepts and Practices (Dr. Sandeep Kumar Bansal)	HCP (1-3) (Prof. Ankush)	Organisation Behaviour (Prof. Ruchika Nachaal)	Essentials of Bus. Economics-I (Dr. Seema Kapoor)
BBA-III Sem.				Tax Laws – I (Dr. Rishu Jain)	Eco. of Money & Banking (Prof. Ruchika Nachaal)	English & Bus. Comm. (Prof. Pallavi)	Operation Research (Prof. Avriti Tangri)		Marketing Management (Prof. Rishi Kesh)	Legal Framework for Companies (Prof. Preeti)
BBA-V Sem.				Principles of IRM (Prof. Manisha Bhandari)	Ent. & New Venture Creation (Prof. Preeti)		Consumer Behavior (Dr. Charanjit Kaur)	Fin. Mkt. & Fin. Serv. (Dr. Rishu Jain)	Business Environment (Prof. Deepika Nanda)	Sales & Log. Mgt. (Prof. Lata Kapoor)
M.Com-I Sem.				Org. Theory and Behaviour (Dr. Harleen Kaur)	MAT & Reporting Practices (Prof. Shilpa)		Marketing Management (Prof. Divya Jain)	Managerial Economics (Dr. Seema Kapoor)	Quantitative Methods for Bus. (Prof. Amit Goyal)	Mgt. Information System (Prof. Geeta Sharma)
M.Com-III Sem				Industrial Relations (Prof. Deepika Nanda)	Int. Mkt. Comm. & Brand Equity (Prof. Avriti Tangri)		Marketing Research (Dr. Kiranpreet Kaur)	Human Resource Development (Prof. Ramandeep Singh)	Bus. Performance Measurement (Prof. Lata Kapoor)	Tax Planning and Management (Dr. Sandeep Kumar Bansal)



Timetable Incharge



Principal

**Shree Atam Vallabh Jain College, Ludhiana**  
**BCA Timetable for the Academic Session 2023-24 (w.e.f. 12/09/2023)**

Period →	5	6	7	8	9	10
Timing → Class ↴	9:45 - 10:30	10:30 - 11:15	11:15 - 12:00	12:00 - 12:45	12:45 - 1:30	1:30 - 2:15
BCA-I Sem.	English (Compulsory)-A <i>(Prof. Pallavi)</i>	Computer Fundamentals and Computing Software <i>(Prof. Karamjit Kaur)</i>	Problem Solving Through C <i>(Prof. Karamjit Kaur)</i>	Fundamentals of Mathematical Statistics <i>(Prof. Geetu Sharma)</i>	Lab - I <i>(Mr. Amarpreet Singh)</i>	Lab - II <i>(Mr. Amarpreet Singh)</i>

  
**Timetable Incharge**

  
**Principal**

**Shree Atam Vallabh Jain College, Ludhiana**  
**Timetable for the Academic Session 2023-24 (w.e.f. 09/01/2024)**

Period →	1	2	3	4	5	6	7	8	9	10
Timing → Class ↷	7:00 – 7:40	7:40 – 8:20	8:20 – 9:00	9:00 – 9:40	9:40 – 10:20	10:20 – 11:00	11:00 – 11:40	11:40 – 12:20	12:20 – 1:00	1:00 – 1:40
B.Com-II Sem. Sec. MB	E-Commerce (Dr. Shilpa)	Corporate Accounting (Dr. Harleen Kaur)	Human Resource Management (Dr. Manoj Arora)	English & Bus. Communication (Prof. Pallavi)	Business Laws (Dr. Geetu Sharma)	Business Economics-II (Dr. Seema Kapoor)	HCP (1-3) Pbi (4-6) (Prof. Ankush)			
B.Com-II Sem. Sec. A				Corporate Accounting (Prof. Ramandeep Singh)	Business Economics-II (Dr. Sandeep Kumar)	Pbi (1-3) HCP (4-6) (Prof. Ankush)	Human Resource Management (Dr. Rishi Kesh)	Business Laws (Prof. Preeti)	English & Bus. Communication (Prof. Pallavi)	E-Commerce (Prof. Divya Jain)
B.Com-II Sem. Sec. B				Business Economics-II (Prof. Rajiv Bhatia)	Human Resource Management (Dr. Manoj Arora)	E-Commerce (Dr. Avriti Tangri)	Business Laws (Prof. Lata Kapoor)	HCP (1-3) Pbi (4-6) (Prof. Ankush)	Corporate Accounting (Prof. Deepika Nanda)	English & Bus. Communication (Prof. Pallavi)
B.Com-IV Sem Sec. MB	Auditing & Sec. Practice (Dr. Harleen Kaur)	Cost Management (Dr. Manoj Arora)	Q. Tech. & Methods (Prof. Deepika Nanda)	Advanced Accounting (Prof. Divya Jain)	Sec. Analysis & P. Mgt. (Prof. Lata Kapoor)	Marketing Management (Dr. Sandeep Kumar Bansal)	Honours: Cont. Issues in A/c (Dr. Geetu Sharma) Consumer Behaviour (Prof. Divya Jain)			
B.Com-IV Sem Sec. A				Sec. Analysis & P. Mgt. (Prof. Amit Goyal)	Cost Management (Dr. Kiranpreet Kaur)	Q. Tech. & Methods (Prof. Preeti)		Advanced Accounting (Dr. Rishi Kesh)	Auditing & Sec. Practice (Dr. Avriti Tangri)	Marketing Management (Prof. Ruchika Nachaal)
B.Com-IV Sem Sec. B				Q. Tech. & Methods (Dr. Geetu Sharma)	Advanced Accounting (Dr. Charanjit Kaur)	Auditing & Sec. Practice (Prof. Ramandeep Singh)		Marketing Management (Prof. Manisha Bhandari)	Cost Management (Dr. Sandeep Kumar Bansal)	Sec. Analysis & P. Mgt. (Dr. Kiranpreet Kaur)
B.Com-VI Sem. Sec. MB	Operational Research (Dr. Manoj Arora)	Direct Tax Laws (Dr. Shilpa)	Social & Bus. Ethics (Prof. Ramandeep Singh)	Sec. Aspects of Indian Economy (Dr. Seema Kapoor)	Issues in Fin. Reporting (Dr. Rishu Jain)	Financial Management (Dr. Harleen Kaur)	Honours: Investment Management (Dr. Shilpa)			
B.Com-VI Sem. Sec. A				Direct Tax Laws (Dr. Sandeep Kumar Bansal)	Operational Research (Dr. Rishi Kesh)	Financial Management (Prof. Ruchika Nachaal)		Issues in Fin. Reporting (Prof. Amit Goyal)	Social & Bus. Ethics (Prof. Ramandeep Singh)	Sec. Aspects of Indian Economy (Prof. Rajiv Bhatia)
B.Com-VI Sem. Sec. B				Financial Management (Prof. Lata Kapoor)	Direct Tax Laws (Prof. Manisha Bhandari)	Social & Bus. Ethics (Prof. Divya Jain)		Operational Research (Dr. Kiranpreet Kaur)	Sec. Aspects of Indian Economy (Prof. Rajiv Bhatia)	Issues in Fin. Reporting (Dr. Charanjit Kaur)

Period →	1	2	3	4	5	6	7	8	9	10
Timing → Class ↘	7:00 – 7:40	7:40 – 8:20	8:20 – 9:00	9:00 – 9:40	9:40 – 10:20	10:20 – 11:00	11:00 – 11:40	11:40 – 12:20	12:20 – 1:00	1:00 – 1:40
BBA-II Sem. A				Managerial Accounting (Dr. Charanjit Kaur)	Essentials of Bus. Economics-II (Prof. Rajiv Bhatia)	Legal Aspects of Bus. (Prof. Manisha Bhandari)	P. Dev. & Prof. Skills (Dr. Rishu Jain)	HCP (1-3) (Prof. Ankush)	Bus. Statistics (Dr. Geetu Sharma)	Pbi (1-6) (Prof. Ankush)
BBA-II Sem. B				Bus. Statistics (Dr. Kiranpreet Kaur)	Pbi (1-6) (Prof. Ankush)	Managerial Accounting (Prof. Amit Goyal)	P. Dev. & Prof. Skills (Dr. Sandeep Kumar Bansal)	HCP (1-3) (Prof. Ankush)	Legal Aspects of Bus. (Prof. Ruchika Nachaal)	Essentials of Bus. Economics-II (Dr. Seema Kapoor)
BBA-IV Sem.				Tax Laws – II (Dr. Rishu Jain)	Human Resource Management (Prof. Ruchika Nachaal)	English & Bus. Comm. (Prof. Pallavi)		Financial Management (Dr. Avriti Tangri)	Fundamentals of E-Commerce (Prof. Preeti)	Research Methodology (Dr. Rishi Kesh)
BBA-VI Sem.					Retail Management (Prof. Preeti)	Production & Operations Mgt. (Prof. Deepika Nanda)		Advertising & Brand Mgt. (Dr. Charanjit Kaur)	Bus. Ethics & Corp. Gov. (Dr. Rishu Jain)	Business Policy and Strategy (Prof. Manisha Bhandari)
M.Com-II Sem.				Bus. Policy & Strategic Mgt. (Dr. Harleen Kaur)	Financial Mgt. & Policy (Dr. Shilpa)		Bus. Environment (Dr. Seema Kapoor)	Operations Research (Dr. Geetu Sharma)	Prod. & Materials Mgt. (Prof. Divya Jain)	Research Meth. in Commerce (Prof. Amit Goyal)
M.Com-IV Sem				Services Marketing (Prof. Deepika Nanda)	Consumer Behaviour (Dr. Avriti Tangri)		Advertising & Sales Mgt. (Dr. Kiranpreet Kaur)	Knowledge Management (Prof. Ramandeep Singh)	Project Planning & Control (Prof. Lata Kapoor)	Business Ethics & Corp. Gov. (Dr. Sandeep Kumar Bansal)

  
Timetable Incharge

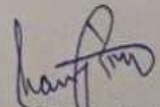
  
Principal

SAVJC/N/01/24/01

6-1-2024

**Shree Atam Vallabh Jain College, Ludhiana**  
**BCA Timetable for the Academic Session 2023-24 (w.e.f. 09/01/2024)**

Period →	4	5	6	7	8	9	10
Timing → Class ↘	9:00 – 9:40	9:40 – 10:20	10:20 – 11:00	11:00 – 11:40	11:40 – 12:20	12:20 – 1:00	1:00 – 1:40
BCA-II Sem.	Computer Organization (Prof. Karnjit Kaur)	English (Compulsory)-B (Prof. Pallavi)	Lab - I (Mr. Amarpreet Singh)	Lab - II (Mr. Amarpreet Singh)		Fundamentals of Web Programming (Prof. Karnjit Kaur)	Object Oriented Programming using C++ (Prof. Karnjit Kaur)

  
Timetable Incharge

  
Principal  
6/1/24

## Syllabus

S. No	Class	Year	Link of Syllabus ( <a href="https://www.puchd.ac.in/syllabus.php?qstrfacid=2">https://www.puchd.ac.in/syllabus.php?qstrfacid=2</a> )
1	B.Com (General and Hons.)	2023-24	<a href="https://www.puchd.ac.in/includes/syllabus/2020/20200826213622-b.com.pdf?2024">https://www.puchd.ac.in/includes/syllabus/2020/20200826213622-b.com.pdf?2024</a>
2	BBA	2023-24	<a href="https://www.puchd.ac.in/includes/syllabus/2022/20220906151653-bba22-23.pdf?2024">https://www.puchd.ac.in/includes/syllabus/2022/20220906151653-bba22-23.pdf?2024</a>
3	M.Com	2023-24	<a href="https://www.puchd.ac.in/includes/syllabus/2017/20170905103952-m.com2017-18.pdf?2024">https://www.puchd.ac.in/includes/syllabus/2017/20170905103952-m.com2017-18.pdf?2024</a>
4	BCA	2023-24	<a href="https://www.puchd.ac.in/includes/syllabus/2021/20210910153652-bachelorofcomputerapplications2021-22.pdf?2024">https://www.puchd.ac.in/includes/syllabus/2021/20210910153652-bachelorofcomputerapplications2021-22.pdf?2024</a>

**TENTATIVE UNIT PLAN**  
**M.COM. 1<sup>st</sup> SEMESTER**  
**PAPER 1: MC. 101- MANAGERIAL ECONOMICS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Nature and scope of Managerial Economics	August	3 <sup>rd</sup>	2
2.	Relationship of Managerial economics with economic theory, decision sciences, and functional areas of business	August	3 <sup>rd</sup>	3
3.	Theory of the Firm: Reasons for existence of the firms & their functions, the objective and value of the firm, constraints on the operation of the firms, limitations of the theory of the firm	August	4 <sup>th</sup>	4
4.	Nature & Functions of Profits: Business vs. Economic Profits, functions of profit	August	4 <sup>th</sup>	2
5.	Theories of profit	August	5 <sup>th</sup>	3
6.	The demand for a commodity: Individual's demand, Market demand, and the firm demand	September	1 <sup>st</sup>	2
7.	Tools of Analysis: Marginal Analysis, Optimization, Decision and Game Theory - Concepts; The International Framework of Managerial Economics	September	2 <sup>nd</sup>	5
8.	Price, Income & Cross elasticity of demand; Using elasticity's in managerial decisions	September	3 <sup>rd</sup>	3
9.	Theories of consumer behavior- Cardinal utility analysis	September	3 <sup>rd</sup>	3
10.	Indifference curve analysis	September	4 <sup>th</sup>	5
11.	Revealed preference theory	September	5 <sup>th</sup>	3
12.	Price and output determination under Perfect competition	September	5 <sup>th</sup>	3
13.	Price and output determination under Monopoly	October	1 <sup>st</sup>	5
14.	Price and output determination under Oligopoly and Models of Oligopoly	October	2 <sup>nd</sup>	6
15.	Price and output determination under Monopolistic competition	October	3 <sup>rd</sup>	3
16.	Price discrimination - International price discrimination & Dumping, Pricing Practices	October	3 <sup>rd</sup>	2
17.	Transfer Pricing and Pricing of multiple products	October	3 <sup>rd</sup>	1
18.	Risk and Uncertainties in managerial decision making; Measuring risk with probability distribution, Utility Theory and risk aversion	October	4 <sup>th</sup>	3
19.	Technological change and the global market economy: Impact of technological change on productivity, labor and market structure	November	2 <sup>nd</sup>	2
20.	Industrial innovation and technology	November	2 <sup>nd</sup>	2
21.	Technological environmental forecasting	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM 1<sup>ST</sup> SEMESTER**  
**M.C. 102 : QUANTITATIVE METHODS OF BUSINESS**  
**(2023-2024)**

S. No.	Topic	Month	Week	No. of Days
1	Theory of Probability	August	3 <sup>rd</sup>	5
		August	4 <sup>th</sup>	6
2	Binomial Distribution	August	5 <sup>th</sup>	3
		September	1 <sup>st</sup>	2
3	Poisson Distribution	September	2 <sup>nd</sup>	5
4	Normal Distribution	September	3 <sup>rd</sup>	6
5	Sampling and Sampling distribution	September	4 <sup>th</sup>	5
6	Testing of Hypothesis (Introduction)	September	5 <sup>th</sup>	3
7	Small Sample Test (t-test)	September	5 <sup>th</sup>	3
8	Large Sample Test (Z-test)	October	1 <sup>st</sup>	5
9	F-Test and ANOVA	October	2 <sup>nd</sup>	6
10	Estimation Theory	October	3 <sup>rd</sup>	3
11	Statistical Quality Control	October	3 <sup>rd</sup>	3
		October	4 <sup>th</sup>	3
12	Decision Theory	November	2 <sup>nd</sup>	4
	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM. 1<sup>ST</sup> SEMESTER**  
**M.C. 103: MODERN ACCOUNTING THEORY & REPORTING PRACTICES**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	(IASB)-The role and the standard setting process	August	3 <sup>rd</sup>	1
2.	Progress towards international harmonization	August	3 <sup>rd</sup>	1
3.	-Framework for the Preparation and Presentation of Financial Statements	August	3 <sup>rd</sup>	2
4.	The first time adoption of international financial reporting standards	August	3 <sup>rd</sup>	1
5.	Objective of financial statements, Qualitative characteristics of financial statements	August	4 <sup>th</sup>	2
6.	Elements of financial statements, Recognition and measurement of elements of financial statements	August	4 <sup>th</sup>	1
7.	Fair value basis of measurement, Concepts of capital and capital maintenance	August	4 <sup>th</sup>	1
8.	Property, plant and equipment	August	4 <sup>th</sup>	2
9.	Intangible assets	August	5 <sup>th</sup>	2
10.	Financial instruments	August	5 <sup>th</sup>	1
11.	Financial instruments	September	1 <sup>st</sup>	2
12.	Construction contracts	September	2 <sup>nd</sup>	2
13.	Inventories	September	2 <sup>nd</sup>	3
14.	Provisions and contingencies	September	3 <sup>rd</sup>	3
15.	Employment and post-employment benefits	September	3 <sup>rd</sup>	3
16.	Accounting for tax	September	4 <sup>th</sup>	3
17.	Accounting for agriculture	September	4 <sup>th</sup>	2
18.	Share based payment	September	5 <sup>th</sup>	3
19.	IFRS- 6: Exploration for and evaluation of mineral resources	September	5 <sup>th</sup>	3
20.	Events after the balance sheet date	October	1 <sup>st</sup>	5
21.	Earnings per share	October	2 <sup>nd</sup>	6
22.	Related party disclosures	October	3 <sup>rd</sup>	3
23.	Interim financial reporting	October	3 <sup>rd</sup>	2
24.	Segment reporting	October	3 <sup>rd</sup>	1
25.	Effects of change in foreign exchange	October	4 <sup>th</sup>	1
26.	Income statements and discontinuing operations	October	4 <sup>th</sup>	1
27.	Cash flow statements	October	4 <sup>th</sup>	1
28.	Preparation of external financial reports for combined entities and joint ventures	November	2 <sup>nd</sup>	2
29.	Investments in associates and joint ventures	November	2 <sup>nd</sup>	2
30.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM I SEMESTER**  
**MC 104: ORGANIZATION THEORY AND BEHAVIOUR**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	<ul style="list-style-type: none"> <li>• Motivation: Need hierarchy, Maslow's Need Hierarchy, Two factor theory, Contemporary theories of motivation (ERG, Cognitive evaluation, goal setting, and equity) expectancy model. Theory X and Theory Y, Chris Argyris behaviour pattern</li> <li>• Behaviour modification</li> <li>• Motivation and organizational Effectiveness</li> </ul>	August	3 <sup>rd</sup>	5
2	<ul style="list-style-type: none"> <li>• Leadership, Concept and theories, Behavioral approach, Situational approach,</li> <li>• Leadership effectiveness,</li> <li>• Contemporary issues in leadership</li> </ul>	August	4 <sup>th</sup>	6
3	Stress Management: Individual and organizational factors to stress, Consequences of stress on individual and organization, management of stress	August	5 <sup>th</sup>	3
4	Communication, models of communication, communication effectiveness in organizations. Feedback, Importance, Barriers, How to Overcome Transactional Analysis (TA) : Johari Window	September	1 <sup>st</sup>	2
		September	2 <sup>nd</sup>	3
5	Power : Bases of Power, power tactics, Authority, Power, status, formal and informal structure. Flat and Tall structures. Bureaucratization of organizations.	September	2 <sup>nd</sup>	2
		September	3 <sup>rd</sup>	3
6	Individual Behaviour: Foundations of individual behaviour	September	3 <sup>rd</sup>	3
7	Perceptual process	September	4 <sup>th</sup>	3
8	Organizational Behaviour Concepts, determinants, models, challenges and opportunities of OB. Transaction cost and organizational behaviours. Contributing disciplines to the OB	September	4 <sup>th</sup>	2
		September	5 <sup>th</sup>	3
9	Values and Attitudes	September	5 <sup>th</sup>	3
10	Organizational Theories and Behaviour: Classical, Neo - classical and Contemporary	October	1 <sup>st</sup>	5
11	Organizational Culture: Concept and determinants of organizational culture	October	2 <sup>nd</sup>	3
12	Group Decision making: Concept and nature of decision making process, Individual versus group decision making, Nominal group technique and Delphi technique,	October	2 <sup>nd</sup>	3
13	Conflict: sources of conflict patterns, levels and conflict resolution strategies	October	3 <sup>rd</sup>	4
14	Personality and Emotions	October	3 <sup>rd</sup>	2
15	Organizational Development: Concept and intervention techniques.	October	4 <sup>th</sup>	3
16	Revision	November	2 <sup>nd</sup>	4
		November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM I<sup>ST</sup> SEMESTER**  
**M.C. 105 - MARKETING MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Marketing Management; Marketing - Meaning and approaches, Role of Marketing in Organizations, 4Ps & beyond,	August	3 <sup>rd</sup>	5
2.	Marketing Challenges,	August	4 <sup>th</sup>	4
3.	Marketing Process and Marketing Planning,	August	4 <sup>th</sup> & 5 <sup>th</sup>	2+3
4.	Marketing information system	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+2
5.	Analyzing Market Opportunities ; Analyzing the Marketing Environment- Economic, Demographic, Social, Cultural, Technical, Political & Legal Buying Behaviour- Consumer	September	2 <sup>nd</sup>	3
6.	Business & Industrial Measuring and Forecasting Market Demand	September	3 <sup>rd</sup>	6
7.	Product management: Product - Meaning and Classifications, New Product Development.	September	4 <sup>th</sup>	5
8.	Managing Product Life Cycles	September	5 <sup>th</sup>	6
9.	Brand Strategies and Management. Managing Service - Idea, Institution, Person, Place and Event.	October	1 <sup>st</sup>	5
10.	Pricing, Distribution and Promotion Pricing- Influencing factors, Approaches, Strategies and Programmes.	October	2 <sup>nd</sup>	6
11.	Channels of Distribution and Logistics.	October	3 <sup>rd</sup>	6
12.	Promotion Strategies - Advertising,	October	4 <sup>th</sup>	3
13.	Sales Promotion & Public Relations	November	2 <sup>nd</sup>	4
14.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM. 1<sup>ST</sup> SEMESTER**  
**M.C. 106: MANAGEMENT INFORMATION SYSTEM**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Management Information System –Definition and Characteristics	August	3 <sup>rd</sup>	1
2.	Evolution of MIS	August	3 <sup>rd</sup>	1
3.	Concept of MIS	August	3 <sup>rd</sup>	2
4.	framework for understanding and designing MIS in an organization MIS and other related disciplines: MIS and Management Accounting, MIS and Computer Science, MIS and OR, MIS and Organizational Behaviour, MIS and Management.	August	3 <sup>rd</sup>	1
5.	framework for understanding and designing MIS in an organization MIS and other related disciplines: MIS and Management Accounting, MIS and Computer Science, MIS and OR, MIS and Organizational Behaviour, MIS and Management.	August	4 <sup>th</sup>	2
6.	Concept of information : definition, features, types, process of generation and communication.	August	4 <sup>th</sup>	1
7.	Quality of information; information overload; techniques for managing overload.	August	4 <sup>th</sup>	1
8.	Summarizing; filtering; inferences and message routing.	August	4 <sup>th</sup>	2
9.	System concepts: definition, types and characteristics of system-control in systems.	August	5 <sup>th</sup>	2
10.	Feedback: positive and negative; negative feedback control system, input, process and output control; law of requisite variety.	August	5 <sup>th</sup>	1
11.	Structure of MIS: Basic structural concepts: formal and informal information systems.	September	1 <sup>st</sup>	2
12.	public and private information systems.	September	2 <sup>nd</sup>	2

13.	multiple approaches to the structure of MIS: Operational elements (physical components, process, and outputs for users), activity subsystems, functional subsystems and decision support.	September	2 <sup>nd</sup>	3
14.	Synthesis of multiple approaches into a conceptual structure for MIS.	September	3 <sup>rd</sup>	3
15.	Information systems.	September	3 <sup>rd</sup>	3
16.	Transaction Processing Systems, Office Automation Systems.	September	4 <sup>th</sup>	3
17.	Information Reporting Systems.	September	4 <sup>th</sup>	2
18.	Decision Support Systems.	September	5 <sup>th</sup>	3
19.	Executive Support Systems, Expert systems.	September	5 <sup>th</sup>	3
20.	Systems Development and Implementation: System development methodologies; SDLC approach; prototyping approach and user development approach.	October	1 <sup>st</sup>	5
21.	Systems Analysis; Systems Design.	October	2 <sup>nd</sup>	6
22.	Concepts of database and database design; system implementation; management of information system projects; system documentation – information system audit.	October	3 <sup>rd</sup>	3
23.	Security of information resources; threats to information resources; security systems for risk management.	October	3 <sup>rd</sup>	2
24.	Enterprise Resource Planning Systems – Features-ERP Modules - implementation of ERP.	October	3 <sup>rd</sup>	1
25.	Revision	October & November	4 <sup>th</sup>	3+6

**TENTATIVE UNIT PLAN**  
**M.COM. 2<sup>nd</sup> SEMESTER**  
**M.C. 201 : BUSINESS ENVIRONMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Business Environment: Cultural, social environment, Political and technological environment, Economic environment, legal environment, Techniques of environmental forecasting	January	2 <sup>nd</sup>	4
2.	Economic reforms in India – Liberalization, Privatization	January	3 <sup>rd</sup>	2
3.	Globalization	January	3 <sup>rd</sup>	3
4.	Evaluation of New Economic policy, Foreign Investments policy in India.	January	4 <sup>th</sup>	5
5.	Multi-national corporations - Their participation in India – Their strategies, competitive strengths policies and performance	January	5 <sup>th</sup>	3
6.	Industrial Policies: A brief review of industrial policies since independence, Industrial policy of 1991 and recent developments, Policy on foreign direct investment in Indian industry	February	1 <sup>st</sup>	3
7.	Fiscal Policy: Public revenues, public expenditure, public debt, Development activities financed by public expenditure, an evaluation of recent fiscal policy of Government of India	February	2 <sup>nd</sup>	6
8.	Monetary Policy: Demand for and supply of money, Objectives of monetary and credit policy, Role of Finance Commission, Integration of World's economies and its impact on Indian Business.	February	3 <sup>rd</sup>	6
9	Money and Capital market: Features and components of Indian Financial system, objectives	February	4 <sup>th</sup>	5
10	Features and structure of Money market and capital market,	February	5 <sup>th</sup>	4
11	Recent developments Stock Exchanges, Investor Protection and Role of SEBI	March	1 <sup>st</sup>	2
12	Right to Information and Right to Service Acts and its implications for business,	March	2 <sup>nd</sup>	5
13	Consumer Protection Act, 1986 Models	March	3 <sup>rd</sup>	6
14	Revision & Test	March	4 <sup>th</sup> & 5 <sup>th</sup>	9
15	Revision & Test	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM 2<sup>ND</sup> SEMESTER**  
**M.C. 202: RESEARCH METHODOLOGY IN COMMERCE**  
**(2023-2024)**

S. No.	Topic	Month	Week	No. of Days
1	Introduction to Research	January	2 <sup>nd</sup>	3
2	Scientific Method of Research	January	2 <sup>nd</sup>	1
		January	3 <sup>rd</sup>	2
3	Problem Definition and Financing Research	January	3 <sup>rd</sup>	3
4	Research Design	January	4 <sup>th</sup>	5
5	Sampling Fundamentals	January	5 <sup>th</sup>	3
6	Sampling Designs	February	1 <sup>st</sup>	3
7	Introduction to Primary Data	February	2 <sup>nd</sup>	6
8	Introduction to Secondary Data	February	3 <sup>rd</sup>	4
9	Data Processing	February	3 <sup>rd</sup>	2
10	Analysis of Information	February	4 <sup>th</sup>	3
11	Presentation of Data	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	2
12	Testing of Hypothesis	February	5 <sup>th</sup>	2
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
13	Chi-Square Test	March	2 <sup>nd</sup>	3
14	Introduction to Non-Parametric Tests	March	3 <sup>rd</sup>	4
15	Multivariate Analysis - Overview	March	3 <sup>rd</sup>	2
		March	4 <sup>th</sup>	2
16	Report Writing and Implementing Results	March	4 <sup>th</sup>	3
17	Revision	March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**M.COM. 2<sup>ND</sup> SEMESTER**  
**M.C. 203: FINANCIAL MANAGEMENT POLICY**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Financial Management: Scope of Financial Management, Finance Functions and its Organization, Objectives of Financial Management	January	2 <sup>nd</sup>	4
2.	Time Value of Money: Discounting Technique, Compounding Technique	January	3 <sup>rd</sup>	2
3.	Sources of Long-Term Finance	January	3 <sup>rd</sup>	3
4.	Financial Forecasting: Sale Forecast, Preparation of Performa Income Statement and Balance Sheet, Growth and External Funds Requirements	January	4 <sup>th</sup>	5
5.	Investment Decisions: Importance, Difficulties in determining cash flows, Methods of Capital Budgeting, Risk adjusted discount rate methods	January	5 <sup>th</sup>	3
6.	Investment Decisions: Importance, Difficulties in determining cash flows, Methods of Capital Budgeting, Risk adjusted discount rate methods	February	1 <sup>st</sup>	3
7.	Cost of Capital: Cost of different sources of raising capital, Weighted average cost of capital	February	2 <sup>nd</sup>	6
8.	Capital Structure Decisions: Leverage & its types, Theories of Capital Structure: Net Income Approach, Net Operating Income Approach, Traditional Approach, M.M Theories	February	3 <sup>rd</sup>	6
8	Capital structure Policy <ul style="list-style-type: none"> <li>• Business &amp; Financial Risk</li> <li>• Total and Market risk Perspective</li> <li>• Determinants of Capital Structure Decisions</li> <li>• EBIT/EPS Analysis ROI/ROE Analysis</li> </ul>	February	4 <sup>th</sup>	5
9.	Dividend Policy: Determinants of Dividend Models, Walter, Gordon & M.M Models	February	5 <sup>th</sup>	4
10.	Working Capital Policy: Meaning, Need, Determinants, Estimation of Working Capital Needs	March	1 <sup>st</sup>	2
11.	Management of Cash: Cash Budget, Models of management of cash	March	2 <sup>nd</sup>	5
12.	Management of Inventory: Techniques of Inventory Control	March	3 <sup>rd</sup>	6
13.	Management of Receivables Introduction, Meaning, Costs of maintain Receivables, Dimensions of Receivables Management, Factoring and Receivable Management	March	4 <sup>th</sup> & 5 <sup>th</sup>	9
14.	Revision & Test	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM. 2<sup>ND</sup> SEMESTER**  
**M.C. 204: PRODUCTION & MATERIAL MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction To Production & Operation Management	January	2 <sup>nd</sup>	4
2.	Material Management	January	3 <sup>rd</sup>	5
3.	Inventory Management & Control	January	4 <sup>th</sup>	5
4.	Inventory Control Models	January	5 <sup>th</sup>	3
5.	Purchasing	February	1 <sup>st</sup> & 2 <sup>nd</sup>	3+2
6.	Price Determination	February	2 <sup>nd</sup>	4
7.	Cost Analysis And Behaviour	February	3 <sup>rd</sup>	6
8.	Value Analysis	February	4 <sup>th</sup>	3
9	Quality Determination & Control	February	4 <sup>th</sup>	2
10.	Demand Forecasting	February	5 <sup>th</sup>	4
11.	Facility Location	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2 +2
12.	Facility Layout	March	2 <sup>nd</sup>	3
13.	Production Planning And Control	March	3 <sup>rd</sup>	3
14	PERT & CPM	March	3 <sup>rd</sup>	3
15	Productivity & Its Measurement	March	4 <sup>th</sup>	3
16	Work Study	March	4 <sup>th</sup> & 5 <sup>th</sup>	2+2
17	Work Measurement	March	5 <sup>th</sup>	2
18	Revision	March	1 <sup>st</sup> & 3 <sup>rd</sup>	1 + 1

**TENTATIVE UNIT PLAN**  
**M.COM. 2<sup>ND</sup> SEMESTER**  
**M.C. 205: OPERATIONS RESEARCH**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Operations Research: Evolution, methodology and role in decision making.	January	2 <sup>nd</sup>	4
2.	Linear programming: Meaning, assumptions, advantages, scope and limitations.	January	3 <sup>rd</sup>	5
3.	Formulation of Problem and its solution by graphical and simplex methods (Including Big M Method.	January	4 <sup>th</sup>	5
4.	Two Phase Simplex Method, special cases in simplex method, infeasibility, degeneracy, unboundedness and multiple optimal solutions.	January	5 <sup>th</sup>	3
5.	Duality, Dual Simplex Method.	February	1 <sup>st</sup>	3
6.	Transportation problems including transshipment problems, Special cases in transportation problems, unbalanced problems, degeneracy, maximization objective and multiple optimal solutions.	February	2 <sup>nd</sup>	6
7.	Transportation problems including transshipment problems; Special cases in transportation problems, unbalanced problems, degeneracy, maximization objective and multiple optimal solutions.	February	3 <sup>rd</sup>	4
8.	Assignment problems including travelling salesman's problem. Special cases in assignment problems, unbalanced problems, maximization objective and multiple optimal solutions.	February	3 <sup>rd</sup>	2
9.	Assignment problems including travelling salesman's problem. Special cases in assignment problems, unbalanced problems, maximization objective and multiple optimal solutions.	February	4 <sup>th</sup>	3
10.	Assignment problems including travelling salesman's problem. Special cases in assignment problems, unbalanced problems, maximization objective and multiple optimal solutions.	February	4 <sup>th</sup>	2

11.	PERT/CPM: Difference between PERT and CPM, network construction, calculating EST, EFT, LST, LFT and floats, probability considerations in PERT, time cost trade off.	February	5 <sup>th</sup>	4
12.	PERT/CPM: Difference between PERT and CPM, network construction, calculating EST, EFT, LST, LFT and floats, probability considerations in PERT, time cost trade off.	March	1 <sup>st</sup>	2
13.	PERT/CPM: Difference between PERT and CPM, network construction, calculating EST, EFT, LST, LFT and floats, probability considerations in PERT, time cost trade off.	March	2 <sup>nd</sup>	2
14.	Decision theory: decision making under uncertainty and risk, Bayesian analysis, decision trees.	March	2 <sup>nd</sup>	3
15.	Replacement problem (Individual and Group replacement problems both).	March	3 <sup>rd</sup>	3
16.	Game theory, pure and mixed strategy games, principle of dominance, two person zero sum game.	March	3 <sup>rd</sup>	3
17.	Game theory, pure and mixed strategy games, principle of dominance, two person zero sum game.	March	4 <sup>th</sup>	3
18.	Queuing theory: concept, assumptions and applications; analysis of queue system, Poisson distributed arrivals and exponentially distributed service time model (MMI and MMK).	March	4 <sup>th</sup>	2
19.	Queuing theory: concept, assumptions and applications; analysis of queue system, Poisson distributed arrivals and exponentially distributed service time model (MMI and MMK).	March	5 <sup>th</sup>	4
20.	simulation; meaning, process, advantages, limitations and applications.	April	1 <sup>st</sup>	1
21.	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**M.COM 2<sup>ND</sup> SEMESTER**  
**MC. 206: BUSINESS POLICY AND STRATEGIC MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	Business Policy – An Introduction	January	2 <sup>nd</sup>	4
2	Basics of Strategic Management	January	3 <sup>rd</sup>	5
3	Strategic Management Process	January	4 <sup>th</sup>	3
4	Strategy Analysis and Choice of Alternatives (Strategic Options)	January	4 <sup>th</sup>	2
		January	5 <sup>th</sup>	3
		February	1 <sup>st</sup>	1
5	Functional Strategy (Manufacturing, Marketing, Human Resource, Research and Development and Financial)	February	1 <sup>st</sup>	2
		February	2 <sup>nd</sup>	4
6	Strategic Intent and Strategy Formulation (Including Corporate Social Responsibility and Ethical Consideration)	February	2 <sup>nd</sup>	2
		February	3 <sup>rd</sup>	4
7	Strategy Implementation- I	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
8	Strategy Implementation –II (Organizational Structure and Corporate Culture)	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
9	Strategy Evaluation and Control	March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	3
10	E- Commerce and Strategy	March	2 <sup>nd</sup>	2
		March	3 <sup>rd</sup>	4
11	Case Studies	March	3 <sup>rd</sup>	2
		March	4 <sup>th</sup>	2
12	Presentations and Revision	March	4 <sup>th</sup>	3
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**LECTURE PLAN**  
**M.COM. III SEMESTER**  
**MC. 301 - BUSINESS PERFORMANCE MEASUREMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Corporate Performance Measurement - Need and Importance; Historical Overview Product Costing in price estimates and profit management	August	1st	5
2.	Techniques to measure and enhance profitability and quality of products and services Activity Based Costing and Activity Based Management	August	2 <sup>nd</sup> and 3 <sup>rd</sup>	11
3.	Target and Kaizen costing Benchmarking Environmental costing	August	4 <sup>th</sup> and 5 <sup>th</sup>	9
4.	Flexible Budgeting, and Activity Based Budgeting Setting of performance goals and incentives, and the use of diagnostic tools and control; systems to achieve the goals	September	1 <sup>st</sup> and 2 <sup>nd</sup>	7
5.	Strategic Profitability Analysis Measuring performance using Economic Value Added (EVA) methodology; Comparison between Return on Investment (ROI) and EVA methodology of measuring performance	September	3 <sup>rd</sup> and 4 <sup>th</sup>	11
6.	Throughput Accounting	September	4th	5
7.	Measurement of Corporate Performance through Balanced Scorecard and its value creation potential; Rationality behind balance score card; performance dimensions of the balance scorecard	September	5th	6
8.	Responsibility Accounting - Meaning and Methodology, types of responsibility centres, organizational structure of responsibility centres	October	1 <sup>st</sup> and 2 <sup>nd</sup>	11
9	Information Systems aspects of management control; Control-needs of Information flow, and its consolidation in multi-locational setting; Management Control System and its applications	October	3rd	6
10	Objectives and methods of transfer pricing, pricing corporate services and administration of transfer pricing	October	4th	3
11	Revision	November	2 <sup>nd</sup> and 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**M.COM. 3<sup>RD</sup> SEMESTER**  
**M.C. 302: TAX PLANNING AND MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Indian Taxation Structure	Aug.	1 <sup>st</sup>	5
2.	Tax planning, avoidance and Management	Aug.	2 <sup>nd</sup>	3
3.	Exempted Incomes	Aug.	2 <sup>nd</sup>	3
4.	Income from House Property	Aug.	3 <sup>rd</sup>	5
5.	Profits and Gains of Business and Profession	Aug.	4 <sup>th</sup>	3
6.	Profits and Gains of Business and Profession	Aug.	4 <sup>th</sup>	3
7.	Capital Gains	Aug.	5 <sup>th</sup>	3
8.	Income from Other sources	Sept.	1 <sup>st</sup>	2
9.	Set – Off and carry forward of losses	Sept.	2 <sup>nd</sup>	5
10.	Deductions out of GTI	Sept.	3 <sup>rd</sup>	3
11.	Assessment of Companies	Sept.	3 <sup>rd</sup>	3
12.	Tax planning for new Business	Sept.	4 <sup>th</sup>	5
13.	Tax Planning and Managerial Decisions	Sept.	5 <sup>th</sup>	3
14.	Overview of GST	Sept.	5 <sup>th</sup>	3
15.	Implementation of GST	Oct.	1 <sup>st</sup>	5
16.	Reasons for GST, Registration process of GST	Oct.	2 <sup>nd</sup>	3
17.	Levy and Collection of CGST and SGST	Oct.	2 <sup>nd</sup>	3
18.	Input Tax Credit	Oct.	3 <sup>rd</sup>	6
19.	Revision	Oct.	4 <sup>th</sup>	3
20.	Revision	Oct.	5 <sup>th</sup>	1
21.	Revision	Nov.	2 <sup>nd</sup>	4

**TENTATIVE UNIT PLAN**  
**M.COM. 3<sup>RD</sup> SEMESTER**  
**M.C. 303 - INTEGRATED MARKETING COMMUNICATION & BRAND EQUITY**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Marketing communication; functional areas of marketing communication; integrated marketing communication;	August	3 <sup>rd</sup>	1
2.	Types of advertising agencies; media partners and their role; compensating the advertising agencies; agency evaluation;	August	3 <sup>rd</sup>	1
3.	Brands – its meaning; creating and maintaining the brand; selecting desired brand position; developing brand identification;	August	3 <sup>rd</sup>	2
4.	Creating a brand image;	August	3 <sup>rd</sup>	1
5.	Creating and maintaining brand relationship with customers; brand-customer touch points; prospects and customers;	August	4 <sup>th</sup>	2
6.	AIDA model; think/feel/do models; Brand decision making process;	August	4 <sup>th</sup>	1
7.	Attitude formation and attitude change; brand likeability.	August	4 <sup>th</sup>	1
8.	Branding concepts; branding challenges and opportunities;	August	4 <sup>th</sup>	2
9.	Brand equity concept; strategic brand management process;	August	5 <sup>th</sup>	2
10.	Customer based equity	August	5 <sup>th</sup>	1
11.	Building a strong brand and its implications; identifying and establishing brand positioning;	September	1 <sup>st</sup>	2
12.	Defining and establishing brand values;	September	2 <sup>nd</sup>	2
13.	Internal branding.	September	2 <sup>nd</sup>	3
14.	Campaign planning; IMC planning process;	September	3 <sup>rd</sup>	3
15.	Internal marketing;	September	3 <sup>rd</sup>	3
16.	Segmenting and targeting; types of segmentation; Message and profitability targeting;	September	4 <sup>th</sup>	3
17.	Digitization of brand information; Customer database; Building relationship through data management;	September	4 <sup>th</sup>	2
18.	Developing creative message strategy; Process of developing IMC message strategy;	September	5 <sup>th</sup>	3
19.	Methods of getting creative ideas; Brand-message execution;	September	5 <sup>th</sup>	3
20.	Copywriting; Writing for print and electronic media; print layout and design; executional and strategic consistency.	October	1 <sup>st</sup>	5
21.	Media classification; media strength and weakness; Wireless communication; E-mail marketing; Website marketing; Integrating online brand communication; Media planning;	October	2 <sup>nd</sup>	6
22.	Consumer sales promotion; Sales promotion tools; Determining consumer sales promotion strength and limitations of sales promotion	October	3 <sup>rd</sup>	6
23.	Trade promotion; Trade promotion for new products and existing brands;	October	4 <sup>th</sup>	3
24.	Trade promotion strategies; Objectives of co-marketing communication	November	2 <sup>nd</sup>	4
25.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM III SEMESTER**  
**MC 304: MARKETING RESEARCH**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Meaning, nature and importance of marketing research; Marketing research and scientific method; Research reliability and validity, Problems in conducting marketing research;	August	1 <sup>st</sup>	5
2.	Marketing Information System (MIS); Ways of conducting marketing research; Syndicated research.	August	2 <sup>nd</sup>	6
3.	Marketing Research Process: Steps involved in conducting marketing research; Problem identification; Determining information needs; Developing marketing research proposal.	August	3 <sup>rd</sup>	5
4.	Research Design: Meaning and importance; Types of research designs – explorative, descriptive and conclusive researches	August	4 <sup>th</sup>	6
5.	Secondary data – sources, uses and limitations, Primary data collection methods – questioning techniques and observation methods;	August	5 <sup>th</sup>	3
6.	Online data sources and research, Questionnaire preparation, Sample Design and Field Work: Defining universe and sampling unit; Determining sampling frame	September	1 <sup>st</sup>	2
7.	Probability and non - probability sampling methods; Sample size determination; Field work and data collection – sampling and non-sampling errors.	September	2 <sup>nd</sup>	5
8.	Data Analysis and Report Preparation: Data editing, coding tabulation and graphical presentation	September	3 <sup>rd</sup>	6
9.	Univariate and multivariate data analyses techniques and their applications in marketing research	September	4 <sup>th</sup>	5
10.	Report preparation, presentation and follow – up, Ethical issues in marketing research.	September	5 <sup>th</sup>	6
11.	Marketing Research Applications: Consumer research	October	1 <sup>st</sup>	5
12.	Behaviour and motivation research, Attitude measurement and scaling techniques, Product research, Advertising research, Marketing and sales forecasting; Sales analysis.	October	2 <sup>nd</sup>	6
13.	Marketing Research in India: Status, organization and developments	October	3 <sup>rd</sup>	6
14.	Revision	October	4 <sup>th</sup>	3
15.	Revision	November	2 <sup>nd</sup>	4
16.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM. 3<sup>rd</sup> SEMESTER**  
**M.C.305: HUMAN RESOURCE DEVELOPMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Human Resource Development: Concept and Evolution	August	3 <sup>rd</sup>	5
2.	Human Resource Development: Approaches	August	4 <sup>th</sup>	6
3.	Strategic Interventions in HRD Sectors and Target Groups	August	5 <sup>th</sup>	3
		September	1 <sup>st</sup>	2
4.	HRD Mechanisms, Processes and Outcomes	September	2 <sup>nd</sup>	5
5.	Attitude of Top Management Towards HRD	September	3 <sup>rd</sup>	3
6.	Line Managers and HRD	September	3 <sup>rd</sup>	3
7.	Creating Learning Organizations	September	4 <sup>th</sup>	2
8.	Motivational Aspects of HRD, Trends and Practices.	September	4 <sup>th</sup>	3
9.	HRD Culture.	September	5 <sup>th</sup>	3
10.	HRD Climate.	September	5 <sup>th</sup>	3
11.	HRD for Workers, Role of Trade Unions.	October	1 <sup>st</sup>	5
12.	HRD in Government Organizations and Public Sector.	October	2 <sup>nd</sup>	3
13.	Human Resource Development in the Education Sector.	October	2 <sup>nd</sup>	3
14.	HRD in Other Sectors; Defense, Police and Industry.	October	3 <sup>rd</sup>	3
15.	Emerging Issues, Trends and Challenges in HRD.	October	3 <sup>rd</sup>	3
16.	Industrial Relations and HRD, Utilization of Human Efforts, Future of HRD.	October	4 <sup>th</sup>	3
17.	International Comparison of HRD Practices.	November	2 <sup>nd</sup>	4
18.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM SEMESTER 3<sup>RD</sup>**  
**M.C. 306 : INDUSTRIAL RELATIONS**  
**(2023 -2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	Industrial Relations: Concepts and Scope, Historical development, Unilarist, Pluralist and Marxist perspective of IR.	August	1 <sup>st</sup>	5
2	Trade Unionism : Role of Trade Unions , Trade union in India , National Level Federations , Goals and Objectives of Unions and union Leadership, Weaknesses in Trade Unions , Theories of Trade Unionism. Cross Cultural Aspects of Union Management Relations.	August	2 <sup>nd</sup>	6
3	Trade Union Act 1926 : An Overview. Union Recognition , De – Unionization Strategies.	August	3 <sup>rd</sup>	5
4	Union Management Relations : Conceptual Framework, Union Management Perspectives, Organizational Factors affecting union management Relations . Public policies and Union Management relations.	August	4 <sup>th</sup>	6
5	Role of State, Constitution and Labour Policies , ILO , Major Events and International Issues, changes affecting HR/ IR perspectives, Perspectives in India.	August	5 <sup>th</sup>	3
6	Industrial Democracy: Concepts and Scope of Industrial democracy, Worker’s participation : Strategy , practices, Behavioral science input/ Contribution and models, Rationale for participation , Issues in Participation , Strategies for making participation work and making participation more effective.	September	1 <sup>st</sup> + 2 <sup>nd</sup>	7
7	Methods of industrial relation machinery in India, Statutory and non-statutory methods of industrial dispute resolution; Conciliation, mediation, arbitration and adjudication.	September	3 <sup>rd</sup>	6
8	Comparative Industrial Relations: Principles of comparative Analysis, variables of comparative analysis. Experience of UK, Yugoslavia , West Germany, Scandinavian countries and Japan .	September	4 <sup>th</sup>	5
9	Managing Industrial Relations: Regulatory mechanisms, Employee discipline, suspension, dismissal and retrenchment.	September	5 <sup>th</sup>	6
10	Employee Grievance handling, Collective bargaining, negotiation skills, Industrial conflict resolution.	October	1 <sup>st</sup>	5
11	Labour Welfare : Rationale need and requirements	October	3 <sup>rd</sup>	6
12	Case studies Discussion	October	4 <sup>th</sup>	3
13	Revision	November	2 <sup>nd</sup> + 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**M.COM. 4<sup>TH</sup> SEMESTER**  
**M.C. 402: KNOWLEDGE MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	Concept of Knowledge: Meaning, Definition, types	January	2 <sup>nd</sup>	4
2	Meaning of Knowledge Management	January	3 <sup>rd</sup>	5
3	Tacit Knowledge	January	4 <sup>th</sup>	5
4	Explicit Knowledge	January	5 <sup>th</sup>	3
5	Knowledge Sharing: Meaning, types, Barriers, How to overcome the Barriers, Importance, Tools	February	1 <sup>st</sup>	3
6	Reward System	February	2 <sup>nd</sup>	6
7	Knowledge Value Creation	February	3 <sup>rd</sup>	4
8	Knowledge Value Chain	February	3 <sup>rd</sup>	2
9	Expert System	February	4 <sup>th</sup>	3
10	Knowledge based Competitive Advantage	February	4 <sup>th</sup>	2
11	Knowledge in Management Theories	February	5 <sup>th</sup>	4
12	Role of Top & Middle level Management	March	1 <sup>st</sup>	2
13	Knowledge Management Strategies	March	2 <sup>nd</sup>	2
14	Knowledge Management System	March	2 <sup>nd</sup>	3
15	Knowledge Management Models	March	3 <sup>rd</sup>	3
16	Knowledge Based Economy	March	3 <sup>rd</sup>	3
17	Knowledge Intensive Firms	March	4 <sup>th</sup>	3
18	Critical Enabling Conditions of Knowledge	March	4 <sup>th</sup>	2
19	Knowledge Architecture	March	5 <sup>th</sup>	2
20	Organizational Design for Knowledge Management	March	5 <sup>th</sup>	2
21	Leveraging Knowledge	April	1 <sup>st</sup>	1
22	Knowledge Codification	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**M.COM. 4<sup>TH</sup> SEMESTER**  
**M.C. 403: BUSINESS ETHICS AND CORPORATE GOVERNANCE**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Introduction to Business Ethics and Value System	January	2 <sup>nd</sup>	4
2.	Theories of rights ,ethics and Nature of ethics in management system	January	3 <sup>rd</sup>	5
3.	Environmental Pollution & Society	January	4 <sup>th</sup>	3
4.	Ethical considerations in Finance, marketing ,HRM and Issues in the top management	January	4 <sup>th</sup>	2
5.	Ethical responsibilities towards competition, Wisdom based Leadership, Ethical Dilemma, Ethical leadership	January	5 <sup>th</sup>	3
6.	Introduction to Corporate Governance its objectives and goals	February	1st	3
7.	Ownership Pattern - Public Limited Companies	February	2nd	4
8.	Nature and Evolution of corporate governance	February	2nd	2
9.	Stakeholder's Protection	February	3rd	3
10.	Reports of CG such as Cadbury, Hampel, OECD Committee and SOX Act 2002	February	3 <sup>rd</sup>	3
11.	Internal Corporate Governance Mechanism	February	4 <sup>th</sup>	5
12.	Committees of the Board Whistleblower	February	5 <sup>th</sup>	4
13.	Various Committees of CG such as Kumar Manglam Birla,	March	1 <sup>st</sup>	2
14.	Narayanmurthy, Naresh Chandra Committee and J.J.Irani Committee	March	2 <sup>nd</sup>	5
15.	External Corporate Governance Mechanism	March	3rd	2
16.	Corporate Governance Ratings, CII Code	March	3 <sup>rd</sup>	4
17.	Case Studies Such as A dent in Wal Mart's Image, China Aviation Oil's Collapse,	March	4 <sup>th</sup>	3
18.	Child Labour in Coca, Obesity Concerns, Bhopal Gas Tragedy	March	4 <sup>th</sup>	2
19.	Legal and regulatory changes - Clause 49	March	5 <sup>th</sup>	4
20.	Revision	April	1 <sup>st</sup>	2
21.	Revision	April	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM 4<sup>TH</sup> SEMESTER**  
**MC 404: ADVERTISING AND SALES MANAGEMENT**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1	Communication Basics: Role of communication; Communication process and flows; Planning the promotion mix;	January	2 <sup>nd</sup>	4
2	Advertising: Nature and importance; Advertising and the economy; Advertising and publicity;	January	3 <sup>rd</sup>	5
3	Advertising management process – an overview; Determining target audience	January	4 <sup>th</sup>	5
4	Advertising objectives and positioning decisions; Advertising budget decisions.	January	5 <sup>th</sup>	3
5	Message Decision: Determining advertising message; Developing advertising copy – Headline main copy, logo, illustration, appeal, layout, creativity, advertisement through internet, media selection and scheduling.	February	1 <sup>st</sup>	3
6	Organization of Advertising Operations: In -house vs. advertising agency arrangements; Managing advertising agency relations;	February	2 <sup>nd</sup>	6
7	Valuation of advertisement and campaign effectiveness –Before - and – after advertising tests and techniques.	February	3 <sup>rd</sup>	4
8	Advertising in India; Social and regulatory aspects of advertising. Recent developments and issues in advertising.	February	3 <sup>rd</sup>	2
9	Sales Management: Fundamentals of Personal Selling: Nature and importance of Selling; Types of selling;	February	4 <sup>th</sup>	3
10	Personal selling, salesmanship and sales management; Process of effective selling; Strategic Sales management.	February	4 <sup>th</sup>	2
11	Sales Planning: Setting personal selling objective; Market analysis and sales forecasting; Sales budget; Sales territory; Sales quota.	February	5 <sup>th</sup>	4
12	Sales Organization: Organization structure; relationship of sales department with other departments; Distribution networks relationship	March	1 <sup>st</sup>	2
13	Sales Force Management: Recruitment and selection	March	2 <sup>nd</sup>	2
14	Training and development	March	2 <sup>nd</sup>	3
15	Motivating	March	3 <sup>rd</sup>	3
16	Supervising	March	3 <sup>rd</sup>	3
17	Compensating sales personnel; Controlling the sales effort; Evaluation of sales personnel;	March	4 <sup>th</sup>	3
18	Sales and cost analysis.	March	4 <sup>th</sup>	2
19	Ethical and legal aspects of selling.	March	5 <sup>th</sup>	4
20	Revision	April	1 <sup>st</sup>	1
21	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**M.COM. 4<sup>TH</sup> SEMESTER**  
**M.C. 405: SERVICES MARKETING**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No of Lectures
1)	Introduction to services marketing: role of services marketing; consumer behaviour in service encounters	January	2 <sup>nd</sup>	4
2)	Market segmentation	January	3 <sup>rd</sup>	5
3)	Customer interaction, purchase process, needs and expectations of customers	January	4 <sup>th</sup>	5
4)	Positioning services in competitive markets; search for competitive advantages; positioning vis-à-vis competitors.	January	5 <sup>th</sup>	3
5)	Creating the service product: Identifying and classifying supplementary services, planning and branding service-products	February	1 <sup>st</sup> + 2 <sup>nd</sup>	6
6)	New service development; designing communication mix; branding and communication	February	2 <sup>nd</sup>	3
7)	Designing and managing service processes; service process redesign, customer mis behaviour; balancing demand and capacity: fluctuations in demand, capacity constrain	February	3 <sup>rd</sup>	3
8)	Planning the service environment; consumer responses to and dimensions of service environment	February	3 <sup>rd</sup>	3
9)	Managing people for service advantage	February	4 <sup>th</sup>	5
10)	Service leadership and culture	March	1 <sup>st</sup>	2
11)	Managing relationship and building loyalty; customer-firm relationship, analysing and managing customer base; customer management relationship system in services marketing	March	2 <sup>nd</sup>	2
12)	Service quality and the gap model, measuring and improving service quality, defining, measuring and improving service productivity	March	2 <sup>nd</sup>	3
13)	Organizing for service leadership; search for synergy in service management, creating a leading service organization	March	3 <sup>rd</sup>	6
14)	Customer feedback and service recovery, Customer complaining behaviour	March	4 <sup>th</sup>	5
15)	Principles and responses to effective service recovery	March	5 <sup>th</sup>	4
	Revision	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**M.COM. 4<sup>th</sup> SEMESTER**  
**M.C. 406: CONSUMER BEHAVIOUR (2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Consumer Behaviour: Importance and nature of consumer behaviour;	January	2 <sup>nd</sup>	4
2.	Types of consumers and their role; Consumer buying process and determinants; Changing profile of Indian consumers.	January	3 <sup>rd</sup>	5
3.	Individual Differences in Consumers: Needs and motivation; Perception; Attitude and attitude change;	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	<ul style="list-style-type: none"> <li>• Learning and learning theories;</li> <li>• Personality and life style analysis.</li> </ul>	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	External determinants of Consumer Behaviour: Family and its influence on consumer buying behaviour;	February	3 <sup>rd</sup>	4
6.	Group and their influences; Social class; Culture and sub-culture.	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	<ul style="list-style-type: none"> <li>• Models of consumer behaviour;</li> <li>• Business buying behaviour.</li> </ul>	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
8.	Cross-cultural dimensions of consumer behaviour;	March	2 <sup>nd</sup>	5
		March	3 <sup>rd</sup>	3
9.	Consumer research – complexities and issues.	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	5
10.	Revision	March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN****B.Com. 1<sup>st</sup> SEMESTER****BCM-101 A PUNJABI****(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	GALIEY CHIKKARH DOOR GHAR AUTOBIOGRAPHY BY : WANJARA BEDI – INTRODUCTION	August	1 <sup>st</sup>	2
2.	CHAPTER 1	August	2 <sup>nd</sup>	2
3.	CHAPTER 1	August	3 <sup>rd</sup>	3
4.	BUSINESS VOCABULARY 1 TO 50	August	4 <sup>th</sup>	2
5.	WORDS CORRECTION	August	5 <sup>th</sup>	2
6.	WORDS CORRECTION	September	1 <sup>st</sup>	2
7.	BUSINESS VOCABULARY 51 TO 100	September	2 <sup>nd</sup> 3 <sup>rd</sup>	1
8.	CHAPTER 2	September	4 <sup>th</sup>	3
9.	CHAPTER 2	September	5 <sup>th</sup>	2
10.	ESSAY WRITING	October	1 <sup>st</sup>	2
11.	ESSAY WRITING	October	2 <sup>nd</sup>	1
12.	CHAPTER 3	October	3 <sup>rd</sup>	2
13.	BUSINESS ADVERTISEMENT – TRANSLATION	October	4 <sup>th</sup>	2
14.	CHAPTER 4	October	5 <sup>th</sup>	3
15.	CHAPTER 4	November	1 <sup>st</sup>	2
16.	CHAPTER 5	November	2 <sup>nd</sup>	2
17.	Revision & Test	November	3 <sup>rd</sup>	3

**TENTATIVE UNIT PLAN**  
**B.Com. 1<sup>st</sup> SEMESTER**  
**BCM-102 ENGLISH AND BUSINESS COMMUNICATION SKILLS**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<i>The Model Millionaire</i> by Oscar Wilde <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	1 <sup>st</sup>	5
2.	<i>The Model Millionaire</i> by Oscar Wilde <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	2 <sup>nd</sup>	2
3.	<i>The Gift of Magi</i> by O. Henry <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	2 <sup>nd</sup>	4
4.	<i>The Gift of Magi</i> by O. Henry <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	3 <sup>rd</sup>	5
5.	<i>The Judgement-Seat of Vikramaditya</i> by Sister Nivedita <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	4 <sup>th</sup>	2
6.	<i>The Judgement-Seat of Vikramaditya</i> by Sister Nivedita <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	4 <sup>th</sup>	4
7.	<i>Fur</i> by Saki <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	5 <sup>th</sup>	3
8.	<i>Fur</i> by Saki <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	September	1 <sup>st</sup>	2
9.	<i>A Marriage Proposal</i> by Anton Chekhov <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the play</li> </ul>	September	2 <sup>nd</sup>	5
10.	<i>A Marriage Proposal</i> by Anton Chekhov <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	September	3 <sup>rd</sup>	4

11.	<p>Business Communication</p> <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Meaning and Definition</li> <li>● Communication in General</li> </ul>	September	3 <sup>rd</sup>	2
12.	<p>Business Communication</p> <ul style="list-style-type: none"> <li>● Types of Communication</li> <li>● Significance of Positive Attitude in Communication</li> <li>● Situation Specific Communication</li> </ul>	September	4 <sup>th</sup>	5
13.	<p>Writing Skills</p> <ul style="list-style-type: none"> <li>● Letter Writing</li> </ul>	September	5 <sup>th</sup>	6
14.	<p>Writing Skills</p> <ul style="list-style-type: none"> <li>● Difference between notices</li> <li>● Tender Notice</li> </ul>	October	1 <sup>st</sup>	2
15.	<p>Writing Skills</p> <ul style="list-style-type: none"> <li>● Auction Notice</li> <li>● Public Notice</li> </ul>	October	1 <sup>st</sup>	3
16.	<p>Writing Skills</p> <ul style="list-style-type: none"> <li>● Memo Writing</li> <li>● Advertisements pertained to Sales</li> <li>● Advertisements pertained to Marketing</li> </ul>	October	2 <sup>nd</sup>	3
17.	<p>Practical Work</p> <ul style="list-style-type: none"> <li>● Interviews and Its types</li> <li>● Public Speaking</li> </ul>	October	2 <sup>nd</sup>	3
18.	<p>Practical Work</p> <ul style="list-style-type: none"> <li>● Declamation and Its features</li> <li>● Debate and Its Features</li> </ul>	October	3 <sup>rd</sup>	6
19.	<p>Practical Work</p> <ul style="list-style-type: none"> <li>● Debate in Practice</li> </ul>	October	4 <sup>th</sup>	3
20.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**CLASS: B.COM. I SEM**  
**SUBJECT: PSYCHOLOGY FOR MANAGERS**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction: <ul style="list-style-type: none"> <li>• Concepts, Definitions;</li> <li>• Need and Importance of Organisational Behaviour for Managers,</li> <li>• Contributing Disciplines of OB.</li> <li>• Nature and Scope,</li> <li>• Organisational Behaviour Models.</li> </ul>	August	1 <sup>st</sup>	5
2.	Individual Behaviour: <ul style="list-style-type: none"> <li>• Introduction and Meaning,</li> <li>• Factors Affecting Individual Behaviour,</li> <li>• Models of Individual Behaviour</li> </ul>	August	2 <sup>nd</sup>	6
3.	Personality <ul style="list-style-type: none"> <li>• Meaning, Characteristics,</li> <li>• Determinants</li> <li>• Theories of Personality</li> </ul>	August	3 <sup>rd</sup>	5
4.	Perception: <ul style="list-style-type: none"> <li>• Nature &amp; Importance,</li> <li>• Perception Process,</li> <li>• Perceptual Selectivity,</li> <li>• Perceptual Organization, Perpetual Errors and Distortions.</li> </ul>	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
5.	Attitudes and Values <ul style="list-style-type: none"> <li>• Components,</li> <li>• Sources and Measurement of Attitudes.</li> <li>• Concept, Sources</li> <li>• Types of Values.</li> </ul>	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
6.	Motivation <ul style="list-style-type: none"> <li>• Meaning and Importance of Motivation,</li> <li>• Theories of Motivation</li> </ul>	September	3 <sup>rd</sup>	6
7.	Morale-factors/causes	September	4 <sup>th</sup>	5
8.	Inter Personal Behaviour and Transactional Analysis (TA).	September	5 <sup>th</sup>	6
9.	Leadership: Definition, Importance, Leadership Styles	October	1 <sup>st</sup>	5
10.	Models and Theories of Leadership	October	2 <sup>nd</sup>	6
11.	Conflict Management: Traditional vis-a-vis Modern View of Conflict, Types	October	3 <sup>rd</sup>	6
12.	Causes of Conflict, Conflict Resolution.	October	4 <sup>th</sup>	3
13.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**Class: B.Com 1<sup>st</sup> Semester**  
**Subject: BCM 104: BUSINESS ECONOMICS-I**  
**(2023-24)**

Sr. no.	Topic	Month	Week	No. of Days
1.	<b>Theory of demand</b> Meaning, Types and Demand function <ul style="list-style-type: none"> <li>• Law of Demand</li> <li>• Movement along the demand curve and shift in the demand curve</li> </ul> <b>Elasticity of demand</b> <ul style="list-style-type: none"> <li>• Price Elasticity of demand, degrees, methods of measurement, factors and importance</li> </ul>	August	1 <sup>st</sup>	5
2.	<ul style="list-style-type: none"> <li>• Income Elasticity of demand</li> <li>• Cross Elasticity of demand</li> </ul> <b>Cardinal Utility Analysis</b> <ul style="list-style-type: none"> <li>• Law of diminishing Marginal Utility</li> <li>• Law of Equi Marginal Utility</li> <li>• Consumer Equilibrium</li> </ul>	August	2 <sup>nd</sup>	6
3.	<b>Indifference Curve Analysis</b> <ul style="list-style-type: none"> <li>• Meaning and Properties,</li> <li>• Consumer Equilibrium, Price, Income and Substitution effect</li> <li>• Importance and limitations</li> <li>• Comparison with Cardinal Utility Analysis</li> </ul>	August	3 <sup>rd</sup>	5
4.	<b>Theory of Production</b> <ul style="list-style-type: none"> <li>• Law of Variable proportion</li> <li>• Law of Return to scale</li> <li>• Various laws of return to factor</li> <li>• Economies and Diseconomies of Scale</li> </ul>	August	4 <sup>th</sup> +5 <sup>th</sup>	6+3
6.	<b>Theory of Revenue</b> <ul style="list-style-type: none"> <li>• Concept of Total, Average and Marginal Revenue</li> <li>• Relationship between Average Revenue, Marginal Revenue and Elasticity of Demand</li> </ul>	September	1 <sup>st</sup> +2 <sup>nd</sup>	2+5
7.	<b>Cost and Cost curves</b> <ul style="list-style-type: none"> <li>• Concepts of Cost</li> <li>• Traditional theory of Cost</li> <li>• Importance of Cost</li> </ul>	September	3 <sup>rd</sup>	3
8.	<b>Perfect Competition</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm and industry under short and long run</li> </ul>	September	3 <sup>rd</sup> +4 <sup>th</sup>	3+5

	<ul style="list-style-type: none"> <li>• Importance of time element in Equilibrium under Perfect Competition</li> </ul>			
9.	<b>Monopoly</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm under Monopoly in short and long run</li> <li>• Comparison b/w Perfect Competition</li> </ul>	September	5 <sup>th</sup>	6
10.	<b>Monopoly :Price discrimination</b> <ul style="list-style-type: none"> <li>• Meaning, Types and conditions</li> <li>• Equilibrium of firm under Price discrimination</li> </ul>	October	1 <sup>st</sup> +2 <sup>nd</sup>	5+3
11.	<b>Monopolistic Competition</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm under short and long run</li> <li>• Group Equilibrium</li> </ul>	October	2 <sup>nd</sup> +3 <sup>rd</sup>	3+6
12.	Effect of Product differentiation and selling cost on Equilibrium under Monopolistic Competition <ul style="list-style-type: none"> <li>• Comparison b/w Perfect Competition and Monopolistic Competition</li> <li>• Comparison b/w Monopolistic Competition and Monopoly</li> </ul>	October	4 <sup>th</sup>	3
13.	<b>Revision and Test</b>	November	2 <sup>nd</sup>	4
14.	<b>Revision and Test</b>	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM. 1<sup>st</sup> SEMESTER**  
**BCM 105: Principles of Financial Accounting**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Accounting concepts and conventions: their nature, purposes and limitation	August	1 <sup>st</sup>	3
2.	Financial statements of sole proprietor	August	1 <sup>st</sup> & 2 <sup>nd</sup>	2 + 1
3.	Financial statements of partnership firm	August	2 <sup>nd</sup>	4
4.	Branch accounting: Dependent branch	August	2 <sup>nd</sup> & 3 <sup>rd</sup>	1 + 5
5.	Branch accounting: Independent branch	August	4 <sup>rd</sup> & 5 <sup>th</sup>	6 + 3
6.	Departmental Accounting: Meaning, Needs, Advantages, Apportionment of Expenses	September	1 <sup>st</sup>	2
7.	Departmental Accounting: Apportionment of Expenses, Inter Departmental Transfers and Provision for Unrealised Profit.	September	2 <sup>nd</sup> & 3 <sup>rd</sup>	5 + 2
8.	Accounting for Consignment	September	3 <sup>rd</sup> & 4 <sup>th</sup>	4 + 5
9.	Accounting for Joint Venture	September	5 <sup>th</sup>	6
		October	1 <sup>st</sup>	5
10.	Accounting for Dissolution of Partnership Firm; Insolvency of Partners	October	2 <sup>nd</sup>	2
11.	Piecemeal Distribution	October	2 <sup>nd</sup> & 3 <sup>rd</sup>	4 + 3
12.	Royalty accounts	October	3 <sup>rd</sup> & 4 <sup>th</sup>	3 + 3
13.	Revision	November	2 <sup>nd</sup>	4
		November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.Com 1<sup>st</sup> SEMESTER**  
**BCM 107: Principles and Practices of Management**  
**(2023 -2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Management : Nature, Scope Levels , Process and Significance	August	1 <sup>st</sup>	3
2.	Developments of Management Thoughts: Classical, Neo-Classical Systems , Contingency and Contemporary Approaches to Management	August	1 <sup>st</sup> +2 <sup>nd</sup>	4
3.	Planning Concept, Nature, Process , Significance, Types .	August	2 <sup>nd</sup>	1
4.	Decision Making : Concept and process , Types of Decisions , Management by Objectives	August	2 <sup>nd</sup>	3
5.	Organization : Concept, Nature , Process, Significance, Types.	August	3 <sup>rd</sup>	3
6.	Organisational Structure, Committees , Span of Control	August	3 <sup>rd</sup>	2
7.	Authority and Responsibility	August	4 <sup>th</sup>	6
8.	Delegation, Decentralization and Departmentation	August	5 <sup>th</sup>	3
9.	Direction : Concept , Features , Importance and Limitations of Direction, Elements of Direction.	September	1 <sup>st</sup>	2
10.	Supervision	September	2 <sup>nd</sup>	5
11.	Motivation	September	3 <sup>rd</sup>	3
12.	Leadership	September	3 <sup>rd</sup>	3
13.	Communication	September	4 <sup>th</sup>	5
14.	Coordination: Concept, Features, Importance and Limitations , Internal and External Coordination	September	5 <sup>th</sup>	6
15.	Control : Concept, Features , Importance and Limitations	October	1 <sup>st</sup>	5
16.	Control Process	October	2 <sup>nd</sup>	3
17.	Essentials of a good control system	October	2 <sup>nd</sup>	3
18.	Techniques of Control	October	3 <sup>rd</sup>	2
19.	Relationship between Planning and Control	October	3 <sup>rd</sup>	2
20.	Revision	October	3 <sup>rd</sup>	2
21.	Revision	October	4 <sup>th</sup>	3
22.	Revision	November	2 <sup>nd</sup>	4
23.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM 1<sup>ST</sup> SEMESTER**  
**BCM-121 B HISTORY AND CULTURE OF PUNJAB**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Harappan Civilization – Introduction	August	1 <sup>st</sup>	1
2.	Harappan Civilization-Town Planning and socio economic Life, Martydom of Guru Arjun Dev ji, Impact of Martydom of Guru Arjun Dev ji	August	2 <sup>nd</sup>	2
3.	Introduction of Vedic Age	August	3 <sup>rd</sup>	3
4.	Socio, economic and Religious Life of Vedic Age, Institution of Khalsa, Significance of Khalsa	August	4 <sup>th</sup> 5 <sup>th</sup>	2 3
5.	Growth of Jainism and Buddhism in Punjab	September	1 <sup>st</sup>	2
6.	Society of Mauraya's	September	2 <sup>nd</sup>	2
7.	Culture of Mauraya's, Culture of Maharaja Ranjit Singh's Era Practice of Map (Pre Partition of Punjab)	September	3 <sup>rd</sup>	3
8.	Society of Gupta's, Significance of Khalsa, New baptism of Khalsa	September	4 <sup>th</sup>	2
9.	Culture of Gupta's, Society of Eighteenth Century , Social unrest of Eighteenth Century	September	5 <sup>th</sup>	2
10.	Main features of Bhakti Movements	October	1 <sup>st</sup> 2 <sup>nd</sup>	2 3
11.	Origin and Development of Sufisim	October	3 <sup>rd</sup> 4 <sup>th</sup>	1 2
12.	Teaching of Guru Nanak Dev ji , Institutions-Rakhi, Gurmata, Dal Khalsa Society of Maharaja Ranjit Singh's Era	November	1 <sup>st</sup>	2
13.	Institutional Development-Manji, Masand	November	2 <sup>nd</sup>	3
14.	Institutional Development-Sangat and Pangat Revision & TEST	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.Com. 2<sup>nd</sup> SEMESTER**  
**BCM-201 A PUNJABI**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	GALIEY CHIKKARH DOOR GHAR AUTOBIOGRAPHY BY : WANJARA BEDI – INTRODUCTION	January	2 <sup>nd</sup>	2
2.	CHAPTER 7	January	3 <sup>rd</sup>	2
3.	BUSINESS VOCABULARY 1 TO 50	January	4 <sup>th</sup> 5 <sup>th</sup>	3 2
4.	BUSINESS ADVERTISEMENT	February	1 <sup>st</sup>	2
5.	BUSINESS VOCABULARY 51 TO 100	February	2 <sup>nd</sup> 3 <sup>rd</sup>	2 1
6.	BUSINESS LETTER	February	4 <sup>th</sup>	2
7.	CHAPTER 8	March	1 <sup>st</sup>	2
8.	CHAPTER 9	March	2 <sup>nd</sup> 3 <sup>rd</sup>	3 2
9.	VISHRAM CHIN	March	4 <sup>th</sup> 5 <sup>th</sup>	2 2
10.	CHAPTER 10	April	1 <sup>st</sup>	1
11.	CHAPTER 11 & 12	April	2 <sup>nd</sup>	3
12.	Revision & Test	April	3 <sup>rd</sup>	3

**TENTATIVE UNIT PLAN**  
**B.COM 2<sup>nd</sup> SEMESTER**  
**BCM-201 B (HISTORY AND CULTURE OF PUNJAB)**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction of Colonial Rule, Administrative Changes in colonial Rule	January	2 <sup>nd</sup>	2
2.	Means of Communication, Western Education	January	3 <sup>rd</sup>	2
3.	Agrarian Development, Commercialization of Agriculture	January	4 <sup>th</sup> 5 <sup>th</sup>	3 2
4.	Christian Missionaries, Nam Dharis, Nirankaris	February	1 <sup>st</sup>	2
5.	Arya Samaj, Singh Sabhas, Ahmadiyahs	February	2 <sup>nd</sup> 3 <sup>rd</sup>	2 1
6.	Development of Press and Literature, Growth of Press and Literature	February	4 <sup>th</sup> 5 <sup>th</sup>	2 3
7.	Agrarian Uprising 1907, Ghadar	March	1 <sup>st</sup>	2
8.	Gurudawara Reform Movement, JalliawalaBagh, SGPC and Akali Dal	March	2 <sup>nd</sup> 3 <sup>rd</sup>	3 2
9.	BabbarAkalis, Naujawa Bharat Sabha , Non co-operation Movement, Civil Disobedience, Mass Movements, Quit India	March	4 <sup>th</sup> 5 <sup>th</sup>	2 2
10.	Partition and It's aftermath- Resettlements , Rehabilitation	April	1 <sup>st</sup>	2
11.	Practice of Map(Pre-Partition of Punjab)	April	2 <sup>nd</sup>	1
12.	Revision & Test	April	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.Com. 2<sup>nd</sup> SEMESTER**  
**BCM-202 ENGLISH AND BUSINESS COMMUNICATION SKILLS**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Chandalika by Rabindranath Tagore <ul style="list-style-type: none"> <li>• Introduction to Author and his writing style</li> <li>• Characters and their role in the play</li> </ul>	January	2 <sup>nd</sup>	4
2.	Chandalika by Rabindranath Tagore <ul style="list-style-type: none"> <li>• Plot construction</li> <li>• Development of thought</li> <li>• Vocabulary and its Usage</li> </ul>	January	3 <sup>rd</sup>	5
3.	A Bachelor's complaint of the Behaviour of Married People by Charles Lamb <ul style="list-style-type: none"> <li>• Introduction to Author and his writing style</li> </ul>	January	4 <sup>th</sup>	2
4.	A Bachelor's complaint of the Behaviour of Married People by Charles Lamb <ul style="list-style-type: none"> <li>• Development of thought</li> <li>• Vocabulary and its Usage</li> </ul>	January	4 <sup>th</sup>	3
5.	El Dorado by R.L. Stevenson <ul style="list-style-type: none"> <li>• Introduction to Author and his writing style</li> </ul>	January	5 <sup>th</sup>	3
6.	El Dorado by R.L. Stevenson <ul style="list-style-type: none"> <li>• Development of thought</li> <li>• Vocabulary and its Usage</li> </ul>	February	1 <sup>st</sup>	3
7.	Bores by E.V. Lucas <ul style="list-style-type: none"> <li>• Introduction to Author and his writing style</li> </ul>	February	2 <sup>nd</sup>	2
8.	Bores by E.V. Lucas <ul style="list-style-type: none"> <li>• Development of thought</li> <li>• Vocabulary and its Usage</li> </ul>	February	2 <sup>nd</sup>	4
9.	The Art of the Essayist by A.C. Benson <ul style="list-style-type: none"> <li>• Introduction to Author and his writing style</li> </ul>	February	3 <sup>rd</sup>	2
10.	The Art of the Essayist by A.C. Benson <ul style="list-style-type: none"> <li>• Development of thought</li> <li>• Vocabulary and its Usage</li> </ul>	February	3 <sup>rd</sup>	4
11.	Writing Skills <ul style="list-style-type: none"> <li>• Short Formal Report Writing</li> </ul>	February	4 <sup>th</sup>	5
12.	Writing Skills <ul style="list-style-type: none"> <li>• Precis Writing</li> </ul>	February	5 <sup>th</sup>	4
13.	Modern Forms of Communication <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Meaning and Definition</li> <li>• Format</li> <li>• e-mails, Fax Messages, Teleconferencing, Audio-Visual Aids and Power-Point Presentations.</li> </ul>	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
14.	<ul style="list-style-type: none"> <li>• Effective Listening</li> <li>• Non- Verbal Communication</li> </ul>	March	3 <sup>rd</sup>	6
15.	Writing Skills <ul style="list-style-type: none"> <li>• Curriculum Vitae</li> </ul>	March	4 <sup>th</sup>	3
16.	Practical Work (Group Discussion) <ul style="list-style-type: none"> <li>• Meaning and Definition</li> <li>• How to Prepare for Group Discussion</li> <li>• Group Discussion in Practice</li> </ul>	March	4 <sup>th</sup> &5 <sup>th</sup>	2+4
17.	Revision	April	1 <sup>st</sup>	1
18.	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.Com. 2<sup>nd</sup> SEMESTER**  
**BCM-203 Inter Disciplinary- E-Commerce**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Electronic Commerce <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Electronic Commerce Framework</li> <li>• History</li> <li>• Features</li> <li>• Advantages</li> <li>• Limitations</li> <li>• Comparison of Web-based with Traditional Business</li> </ul>	January	2 <sup>nd</sup>	4
2.	Growth of E-Commerce	January	3 <sup>rd</sup>	5
3.	E-Business: <ul style="list-style-type: none"> <li>• Meaning,</li> <li>• Importance</li> </ul>	January	4 <sup>th</sup>	5
4.	Models of E Commerce Models Based on the Relationships of Transacting Parties (B2B, B2C, C2C and C2B ),	January	5 <sup>th</sup>	3
5.	Models of E Commerce Models Based on the Relationships of Transacting Parties (B2B, B2C, C2C and C2B ),	February	1 <sup>st</sup>	3
6.	Regulatory Aspects of E Commerce.	February	2 <sup>nd</sup>	6
7.	Tools of E-Commerce	February	3 <sup>rd</sup>	6
8.	The Impact of E-Commerce on Various Business Sectors such as <ul style="list-style-type: none"> <li>• Entertainment,</li> <li>• Health Services,</li> </ul>	February	4 <sup>th</sup>	5
9	The Impact of E-Commerce on Various Business Sectors such as <ul style="list-style-type: none"> <li>• Publishing</li> <li>• Financial Services.</li> <li>• Education</li> </ul>	February	5 <sup>th</sup>	4
10.	Socio Economic Impacts of E-Commerce.	March	1 <sup>st</sup> & 2 <sup>nd</sup>	7
11.	Electronic Payment System: Types of Payment System — <ul style="list-style-type: none"> <li>• E-Cash and Currency Servers,</li> <li>• E-Cheques,</li> <li>• Credit Cards,</li> <li>• Smart Cards,</li> <li>• Electronic Purse</li> <li>• Debit Cards.</li> </ul>	March	3 <sup>rd</sup>	6
12.	Electronic Data Interchange	March	4 <sup>th</sup>	5
13.	Digital Signatures, Cryptography, Inter-operability and Inter-compatibility	March	5 <sup>th</sup>	4
	Revision	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**Class: B.Com 2nd Semester**  
**BCM 204: BUSINESS ECONOMICS-II**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Wages</b> <ul style="list-style-type: none"> <li>• Meaning and Types</li> <li>• Marginal Productivity Theory of Wages</li> <li>• Modern Theory of Wages.</li> </ul>	January	2 <sup>nd</sup>	4
2.	<b>Interest</b> <ul style="list-style-type: none"> <li>• Meaning and Types</li> <li>• Classical Theory of Interest</li> <li>• Neo-Classical Theory of Interest</li> <li>• Liquidity Preference Theory of Interest</li> </ul>	January	3 <sup>rd</sup>	5
3.	<b>Rent</b> <ul style="list-style-type: none"> <li>• Meaning and Types</li> <li>• Ricardian Theory of Rent</li> <li>• Modern Theory of Rent and Quasi- Rent.</li> </ul>	January	4 <sup>th</sup>	5
4.	<b>Profits</b> <ul style="list-style-type: none"> <li>• Nature and Types</li> <li>• Dynamic Theory of Profits</li> <li>• Innovation Theory of Profits</li> <li>• Risks Bearing Theory of Profit</li> <li>• Uncertainty Bearing Theory of Profits.</li> </ul>	January	5 <sup>th</sup>	3
5.	Says Law of Market Meaning and Implications	February	1 <sup>st</sup>	3
6.	Classical Theory of Income, Output and Employment	February	2 <sup>nd</sup>	6
7.	Keynesian Theory of Income and Employment	February	3 <sup>rd</sup>	6
8.	Theory of Effective Demand	February	4 <sup>th</sup>	5
9.	<b>Consumption Function</b> <ul style="list-style-type: none"> <li>• Meaning, Factors Influencing Consumption Function Average and Marginal Propensities to Consume, Propensity to Save</li> <li>• Psychological Law of Consumption</li> </ul>	February	5 <sup>th</sup>	4
10	<b>Investment</b> <ul style="list-style-type: none"> <li>• Meaning and Types</li> <li>• Factors Affecting Investment</li> <li>• Importance of Investment</li> <li>• Measures to Raise Private Investment.</li> </ul>	March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
11	<b>Multiplier</b> <ul style="list-style-type: none"> <li>• Meaning and working of Investment Multiplier Leakages, Uses and Limitations of Multiplier</li> <li>• Multiplier and Under-Developed Countries</li> </ul>	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
12	<b>Revision &amp; Test</b>	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	5
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup> and 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM. 2<sup>nd</sup> SEMESTER**  
**BCM 205: Corporate Accounting**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Underwriting of Shares and Debentures	January	2 <sup>nd</sup>	4
2.	Redemption of Preference Shares	January	3 <sup>rd</sup>	5
3.	Share Capital	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Final Accounts of Companies (including Managerial Remuneration & Profit Prior to Incorporation)	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Buyback of Shares	February	3 <sup>rd</sup>	4
6.	Right Issue and Bonus Shares.	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Debentures- Issue and Redemption	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Accounts of Banking Companies	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Accounts of Insurance Companies	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.Com. 2<sup>nd</sup> SEMESTER**  
**BCM-206: BUSINESS LAW**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Sale of Goods Act, 1930: Contract of Sale of Goods,	January	2nd	4
2.	Conditions & Warranties; Transfer of Ownership;	January	3rd	5
3.	Performance of the Contract: Remedial Measures, Actionable Claim	January	4th	5
4.	Factories Act, 1948: Objectives; Definitions; Approval; Licensing & Registration of Factories; The Inspecting Staff	February	1 <sup>st</sup>	3
5.	Health; Safety Welfare; Working Hours of Adults; Employment of Women; Child Labour – Issues and Challenges; Leave with Wages; Penalties & Procedure Supplemental.	February	2nd	6
6.	Child Labour – Issues and Challenges; Leave with Wages; Penalties & Procedure Supplemental.	February	4 <sup>th</sup>	5
	The Industrial Disputes Act, 1947: Scope & Object; Definitions; Authorities; Notice of Change; Reference of Disputes; Procedure Powers & Duties of Authorities;	February	5th	5
8.	The Industrial Disputes Act, 1947: Strikes & Lockouts; Lay-off & Retrenchment etc. Award & Settlement;	February March	5 <sup>th</sup> 1st	4 2
9.	Negotiable Instruments Act, 1881: Definition, Acceptance and Negotiation, Bills of exchange, Promissory Note and Cheque.	March	2nd	5
10.	Negotiable Instruments Act, 1881: Rights and Liabilities of Parties, Dishonour of Negotiable Instrument, Hundis, Bankers and Customers.	March	3 <sup>rd</sup> & 4 <sup>th</sup>	6,3
11	Revision & Tests	March & April	4 <sup>th</sup> , 5 <sup>th</sup> 1 <sup>st</sup> , 3rd	2+4 1+1

**TENTATIVE UNIT PLAN (2023-2024)**  
**B.Com.-II SEMESTER**  
**BCM 207: HUMAN RESOURCE MANAGEMENT**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Introduction, Meaning and Definitions, Nature, Functions, Importance and Limitations of HRM	January	2 <sup>nd</sup>	4
2.	Contemporary Challenges in HRM, HR Planning; Introduction, Definitions, Features	January	3 <sup>rd</sup>	5
3.	HR Planning: Need for HR Planning, Objectives, Process, Factors affecting HR Planning, Types, Benefits	January	4 <sup>th</sup>	5
4.	Job Analysis and Job Design: Introduction, Objectives, Benefits, Process, Techniques and Problems in Job Analysis	January	5 <sup>th</sup>	3
5.	Job Design- Meaning, Objectives and Techniques of Job Design	February	1 <sup>st</sup>	3
6.	Recruitment and Selection: Meaning and Definitions, Importance and Purpose, Process, Factors affecting Recruitment, Sources of Recruitment, Methods, Constraints and Challenges of Recruitment. Recent Trends in Recruitment	February	2 <sup>nd</sup>	6
7.	Selection: Meaning and Definition, Selection Process and Methods.	February	3 <sup>rd</sup>	6
8.	Training and Development: Concepts, Importance, Identification of Training Needs. Types of Training: On the Job and Off the Job Methods of Training. Designing and Evaluation of Training Programmes.	February	4 <sup>th</sup>	5
9.	Meaning of Development, Difference between Training and Development	February	5 <sup>th</sup>	4
10.	Performance Appraisal: Concept, Objectives, Methods of Performance Appraisal; How to Make it Effective.	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2 + 2
11.	Internal Mobility and Transfers: Definitions, Purpose and Basis of Promotions, Demotions and Other Forms of Separations,	March	2 <sup>nd</sup>	3
12.	Transfer: Definitions, Purpose, Types and Transfer Policy	March	3 <sup>rd</sup>	3
13.	Revision	March	3 <sup>rd</sup>	3
14.	Revision	March	4 <sup>th</sup>	3
15.	Revision	March	4 <sup>th</sup>	2
16.	Revision	March	5 <sup>th</sup>	4
17.	Revision	March	1 <sup>st</sup> & 3 <sup>rd</sup>	1 + 1

*Prepared by*  
*Rishi Kaur*

**TENTATIVE UNIT PLAN**  
**B.COM. 3<sup>rd</sup> SEMESTER**  
**BCM 301: INTERDISCIPLINARY ISSUES IN INDIAN COMMERCE**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Foreign Direct Investment: Concept, Historical Perspective, Incentives for Attracting Foreign Capital	August	1 <sup>st</sup>	5
2.	Automatic Route and Sectoral Limits	August	2 <sup>nd</sup>	6
3.	Make in India- An Initiative of Government of India, Objectives	August	3 <sup>rd</sup>	5
4.	International Finance- Introduction, Need, Importance, Sources-External Commercial (FCCBs) Borrowings (ECB),	August	4 <sup>th</sup>	6
5.	American Depository Receipt (ADR)	August	5 <sup>th</sup>	3
6.	Global Depository Receipt (GDR)	September	1 <sup>st</sup>	2
7.	Infrastructure: Growth of Infrastructure-Energy, Transport and Communication	September	2 <sup>nd</sup>	5
8.	Infrastructure: Public-Private Partnership (PPP) in Infrastructure Development in India, Bottlenecks, Models	September	3 <sup>rd</sup>	6
9.	Stock Exchanges in India: Organisation, Nature,	September	4 <sup>th</sup>	5
10.	Functions, Benefits, Growth	September	5 <sup>th</sup>	6
11.	Listing	October	1 <sup>st</sup>	5
12.	Role of SEBI, Commodity Exchanges in India	October	2 <sup>nd</sup>	6
13.	Corporate Debt Restructuring: Concept, Importance, Methods of CDR	October	3 <sup>rd</sup>	6
14.	Investors; Protection in India-Importance, Need, Initiatives by the Central Government.	October	4 <sup>th</sup>	3
15.	Recent Trends in Credit Rating Services in India- Role of ICRA and CRISIL	November	2 <sup>nd</sup>	4
16.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.Com. III Semester**  
**BCM 302: COST ACCOUNTING**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
<b>1.</b>	Introduction of Cost Accounting, Classification of Costs Preparation of Cost Sheet	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>2.</b>	Nature, Scope and Advantages of Cost Accounting, Installation of Costing System, Difference between Cost and Financial Accounting	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>3.</b>	Operation Costing	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
<b>4.</b>	Reconciliation of Cost and Financial Accounts	<b>August</b>	<b>4<sup>th</sup> &amp; 5<sup>th</sup></b>	<b>6+3</b>
<b>5.</b>	Material: Purchase, Storage and Methods of Pricing Material Issues	<b>September</b>	<b>1<sup>st</sup> &amp; 2<sup>nd</sup></b>	<b>2+5</b>
<b>6.</b>	Control of Material, Stock Levels, Inventory, Control Techniques.	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>7.</b>	Labour: Meaning, Concept and Components of Labour Cost	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
<b>8.</b>	Accounting and Control of Idle time and Overtime, Labour Turnover	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
<b>9.</b>	Methods of Wage Payment and Incentive Plans	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>10.</b>	Overheads: Collection, Classification, Allocation, Apportionment and Absorption of Overheads (Primary and Secondary Distribution),	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>11.</b>	Machine Hour Rate	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>12.</b>	Service Costing Cost Ledger Accounting	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
<b>13.</b>	Revision	<b>November</b>	<b>2<sup>nd</sup> &amp; 3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE UNIT PLAN**  
**B.COM SEM- III**  
**BCM 303: COMPANY LAW**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1	Introduction <ul style="list-style-type: none"> <li>• Meaning of Company</li> <li>• Characteristics of a Company</li> <li>• Concept of Lifting of Corporate Veil</li> <li>• Exceptions</li> </ul>	August	1 <sup>st</sup>	5
2	Emerging Types of Companies. Difference between Public Company, Private Company, Partnership	August	2 <sup>nd</sup>	6
3	Formation of Company <ul style="list-style-type: none"> <li>• Promotion &amp; Registration,</li> <li>• Pre-incorporation Contract and Provisional Contracts</li> </ul>	August	3 <sup>rd</sup>	5
4	Memorandum of Association <ul style="list-style-type: none"> <li>• Introduction and purpose</li> <li>• Clauses and Alteration of clauses</li> <li>• Doctrine of Ultra-Vires and consequences</li> </ul>	August	4 <sup>th</sup>	5
5	Articles of Association <ul style="list-style-type: none"> <li>• Meaning, contents and alteration</li> <li>• Doctrine of Constructive Notice</li> <li>• Doctrine of Indoor Management</li> </ul>	August	4 <sup>th</sup>	1
		August	5 <sup>th</sup>	3
6	Prospectus <ul style="list-style-type: none"> <li>• Meaning</li> <li>• Statement in Lieu of Prospectus, Red- Herring Prospectus, Information Memorandum</li> <li>• Book building, contents of prospectus</li> <li>• Liability for misstatement in prospectus</li> </ul>	September	1 <sup>st</sup>	2
		September	2 <sup>nd</sup>	5
7	Members and Shareholders – <ul style="list-style-type: none"> <li>• Membership and termination provisions</li> <li>• Rights and Duties</li> <li>• Annual return</li> </ul>	September	3 <sup>rd</sup>	6

8	Management Directors <ul style="list-style-type: none"> <li>• Classification of Directors</li> <li>• Disqualification</li> <li>• Appointment</li> <li>• Legal Position,</li> <li>• Powers and Duties</li> <li>• Removal of Directors</li> </ul>	September	4 <sup>th</sup>	5
		September	5 <sup>th</sup>	4
9	Board Meetings <ul style="list-style-type: none"> <li>• Arrangements and Procedure</li> <li>• Duties of company secretary Before, during and after the board meetings</li> <li>• Class meetings</li> <li>• Other Managerial Personnel and Remuneration.</li> </ul>	September	5 <sup>th</sup>	2
		October	1 <sup>st</sup>	3
10	Share Capital – Kinds of Shares, Book Building Process, Information Memorandum, Buy back, Surrender, forfeiture of shares, Dematerialization of Shares, ASBA System, Transfer & Transmission of Shares.	October	1 <sup>st</sup>	2
		October	2 <sup>nd</sup>	6
11	Winding Up-Concept and Modes.	October	3 <sup>rd</sup>	4
12	Revision	October	3 <sup>rd</sup>	2
		October	4 <sup>th</sup>	3
		November	2 <sup>nd</sup>	4
		November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM 3<sup>rd</sup> SEMESTER**  
**BCM-304: BUSINESS MATHEMATICS AND STATISTICS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Definition of a Matrix and Types of Matrices , Algebra of Matrices and Properties of Determinants	August	1 <sup>st</sup>	5
2.	Calculation of Values of Determinants up to Third Order, Ad-Joint of a Matrix, Elementary Row or Column Operations, Inverse of a Matrix, Solution of a System of Linear Equations having Unique Solution and Involving not More Than Three Variables.	August	2 <sup>nd</sup>	6
3.	Differentiation –Idea of Simple Derivative of different Functions (excluding trigonometric function).	August	3 <sup>rd</sup>	5
4.	Maxima and Minima of Functions of One Variable only	August	4 <sup>th</sup>	3
5.	Introduction: Statistics as a Subject, Statistical Data: Meaning and Types, Collection and Rounding of Data, Classification and Presentation of Data, Analysis of Univariate Data: Construction of a Frequency Distribution.	August	4 <sup>th</sup> & 5 <sup>th</sup>	3+3
6.	Concept of Central Tendency and Their Measures (Arithmetic Mean and Concepts), (Median and Concepts), (Mode and Concepts).	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
7.	Concept of Dispersion and Their Measures	September	3 <sup>rd</sup>	6
8.	Index Number I	September	4 <sup>th</sup>	5
9.	Index Number II	September	5 <sup>th</sup>	6
10.	Time Series Analysis	October	1 <sup>st</sup>	5
11.	Time Series Analysis	October	2 <sup>nd</sup>	6
12.	Measures of Skewness; Concept of Kurtosis	October	3 <sup>rd</sup>	6
13.	Measures of Skewness; Concept of Kurtosis	October	4 <sup>th</sup>	3
14.	Revision	November	2 <sup>nd</sup> &3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**B.COM. 3<sup>rd</sup> SEMESTER**  
**BCM 305 : Banking and Insurance**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Commercial banks-Functions and importance	August	1 <sup>st</sup>	5
2.	Reserve bank Of India Central Bank- Techniques of credit control, Reforms in Indian Banking System	August	2 <sup>nd</sup>	6
3.	Grievance Mechanism and Banking Ombudsman, Capital adequacy ratio and Basel II Norms, NPA	August	3 <sup>rd</sup>	5
4.	Electronic Funds Transfer, Core banking and internet banking Cheque Truncation System, Challenges faced by Indian Banking	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
5.	Insurance: Concept, Nature and Types and importance of insurance	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
6.	Principles of Insurance	September	3 <sup>rd</sup>	6
7.	Features of Life and Non-Life Insurance	September	4 <sup>th</sup>	5
8.	IRDA Act, 1999	September	5 <sup>th</sup>	6
9.	Grievance Mechanism and Insurance Ombudsman	October	1 <sup>st</sup>	5
10.	Functions of Insurance	October	2 <sup>nd</sup>	6
11.	Types and Structure of Banking System	October	3 <sup>rd</sup>	6
12.	<b>Revision</b>	October	4 <sup>th</sup>	3
13.	<b>Revision</b>	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**B.COM 3<sup>rd</sup> SEMESTER**  
**BCM-306: GOODS AND SERVICES TAX**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No of Lectures
1)	Tax structure in India: Direct and Indirect taxes	August	1 <sup>st</sup>	2
2)	Overview of Goods and services tax	August	1 <sup>st</sup> and 2 <sup>nd</sup>	3+2
3)	Implementation of GST	August	2 <sup>nd</sup>	1
4)	Registration	August	2 <sup>nd</sup> and 3 <sup>rd</sup>	3+3
5)	Administration: Officers under GST- their appointment and powers	August	3 <sup>rd</sup>	2
6)	Levy and collection of CGST/SGST	August	4 <sup>th</sup>	4
7)	Composition levy scheme	August	4 <sup>th</sup> & 5 <sup>th</sup>	2+3
8)	Input tax credit	September	1 <sup>st</sup>	2
9)	Time of supply	September	2 <sup>nd</sup>	5
10)	Tax invoice, Credit and debit notes	September	3 <sup>rd</sup>	6
11)	Supplies in the course of interstate trade & intra state trade or commerce	September	4 <sup>th</sup>	3
12)	Place of supply	September	4 <sup>th</sup> & 5 <sup>th</sup>	2+4
13)	Levy and collection of IGST	September	5 <sup>th</sup>	2
14)	Payments of Taxes under GST	October	1 <sup>st</sup>	5
15)	Value of supply	October	2 <sup>nd</sup>	6
16)	Returns under GST	October	3 <sup>rd</sup>	6
17)	GST portal	October	4 <sup>th</sup>	2
18)	GSTN, GSP's and ASP's.	October	4 <sup>th</sup>	1
19)	Offences and penalties	November	2 <sup>nd</sup>	4
20)	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM 3<sup>rd</sup> SEMESTER**  
**BCH-307: ACCOUNTING THEORY AND REPORTING PRACTICES**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1)	The History and Development of Accounting	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
2)	Nature and Uses of Accounting	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
3)	Traditional Approaches to the Formulation of An Accounting Theory	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
4)	Traditional Approaches to the Formulation of An Accounting Theory	<b>August</b>	<b>4<sup>th</sup> &amp; 5<sup>th</sup></b>	<b>6+3</b>
5)	Regulatory Approach to the Formulation of An Accounting Theory	<b>September</b>	<b>1<sup>st</sup> &amp; 2<sup>nd</sup></b>	<b>2+5</b>
6)	Regulatory Approach to the Formulation of An Accounting Theory	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
7)	The Events, Behavioural and Human Information Processing Approach	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
8)	The Predictive and Positive Approaches to the Formulation of Accounting Theory	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
9)	The Predictive and Positive Approaches to the Formulation of Accounting Theory	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
10)	A Conceptual Framework for Financial Accounting and Reporting	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
11)	A Conceptual Framework for Financial Accounting and Reporting	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
12)	The Structure of Accounting Theory	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
13)	Alternatives Asset-Valuation and Income Determination Models	<b>November</b>	<b>2<sup>nd</sup> &amp; 3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE UNIT PLAN**  
**B.COM. 2<sup>nd</sup> SEMESTER**  
**BCM 401: INTERDISCIPLINARY SECURITY ANALYSIS & PORTFOLIO**  
**MANAGEMENT**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1	Investment – Meaning, Nature, Objectives and Process. Investment Avenues/ Alternatives.	January	2 <sup>nd</sup>	4
2	Investment Philosophy, Value Investing and Growth Investing,	January	3 <sup>rd</sup>	5
3	Investment Strategy, Individual and Institutional Investors.	January	4 <sup>th</sup>	5
4	Security Analysis – Meaning, Risk and Return	January	5 <sup>th</sup>	3
5	Types of risk	February	1 <sup>st</sup>	3
6	Measurement of Risk, Risk and Return Trade Off.	February	2 <sup>nd</sup>	6
7	Investment Analysis	February	3 <sup>rd</sup>	4
8	Economic analysis	February	3 <sup>rd</sup>	2
9	Industry analysis	February	4 <sup>th</sup>	3
10	Company Analysis.	February	4 <sup>th</sup>	2
11	Technical Analysis. Fundamental v/s Technical Analysis.	February	5 <sup>th</sup>	4
12	Portfolio Management – Concept, Portfolio Management Schemes, Portfolio Theories	March	1 <sup>st</sup>	2
13	Markowitz Model	March	2 <sup>nd</sup>	2
14	Capital Asset Pricing Model, Security Market Line, Capital Market Line	March	2 <sup>nd</sup>	3
15	Sharpe Model, Jensen and Treynor Model	March	3 <sup>rd</sup>	3
16	Arbitrage Pricing Theory	March	3 <sup>rd</sup>	3
17	Efficient Market Theory	March	4 <sup>th</sup>	3
18	Portfolio Performance- Evaluation and Revision.	March	4 <sup>th</sup>	2
19	Global Investing – Benefits and Options for Global Investment.	March	5 <sup>th</sup>	4
20	Revision	April	1 <sup>st</sup>	1
21	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.COM 4<sup>th</sup> SEMESTER**  
**BCM-402: ADVANCED ACCOUNTING**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Valuation of Goodwill	January	2 <sup>nd</sup>	4
2.	Valuation of Shares	January	3 <sup>rd</sup>	5
3.	Insurance Claims.	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Accounting for Hire- Purchase and Instalment System	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Investment Accounts.	February	3 <sup>rd</sup>	4
6.	Internal Reconstructions	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Accounting for Amalgamation, Absorption	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Accounts of Holding Companies	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Liquidation of Companies	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE LECTURE PLAN (2023-24)**  
**CLASS: B.COM 4<sup>TH</sup> SEMESTER**  
**BCM 403: AUDITING AND SECRETARIAL PRACTICE**  
**(2023-24)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Auditing: Introduction, Meaning, Objectives, ,	Jan	2 <sup>nd</sup>	4
2.	Basic Principles, Advantages and Limitations of Audit	Jan	3 <sup>rd</sup>	5
3.	Audit Classifications	Jan	4 <sup>th</sup>	5
4.	<ul style="list-style-type: none"> <li>• Investigation, Difference between Audit and Investigation, Stages, features, types and procedure</li> <li>• Audit Program and Audit Evidence: Planning, Working paper, Programme</li> </ul>	Jan	5 <sup>th</sup>	3
5.	Internal Control, Internal Check and Internal Audit: Objectives, Benefits, Principles, Functions and Limitations	Feb	1 <sup>st</sup>	3
6.	<ul style="list-style-type: none"> <li>• Vouching: Definition, Features, Examining Vouchers, Vouching of Cash book, Vouching of Trading Transactions</li> <li>• Verification and Valuation of Assets &amp; Liabilities</li> </ul>	Feb	2 <sup>nd</sup>	6
6.	Company Auditor - Qualifications and Disqualifications –Appointment - Removal, Remuneration, Rights, Duties and Liabilities	Feb	3 <sup>rd</sup>	6
7.	Auditor's Report - Contents and Types Company Auditor Report Order (CARO)	Feb	4 <sup>th</sup>	5
8.	Company Meetings: Meaning, Kinds and Requisites of Valid Meeting	March	1 <sup>st</sup>	2
9	Company Secretary: Definition of Company Secretary, Qualification of Company Secretary, Appointment, Dismissal, Duties & Liability for Offences of Company Secretaries. Position and Role of Company Secretaries, Company Secretary in Practice	March	2 <sup>nd</sup>	5
10.	General Meeting: Procedure for Statutory Meeting and its fate under New Companies Act 2013, Annual General Meeting, Extra Ordinary General Meeting, Board and Committee Meetings	March	3 <sup>rd</sup>	6
11.	Minutes, types of minutes, Role of Company Secretary before, during and after Meetings	March	4 <sup>th</sup>	5
12.	Meaning and Types of Motions and Resolution	March	5 <sup>th</sup>	4
13.	Revision	April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.COM. 4<sup>th</sup> SEMESTER**  
**BCM 404: COST MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Cost Management: Need Significance and Different Areas of Cost Management and Application	January	2 <sup>nd</sup>	4
2.	Methods of Cost Determination: Job Costing, Batch Costing	January	3 <sup>rd</sup>	5
3.	Contract Costing	January	4 <sup>th</sup>	5
4.	Uniform Costing and Inter Firm Costing	January	5 <sup>th</sup>	3
5.	Activity Based Costing, Target Costing	February	1 <sup>st</sup>	3
6.	Process Costing (including joint and by-products)	February	2 <sup>nd</sup>	6
7.	Marginal Costing, Cost, Volume; Profit Analysis and Decision Making	February	3 <sup>rd</sup>	6
8.	Differential Costing and Absorption Costing	February	4 <sup>th</sup>	5
9.	Life Cycle Costing, Value Chain Analysis	February	5 <sup>th</sup>	4
10.	Budgeting and Budgetary Control: Concepts, Objectives, Limitations, Types of Budgets, Zero Base Budgeting	March	1 <sup>st</sup> & 2 <sup>nd</sup>	7
11.	Standard Costing, Analysis of Variance	March	3 <sup>rd</sup>	6
12.	Revision	March	4 <sup>th</sup> & 5 <sup>th</sup>	9
13.	Revision	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B. Com 4<sup>th</sup> SEMESTER**  
**BCM 405 MARKETING MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Marketing: Meaning, Nature and scope	January	2 <sup>nd</sup>	4
2.	Marketing process, its concepts and philosophies	January	3 <sup>rd</sup>	5
3.	Consumer Buying Behaviour- Factors and process; Levels, Patterns and variables of market segmentation	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	<ul style="list-style-type: none"> <li>• Market Targeting and Positioning</li> <li>• Product Planning and Market strategies</li> <li>• PLC</li> </ul>	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	New Product Development	February	3 <sup>rd</sup>	4
6.	<ul style="list-style-type: none"> <li>• Product Concepts and Classification</li> <li>• Branding and Labelling</li> </ul>	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Packaging Distribution Decisions: Channel design decisions, major channel alternatives, channel management decisions, causes and management of channel conflict Physical Distribution	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Pricing decision: Methods, Policies and Strategies Promotion tools- Advertising and Personal selling	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Recent trends in online marketing: e-marketing, mobile marketing and social media marketing	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**CLASS: B.COM 4<sup>TH</sup> SEMESTER**  
**BCM-406 QUANTITATIVE TECHNIQUES AND METHODS**  
**SESSION – 2023-24**

Sr. No.	Topic	Month	Week	Days
1	Quantitative Techniques: Introduction and Use in Business	January	2 <sup>nd</sup>	4
2	Theory of Probability: Introduction, Definitions and Use of Addition and Multiplicative	January	3 <sup>rd</sup>	5
3	Theory of Probability: Theorem, Conditional Probability.	January	4 <sup>th</sup>	5
4	Probability-Distribution: Binomial-Distribution	January	5 <sup>th</sup>	3
5	Probability-Distribution: Poisson-Distribution	February	1 <sup>st</sup>	3
6	Probability-Distribution: Normal-Distribution	February	2 <sup>nd</sup>	6
7	Linear Programming: Meaning, Advantages, Limitations, Basic Terminology, Formulation of Linear Programming Problem, Graphic Solution of Linear Programming Problem; Business Application of Linear Programming.	February	3 <sup>rd</sup>	6
8	Interpolation and Extrapolation	February	4 <sup>th</sup>	5
9	Correlation: Meaning, Types, Methods-Scattered Diagram, Karl Pearson's Coefficient of Correlation.	February	5 <sup>th</sup>	4
10	Correlation: Rank Correlation and Concurrent Deviation Method.	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
9	Regression: Meaning and Significance, Difference Between Correlation and Regression,	March	3 <sup>rd</sup>	6
10	Simple Linear Regression and Estimation of Parameters (Slope and Intercept).	March	4 <sup>th</sup> & 5 <sup>th</sup>	5 + 4
11	Revision & Test	April	1 <sup>st</sup> & 3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**B.COM 4<sup>th</sup> SEMESTER**  
**BCH-407: CONTEMPORARY ISSUES IN ACCOUNTING**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>Days</b>
1)	Role of International Accounting Standard Committee in Harmonization of Divergent Accounting Practices.	January	2 <sup>nd</sup>	4
2)	Accounting for Human Resources.	January	3 <sup>rd</sup>	5
3)	Accounting for Human Resources.	January	4 <sup>th</sup>	5
4)	Accounting for Price-Level Changes.	January	5 <sup>th</sup>	3
5)	Accounting for Price-Level Changes.	February	1 <sup>st</sup>	3
6)	Accounting for Price-Level Changes.	February	2 <sup>nd</sup>	6
7)	Accounting for Financial Instruments.	February	3 <sup>rd</sup>	4
8)	Performance Reporting.	February	3 <sup>rd</sup>	2
9)	Interim Reporting.	February	4 <sup>th</sup>	3
10)	Interim Reporting.	February	4 <sup>th</sup>	2
11)	Forensic Accounting- Introduction – Historical Background, Essentials – Role of Forensic Accountant – Forensic Accounting in India.	February	5 <sup>th</sup>	4
12)	Forensic Accounting- Introduction – Historical Background, Essentials – Role of Forensic Accountant – Forensic Accounting in India.	March	1 <sup>st</sup>	2
13)	Corporate Accountability Reporting-	March	2 <sup>nd</sup>	2
14)	Corporate Accountability Reporting-	March	2 <sup>nd</sup>	3
15)	Basics of Sustainability Reporting- Social Reporting and Segment Reporting.	March	3 <sup>rd</sup>	3
16)	Basics of Sustainability Reporting- Social Reporting and Segment Reporting.	March	3 <sup>rd</sup>	3
17)	Accounting for Brand Equity – Introduction, Types of Brands, Objectives – Models.	March	4 <sup>th</sup>	3
18)	Environment Accounting.	March	4 <sup>th</sup>	2
19)	Revision.	March	5 <sup>th</sup>	4
20)	Revision.	April	1 <sup>st</sup>	1
21)	Revision.	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.COM. 4<sup>TH</sup> SEMESTER**  
**BCH 409 : CONSUMER BEHAVIOUR**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Consumer Behaviour -nature, Process, determinants and Relevance	January	2 <sup>nd</sup>	4
2.	Consumer buying process-problem recognition and problem solving	January	3 <sup>rd</sup>	5
3.	Information search -Alternative Evaluation and Selection	January	4 <sup>th</sup>	5
4.	Individual determinants of consumer behaviour-Role of motivation, personality and self- concept in consumer behaviour	January	5 <sup>th</sup>	3
5.	Consumer perception, attention and buying behaviour	February	1 <sup>st</sup> & 2 <sup>nd</sup>	3+2
6.	Learning and consumer behaviour	February	2 <sup>nd</sup>	4
7.	Consumer attitude and buying behaviour	February	3 <sup>rd</sup>	6
8.	External determinants of consumer behaviour	February	4 <sup>th</sup>	3
9	Culture, sub culture and consumer behaviour	February	4 <sup>th</sup>	2
10.	Social class and consumer behaviour	February	5 <sup>th</sup>	4
11.	Refernce groups, family influenceand consumer behaviour	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2 +2
12.	Diffusion of innovation	March	2 <sup>nd</sup>	3
13.	Consumer behaviour models	March	3 <sup>rd</sup>	3
14	Researching consumer behaviour-consumer roles and marketing strategy	March	3 <sup>rd</sup>	3
15	Diversity of consumer behaviour	March	4 <sup>th</sup>	3
16	Consumer behaviour research	March	4 <sup>th</sup> & 5 <sup>th</sup>	2+2
17	Test	March	5 <sup>th</sup>	2
18	Revision	March	1 <sup>st</sup> & 3 <sup>rd</sup>	1 + 1

**TENTATIVE UNIT PLAN**  
**B.COM. 5<sup>TH</sup> SEMESTER**  
**BCM 501: INCOME TAX LAWS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction	August	1 <sup>st</sup>	5
2.	Agriculture Income	August	2 <sup>nd</sup>	3
3.	Residential Status	August	2 <sup>nd</sup>	3
4.	Capital & Revenue	August	3 <sup>rd</sup>	1
5.	Exempted Incomes	August	3 <sup>rd</sup>	4
6.	Income from Salaries	August	4 <sup>th</sup>	6
7.	Income from Salaries	August	5 <sup>th</sup>	3
8.	Income from Salaries	September	1 <sup>st</sup>	2
9.	Income from Salaries	September	2 <sup>nd</sup>	5
10.	Income from House Property	September	3 <sup>rd</sup>	6
11.	Profits and Gains of Business and Profession	September	4 <sup>th</sup>	5
12.	Profits and Gains of Business and Profession	September	5 <sup>th</sup>	6
13.	Depreciation	October	1 <sup>st</sup>	3
14.	Capital Gains	October	1 <sup>st</sup>	2
15.	Capital Gains	October	2 <sup>nd</sup>	6
16.	Capital Gains	October	3 <sup>rd</sup>	6
17.	Income from Other Sources	October	4 <sup>th</sup>	3
	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**B.COM SEMESTER V**  
**BCM 502: MANAGEMENT ACCOUNTING**  
**(2023-24)**

S.No.	Topic	Months	Week	No. of Lectures
1	Introduction to Management Accounting <ul style="list-style-type: none"> <li>• Origin</li> <li>• Concept</li> <li>• Nature and Scope of Management Accounting</li> <li>• Distinction between Management Accounting and Financial Accounting</li> <li>• Limitations</li> </ul>	August	1st	5
2	Nature, Importance and Limitations of Financial Statements,	August	2nd	3
3	Tools of Financial Analysis- <ul style="list-style-type: none"> <li>• Trend Analysis,</li> <li>• Common Size Financial Statements</li> <li>• Comparative Financial Statements</li> </ul>	August	2 <sup>nd</sup> & 3 <sup>rd</sup>	3+5
4	Ratio Analysis	August September	4 <sup>th</sup> & 5 <sup>th</sup> 1 <sup>st</sup> & 2 <sup>nd</sup>	6+3 2+5
5	Cash Flow Statement	September	3 <sup>rd</sup> , 4 <sup>th</sup>	6+5
6	Fund Flow Statement	September	5th	6
7	Social Accounting	October	1st	5
8	Revision	October	2nd	6
9	Human Resource Accounting Price Level Accounting Responsibility Accounting	October	3 <sup>rd</sup> & 4 <sup>th</sup>	6 +3
10	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**CLASS: B.COM 5<sup>TH</sup> SEMESTER**  
**SUBJECT: BCM 503: SECTORAL ASPECTS OF INDIAN ECONOMY**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	State of Indian economy at the time of independence	August	1 <sup>st</sup>	5
2.	Nature of Indian Economy	August	2 <sup>nd</sup>	6
3.	<b>National Income</b> <ul style="list-style-type: none"> <li>• Estimates</li> <li>• Causes of low growth and suggestions</li> </ul> Inter-regional Variations in National Income	August	3 <sup>rd</sup>	5
4.	Features and Appraisal of Economic Reforms Programme. Comparing Development Experience of Economies of India and China	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
5.	<b>Population</b> <ul style="list-style-type: none"> <li>• Demographic Features of Indian Population,</li> <li>• Demographic Dividend</li> </ul> Population and economic Development	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
6.	<b>The Indian Tax Structure</b> <ul style="list-style-type: none"> <li>• Features and Defects</li> <li>• Tax reforms</li> </ul>	September	3 <sup>rd</sup>	6
7.	<b>Public Expenditure</b> <ul style="list-style-type: none"> <li>• Classification, Growth and Importance</li> <li>• Causes of Rise</li> <li>• Effects and Canons</li> </ul>	September	4 <sup>th</sup>	5
8.	<b>Public Debt</b> <ul style="list-style-type: none"> <li>• Types , Growth and Importance</li> <li>• Causes of Rise</li> </ul> Methods of Debt Redemption	September	5 <sup>th</sup>	6
9.	<b>Capital Market</b> <ul style="list-style-type: none"> <li>• Growth and Importance</li> <li>• Components and Problems Reforms since 1991</li> </ul>	October	1 <sup>st</sup>	5
10.	<b>External Sector</b> <ul style="list-style-type: none"> <li>• Importance , features and Contemporary Problems of India's International trade</li> <li>• Composition and Direction</li> <li>• Balance of Payments Position Foreign Trade Policy</li> </ul>	October	2 <sup>nd</sup>	6
11.	<b>Economic Planning in India</b> <ul style="list-style-type: none"> <li>• Objectives and need</li> <li>• Achievements and Failures</li> <li>• Features and Strategy</li> <li>• Latest Five Year Plan in India</li> <li>• NITI Aayog</li> </ul>	October	3 <sup>rd</sup>	6
12.	Revision and Test	October	4 <sup>th</sup>	3
13.	Revision and Test	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**B.COM. 5<sup>th</sup> SEMESTER**  
**BCM 504: PRODUCTION AND OPERATION MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction of Production and Operational Management: Meaning, Objectives and Scope	August	1 <sup>st</sup>	5
2.	Strategic Planning	August	2 <sup>nd</sup>	3
3.	Demand Forecasting	August	2 <sup>nd</sup>	3
4.	New Product/ Service Design and Development,	August	3 <sup>rd</sup>	5
5.	Network Analysis - PERT/CPM (including Crashing)	August	4 <sup>th</sup>	6
6.	Purchase Management	August	5 <sup>th</sup>	3
7.	Production Planning and Control Techniques	September	1 <sup>st</sup>	2
8.	Sequencing (Processing in Job through Two Machines)	September	2 <sup>nd</sup>	5
9.	Facility Location	September	3 <sup>rd</sup>	6
10.	Facility Layout	September	4 <sup>th</sup>	5
11.	Work Study: Methods, Analysis and various Charts	September	5 <sup>th</sup>	6
12.	Work Measurement, Time Study and Principles of Motion Economy	October	1 <sup>st</sup>	5
13.	Inventory Management Fundamentals: Economic Order Quantity, Quantity Discount, Reorder Level, Lead Time, Safety Stock, JIT	October	2 <sup>nd</sup>	6
14.	Supply Chain Management: Concept & Components of Supply Chain, Activities in Supply Chain Management	October	3 <sup>rd</sup>	6
15.	Logistics Management	October	4 <sup>th</sup>	3
16.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**B.COM 5<sup>th</sup> SEMESTER**  
**BCM 505: ENTREPRENEURSHIP AND SMALL BUSINESS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Entrepreneurship- Concept and Theories	August	3 <sup>rd</sup>	1
2.	Entrepreneur- Meaning and Characteristics	August	3 <sup>rd</sup>	1
3.	Leadership	August	3 <sup>rd</sup>	2
4.	Risk taking	August	3 <sup>rd</sup>	1
5.	Decision making	August	4 <sup>th</sup>	2
6.	Motivation	August	4 <sup>th</sup>	2
7.	Innovation	August	4 <sup>th</sup>	2
8.	Women Entrepreneurship- Problems Faced, Suggestions	August	5 <sup>th</sup>	3
9.	Role of Government to promote Women Entrepreneurship	September	1 <sup>st</sup>	2
10.	Socio- economic Environment	September	2 <sup>nd</sup>	5
11.	Business Planning	September	3 <sup>rd</sup>	3
12.	Entrepreneurial Development Programmes- their Relevance and Achievement	September	3 <sup>rd</sup>	3
13.	Entrepreneurial Development Programmes- their Relevance and Achievement	September	4 <sup>th</sup>	3
14.	Role of Government in Organizing EDPs.	September	4 <sup>th</sup>	2
15.	Small Scale Business-Seed Bed of Entrepreneurship	September	5 <sup>th</sup>	3
16.	Setting up a Small Scale Enterprise	September	5 <sup>th</sup>	3
17.	Business Venture- Its Concept	October	1 <sup>st</sup>	5
18.	Product Planning and Management	October	2 <sup>nd</sup>	6
19.	Marketing Management	October	3 <sup>rd</sup>	3
20.	Growth and Diversification Strategies	October	3 <sup>rd</sup>	2
21.	Role of Small Business in the National Economy	October	3 <sup>rd</sup>	1
22.	Small Business and Modern Technology	October	4 <sup>th</sup>	2
23.	Tax Considerations/ Benefits to Small Scale Units	October	4 <sup>th</sup>	1
24.	SSI Exemptions	November	2 <sup>nd</sup>	4
25.	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B. Com 5<sup>th</sup> SEMESTER**  
**BCM 506 FINANCIAL MARKETS AND SERVICES**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Meaning, Functions and types of Financial Markets	August	1 <sup>st</sup>	5
2.	Money Market	August	2 <sup>nd</sup>	6
3.	Call Money Market	August	3 <sup>rd</sup>	3
4.	Acceptance House and Discount Houses	August	3 <sup>rd</sup>	2
5.	Bill Markets	August	4 <sup>th</sup> & 5 <sup>th</sup>	3
6.	Commercial Papers	August	4 <sup>th</sup>	3
7.	Certificate of Deposits Market in India	August	5 <sup>th</sup>	3
8.	Capital Market-I (Primary Market)	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
9.	Capital Market-II(Secondary Market)	September	3 <sup>rd</sup>	6
10.	Introduction to Financial Services	September	4 <sup>th</sup>	5
11.	Merchant Bankers	September	5 <sup>th</sup>	6
12.	Mutual Funds	October	1 <sup>st</sup>	5
13.	Exchange traded Funds	October	2 <sup>nd</sup>	6
14.	Factoring	October	3 <sup>rd</sup> & 4 <sup>th</sup>	6+3
15.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**B.COM. (HONOURS) 5<sup>TH</sup> SEMESTER**  
**BCH 507: STRATEGIC FINANCIAL MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Strategic Financial Management. Interface of Financial Policy and Strategic Management	August	1 <sup>st</sup> & 2 <sup>nd</sup>	11
2.	Strategic Business Unit	August	3 <sup>rd</sup>	5
3.	Choices and Decisions: Differences in Financing of Venture Firm, Mature Companies and Firms in High Growth Stage	August	4 <sup>th</sup>	6
4.	Deal Structuring and Pricing	August	5 <sup>th</sup>	3
5.	IPOs and their Under-pricing	September	1 <sup>st</sup>	2
6.	IPOs and their Under-pricing	September	2 <sup>nd</sup>	5
7.	Investment Appraisal Techniques, Capital Rationing, Impact of Inflation on Capital Budgeting Decisions	September	3 <sup>rd</sup>	6
8.	Financial aspects of Corporate Restructuring.	September	4 <sup>th</sup>	5
9.	Financial Engineering	September	5 <sup>th</sup>	6
10.	Financial Innovation	October	1 <sup>st</sup>	5
11.	Ethical Aspects of Strategic Financial Management	October	2 <sup>nd</sup>	6
12.	Financial Aspects of Supply Chain Management and Distribution Chain Management	October	3 <sup>rd</sup>	6
13.	Innovative Approach to Internal Cost-Profit Analysis	October	4 <sup>th</sup>	3
14.	Valuation of a Business Enterprise	November	2 <sup>nd</sup>	4
	Revision	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM SEMESTER VI**  
**BCM- 601: DIRECT TAX LAWS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction of Direct Tax and Aggregation of Income	January	2 <sup>nd</sup>	4
2.	Set – off and carry forward of Losses	January	3 <sup>rd</sup>	5
3.	Double Taxation Relief	January	4 <sup>th</sup>	3
4.	Special Provisions relating to avoidance of Tax	January	4 <sup>th</sup>	2
5.	Deductions out of Gross Total Income	January	5 <sup>th</sup>	3
6.	Deductions out of Gross Total Income	February	1 <sup>st</sup>	3
7.	Assessment of Individuals	February	2 <sup>nd</sup>	4
8.	Assessment of Individuals	February	2 <sup>nd</sup>	2
9.	Assessment of HUF	February	3 <sup>rd</sup>	3
10.	Assessment of Firm	February	3 <sup>rd</sup>	3
11.	Assessment of Firm	February	4 <sup>th</sup>	5
12.	Income tax Authorities	February	5 <sup>th</sup>	4
13.	Assessment of AOP	March	1 <sup>st</sup>	2
14.	Procedure for Assessment	March	2 <sup>nd</sup>	5
15.	Deduction of Tax at Source	March	3 <sup>rd</sup>	2
16.	Collection of Tax	March	3 <sup>rd</sup>	4
17.	Appeals and Revisions	March	4 <sup>th</sup>	3
18.	Penalties and Prosecution	March	4 <sup>th</sup>	2
19.	Revision	March	5 <sup>th</sup>	4
20.	Revision	April	1 <sup>st</sup>	2
21.	Revision	April	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.COM. 6<sup>TH</sup> SEMESTER**  
**BCM 602: FINANCIAL MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Nature and scope of Financial Management <ul style="list-style-type: none"> <li>• Evolution</li> <li>• Concept</li> <li>• Nature and Scope of Financial Management</li> <li>• Objectives of Financial Management</li> </ul>	January	2 <sup>nd</sup>	4
2.	Cost of Capital	January	3 <sup>rd</sup>	5
3.	Capital Budgeting	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Capital Structure	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Sources of Finance SEBI	February	3 <sup>rd</sup>	4
6.	Dividend policy	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Working Capital	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Time Value of Money Leverages	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Revision	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.COM. 6<sup>TH</sup> SEMESTER**  
**BCM 603: ISSUES IN FINANCIAL REPORTING**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	Introduction to Financial Reporting	January	2 <sup>nd</sup>	4
2	Introduction to IFRS	January	3 <sup>rd</sup>	5
3	Conceptual Framework of Financial Reporting: FASB and IASB	January	4 <sup>th</sup>	5
4	Required Disclosures as per IFRS	January	5 <sup>th</sup>	3
5	Comparison Between IFRS, US GAAP and Indian Accounting Standards	February	1 <sup>st</sup>	3
6	Recent trends in Financial Reporting in the Indian Context	February	2 <sup>nd</sup>	6
7	Social Accounting	February	3 <sup>rd</sup>	6
8	Price level Accounting	February	4 <sup>th</sup>	5
9	Human Resource Accounting	February	5 <sup>th</sup>	4
10	Operating Segments	March	1 <sup>st</sup>	2
11	Operating Segments	March	2 <sup>nd</sup>	5
12	Interim Financial Reporting	March	3 <sup>rd</sup>	6
13	Intangible Assets	March	4 <sup>th</sup>	5
14	Leases	March	5 <sup>th</sup>	4
15	Revision	April	1 <sup>st</sup> & 2 <sup>nd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**B.COM. 6TH SEMESTER**  
**BCM 604: SOCIAL AND BUSINESS ETHICS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Business Ethics, Definition, Nature, Purpose	January	2 <sup>nd</sup>	4
2.	Ethical Abuse-Values, Morals and Business Ethics-Levels of Business Ethics, Myths of Business Ethics, Relationship between Value, Morals and Ethics	January	3 <sup>rd</sup>	5
		January	4 <sup>th</sup>	5
3.	Conflict of Interest	January	5 <sup>th</sup>	3
		February	1 <sup>st</sup>	3
4.	Ethics at Workplace: Individual in Organisation, Gender Issues, Harassment, Discrimination. Ethics in Accounting & Finance	February	2 <sup>nd</sup>	6
5.	Whistle Blower Policies-Meaning, Importance and Issues	February	3 <sup>rd</sup>	6
6.	Corporate Social Responsibility under Company Act 2013	February	4 <sup>th</sup>	5
7.	Ethical issues in Environment -Protection of Natural Environment	February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
8.	Prevention of Pollution, Depletion and Conservation of Natural resources	March	2 <sup>nd</sup>	5
9.	Ethical Issues in Marketing	March	3 <sup>rd</sup>	6
10.	Consumer Protection- Importance, Problems and Issues.	March	4 <sup>th</sup>	5
11.	Causes of Unethical Behaviour	March	5 <sup>th</sup>	4
12.	Ethical Issues in Management	April	1 <sup>st</sup>	1
13.	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.COM. 6<sup>th</sup> SEMESTER**  
**BCM 605: OPERATIONS RESEARCH**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Operational Research - Meaning, Significance and Scope	January	2 <sup>nd</sup>	4
2.	Introduction to Linear Programming, Formulation of Linear Programming Problem	January	3 <sup>rd</sup>	5
3.	Linear Programming - Simplex Method	January	4 <sup>th</sup>	5
4.	Linear Programming - Graphical Method	January	5 <sup>th</sup>	3
5.	Duality in Linear Programming, Definition of Dual Problem, General Rules in Converting any Primal into its Dual,	February	1 <sup>st</sup>	3
6.	Transportation Problem	February	2 <sup>nd</sup>	6
7.	Assignment Problem	February	3 <sup>rd</sup>	6
8.	Decision Theory: Decision Making under Uncertainty and Risk, Decision Trees	February	4 <sup>th</sup>	5
9.	Replacement Problem (Individual and Group replacement Problems both)	February	5 <sup>th</sup>	4
10.	Games Theory: Two Persons Zero Sum Games, Pure Strategies, Mixed Strategies	March	1 <sup>st</sup> & 2 <sup>nd</sup>	7
11.	Simulation; Meaning, Process, Advantages, Limitations and Applications	March	3 <sup>rd</sup>	6
12.	Revision	March	4 <sup>th</sup> & 5 <sup>th</sup>	9
13.	Revision	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**CLASS: B.COM. 6TH SEMESTER**  
**BCM 606: SECTORAL ASPECTS OF INDIAN ECONOMY**  
**(2023-24)**

<b>Sr. no.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Days</b>
1.	<b>Agriculture in India</b> Features and importance, Agricultural Productivity and Income	January	2nd	4
2.	<b>Agricultural Finance and Rural Indebtedness</b> • Sources and problems of agricultural finance • Features, problems and solution of rural indebtedness	January	3rd	5
3.	<b>Agricultural Marketing</b> Defects and government measures, Agricultural price policy	January	4th	5
4.	<b>Agricultural Policy</b> • Need, objectives and features, Evaluation • Emerging trends in agriculture	January	5th	3
5.	<b>New Development in Agriculture</b> Contract Farming, Organic Farming, Corporate Farming.	February	1st	3
6.	<b>Industrial Development during the Planning Period</b> Role and problems, Government measures for industrial development	February	2nd	3
7.	<b>Industrial Policy of Govt. of India</b> Industrial policies of 1948, 1956, 1977, Industrial policies of 1980, Industrial Policy 1991, Manufacturing policy	February	2 <sup>nd</sup> +3 <sup>rd</sup>	3+6
8.	<b>Large Scale Industries:</b> Importance and problems : Iron and steel, Cement, Petro-chemical	February	4 <sup>th</sup>	3+2
9.	<b>Small Scale and Cottage industries in India:</b> Importance and problems, Government policy	February	5th	4
10.	<b>Services Sector in India:</b> Growth and Contribution of Services in India , Major Areas of Service sector	March	1st	2
11.	<b>Public Sectors in India :</b> Objectives and Role, Problems and measures of improvement	March	2nd	2
12.	<b>Private Sector in India:</b> Growth and importance, Problems and measures of improvement	March	2nd	3
13.	<b>Problem of Poverty in India :</b> Meaning, causes and measures	March	3rd	3
14.	<b>Inflation in India :</b> Meaning, causes and measures	March	3rd	3
15.	<b>Inequalities of Income and Wealth in India</b> Nature and Extent, Causes and measures	March	4th	3
16.	<b>Inter State Disparities in India :</b> Features, causes and measures	March	4th	2
17.	<b>Revision and Test</b>	March	5th	4
18.	<b>Revision and Test</b>	April	1 <sup>st</sup> +3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**B.COM. 6<sup>th</sup> SEMESTER (HONS.)**  
**BCH 607: INVESTMENT MANAGEMENT**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Investment Management Financial System in India – Money Market, Capital Market	January	2 <sup>nd</sup>	4
2.	Debt Market, Need for correlating these – Bullion Market and Foreign Exchange Market	January	3 <sup>rd</sup>	5
3.	Organization and Functioning of Securities Markets in India – Nature and Function	January	4 <sup>th</sup>	5
4.	Organizational Structure, Role and Function of Primary Market and Secondary Markets, Type of Market Transactions based upon – Long and Short Orders	January	5 <sup>th</sup>	3
5.	Size of Order, Price Limit of Orders, Time limit of orders, Special type of orders and order execution. Margin Trading	February	1 <sup>st</sup>	1
6.	Valuation of Securities – Valuation of Debentures, Valuation of Preference Shares, Valuation of Equity Shares and Share Valuation	February	1 <sup>st</sup>	1
7.	CAPM Model	February	1 <sup>st</sup>	1
8.	Valuation of Bonds	February	2 <sup>nd</sup>	2
9.	Market Indices – Concept, Method of Computing India's Leading Stock Indices, Overview of various Benchmark Indices	February	2 <sup>nd</sup>	4
10.	Market capitalization Indices, Sectoral Indices and Broad market Indices	February	3 <sup>rd</sup>	3
11.	Security Credit Rating – Introduction, Factors Affecting Assigned Ratings, Credit Rating Agencies in India, Functions, Approaches and Framework Used and Business Models, Benefits of Credit Rating, Regulatory Concerns.	February	3 <sup>rd</sup>	3
12.	Risk Management Through Derivatives – Introduction to Derivatives Market and Securities	February	4 <sup>th</sup>	3
13.	Forward and Future Contracts – Overview, Hedging, Optimal Hedge Ratio, Valuation, Application and Strategies	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
14.	Options – Overview, Valuation Models and Strategies. Swaps. Investing in Alternative Asset Classes	March	1 <sup>st</sup>	2
15.	Hedge Funds, Characteristics of a Hedge Fund, Hedge Fund Strategies, Risk Arbitrage Investing, Hedge Fund Performance and Venture Capital	March	2 <sup>nd</sup>	5
16.	Private Equity	March	3 <sup>rd</sup>	6
17.	Revision & Test	March	4 <sup>th</sup> & 5 <sup>th</sup>	9
18.	Revision & Test	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**B.B.A 1<sup>ST</sup> SEMESTER**  
**BBA-101 B HISTORY AND CULTURE OF PUNJAB (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Harappan Civilization – Introduction	August	1 <sup>st</sup>	1
2.	Harappan Civilization-Town Planning and socio economic Life, Martydom of Guru Arjun Dev ji, Impact of Martydom of Guru Arjun Dev ji	August	2 <sup>nd</sup>	2
3.	Introduction of Vedic Age	August	3 <sup>rd</sup>	3
4.	Socio, economic and Religious Life of Vedic Age, Institution of Khalsa, Significance of Khalsa	August	4 <sup>th</sup> 5 <sup>th</sup>	2 3
5.	Growth of Jainism and Buddhism in Punjab	September	1 <sup>st</sup>	2
6.	Society of Mauraya's	September	2 <sup>nd</sup>	2
7.	Culture of Mauraya's, Culture of Maharaja Ranjit Singh's Era Practice of Map (Pre Partition of Punjab)	September	3 <sup>rd</sup>	3
8.	Society of Gupta's, Significance of Khalsa, New baptism of Khalsa	September	4 <sup>th</sup>	2
9.	Culture of Gupta's, Society of Eighteenth Century , Social unrest of Eighteenth Century	September	5 <sup>th</sup>	2
10.	Main features of Bhakti Movements	October	1 <sup>st</sup> 2 <sup>nd</sup>	2 3
11.	Origin and Development of Sufisim	October	3 <sup>rd</sup> 4 <sup>th</sup>	1 2
12.	Teaching of Guru Nanak Dev ji , Institutions-Rakhi, Gurmata, Dal Khalsa Society of Maharaja Ranjit Singh's Era	November	1 <sup>st</sup>	2
13.	Institutional Development-Manji, Masand	November	2 <sup>nd</sup>	3
14.	Institutional Development-Sangat and Pangat Revision & TEST	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**BBA 1<sup>st</sup> SEMESTER**  
**BBA 102 ORGANISATION BEHAVIOUR (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
<b>1.</b>	Organisation Behaviour – Concept, significance, models	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>2.</b>	Emerging trends in organisation behaviour: Globalisation, changing workforce, employment relation, information technology	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>3.</b>	Individual and interpersonal Behaviour- Factors and Models	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
<b>4.</b>	Transactional Analysis Personality: Determinants and theories	<b>August</b>	<b>4<sup>th</sup> &amp; 5<sup>th</sup></b>	<b>6+3</b>
<b>5.</b>	Workforce Emotions- Types, five dimensions and management of emotions	<b>September</b>	<b>1<sup>st</sup> &amp; 2<sup>nd</sup></b>	<b>2+5</b>
<b>6.</b>	Attitude- Components, Cognitive dissonance theory	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>7.</b>	Building organisational Commitment	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
<b>8.</b>	Motivation- foundation and content theories	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
<b>9.</b>	Work Team: Stages of team development, team norms, social loafing and team cohesiveness	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>10.</b>	Conflict: Types, Sources and Resolution of Conflict	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>11.</b>	Organisation Culture- Components, strategies to strengthen different cultures	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>12.</b>	Organisational stress- Causes, consequences and stress management strategies	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
<b>13.</b>	<b>Revision</b>	<b>November</b>	<b>2<sup>nd</sup> &amp; 3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE UNIT PLAN**  
**BBA 1<sup>st</sup> SEMESTER**  
**BBA 104 : Management Concept and Practices (2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction: Concept of Management, Process,	Aug.	1 <sup>st</sup>	5
2.	Principles, Levels, Functions and Significance of Management	Aug.	2 <sup>nd</sup>	3
3.	Management Vs. Administration, Role of Managers.	Aug.	2 <sup>nd</sup>	3
4.	Evolution of Management Thought: Classical, Neo-Classical Theory	Aug.	3 <sup>rd</sup>	5
5.	Behavioural Sciences, Approach, Quantitative, Systems and Contingency Approach Modern Management Thought	Aug.	4 <sup>th</sup>	3
6.	Planning: Concept, Process and Significance, Types, Relationship between Planning and Controlling.	Aug.	4 <sup>th</sup>	3
7.	Decision Making; Concept, Types and Process, Effective Decision, Rationality in Decision Making, MBO.	Aug.	5 <sup>th</sup>	3
8.	Organization: Concept, Process and Significance, Principles, Organization Design and Classical Theory,	Sept.	1 <sup>st</sup>	2
9.	Delegation of Authority, Principles	Sept.	2 <sup>nd</sup>	5
10.	Centralization and Decentralization, Line and Staff Organization.	Sept.	3 <sup>rd</sup>	3
11.	Direction and Motivation: Concept, Principles, Effective Supervision, Techniques.	Sept.	3 <sup>rd</sup>	3
12.	Leadership: Concept, Difference between Leadership & Management,	Sept.	4 <sup>th</sup>	5
13.	Theories of Leadership (Trait Theory, Behavioural Theory, Managerial Grid), Situational Theory	Sept.	5 <sup>th</sup>	3
14.	Contemporary Issues in Leadership (Transformational, Transaction, Charismatic and Visionary Leadership).	Sept.	5 <sup>th</sup>	3
15.	Coordination: Concepts, Importance, Internal – External Coordination.	Oct.	1 <sup>st</sup>	5
16.	Control: Concept, Steps, Types of Controlling, Techniques of Controlling.	Oct.	2 <sup>nd</sup>	3
17.	Management in Perspective (A Brief Overview) Management of Strategic Change,	Oct.	2 <sup>nd</sup>	3
18.	Knowledge Management, Learning Organization, Managing Diversity.	Oct.	3 <sup>rd</sup>	6
19.	Revision & Test	Oct.	4 <sup>th</sup>	3
20.	Revision & Test	Oct.	5 <sup>th</sup>	1
21.	Revision & Test	Nov.	2 <sup>nd</sup>	4

**TENTATIVE UNIT PLAN**  
**BBA 1<sup>st</sup> Semester**  
**BBA 105: Financial Accounting**  
**(2023-2024)**

S. No.	Topic	Month	Week	No. of lectures
1	Meaning, Uses, of Accounting, Objectives and Nature of Accounting.	August	3 <sup>rd</sup>	2
2	Definition and functions of Accounting, Difference between Book Keeping and Accounting, Branches, Limitations of Accounting	August	3 <sup>rd</sup>	3
3	Interrelationship of Accounting with other Disciplines	August	4 <sup>th</sup>	1
4	Accounting Principles, Accounting Concepts and Conventions, Accounting Cycle	August	4 <sup>th</sup>	3
5	Basics of GST	August	4 <sup>th</sup>	2
6	Journal	August	5 <sup>th</sup>	3
		September	1 <sup>st</sup>	2
7	Ledger & Trial Balance	September	2 <sup>nd</sup>	5
8	Depreciation, Provisions and Reserve	September	3 <sup>rd</sup>	6
9	Final Accounts	September	4 <sup>th</sup>	5
10	Share Capital	September	5 <sup>th</sup>	6
11	Issue and Redemption of Debentures	October	1 <sup>st</sup>	5
		October	2 <sup>nd</sup>	6
12	Right Issue	October	3 <sup>rd</sup>	2
13	Bonus Issue	October	3 <sup>rd</sup>	2
14	Final Accounts of companies	October	3 <sup>rd</sup>	2
		October	4 <sup>th</sup>	3
15	Revision and Test	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**Class: BBA 1st Semester**  
**Subject: BBA S106: ESSENTIALS OF BUSINESS ECONOMICS-I**  
**(2023-24)**

<b>Sr. no.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Days</b>
1.	<b>Micro vs. Macro Economics</b> Fundamental Concepts used in Business Decision Making: Opportunity Cost, Marginal Principle, Incremental Principle Contribution Analysis, Equi Marginal Principle.	August	1st	5
2.	<b>Theory of demand</b> Meaning, Types and Demand function <ul style="list-style-type: none"> <li>• Law of Demand</li> <li>• Movement along the demand curve and shift in the demand curve</li> </ul> <b>Demand Forecasting</b> Need, Objectives and Methods.	August	2 <sup>nd</sup> +3 <sup>rd</sup>	6+5
3.	<b>Elasticity of demand</b> <ul style="list-style-type: none"> <li>• Price Elasticity of demand, degrees, methods of measurement, factors and importance</li> <li>• Income Elasticity of demand</li> <li>• Cross Elasticity of demand</li> </ul>	August	4 <sup>th</sup> +5 <sup>th</sup>	6+3
4.	<b>Supply</b> Determinants, Law of Supply and Elasticity of Supply	September	1 <sup>st</sup>	2
5.	<b>Theory of Production</b> <ul style="list-style-type: none"> <li>• Law of Variable proportion</li> <li>• Law of Return to scale</li> <li>• Various laws of return to factor</li> <li>• Economies and Diseconomies of Scale</li> </ul>	September	2 <sup>nd</sup> +3 <sup>rd</sup>	5+3
6.	<b>Theory of Revenue</b> <ul style="list-style-type: none"> <li>• Concept of Total, Average and Marginal Revenue</li> <li>• Relationship between Average Revenue, Marginal Revenue and Elasticity of Demand</li> </ul>	September	3 <sup>rd</sup> +4 <sup>th</sup>	3+5
7.	<b>Cost and Cost curves</b> <ul style="list-style-type: none"> <li>• Concepts of Cost</li> <li>• Traditional theory of Cost</li> <li>• Importance of Cost</li> </ul>	September	5th	6
8.	<b>Perfect Competition</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm and industry under short and long run</li> <li>• Importance of time element in Equilibrium under Perfect Competition</li> </ul>	October	1 <sup>st</sup>	5

9.	<b>Monopoly</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm under Monopoly in short and long run</li> <li>• Comparison b/w Perfect Competition and <b>Monopoly :Price discrimination</b></li> <li>• Meaning, Types and conditions</li> <li>• Equilibrium of firm under Price discrimination</li> </ul>	October	2 <sup>nd</sup>	6
10.	<b>Monopolistic Competition</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Equilibrium of firm under short and long run</li> <li>• Group Equilibrium</li> </ul>	October	3 <sup>rd</sup>	6
11.	Effect of Product differentiation and selling cost on Equilibrium under Monopolistic Competition <ul style="list-style-type: none"> <li>• Comparison b/w Perfect Competition and Monopolistic Competition</li> <li>• Comparison b/w Monopolistic Competition and Monopoly</li> </ul>	October	4 <sup>th</sup>	3
12.	<b>Revision and Test</b>	November	2 <sup>nd</sup> +3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**B.B.A 2<sup>nd</sup> SEMESTER**  
**BBA-121 A PUNJABI**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Bawa Balwant – Introduction	January	2 <sup>nd</sup>	2
2.	Bawa Balwant – poem 1,2,3	January	3 <sup>rd</sup>	2
3.	Preetamsingh safer –introduction & Poem 1	January	4 <sup>th</sup> 5 <sup>th</sup>	3 2
4.	Preetamsingh safer- poem 2,3	February	1 <sup>st</sup>	2
5.	Harbhajansingh -introduction	February	2 <sup>nd</sup>	2
6.	Harbhajansingh-Poem 1,2,3	February	3 <sup>rd</sup>	2
7.	Shiv kumar -introduction	February	4 <sup>th</sup>	2
8.	Shiv kumar –poem 1,2,3&vishram chin	March	1 <sup>st</sup>	3
9.	Surjeet Patar - introduction	March	2 <sup>nd</sup>	2
10.	Surjeet Patar – poem-1,2,3 & business vocabulary 1-100	March	3 <sup>rd</sup>	3
11.	Katha parwah –story 7,8	March	4 <sup>th</sup> 5 <sup>th</sup>	1 2
12.	Katha parwah –story 9,10	April	1 <sup>st</sup>	2
13.	Katha parwah –story 11,12, Press note ,public notice & Revision	April	2 <sup>nd</sup> 3 <sup>rd</sup>	2 2

**TENTATIVE UNIT PLAN**  
**B.B.A 2<sup>nd</sup> SEMESTER**  
**BBA-121 B (HISTORY AND CULTURE OF PUNJAB)**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction of Colonial Rule, Administrative Changes in colonial Rule	January	2 <sup>nd</sup>	2
2.	Means of Communication, Western Education	January	3 <sup>rd</sup>	2
3.	Agrarian Development, Commercialization of Agriculture	January	4 <sup>th</sup> 5 <sup>th</sup>	3 2
4.	Christian Missionaries, Nam Dharis, Nirankaris	February	1 <sup>st</sup>	2
5.	Arya Samaj, Singh Sabhas, Ahmadiyas	February	2 <sup>nd</sup> 3 <sup>rd</sup>	2 1
6.	Development of Press and Literature, Growth of Press and Literature	February	4 <sup>th</sup>	2
7.	Agrarian Uprising 1907, Ghadar	March	1 <sup>st</sup>	2
8.	Gurudawara Reform Movement, JalliawalaBagh, SGPC and Akali Dal	March	2 <sup>nd</sup> 3 <sup>rd</sup>	3 2
9.	BabbarAkalis, Naujawa Bharat Sabha , Non co-operation Movement, Civil Disobedience, Mass Movements, Quit India	March	4 <sup>th</sup> 5 <sup>th</sup>	2 2
10.	Partition and It's aftermath- Resettlements , Rehabilitation	April	1st	2
11.	Practice of Map(Pre-Partition of Punjab)	April	2 <sup>nd</sup>	1
12.	Revision & Test	April	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**BBA 2<sup>nd</sup> SEMESTER**  
**BBA 122: BUSINESS STATISTICS**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Statistics-Definition, Functions, Scope, Usage and Limitations of Statistics	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
2.	Measures of Central Tendency: Types of Averages- Arithmetic Mean (Simple and Weighted), Median and Mode, Harmonic and Geometric Mean.	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
3.	Measures of Dispersion: Range, Quartile Deviation, Mean Deviation, Standard Deviation and Coefficient of Variation.	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
4.	Correlation Analysis: Meaning, Types, Measurement of Simple Linear Correlation, Karl Persons Correlation Coefficient Method, Rank Correlation Method (Excluding multiple correlations).	<b>August</b>	<b>4<sup>th</sup></b>	<b>3</b>
5.	Correlation Analysis: Meaning, Types, Measurement of Simple Linear Correlation, Karl Persons Correlation Coefficient Method, Rank Correlation Method (Excluding multiple correlations).	<b>August</b>	<b>4<sup>th</sup>&amp; 5<sup>th</sup></b>	<b>3+3</b>
6.	Regression Analysis: Simple Linear Regression, Why there are two Regression Lines? Estimation of Coefficient (Intercept and Slope Parameters), Properties of Regression Coefficient	<b>September</b>	<b>1<sup>st</sup>&amp; 2<sup>nd</sup></b>	<b>2+5</b>
7.	Regression Analysis: Simple Linear Regression, Why there are two Regression Lines, Estimation of Coefficient (Intercept and Slope Parameters), Properties of Regression Coefficient	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
8.	Index Number I	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
9.	Index Number II	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
10.	Time Series Analysis	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
11.	Time Series Analysis	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
12.	Measures of Skewness; Concept of Kurtosis	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
13.	Measures of Skewness; Concept of Kurtosis	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
14.	Revision	<b>November</b>	<b>2<sup>nd</sup>&amp;3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE UNIT PLAN**  
**B.B.A. 2<sup>nd</sup> SEMESTER**  
**Subject- BBAS123: Essentials of Business Economics II**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Nature and Scope of Macro Economics</b> <ul style="list-style-type: none"> <li>• Meaning , Scope and limitations of Macro Economics</li> </ul>	January	2 <sup>nd</sup>	2
2.	<b>National Income</b> <ul style="list-style-type: none"> <li>• Meaning and Concepts of National Income</li> <li>• Measurement of National Income</li> </ul> Difficulties in its Measurements and its Significance.	January	2 <sup>nd</sup>	2
3.	<b>Says Law of Market</b> Meaning and Implications Classical Theory of Income , Output and Employment	January	3 <sup>rd</sup>	5
4.	<b>Keynesian Theory of Income and Employment</b> , Theory of Effective Demand	January	4 <sup>th</sup>	5
5.	<b>Consumption Function</b> <ul style="list-style-type: none"> <li>• Meaning, Factors Influencing Consumption Function Average and Marginal Propensities to Consume, Propensity to Save</li> <li>• Psychological Law of Consumption</li> </ul>	January	5 <sup>th</sup>	3
6.	<b>Marginal Efficiency of Capital</b> <ul style="list-style-type: none"> <li>• Meaning and Determinants</li> <li>• Theory of Secular Stagnation</li> </ul>	February	1 <sup>st</sup>	3
7.	<b>Investment</b> <ul style="list-style-type: none"> <li>• Meaning and Types</li> <li>• Factors Affecting Investment</li> <li>• Importance of Investment</li> <li>• Measures to Raise Private Investment.</li> </ul>	February	2 <sup>nd</sup>	6

8.	<b>Multiplier</b> <ul style="list-style-type: none"> <li>• Meaning and working of Investment Multiplier Leakages, Uses and Limitations of Multiplier</li> <li>• Multiplier and Under-Developed Countries</li> <li>•</li> </ul>	February	3 <sup>rd</sup>	6
9.	<b>Fiscal policy</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Instruments and problems</li> </ul>	February	4 <sup>th</sup>	3
10.	<b>Money</b> <ul style="list-style-type: none"> <li>• Meaning and types,</li> <li>• monetary system</li> </ul> <b>Monetary policy</b> <ul style="list-style-type: none"> <li>• Meaning and features</li> <li>• Instruments and problems</li> </ul>	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
11.	<b>Inflation</b> <ul style="list-style-type: none"> <li>• Meaning and types</li> <li>• Causes and Effects</li> </ul>	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
12.	<b>Revision &amp; Test</b>	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
13.	<b>Revision &amp; Test</b>	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.B.A. 2<sup>nd</sup> Semester**  
**BBAS124: Legal Aspects of Business**  
**(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Contract of Sales of Goods	January	2 <sup>nd</sup>	4
2.	Condition & Warranties Transfer of Ownership	January	3 <sup>rd</sup>	5
3.	Rights of Unpaid Seller	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Performance of Contract Definition & Nature of Contract	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Offer & Acceptance Capacity of Parties	February	3 <sup>rd</sup>	4
6.	Consideration Legality of object and Consideration	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Performance of Contract Discharge of Contract Idemnity & Gurantee Contigent Contracts	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Bailment	March	2 <sup>nd</sup>	3
	Quasi Contracts	March	3 <sup>rd</sup>	3
9.	Agency Remedies for Breach of contract	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Free Consent Consumer Protection Act,2019	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
11	Revision	April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**BBA 125: Personality Development and Professional Skills**  
**BBA SEM –II (Session 2023-24)**

Sr. No.	Topic	Month	Week	No of Lectures
1.	Interpersonal Skills: Self-concept	January	2 <sup>nd</sup> & 3 <sup>rd</sup>	4 + 5
2.	Interpersonal relationship and competencies;	January	4 <sup>th</sup>	3
3.	Improving personal skills: Reading skills	January	4 <sup>th</sup>	2
4.	Creativity and problem-solving skills, Listening skills, Time management	January	5 <sup>th</sup>	3
5.	Creativity and problem-solving skills, Listening skills, Time management	February	1 <sup>st</sup>	3
6.	Career Development: Public speaking and presentation skills	February	2 <sup>nd</sup>	6
7.	Career Development: Public speaking and presentation skills	February	3 <sup>rd</sup>	3
8.	Group discussion Job-interview skills Resume writing and job application	February	3 <sup>rd</sup>	3
9.	Team Building and Negotiation Skills:	February	4 <sup>th</sup>	5
10.	Team building	February	5 <sup>th</sup>	4
11.	Negotiation skills Conflict Resolution Skills Leadership Skills	March	1 <sup>st</sup>	2
12.	Work culture, Ethics and Stress Management: Meaning and learning organization culture	March	2 <sup>nd</sup>	5
13.	Stress Management Transforming organizations as Learning organizations	March	3 <sup>rd</sup>	2
14.	Stress Management Transforming organizations as Learning organizations	March	3 <sup>rd</sup>	4
15.	Non-Verbal Communication: Non-verbal communication Etiquettes	March	4 <sup>th</sup>	3
16.	Etiquettes	March	4 <sup>th</sup>	2
17.	Test & Revision	March	5 <sup>th</sup>	4
18.	Revision	April	1 <sup>st</sup>	2
19.	Revision	April	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**BBA 2<sup>nd</sup> Semester**  
**BBA 126: MANAGERIAL ACCOUNTING**  
**(2023-2024)**

<b>S. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of lectures</b>
1	Nature and Scope of Managerial Accounting	January	2 <sup>nd</sup>	4
2	Financial Statements	January	3 <sup>rd</sup>	5
3	Tools of Financial Analysis	January	4 <sup>th</sup>	5
4	Ratio Analysis	January	5 <sup>th</sup>	3
		February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5	Fund Flow Analysis	February	3 <sup>rd</sup>	6
		February	4 <sup>th</sup>	5
6	Cash Flow Statements	February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
7	Cost concepts, classification of costs	March	2 <sup>nd</sup>	5
8	Cost Volume Profit Analysis and Break- Even Analysis	March	3 <sup>rd</sup>	6
9	Absorption and Marginal Costing	March	4 <sup>th</sup>	5
10	Decision Making	March	5 <sup>th</sup>	4
11	Revision	April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**BBA 3<sup>rd</sup> SEMESTER**  
**BBA-201 ENGLISH AND BUSINESS COMMUNICATION SKILLS**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<i>The Model Millionaire</i> by Oscar Wilde <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	1 <sup>st</sup>	5
2.	<i>The Model Millionaire</i> by Oscar Wilde <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	2 <sup>nd</sup>	2
3.	<i>The Gift of Magi</i> by O. Henry <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	2 <sup>nd</sup>	4
4.	<i>The Gift of Magi</i> by O. Henry <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	3 <sup>rd</sup>	5
5.	<i>The Judgement-Seat of Vikramaditya</i> by Sister Nivedita <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	4 <sup>th</sup>	2
6.	<i>The Judgement-Seat of Vikramaditya</i> by Sister Nivedita <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	August	4 <sup>th</sup>	4
7.	<i>Fur</i> by Saki <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the story</li> </ul>	August	5 <sup>th</sup>	3
8	<i>Fur</i> by Saki <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	September	1 <sup>st</sup>	2

9.	<b>Business Communication</b> <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Meaning and Definition</li> <li>● Communication in General</li> </ul>	September	2 <sup>nd</sup>	5
10.	<b>Business Communication</b> <ul style="list-style-type: none"> <li>● Types of Communication</li> <li>● Obstacles in Communication</li> </ul>	September	3 <sup>rd</sup>	6
11.	<b>Writing Skills</b> <ul style="list-style-type: none"> <li>● Business Letters</li> </ul>	September	4 <sup>th</sup>	5
12.	<b>Writing Skills</b> <ul style="list-style-type: none"> <li>● Difference between notices</li> <li>● Tender Notice</li> </ul>	September	5 <sup>th</sup>	6
13.	<b>Writing Skills</b> <ul style="list-style-type: none"> <li>● Auction Notice</li> <li>● Public Notice</li> </ul>	October	1 <sup>st</sup>	5
14.	<b>Writing Skills</b> <ul style="list-style-type: none"> <li>● Memo Writing</li> <li>● Advertisements pertained to Sales</li> <li>● Advertisements pertained to Marketing</li> </ul>	October	2 <sup>nd</sup>	6
15.	Revision	October	3 <sup>rd</sup>	6
16.	Revision	October	4 <sup>th</sup>	3
17.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**BBA 3<sup>rd</sup> SEMESTER**  
**BBA 202: OPERATION RESEARCH (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
<b>1.</b>	Operations Research: Meaning, Significance, Techniques and Scope.	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>2.</b>	Introduction to Linear Programming: Formulation of Linear Programming Problems, Graphical method	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>s3.</b>	Linear Programming: Simplex method	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
<b>4.</b>	Transportation Problem: Theory, Initial basic feasible solution,	<b>August</b>	<b>4<sup>th</sup>&amp; 5<sup>th</sup></b>	<b>6+3</b>
<b>5.</b>	Stepping stone method, MODI method	<b>September</b>	<b>1<sup>st</sup>&amp; 2<sup>nd</sup></b>	<b>2+5</b>
<b>6.</b>	Assignment: Theory, Hungarian method,	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>7.</b>	Travelling sales man and air crew problems	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
<b>8.</b>	PERT/CPM, Types of floats	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
<b>9.</b>	Game Theory: Two Persons Zero Sum Games, Pure Strategies, Mixed Strategies	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>10.</b>	Dominance and sub games, Equal gains, Probability, graphical method	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>11.</b>	Introduction to Frequency Problems, Classification of Sequencing Problems, Processing in Job through Two Machines.	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>12.</b>	Sequencing Problems: graphical method	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
<b>13.</b>	<b>Revision</b>	<b>November</b>	<b>2<sup>nd</sup>&amp;3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE LECTURE PLAN**  
**BBA 3<sup>rd</sup> SEMESTER**  
**BBA 203 MARKETINMANAGEMENT (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction of Marketing ;Meaning ;Nature scope Marketing Philophies; process ; Marketing mix	August	1 <sup>ST</sup>	5
2.	Marketing Research ; Meaning ;Importance ;Marketing Research process	August	2 <sup>nd</sup> and 3rd	11
3.	Marketing segmentation ;levels patterns ;major segments concept of market Targeting and Positioning	August	4 <sup>th</sup> and 5th	9
4.	Consumer Buying Behaviour;' factors influencing behaviour ;Buying Decision process; concepts of consumer Behaviour	September	1 <sup>st</sup> and 2 <sup>nd</sup>	7
5.	Product planning and Marketing Strategies ;Product life cycle ; New product development ;Branding and packing and Labeling	Septemb er	3 <sup>rd</sup> and 4 <sup>th</sup>	11
6.	Pricing Decision ; Policies ;and Pricing Strategies ; Pricing major impact on marketing	Septemb er	5 <sup>th</sup>	6
7.	Distribution Decision ;Channel Design Decision ; Major channel alternatives	October	1 <sup>st</sup>	5
8.	Management Decision ;Causes and Managing channel conflicts ;Physical Distribution	October	2 <sup>nd</sup>	6
9.	Promotion Decision ;Communication Process ;Promotion tools ; Advertising ;Sales Promotion .	October	3 <sup>rd</sup>	6
10	Public Relations and Personal Selling concepts and various ways of selling ;Emerging trends in marketing; Direct marketing ;On line marketing.	October	4	3
11	Green marketing ;Retail Marketing ; and consumer relationship REVISION	November	2 <sup>nd</sup> 3 <sup>rd</sup>	6

**TENTATIVE UNIT PLAN**  
**B.B.A.-3<sup>rd</sup> Semester**  
**BBA 204: ECONOMICS OF MONEY & BANKING**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
<b>1.</b>	Money: Introduction, Functions, Types of Money	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>2.</b>	Monetary system: Types of Monetary System and Qualities of Good Monetary System. Monetary Policy: Targets, Goals and Trade off among Alternate Goals	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>3.</b>	Introduction to E-Banking, Banking: Meaning Types, Functions of Banks, Management and organizational set up of Commercial Banks	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
<b>4.</b>	Central Banking: Origin & Evolution, Main Functions, Monetary Management Theoretical and Empirical Methods to Distinguish Money from Near Money Assets	<b>August</b>	<b>4<sup>th</sup> &amp; 5<sup>th</sup></b>	<b>6+3</b>
<b>5.</b>	Major Developments in Commercial Banking in India since Independence, Banking Sector Reforms International Monetary Fund (IMF) and International Liquidity	<b>September</b>	<b>1<sup>st</sup> &amp; 2<sup>nd</sup></b>	<b>2+5</b>
<b>6.</b>	WTO: Implications for India.	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>7.</b>	Transmission Mechanism – Classical Model, Keynesian Model and Monetarist Model. Supply of Money, Theories of Money Supply	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
<b>8.</b>	Demand for Money: Classical and Keynesian Approach, Baumol and Tobin Inventory Theoretic Approach, Freedman's Theory	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
<b>9.</b>	Risk Management: Types of Risk Management and Electronic Fund Transfer (RTGS & NEFT), Cheque Truncation System (CTS), Asset/Liabilities Management	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>10.</b>	Supply of Money: Measures of Money Supply Money Multiplier	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>11.</b>	<b>Revision</b>	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>12.</b>	<b>Revision</b>	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
<b>13s.</b>	<b>Revision</b>	<b>November</b>	<b>2<sup>nd</sup> &amp; 3<sup>rd</sup></b>	<b>4+2</b>

**TENTATIVE UNIT PLAN**  
**BBA 3<sup>rd</sup> SEMESTER**  
**BBA 205 LEGAL FRAMEWORK FOR COMPANIES**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Companies	August	1 <sup>st</sup>	5
2.	Kinds of Companies	August	2 <sup>nd</sup>	3
3.	Incorporation of Companies	August	2 <sup>nd</sup>	3
4.	Memorandum of Association	August	3 <sup>rd</sup>	5
5.	Article of Association	August	4 <sup>th</sup>	3
6.	Prospectus	August	4 <sup>th</sup> & 5 <sup>th</sup>	6
7.	SEBI	September	1 <sup>st</sup>	2
8.	Shares	September	2 <sup>nd</sup>	5
9.	Directors	September	3 <sup>rd</sup>	6
10.	Requisites of Valid Meeting	September	4 <sup>th</sup>	5
11.	Annual General Meeting	September	5 <sup>th</sup>	6
12.	Extra Ordinary Meeting	October	1 <sup>st</sup>	5
13.	Board Meeting and Resolutions	October	2 <sup>nd</sup>	6
14.	Share Capital	October	3 <sup>rd</sup>	6
15.	Transfer and transmission of Shares	October	4 <sup>th</sup>	3
16.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN****BBA 3<sup>rd</sup> SEMESTER****BBA 206: Tax Laws I****(2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>Days</b>
1.	Introduction, Definitions: Assessee, Concept of Income, Types of Income, Assessment Year & Previous Year	August	1 <sup>st</sup>	5
2.	Agricultural Income & its Assessment.	August	2 <sup>nd</sup>	3
3.	Residential Status & Tax Liability (Basis of Charge)	August	2 <sup>nd</sup>	3
4.	Exempted Incomes	August	3 <sup>rd</sup>	5
5.	Income from Salaries	August	4 <sup>th</sup>	6
6.	Income from Salaries	August	5 <sup>th</sup>	3
7.	Income from Salaries	September	1 <sup>st</sup>	2
8.	Income from Salaries	September	2 <sup>nd</sup>	2
9.	House Property	September	2 <sup>nd</sup>	3
10.	House Property	September	3 <sup>rd</sup>	6
12.	Income from Profits and Gains of Business and Profession including Depreciation	September	4 <sup>th</sup>	5
13.	Income from Profits and Gains of Business and Profession including Depreciation	September	5 <sup>th</sup>	6
14.	Capital Gains	October	1 <sup>st</sup>	5
15.	Capital Gains	October	2 <sup>nd</sup>	6
17.	Income from other Sources	October	3 <sup>rd</sup>	6
18.	Income from other Sources	October	4 <sup>th</sup>	3
19.	Revision	November	2 <sup>nd</sup> &3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**BBA 4<sup>th</sup> SEMESTER**  
**BBA 221 ENGLISH AND BUSINESS COMMUNICATION SKILLS**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Chandalika by Rabindranath Tagore <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> <li>● Characters and their role in the play</li> </ul>	January	2 <sup>nd</sup>	4
2.	Chandalika by Rabindranath Tagore <ul style="list-style-type: none"> <li>● Plot construction</li> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	January	3 <sup>rd</sup>	5
3.	A Bachelor's complaint of the Behaviour of Married People by Charles Lamb <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> </ul>	January	4 <sup>th</sup>	2
4.	A Bachelor's complaint of the Behaviour of Married People by Charles Lamb <ul style="list-style-type: none"> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	January	4 <sup>th</sup>	3
5.	El Dorado by R.L. Stevenson <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> </ul>	January	5 <sup>th</sup>	3
6.	El Dorado by R.L. Stevenson <ul style="list-style-type: none"> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	February	1 <sup>st</sup>	3
7.	Bores by E.V. Lucas <ul style="list-style-type: none"> <li>● Introduction to Author and his writing style</li> </ul>	February	2 <sup>nd</sup>	2
8.	Bores by E.V. Lucas <ul style="list-style-type: none"> <li>● Development of thought</li> <li>● Vocabulary and its Usage</li> </ul>	February	2 <sup>nd</sup>	4

9.	Writing Skills <ul style="list-style-type: none"> <li>● Short Formal Report Writing</li> </ul>	February	3 <sup>rd</sup>	6
10.	Writing Skills <ul style="list-style-type: none"> <li>● Precis Writing</li> </ul>	February	4 <sup>th</sup>	5
11.	Modern Forms of Communication <ul style="list-style-type: none"> <li>● Introduction</li> <li>● Meaning and Definition</li> <li>● Format</li> </ul>	February	5 <sup>th</sup>	4
12.	Modern Forms of Communication <ul style="list-style-type: none"> <li>● e-mails and Fax Messages</li> <li>● Audio Visual Aids</li> <li>● Power Point Presentations</li> </ul>	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
13.	<ul style="list-style-type: none"> <li>● Non-Verbal Communication</li> </ul>	March	3 <sup>rd</sup>	6
14.	Writing Skills <ul style="list-style-type: none"> <li>● Curriculum Vitae</li> </ul>	March	4 <sup>th</sup>	5
15.	Revision	March	5 <sup>th</sup>	4
16.	Revision	April	1 <sup>st</sup>	1
17.	Revision	April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN (2023-24)**  
**BBA-222 : Financial Management**  
**BBA Semester IV**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	Nature and scope of Financial Management  <ul style="list-style-type: none"> <li>• Evolution</li> <li>• Concept</li> <li>• Nature and Scope of Financial Management</li> <li>• Objectives of Financial Management</li> </ul>	January	2 <sup>nd</sup>	4
2.	Time Value of Money	January	3 <sup>rd</sup>	5
3.	Cost of Capital	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Capital Budgeting  <ul style="list-style-type: none"> <li>• Pay back</li> <li>• NPV method</li> <li>• ARR method</li> <li>• IRR method</li> </ul>	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Dividend policy	February	3 <sup>rd</sup>	4
6.	Working Capital-types, factors	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Working Capital- Methods of estimation and forecasting	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2

8.	Capital Structure	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Leverages	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**B.B.A-4<sup>th</sup> Semester**  
**BBA224: Human Resource Management**  
**(2023-2024)**

<b>Sr. no.</b>	<b>Topics</b>	<b>Months</b>	<b>Weeks</b>	<b>No of Working Days</b>
<b>1</b>	Human Resource Management: Introduction, Meaning and Definitions, Brief History, Nature, Functions, Importance and Limitations of HRM	Jan	2 <sup>nd</sup>	4
<b>2</b>	Challenges faced by Modern HR Managers	Jan	3 <sup>rd</sup>	5
<b>3</b>	Human Resource Planning: Introduction, Definitions, Features, Need for HR Planning, Objectives, Process	Jan	4 <sup>th</sup>	5
<b>4</b>	Factors affecting HR Planning, Types, Benefits, Problems in HR planning, Suggestions for Making HR Planning Effective	Jan	5 <sup>th</sup>	3
<b>5</b>	Succession Planning.	Feb	Ist	3
<b>6</b>	Recruitment, Selection, and Training and Development	Feb	2 <sup>nd</sup>	6
<b>7</b>	Placement and Induction and Transfers and Promotion	Feb	3 <sup>rd</sup>	6
<b>8</b>	HR Information System – Meaning, Need, Objectives, Process, Designing of HRIS, Computerized HRIS, Personnel Inventor	Feb	4 <sup>th</sup> & 5 <sup>th</sup>	5 + 4
<b>9</b>	HRM Environment and HR & Audit – Objectives, Need	March	Ist	2
<b>10</b>	Process, Types and Approaches of HR Audit	March	2 <sup>nd</sup> & 3 <sup>rd</sup>	5 + 2
<b>11</b>	HR Records– Meaning, Purpose, Essentials of Good Record Keeping, Significance, Description	March	4 <sup>th</sup>	5
<b>12</b>	Revision of Syllabus	March	5 <sup>th</sup>	4
<b>13</b>	Revision of Syllabus	April	1 <sup>st</sup> &3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**BBA 4<sup>th</sup> SEMESTER**  
**BBA 225: Tax Laws II**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Tax structure in India, Direct and Indirect Taxes	January	2nd	4
2.	Deemed Incomes and Clubbing of Incomes (Aggregation of Incomes)	January	3rd	5
3.	Set-Off and Carry Forward of Losses	January	4 <sup>th</sup>	5
4.	Deductions to be made in Computing the Gross Total Income	January	5th	3
5.	Deductions to be made in Computing the Gross Total Income	February	1 <sup>st</sup>	3
6.	Assessment of Individual	February	2 <sup>nd</sup>	6
7.	Overview of Goods and Services Tax, Implementation of GST, Reasons for GST introduction, Pros and cons of GST	February	3rd	3
8.	Registration procedure under GST, CGST/ SGST Act, 2017	February	3rd	3
9.	Classes of officers under GST, their appointment and powers	February	4 <sup>th</sup>	2
10.	Levy and collection of CGST/ SGST	February	4 <sup>th</sup>	3
11.	Composition Levy scheme	February	5 <sup>th</sup>	2

12.	Time of supply	February	5 <sup>th</sup>	2
13.	Value of supply	March	1 <sup>st</sup>	2
14.	IGST Act, 2017: Definitions, Supplies in the course of inter-State trade or commerce, Supplies in the course of intra-State trade or commerce.	March	2 <sup>nd</sup>	2
15.	Levy and collection of IGST	March	2 <sup>nd</sup>	2
16.	Power to grant exemption from tax	March	2 <sup>nd</sup>	1
17.	Place of supply under IGST	March	3 <sup>rd</sup>	3
18.	Input tax credit	March	3 <sup>rd</sup>	3
19.	Returns under GST	March	4 <sup>th</sup>	3
20.	Refund of tax	March	4 <sup>th</sup>	2
21.	Offences and penalties	March	5 <sup>th</sup>	4
22.	Revision	April	1 <sup>st</sup> &3 <sup>rd</sup>	1+1

**B.B.A. 4<sup>th</sup> SEMESTER****BBA-226****FUNDAMENTALS OF E-COMMERCE (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Electronic Commerce <ul style="list-style-type: none"><li>• Introduction</li><li>• Electronic Commerce Framework</li><li>• History</li><li>• Features</li><li>• Advantages</li><li>• Limitations</li><li>• Comparison of Web-based with Traditional Business</li></ul>	<b>January</b>	2 <sup>nd</sup>	4
2.	Growth of E-Commerce	<b>January</b>	3 <sup>rd</sup>	5
3.	E-Business: <ul style="list-style-type: none"><li>• Meaning,</li><li>• Importance</li></ul>	<b>January</b>	4 <sup>th</sup>	2
4.	Models of E Commerce Models Based on the Relationships of Transacting Parties (B2B, B2C, C2C and C2B ),	<b>January</b>	4 <sup>th</sup> & 5 <sup>th</sup>	3+3
5.	Models of E Commerce Models Based on the Relationships of Transacting Parties (B2B, B2C, C2C and C2B ),	<b>February</b>	1 <sup>st</sup>	3
6.	Regulatory Aspects of E Commerce.	<b>February</b>	2 <sup>nd</sup>	6
7.	Tools of E-Commerce	<b>February</b>	3 <sup>rd</sup>	6
8.	The Impact of E-Commerce on Various Business Sectors such as <ul style="list-style-type: none"><li>• Entertainment,</li><li>• Health Services,</li></ul>	<b>February</b>	4 <sup>th</sup>	5

9	The Impact of E-Commerce on Various Business Sectors such as <ul style="list-style-type: none"> <li>• Publishing</li> <li>• Financial Services.</li> <li>• Education</li> </ul>	<b>February</b>	5 <sup>th</sup>	4
10.	Socio Economic Impacts of E-Commerce.	<b>March</b>	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
11.	Electronic Payment System: Types of Payment System — <ul style="list-style-type: none"> <li>• E-Cash and Currency Servers,</li> <li>• E-Cheques,</li> <li>• Credit Cards,</li> <li>• Smart Cards,</li> <li>• Electronic Purse</li> <li>• Debit Cards.</li> </ul>	<b>March</b>	3 <sup>rd</sup>	6
12.	Electronic Data Interchange	<b>March</b>	4 <sup>th</sup> & 5 <sup>th</sup>	5 + 4
13.	Digital Signatures, Cryptography, Inter-operability and Inter-compatibility	<b>April</b>	1 <sup>st</sup> & 3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**BBA 5<sup>th</sup> SEMESTER**  
**BBA 301 PRINCIPLES OF INSURANCE AND RISK MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
<b>1.</b>	<b>Insurance-</b> Concept, Nature and Functions	<b>August</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>2.</b>	Importance of Insurance and Principles of Insurance	<b>August</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>3.</b>	<b>Contract-</b> Features of life Insurance	<b>August</b>	<b>3<sup>rd</sup></b>	<b>5</b>
<b>4.</b>	Features and types of Non-Life Insurance	<b>August</b>	<b>4<sup>th</sup> &amp; 5<sup>th</sup></b>	<b>6+3</b>
<b>5.</b>	<b>Insurance and IRDA:</b> IRDA Act,1999 (Powers and functions)	<b>September</b>	<b>1<sup>st</sup> &amp; 2<sup>nd</sup></b>	<b>2+5</b>
<b>6.</b>	Provisions of IRDA Act, 1999	<b>September</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>7.</b>	<b>Risk Management Process:</b> Concept of Risk, Risk vs. Uncertainty and Types of Risk	<b>September</b>	<b>4<sup>th</sup></b>	<b>5</b>
<b>8.</b>	Risk Identification and its valuation	<b>September</b>	<b>5<sup>th</sup></b>	<b>6</b>
<b>9.</b>	Objectives of Risk Management and Risk Management Techniques	<b>October</b>	<b>1<sup>st</sup></b>	<b>5</b>
<b>10.</b>	<b>Commercial Risk Management applications-</b> liability and property	<b>October</b>	<b>2<sup>nd</sup></b>	<b>6</b>
<b>11.</b>	Business liability and risk management	<b>October</b>	<b>3<sup>rd</sup></b>	<b>6</b>
<b>12.</b>	Workers Compensation and Risk financing	<b>October</b>	<b>4<sup>th</sup></b>	<b>3</b>
<b>13.</b>	<b>Revision</b>	<b>November</b>	<b>2<sup>nd</sup> &amp; 3<sup>rd</sup></b>	<b>4+2</b>

## TENTATIVE UNIT PLAN

### BBA 5<sup>th</sup> SEMESTER

#### BBA 302: Financial Markets and Financial Services (2023-24)

Sr. No.	Topic	Month	Week	No. of Lectures
1	Indian Financial System – Meaning, Importance, Functions and Structure (Overview of Financial Markets, Financial Institutions, Financial Instruments and Financial Services)	August	1 <sup>st</sup>	5
2	MoneyMarket: Meaning, Characteristics, Structure, Participants, Growth of Indian Money	August	2 <sup>nd</sup>	3
3	Call Money Market	August	2 <sup>nd</sup>	3
4	Repurchase Agreements	August	3 <sup>rd</sup>	1
5	Discount and Finance House of India	August	3 <sup>rd</sup>	1
6	Bills Market	August	3 <sup>rd</sup>	3
7	Commercial Paper Market	August	4 <sup>th</sup>	3
8	Certificates of Deposits Market in India	August	4 <sup>th</sup>	3
9	Money Market Mutual Funds; Indian Clearing Corporation Ltd	August	5 <sup>th</sup>	3
10	Capital Market: Nature and Role, Functions, Distinction between Money market and Capital Market	September	1 <sup>st</sup>	2
11	Primary Market: IPO&FPO	September	2 <sup>nd</sup>	2
12	Secondary market, Operational Mechanism of Capital Market	September	2 <sup>nd</sup>	3
13	Role of SEBI	September	3 <sup>rd</sup>	3
14	Inroduction to Commodity Market	September	3 <sup>rd</sup>	3
15	Euro Currency Bonds	September	4 <sup>th</sup>	1
16	Financial Services: Meaning, Characteristics, Importance and Kinds of Financial services, Financial Services and Economic Environment, Players in Financial services.	September	4 <sup>th</sup>	4
17	Merchant Banking: Concept, Evolution and Functions of Merchant banks	September	5 <sup>th</sup>	6
18	Mutual Funds: Concept, Types, Advantages, Problems of Mutual Funds in India, Constitution and Management of Mutual Funds Exchange Traded Funds,	October	1 <sup>st</sup>	5
19	Factoring	October	2 <sup>nd</sup>	6
20	Recent Trends in Credit Rating Services in India- Role of ICRA and CRISIL	October	3 <sup>rd</sup>	6
21	Revision	October	4 <sup>th</sup>	3
22	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**

**BBA 5<sup>TH</sup> SEMESTER**

**BBA 303: Business Environment (2023 -2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Business Environment:</b> Meaning and Concept	August	1 <sup>st</sup>	3
2.	<b>Business Environment:</b> Significance, and Nature of Business Environment	August	1 <sup>st</sup>	2
3.	Elements of Environment- Internal, External, Micro, and Macro	August	2 <sup>nd</sup>	3
4.	Interaction Matrix between various Environmental Factors	August	2 <sup>nd</sup>	3
5.	Environmental Analysis – Need	August	3 <sup>rd</sup>	3
6.	Environmental Analysis: Process, Techniques, and Limitations	August	3 <sup>rd</sup>	2
7.	<b>Economic Environment:</b> Key Elements of Economic Environment	August	4 <sup>th</sup>	6
8.	Economic factors, Economic Systems	August	5 <sup>th</sup>	3
9.	Economic Planning – Objectives & Strategies of Current Five Year Plan	September	1 <sup>st</sup>	2
10.	Formation and Functions of NITI Aayog	September	2 <sup>nd</sup>	5
11.	Industrial Policy	September	3 <sup>rd</sup>	3
12.	Monetary Policy	September	3 <sup>rd</sup>	3
13.	Fiscal Policy	September	4 <sup>th</sup>	5
14.	<b>Political &amp; Legal Environment:</b> Key Elements of Political Environment Relationship between Business and Government	September	5 <sup>th</sup>	6
15.	Economic Role of Government	October	1 <sup>st</sup>	5
16.	International Trade Environment(Brief Overview )	October	2 <sup>nd</sup>	3
17.	<b>Socio-Cultural Environment:</b> Nature and Impact of Culture on Business	October	2 <sup>nd</sup>	3
18.	Social Responsibilities of Business, Social audit,	October	3 <sup>rd</sup>	2

	Emergence of Middle Class and its influence on Business			
19.	International Organization : WTO – Its objectives, Principles, Organizational structure and Functioning	October	3 <sup>rd</sup>	2
20.	An Overview of – UNCTAD.	October	3 <sup>rd</sup>	2
21.	World Bank and IMF	October	4 <sup>th</sup>	3
22.	Trends ion India’s Foreign Trade – Volume, Composition and Direction of Trade.	November	2 <sup>nd</sup>	4
23.	Balance of Payment Crisis , EXIM Policy	November	3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN**  
**BBA 5<sup>th</sup> SEMESTER**  
**BBA 304 ENTREPRENEURSHIP AND SMALL BUSINESS (2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Entrepreneurship-</b> Entrepreneur, Entrepreneurship, Definition, Characteristics, Need, Theories, Difference between entrepreneur and self-employed person-entrepreneur and manager, Intrapreneur, Intrapreneurship, Socio-Economic role of Entrepreneurship;	August	1 <sup>st</sup>	5
3.	<b>Entrepreneurial Motivation:</b> Entrepreneurial Motivation, Internal and External factors affecting motivation, Relation of Entrepreneurial Motivation and Entrepreneurial Behaviour Entrepreneurial Competencies: Essential competencies of entrepreneur;	August	2 <sup>nd</sup>	6
4.	<b>Entrepreneurial Development Programmes:</b> EDP's, relevance and achievements; Role of Government in organizing EDP's, Critical Evaluation;	August	3 <sup>rd</sup>	5
5.	<b>Small Business:</b> Small Business as a Seed Bed of Entrepreneurship: Evolution and development of Small Business,	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
6.	<b>Small Business:</b> SSI, concept, definition, characteristics, classification, advantages and problems; Role of Small Business in the national economy: Meaning and provisions	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
7.	<b>The Start-Up Process:</b> Procedure for setting up a small-scale unit; Planning, Implementation, Initial Strategic Planning,	September	3 <sup>rd</sup>	6
8.	<b>Management Process in Small Business: Product and Marketing Scope</b>	September	4 <sup>th</sup>	5
9.	<b>Legal and Tax consideration.</b>	September	5 <sup>th</sup>	6
10.	<b>Risk analysis and financial considerations; Profit Planning;</b>	October	1 <sup>st</sup>	5
11.	<b>National Policies for small business development:</b> Governmental and Non-Governmental policies and assistance in setting up SSI	October	2 <sup>nd</sup>	6
12.	<b>Institutional support to small entrepreneurs:</b> NSIC, SIDO and TCOs for entrepreneurship development in India	October	3 <sup>rd</sup>	6
13.	Practical Work: Project report for financial assistance from bank	October	4 <sup>th</sup>	3
14.	<b>Revision</b>	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**BBA 5<sup>th</sup> SEMESTER**  
**BBA 305 CONSUMER BEHAVIOUR (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Nature, characteristics, Scope, Relevance & Application; Importance of consumer behaviour in marketing decisions;	August	1 <sup>st</sup>	5
2.	Consumer Vs Industrial Buying Behaviour.	August	2 <sup>nd</sup>	3
3.	Motivation	August	2 <sup>nd</sup>	3
4.	Personality and Self Concept, Attention and Perception	August	3 <sup>rd</sup>	5
5.	Influence of Culture and Sub Culture; Social Class; Reference Groups and Family Influence	August	4 <sup>th</sup>	3
6.	Consumer Attitudes- Formation and Change; Consumer Values and Lifestyles	August	4 <sup>th</sup> & 5 <sup>th</sup>	6
7.	Basic models of consumer behaviour – Nicosia, Howard & Seth, Blackwell	September	1 <sup>st</sup>	2
8.	Problem Recognition- methods of problem solving; prepurchase search influences- information search; alternative evaluation and selection; outlet selection	September	2 <sup>nd</sup>	5
9.	Purchase decision (compensatory decision rule, conjunctive decision, rule, Lexicographic rule, affect referral, disjunctive rule); Post Purchase Behaviour; Situational Influences; Cognitive Dissonance	September	3 <sup>rd</sup>	6
10.	Definition of innovation, product characteristics influencing diffusion, resistance to innovation, adoption process	September	4 <sup>th</sup>	5
11.	Role of Consumer Involvement, Customer Satisfaction	September	5 <sup>th</sup>	6
12.	Consumer behaviour- interdisciplinary approach	October	1 <sup>st</sup>	5
13.	Online Customer Behaviour	October	2 <sup>nd</sup>	6
14.	Diversity of Consumer Behaviour	October	3 <sup>rd</sup>	6
15.	Role of Consumer Behaviour in Marketing Strategy	October	4 <sup>th</sup>	3
16.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**BBA 5<sup>th</sup> SEMESTER**  
**BBA 306 SALES AND LOGISTICS MANAGEMENT**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Introduction to Sales Management & Importance of Sales Force, Functions of sales manager,	August	1 <sup>st</sup>	5
3.	Nature and importance of Personal Selling and Salesmanship, objectives and theories of personal selling,	August	2 <sup>nd</sup>	6
4.	Sales forecasting Methods, Sales Budget - Importance, Process of Sales Budget, Uses of sales budget,	August	3 <sup>rd</sup>	5
5.	Sales territory considerations in allocation of sales territory, Sales Quota, Objectives,	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
6.	Principles of Ceiling Sales Quota, Administration of Sales Quota, Uses of Sales Quota.	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
7.	Introduction to Logistic Management- concept, Transportations, Inventory, Warehousing,	September	3 <sup>rd</sup>	6
8.	Managing logistics. Concepts and importance of a Supply Chain (SC), Key issues of Supply Chain Management,	September	4 <sup>th</sup>	5
9.	Competitive and SC strategies, achieving strategic fit, Strategic Alliances,	September	5 <sup>th</sup>	6
10.	Third party and fourth party logistics, Reverse Logistics, Retailer- Supplier partnerships (RSP),	October	1 <sup>st</sup>	5
11.	Contract Sharing, Supplier evaluation and selection,	October	2 <sup>nd</sup>	6
12.	Use of best practices and Information Technology (IT) in Supply Chain Management.	October	3 <sup>rd</sup>	6
13.	Discussion on case study: Amazon supply chain management	October	4 <sup>th</sup>	3
14.	Revision	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE UNIT PLAN**  
**BBA 6<sup>th</sup> SEMESTER**  
**BBA 321 BUSINESS POLICY AND STRATEGY (2023-24)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Strategic management-Nature, scope, process and importance	January	2 <sup>nd</sup>	4
2.	<ul style="list-style-type: none"> <li>• Strategic Decision making</li> <li>• Levels of operation of strategic management</li> <li>• Strategic vision, mission and objectives</li> </ul>	January	3 <sup>rd</sup>	5
3.	Environmental appraisal – Concept of environment, components and environmental scanning techniques (SWOT, TOWS, QUEST and ETOP)	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	Internal Appraisal-Internal Environment, organisational capabilities in various functional areas, methods and techniques of organisational appraisal	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	Corporate level strategies -stability and retrenchment	February	3 <sup>rd</sup>	4
6.	Corporate level strategies-Combination, Corporate Restructuring, synergy, mergers and acquisition	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	Business Level Strategies Corporate Level Strategies Industry Level Strategies	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Strategy Implementation, Resource Allocation ,Organisational structure and systems in strategy implementation	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	Strategic Control and operational control , techniques of strategic evaluation	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN****BBA 6<sup>th</sup> SEMESTER****BBA : Production and Operations Management (2023 -2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1	Introduction to Production and Operations Management- Concepts	January	2 <sup>nd</sup>	2
2	Introduction to Production and Operations Management – Functions , Scope , Types of Production System	January	2 <sup>nd</sup>	2
3	Product Design and Development : Product Design and its Characteristics , Product Development Process	January	3 <sup>rd</sup>	5
4	Product Development Techniques	January	4 <sup>th</sup>	4
5	Facility Location	January	4 <sup>th</sup> + 5 <sup>th</sup>	4
6	Facility Layout	February	1 <sup>st</sup> + 2 <sup>nd</sup>	6
7	Production Planning and Control	February	2 <sup>nd</sup>	3
8	Productivity Techniques	February	3 <sup>rd</sup>	5
9	Purchase Management	February	4 <sup>th</sup>	2
10	Stores Management	February	4 <sup>th</sup>	3
11	Maintenance Management	February	5 <sup>th</sup>	4
12	Inventory Management	March	1 <sup>st</sup> +2 <sup>nd</sup> + 3 <sup>rd</sup>	13
13	Statistical Quality Control	March	4 <sup>th</sup> + 5 <sup>th</sup>	5
14	Revision	March	5 <sup>th</sup>	4
15	Revision	April	1 <sup>st</sup> +3 <sup>rd</sup>	2

**TENTATIVE UNIT PLAN****BBA 6<sup>th</sup> SEMESTER****BBA 323: Business Ethics and Corporate Governance (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	Business Ethics: Meaning and Concept, Principles of Business Ethics, Characteristics of Ethical Organisations.	January	2 <sup>nd</sup>	4
2.	Theories of Business Ethics	January	3 <sup>rd</sup>	5
3.	Globalization Business Ethics and, Stakeholder's Protection	January	4 <sup>th</sup>	5
4.	Corporate Governance and Business Ethics.	January	5 <sup>th</sup>	3
5.	Ethical Issues in Indian Business	February	1 <sup>st</sup>	3
6.	Corporate Social Responsibility: Social Responsibility of business with respect to different stakeholders, Arguments for and against social responsibility of business,	February	2 <sup>nd</sup>	6
7.	Social Audit	February	3 <sup>rd</sup>	3
8.	Relation between Corporate Social Responsibility and Corporate Governance.	February	3 <sup>rd</sup>	3
9.	Corporate Governance: Introduction of corporate governance, the role and purpose of the corporation and governance	February	4 <sup>th</sup>	5
10.	Theoretical aspects of corporate governance, Agency theory and separation of ownership and control	February	5 <sup>th</sup>	4
11.	Global corporate governance models	March	1 <sup>st</sup>	2
12.	OECD principles	March	2 <sup>nd</sup>	3
13.	Cadbury Committee Report	March	2 <sup>nd</sup>	2
14.	Role of SEBI	March	3 <sup>rd</sup>	3

15.	Corporate Governance Reforms and Initiatives in India	March	3 <sup>rd</sup>	3
16.	Corporate Governance rating	March	4 <sup>th</sup>	3
17.	Revision	March	4 <sup>th</sup> &5 <sup>th</sup>	2+4
18.	Revision	April	1 <sup>st</sup> &3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**BBA. 6<sup>th</sup> SEMESTER**  
**BBA 325: ADVERTISING AND BRAND MANAGEMENT (2023-24)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Advertising &amp; Advertising Management:</b> Introduction, scope, need & importance; types & classification of advertisement, advertising & the promotion mix,	January	2 <sup>nd</sup>	4
2.	Role of advertising in Social Economic development, Ethics in Indian advertising.	January	3 <sup>rd</sup>	5
3.	<b>Advertising Planning:</b> Advertising Objectives- DAGMAR, determining advertising budgets: percentage of sales method, objective to task method, competitive parity & all you can afford; Advertising planning and strategy, creative strategy development and implementation	January	4 <sup>th</sup>	5
		January	5 <sup>th</sup>	3
4.	<b>Media planning &amp; Scheduling:</b> broadcast & non-broadcast media; Key factors influencing media planning; setting media objectives, media decisions; media class, media vehicle & media option; Scheduling: flighting, pulsing & continuous; developing media strategies, evaluation of different media and media selection, media buying, measuring advertising effectiveness	February	1 <sup>st</sup>	3
		February	2 <sup>nd</sup>	6
5.	<b>Brand Equity:</b> concept and measures of brand equity, cost, price and consumer-based methods, sustaining brand equity	February	3 <sup>rd</sup>	4
6.	<b>Brand Personality:</b> concept, measures and formulation of brand personality; Brand Image Vs Brand Personality	February	3 <sup>rd</sup>	2
		February	4 <sup>th</sup>	3
7.	<b>Brands and Brand Management:</b> concept, nature, importance, brand evolution, brand life cycle, brand v/s generics, associating feelings with a brand; branding challenges and opportunities	February	4 <sup>th</sup>	2
		February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
8.	Brand Identity: conceiving, planning and executing (Aaker model); Brand Loyalty: concept and measures of brand loyalty	March	2 <sup>nd</sup>	3
		March	3 <sup>rd</sup>	3
9.	<b>Brand Positioning:</b> Concept, repositioning, Celebrity Endorsement, Brand Extension, Differential Advantage, Strategies for Competitive Advantage, Brand Pyramid.	March	3 <sup>rd</sup>	3
		March	4 <sup>th</sup>	3
10.	Revision	March	4 <sup>th</sup>	2
		March	5 <sup>th</sup>	4
		April	1 <sup>st</sup>	1
		April	3 <sup>rd</sup>	1

**TENTATIVE UNIT PLAN**  
**BBA 6<sup>th</sup> Semester**  
**BBA-326 Retail Management (2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>Days</b>
1	<b>Introduction to Retailing:</b> Definition, Characteristics, emerging trends in retailing,	<b>January</b>	2 <sup>nd</sup>	4
2	<b>Introduction to Retailing:</b> Evolution of retailing in India, Factors behind the change of Indian retail industry	<b>January</b>	3 <sup>rd</sup>	5
3	<b>Retail Formats:</b> Retail institutions by ownership, Retail institutions by Store-Based Strategy Mix, Web, Non-store based, and other forms of Non-traditional Retailing	<b>January</b>	4 <sup>th</sup> & 5 <sup>th</sup>	5+3
4	<b>Store Location:</b> Trading-Area analysis, characteristics of trading areas, Site selection, Types of locations, location and site evaluation.	<b>January</b>	5 <sup>th</sup>	3
5	<b>Store Design &amp; Layout</b>	<b>February</b>	1 <sup>st</sup>	3
6	<b>Retail Marketing:</b> Retail Marketing Mix, Advertising & Sales Promotion, Store Positioning,	<b>February</b>	2 <sup>nd</sup>	6
7	<b>Customer Relationship Management in Retailing</b>	<b>February</b>	3 <sup>rd</sup>	6
8	<b>Retail Merchandising:</b> Buying Organization Formats and Processes, Devising Merchandise Plans, Shrinkage in retail merchandise management, Markup & Markdown in merchandise management	<b>February</b>	4 <sup>th</sup>	5
9	<b>Retail Pricing:</b> Concept of Merchandise Pricing, Pricing Objectives, External factors affecting a retail price strategy, Pricing Strategies, Types of Pricing.	<b>February</b>	5 <sup>th</sup>	4
10	<b>Retail Operation:</b> Elements/Components of Retail Store Operation, Store Administration, Store Manager –Responsibilities	<b>March</b>	1 <sup>st</sup> & 2 <sup>nd</sup> & 3 <sup>rd</sup>	2+5+ 6
11	<b>Inventory Management:</b> Customer Service, Management of Retail Outlet/Store, Store Maintenance, Store Security	<b>March</b>	4 <sup>th</sup> & 5 <sup>th</sup>	5 + 4
12	Revision	<b>April</b>	1 <sup>st</sup> & 3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**BCA 1<sup>ST</sup> SEMESTER**  
**BCA-16-101 ENGLISH (COMPULSORY)- A**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● Sigh No More, Ladies by William Shakespeare</li> <li>● On the Morning of Christ's Nativity by John Milton</li> </ul>	August	1 <sup>st</sup>	5
2.	<b>Short Story:</b> <ul style="list-style-type: none"> <li>● The Tell - Tale Heart by Edgar Allan Poe</li> </ul>	August	2 <sup>nd</sup>	6
3.	<b>Essay:</b> <ul style="list-style-type: none"> <li>● Prayer by Mahatma Gandhi</li> </ul>	August	3 <sup>rd</sup>	5
4.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● When I consider Life by John Dryden</li> <li>● On Receipt of My Mother's Picture by William Cowper</li> </ul>	August	4 <sup>th</sup>	6
5.	<b>Short Story:</b> <ul style="list-style-type: none"> <li>● The Model Millionaire by Oscar Wilde</li> </ul>	August	5 <sup>th</sup>	3
6.	<b>Essay:</b> <ul style="list-style-type: none"> <li>● My Childhood by Jawaharlal Nehru</li> <li>● John Fitzgerald Kennedy by B.K Nehru</li> </ul>	September	1 <sup>st</sup> &2 <sup>nd</sup>	2+5
7.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● Lord Ullin's Daughter by Thomas Campbell</li> </ul>	September	3 <sup>rd</sup>	2
8.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● Lucy by William Wordsworth</li> </ul>	September	3 <sup>rd</sup>	4
9.	Word Formation from Prose and Stories and their use in sentences	September	4 <sup>th</sup>	5
10.	Word Formation from Prose and Stories and their use in sentences	September	5 <sup>th</sup>	6
11.	Use of textual words and idioms in sentences	October	1 <sup>st</sup> & 2 <sup>nd</sup>	5+6
12.	Translation from Hindi/Punjabi to English	October	3 <sup>rd</sup>	4
13.	Official, Business and Letters to the Editors	October	3 <sup>rd</sup> & 4 <sup>th</sup>	2+3
14.	Revision and Test	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**TENTATIVE LECTURE PLAN**  
**BCA 1st SEMESTER**  
**BCA-16-102: Fundamentals of Mathematical Statistics**  
**(2023-2024)**

Sr. No.	Topic	Months	Week	No. of Lectures
1.	<b>Basic Statistics:</b> Types of Statistics, Different Statistical Techniques, Steps in Statistical Investigation, Uses and Limitations of statistics. <b>Collection of Data:</b> Sources of collecting primary and Secondary Data, Limitations of Secondary Data, Criteria of evaluating secondary data, Organization of data, Graphs of Grouped Frequency Distribution, Tabulation of Data, Parts of Table	August	1 <sup>st</sup>	5
2.	<b>Measures of Central Tendency:</b> Kinds of measures of central tendency (statistical averages or averages).  <b>Arithmetic Mean:</b> Simple Arithmetic Mean, Methods of calculating Simple Arithmetic Mean, Arithmetic Mean in case of Individual Series, Discrete series and continuous series. Weighted Arithmetic Mean, Combined Arithmetic Mean.	August	2 <sup>nd</sup> + 3 <sup>rd</sup>	6 +5
3.	<b>Geometric Mean:</b> Simple Geometric Mean , Methods of calculating Simple Geometric Mean, Geometric Mean in case of Individual Series, Discrete series and continuous series, Weighted Geometric Mean, Combined Geometric Mean	August	4 <sup>th</sup>	6
4.	<b>Harmonic Mean:</b> Simple Harmonic Mean, Methods of calculating Simple Harmonic Mean, Harmonic Mean in case of Individual, Discrete series and continuous series, Weighted Harmonic Mean, Combined Harmonic Mean.	August	5 <sup>th</sup>	3
5.	<b>Median:</b> Methods of Calculating Median in case of Individual, Discrete series and continuous series.	September	1 <sup>st</sup> + 2 <sup>nd</sup>	2+5
6.	<b>Partition Value:</b> Quartile, Quintiles, Hexiles, Septiles, Octiles, Deciles, Percentiles .  <b>Mode:</b> Methods of Calculating Mode in case of Individual Series, Discrete series and continuous series.	September	3 <sup>rd</sup>	6

7.	<b>Range:</b> Computation of Range, Inter Quartile Range, Computation of Inter Quartile Range, Percentile Range and Computation of Percentile Range.	September	4 <sup>th</sup>	5
8.	<b>Mean Deviation:</b> Computation of Mean Deviation, Standard Deviation, Calculation of Standard Deviation, Variance, Calculation of Standard Deviation for individual Series, Discrete Series and Continuous Series, Coefficient of Standard Deviation and coefficient of variation, Combined Standard Deviation, Correcting incorrect Standard Deviation	September	5 <sup>th</sup>	6
9.	<b>Correlation Analysis :</b> Definition, Types of Correlation: Positive, Negative, Simple, Multiple, Partial, Total, Linear and Non-Linear. Need of Correlation Analysis, Correlation and Causation, Techniques for Measuring Correlation, Karl Pearson's Coefficient of Correlation: Correcting incorrect coefficient of correlation.	October	1 <sup>st</sup>	5
10.	<b>Correlation Analysis :</b> Calculating Karl Pearson's coefficient of correlation in case of grouped series, Probable Error, Coefficient of Determination, Spearman's coefficient of Correlation (Rank correlation): Calculation of Correct Coefficient of rank correlation, Difference between Rank Coefficient and Karl Pearson's coefficient of coefficient, Coefficient of concurrent deviation.	October	2 <sup>nd</sup>	6
11.	<b>Regression Analysis (Linear Regression):</b> Definition, Difference between Correlation and Regression, Types of Regression Analysis, Objectives of Regression Analysis, Methods of obtaining regression analysis, Methods of obtaining regression equations, Properties of Regression Coefficient, Standard Error of Estimate, Regression Coefficient in case of Grouped Data, Uses & Limitations of Regression Analysis.	October	3 <sup>rd</sup>	6
12.	Revision	October	4 <sup>th</sup>	3
13.	Revision	November	2 <sup>nd</sup> + 3 <sup>rd</sup>	4 +2

**TENTATIVE UNIT PLAN**  
**B.C.A. I<sup>st</sup> SEMESTER**  
**BCA-16-103: Computer Fundamentals and Computing Software**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Computer Appreciation:</b> Introduction to computers, characteristics of computer; History of computers; Classification of computers on size: (Micro, Mini, Mainframe and super computers), Working Principles, Generations; Applications of computers; commonly used terms–Hardware, Software, Firmware. Types of software: System and Application software; Programming Languages: Generation of Languages;	August	1 <sup>st</sup>	5
2.	Basic Computer Organization: Block diagram of computer system, Input unit, Processing Unit and Output Unit; Description of Computer input devices: Keyboard, Mouse, Trackball, Pen, Touch screens, Scanner, Digital Camera; Output devices: Monitors, Printers, Plotters. Translators - Interpreters, Compilers, Assemblers and their comparison.	August	2 <sup>nd</sup>	6
3.	Computer Memory: Representation of information: BIT, BYTE, Memory, Memory size; Units of measurement of storage; Main memory: Storage evaluation criteria, main memory organization, RAM, ROM, PROM, EPROM; Secondary storage devices: Sequential Access Memory, Direct Access Memory Magnetic Tapes, Magnetic disks, Optical disks: CD, DVD; Memory storage devices: Flash Drive, Memory card;	August	3 <sup>rd</sup>	5
4.	Understanding Operating System using DOS : Introduction to operating systems and its functions, DOS and versions of DOS, Booting sequence; Warm and Cold Boot; Concepts of files and directories, Redirecting command input and output using pipes, Wildcard characters, Types of DOS commands: Internal and External; Internal Commands: DIR, MD, CD, CLS, COPY, DATE, DEL, PATH, PROMPT, REN, RD, TIME, TYPE, VER, VOL; External Commands: XCOPY, ATTRIB, BACKUP, RESTORE, FIND, SYS, FORMAT, CHKDSK, DISKCOPY, LABEL, MOVE, TREE, DELTREE, DEFRAG, SCANDISK, UNDELETE.	August	4 <sup>th</sup> & 5 <sup>th</sup>	6+3
5.	Understanding Graphical User Interface using Windows: Fundamentals of Windows, Types of Windows, Anatomy of windows, Icons, Recycle bin, Operations on Folders, Registry of Windows: Basics, Editing; Control panel. Batch Files: Introduction to simple batch files; Introduction to CONFIG.SYS and AUTOEXEC.BAT files.	September	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
6.	Word Processing Package: Opening, saving and closing an existing document; renaming and deleting files; Using styles and templates: Introduction to templates and styles; applying, modifying and	September	3 <sup>rd</sup> & 4 <sup>th</sup>	11

	creating new (custom) styles; using a template to create a document, creating a template, editing a template, organizing templates, examples of style use, Changing document views, Moving quickly through a document, Changing page margins, Adding comments to a document, Creating a table of contents, Creating indexes and bibliographies, Printing a document, Using mail merge, Tracking changes to a document, Using fields, Linking to another part of a document, Using master documents, Creating fill-in forms. Working with text: select, cut, copy, paste, find and replace, inserting special characters, setting tab stops and indents			
7.	Checking spelling and Grammar, Autocorrect, using built-in language tools, word completion, Autotext, Formatting text: Using Styles, formatting paragraphs, formatting characters, autoformatting, creating lists; Formatting pages: Using layout methods, creating headers and footers, Numbering pages	September	5 <sup>th</sup>	6
8.	Spreadsheet Package: Introduction to Spreadsheets, sheets and cells; Opening and saving spreadsheet files; Working with sheets: inserting new sheet, deleting and renaming sheets, viewing a spreadsheet: freezing rows and columns, splitting screen, Entering data: cell referencing, formatting cells, entering numbers, entering numbers as text, entering formulae, entering date and time, deactivating automatic changes,	October	1 <sup>st</sup>	5
9.	Speeding up data entry: using fill tool, fill series, defining fill series, validating cell contents, Formatting data: formatting text, numbers, cells, Autoformatting cells and sheets, defining new autoformat, Using conditional formatting, Hiding and showing data, Sorting records, Printing a spreadsheet document: using print ranges, page formats, inserting page breaks, headers and footers;	October	2 <sup>nd</sup>	6
10.	Working with Graphs and Charts: Creating Embedded Chart, formatting chart: Changing chart types, adding Titles, Legends and Gridlines, Printing Charts; Adding database functions: defining database ranges, sorting, filtering and grouping database ranges; Evaluating data: using DataPilot	October	3 <sup>rd</sup>	6
11.	Functions and Macros: using and editing existing macro, Creating Macros, Recording Macros, Running Macros. Presentation Packages: Basics of creating a presentation, Parts of main window, workspace views, creating a presentation, Incorporation of Animation.	October	4 <sup>th</sup>	3
12.	<b>Revision of Syllabus</b>	November	2 <sup>nd</sup> & 3 <sup>rd</sup>	4+2

**LECTURE PLAN**  
**BCA 1st SEMESTER**  
**BCA-16-104: Problem Solving Through C**  
**(2023-2024)**

Sr. No.	Topic	Months	Week	No. of Lectures
1.	<b>Programming Process:</b> Steps in developing of a program, Data Flow Diagram, Decision Table, Algorithm development, Flowchart, Pseudo Code, Testing and Debugging.	August	1 <sup>st</sup>	5
2.	<b>Fundamentals of C Languages:</b> History of C, Character Set, Identifiers and Keywords, Constants, Types of C Constants, Rules for Constructing Integer, Real and character Constants, Variables, Data Types, rules for constructing variables.	August	2 <sup>nd</sup>	6
3.	<b>Operators and Expressions:</b> C Instructions, Arithmetic operators, Relational operators, Logical operators, Assignment Operators, Type Conversion in Assignments, Hierarchy of Operations, Standard and Formatted Statements, Structure of a C program , Compilation and Execution.	August	3 <sup>rd</sup>	5
4.	<b>Decision Control Structure:</b> Decision making with IF-statement, IF-Else and Nested IF Else, The else if Clause.  <b>Loop Control Structure:</b> While and do-while, for loop and Nested for loop.  <b>Case Control Structure:</b> Decision using switch, The goto statement..	August	4 <sup>th</sup>	6
5.	<b>Functions:</b> Library functions and user defined functions, Global and Local variables, Function Declaration, Calling and definition of function. Methods of parameter passing to functions, recursion.	August	5 <sup>th</sup>	3
6.	Storage Classes in C.  <b>Arrays:</b> Introduction, Array declaration, Accessing values in an array, Initializing values in an array, Single and Two	September	1 <sup>st</sup> + 2 <sup>nd</sup>	2+5

	Dimensional Arrays, Initializing a 2-Dimensional Array, Memory Map of a 2-Dimensional Array.			
7.	<b>Arrays:</b> Passing array elements to a function, Arrays of characters, Insertion and deletion operations, Searching the elements in an array, Using matrices in arrays, Passing an Entire Array to a Function.	September	3 <sup>rd</sup>	6
8.	<b>Pointers:</b> Pointer declaration, Address operator “&”, Indirection operator “*”, Pointer and arrays, Pointers and 2-Dimensional Arrays, Pointer to an Array, Passing 2-D array to a Function, Array of Pointers.	September	4 <sup>th</sup>	5
9.	<b>Dynamic Memory Allocation:</b> malloc(), calloc(), realloc(), free() functions.	September	5 <sup>th</sup>	6
10.	<b>String Manipulation in C:</b> Declaring and Initializing string variables, Reading and writing strings, String Handling functions(strlen(), strcpy(), strcmp(), strcat()).	October	1 <sup>st</sup>	5
11.	<b>Structures and Unions:</b> Declaration of structures, Structure Initialization, Accessing structure members, Arrays of structure, Nested structures, Structure with pointers, Union.	October	2 <sup>nd</sup>	6
12.	<b>Files in C:</b> Introduction, Opening and Closing files, Basic I/O operation on files.	October	3 <sup>rd</sup>	6
13.	Revision	October	4 <sup>th</sup>	3
14.	Revision	November	2 <sup>nd</sup> + 3 <sup>rd</sup>	4 + 2

**TENTATIVE UNIT PLAN**  
**BCA 2<sup>nd</sup> SEMESTER**  
**BCA-16-201 ENGLISH (COMPULSORY)- B**  
**(2023-2024)**

<b>Sr. No.</b>	<b>Topic</b>	<b>Month</b>	<b>Week</b>	<b>No. of Lectures</b>
1.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● All for Love by Lord Byron</li> <li>● Sorrow by P.B. Shelley</li> </ul>	January	2 <sup>nd</sup>	4
2.	<b>Short Story:</b> <ul style="list-style-type: none"> <li>● The Prize Poem by P.G. Wodehouse</li> </ul>	January	3 <sup>rd</sup>	5
3.	<b>Essay:</b> <ul style="list-style-type: none"> <li>● Tight Corners by E.V. Lucas</li> </ul>	January	4 <sup>th</sup>	5
4.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● To One Who has been long in City Pent by John Keats</li> <li>● The Charge of the Light Brigade by Alfred, Lord Tennyson</li> </ul>	January	5 <sup>th</sup>	3
5.	<b>Short Story:</b> <ul style="list-style-type: none"> <li>● The Stolen Bacillus by H.G. Wells</li> </ul>	February	1 <sup>st</sup>	3
6.	<b>Essay:</b> <ul style="list-style-type: none"> <li>● Last Expedition by R.F. Scott</li> </ul>	February	2 <sup>nd</sup>	6
7.	<b>Poetry:</b> <ul style="list-style-type: none"> <li>● Animals by Walt Whitman</li> </ul>	February	3 <sup>rd</sup>	2
8.	<b>Short Story:</b> <ul style="list-style-type: none"> <li>● Accident by Agatha Christie</li> </ul>	February	3 <sup>rd</sup>	4
9.	Paragraph Writing (Descriptive and Narrative)	February	4 <sup>th</sup> & 5 <sup>th</sup>	5+4
10.	Use of textual words and idioms in sentences	March	1 <sup>st</sup> & 2 <sup>nd</sup>	2+5
11.	Translation from Hindi/Punjabi to English (isolated sentences)	March	3 <sup>rd</sup>	4
12.	Transformation of all types	March	3 <sup>rd</sup> & 4 <sup>th</sup>	2+5
13.	Transformation of all types	March	5 <sup>th</sup>	4
14.	Revision and Test	April	1 <sup>st</sup>	1
15.	Revision	April	3 <sup>rd</sup>	1

**LECTURE PLAN**  
**BCA 2nd SEMESTER**  
**BCA-16-202: Computer Organization**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	Days
1.	<b>Computer Organisation:</b> Evolution of Computers, Von Neumann Architecture.	January	2nd	4
2.	Combinatorial Blocks : Gates, Half Adder, Full Adder, Multiplexers, Decoders, Encoders	January	3rd	5
3.	<b>Sequential Building blocks:</b> Flip Flops.	January	4th	5
4.	Registers, Counters.	January	5th	3
5.	<b>Information representation:</b> codes, fixed and floating point representation	February	1st	3
6.	<b>Arithmetic:</b> Addition and subtraction for sign magnitude and 2's complement numbers, integer multiplication using Booth's algorithms	February	2nd	6
7.	<b>Architecture of a Simple Processor:</b> Architecture of 8086/8088 microprocessor, instruction set, Addressing Modes. <b>Instruction:</b> Microinstructions, Register Transfer, Arithmetic, Logical and Shift, Types of Instructions, Instruction Cycle.	February	3rd	6
8.	<b>Interrupt:</b> Types, Interrupt Cycle. <b>I/O organization:</b> Strobe based and Handshake based communication.	February	4th	5
9.	DMA based data transfer.	February	5th	2
	<b>Memory Organisation:</b> Memory Hierarchy, RAM (Static and Dynamic), ROM Associative memory,	February	5th	2
10.	Cache memory organisation, Virtual memory organisation.	March	1 <sup>st</sup>	2
		March	2 <sup>nd</sup>	2
11.	<b>Assembly Language :</b> Features of Assembly Language, Machine Language vs Assembly Language, Pseudo Instruction;	March	2 <sup>nd</sup>	3
12.	<b>Use of Assembly for programs:</b> Addition, Subtraction, Multiplication using Subroutines and Basic Input/ Output.	March	3 <sup>rd</sup>	3
13.	<b>Viruses:</b> Types of Computer Viruses, Detection, prevention and protection from Viruses	March	3 <sup>rd</sup>	3
14.	<b>System Maintenance:</b> Introduction to various physical components of a computer, Physical Inspection and Diagnostics on PC, Functional description of various Internal and External cards.	March	4 <sup>th</sup>	5
15.	<b>Revision</b>	March	5th	4
16.	<b>Revision</b>	April	1 <sup>st</sup> + 3 <sup>rd</sup>	1+1

**TENTATIVE UNIT PLAN**  
**B.C.A. 2<sup>nd</sup> SEMESTER**  
**BCA-16-203: FUNDAMENTALS OF WEB PROGRAMMING (2023-2024)**

Sr. No.	Topic	Month	Week	No. of Lectures
1.	<b>Basic Terminology:</b> Web Server; Web Client/Browser, understanding how a Browser communicates with a Web Server, Website, Webpage, Static Website, Dynamic Website, Internet, Intranet, Extranet, WWW, URL	January	2 <sup>nd</sup>	4
2.	<b>HTML:</b> Structure of an HTML program, Paragraph Breaks, Line Breaks; Emphasizing Material in a Web Page (Heading Styles, Drawing Lines); Text Styles (Bold, Italics, Underline); Other Text Effects (Centering (Text, Images etc.)	January	3 <sup>rd</sup>	5
3.	<b>Lists:</b> Unordered List, Ordered Lists, Definition lists Adding Graphics to HTML Documents using the Border, Width, Height, Align, ALT Attributes Tables: Caption Tag, Width, Border, Cell padding, Cell spacing, BGCOLOR, COLSPAN and ROWSPAN Attributes.	January	4 <sup>th</sup>	5
4.	<b>Linking Documents:</b> Anchor tag, External Document References, Internal Document References and Image Maps Frames: Introduction to Frames: Targeting Named Frames	January	5 <sup>th</sup>	3
5.	<b>DHTML:</b> Introduction to cascading style sheets (CSS), Style tag, Link tag, Types of CSS: In-Line, Internal, External	February	1 <sup>st</sup>	3
6.	<b>Forms:</b> Attributes of Form element, Input element, The Text Element, Password, Button, Submit Button, Reset Button, The Checkbox, Radio, TextArea, Select and Option, Bootstrap Library.	February	2 <sup>nd</sup>	6
7.	<b>Java Script:</b> Introduction and Features of JavaScript, Writing JavaScript into HTML, tokens, data types, variables, operations, control constructs	February	3 <sup>rd</sup>	6
8.	Strings arrays, functions, core language objects, client-side objects, event handling,	February	4 <sup>th</sup>	5
9.	<b>Other Built-In Objects in JavaScript:</b> The String Object, The Math Object, The Date Object Applications related to client-side form validation.	February	5 <sup>th</sup>	4
10.	<b>Revision</b>	March	1 <sup>st</sup>	2

11.	Introduction to Dreamweaver: Understanding Workspace Layout, Using Dreamweaver Templates, Adding New Webpages, Text and Page Format,	March	2 <sup>nd</sup>	5
12.	Inserting Tables, Lists, Images, Adding Links. Managing Websites, Creating Website	March	3 <sup>rd</sup>	6
13.	<b>Web Hosting:</b> Understanding Domain Name & Web Space Introduction to Open Source Third party FTP Tools	March	4 <sup>th</sup>	5
14.	Getting a Domain Name & Web Space (Purchase or Free), Uploading the Website to Remote Server	March	5 <sup>th</sup>	2
15.	<b>Revision of Syllabus</b>	March	5 <sup>th</sup>	2
		April	1 <sup>st</sup> & 3 <sup>rd</sup>	2

**LECTURE PLAN**  
**BCA 2nd SEMESTER**  
**BCA-16-204: Object Oriented Programming using C++**  
**(2023-2024)**

Sr. No.	Topic	Month	Week	Days
1.	<b>Principles of Object Oriented Programming (OOP):</b> Introduction, Difference between OOP and Procedure Oriented Programming; <b>Concepts:</b> Object, Class, Encapsulation, Abstraction, Polymorphism and Inheritance, Applications of OOP. Special operators: scope resolution operator, Member Dereferencing operators, Memory management operators, Manipulators and Type cast operator Structure of a C++ Program and Classes and Objects.	January	2nd	4
2.	<b>Class Declaration :</b> Data Members, Member Functions, Private and Public members, Creating Objects, Accessing class data members, Accessing member functions; Class Function Definition: Member Function definition inside the class declaration and outside the class declaration.	January	3rd	5
3.	Friend function, inline function, Static members, Function Overloading, Arrays within a class. Arrays of Objects; Objects as function arguments: Pass by value, Pass by reference, Pointers to Objects.	January	4th	5
4.	<b>Constructors:</b> Declaration and Definition, Types of Constructors, (Default, Parameterized, Copy Constructors).	January	5th	3
5.	<b>Destructors:</b> Definition and use. Operator Overloading.	February	1st	3
6.	<b>Type Conversion:</b> Conversion from basic type to user defined type, User defined to basic type and one user defined conversion to another user defined type.	February	2nd	6
7.	<b>Inheritance:</b> Extending Classes Concept of inheritance, Base class, Defining derived classes, Visibility modes : Public, Private, Protected ;Types of Inheritance: Single inheritance : Privately derived, Publicly derived; Making a protected member inheritable, multilevel inheritance, multiple Inheritance and ambiguity of multiple inheritance, Hierarchal Inheritance, Hybrid, Nesting of classes.	February	3 <sup>rd</sup> + 4 <sup>th</sup>	6 + 5
8.	<b>Polymorphism:</b> Definition, Application and demonstration of Data Abstraction, Encapsulation and Polymorphism. Early Binding, Polymorphism with pointers,	February	5 <sup>th</sup>	4
		March	1 <sup>st</sup>	2

9.	Virtual Functions, Late binding, pure virtual functions.	March	2 <sup>nd</sup>	5
10.	<b>Exception Handling:</b> Definition, Exception Handling Mechanism-Throwing mechanism and Catching Mechanism, Re-throwing an Exception.	March	3 <sup>rd</sup>	6
11.	<b>File Processing :</b> Opening and closing of file, Binary file operations, structures and file operations, classes and file operations, Random file processing.	March	4 <sup>th</sup>	5
12.	Revision	March	5 <sup>th</sup>	4
13.	Revision	April	1 <sup>st</sup> + 3 <sup>rd</sup>	1 + 1

## Stock Report 2023 - 2024

### Computers

Lab-1 (Room No.-20)	24
Lab-2 (Room No.-21)	20
Library	3
Admin Office	3
Principal Office	1
M.Com-II	1
Room No.-1	1
Room No.-4	1
Room No.-5	1
Room No.-6	1
Room No.-7	1
Room No.-19	1
<b>Total</b>	<b>58</b>

### Printers

Lab-1 (room No.-20)	1
Lab-2 (room No.-21)	1
Library	2
Admin Office	3
Principal Office	1
Room No.- 7	1
Room No.- 19	1
<b>Total</b>	<b>10</b>

### Projectors


Conference Hall	1
Seminar Hall	1
Room No.-1	1
Room No.-4	1
Room No.-5	1
Room No.-6	1
<b>Total</b>	<b>6</b>

### Wi Fi

Lab -1(Room No-21)	1
Admin Office	2
<b>Total</b>	<b>3</b>

### Range Extender

Library	1
Conference Hall	1
<b>Total</b>	<b>2</b>

  
Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

## Computer Lab- 1

Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	Acer 18"	Logitech	Logitech	8.1 Pro	6 GB	256 GB	Pentium	320 GB
2	Acer 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
3	Acer 18"	Logitech	Logitech	7-32bit	3 GB	256 GB	Dual Core	80 GB
4	Acer 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
5	HP 18"	Logitech	Logitech	8-64bit	4 GB	256 GB	Dual Core	0
6	HP 18"	HP	Logitech	7-64bit	4 GB	256 GB	Dual Core	802 GB
7	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
8	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	160 GB
9	HP 18"	Logitech	Logitech	10-64bit	4 GB	256 GB	Dual Core	160 GB
10	HP 18"	HP	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
11	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
12	HP 18"	HP	Logitech	7-64bit	2.5 GB	256 GB	Dual Core	160 GB
13	HP 18"	Logitech	Enter	7-64bit	4 GB	256 GB	Dual Core	320 GB
14	Wipro 16"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
15	HP 18"	Logitech	Consistent	7-64bit	4 GB	256 GB	Dual Core	320 GB
16	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
17	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
18	HP 18"	Dell	Logitech	7-64bit	4 GB	256 GB	Dual Core	320 GB
19	HP 18"	Logitech	Dell	7-64bit	4 GB	256 GB	Dual Core	0
20	HP 18"	Logitech	Dell	7-64bit	4 GB	256 GB	Dual Core	320 GB
21	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	80 GB
22	Wipro 17"	HP	Logitech	7-64bit	4 GB	256 GB	Dual Core	80 GB
23	HP 18"	Logitech	Logitech	7-64bit	4 GB	256 GB	Dual Core	160 GB
24	HP 18"	Logitech	Dell	7-64bit	4 GB	256 GB	Dual Core	0


**Total Computers = 24**

  
**Principal**  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

## Computer Lab- 2

Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor
1	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
2	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
3	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
4	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
5	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
6	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
7	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
8	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
9	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
10	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
11	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
12	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
13	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
14	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
15	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
16	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
17	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
18	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
19	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen
20	Lenovo 18.5"	Lenovo	Lenovo	11-64bit	8 GB	512 GB	i5-12 Gen

**Total Computers = 20**

  
Principal  
Shree Atam Vallabh Jain College  
Hussainpura, Ludhiana.

Library								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	HP 18"	Dell	Dell	7- 32 Bit	2.5 GB	0	Duo	320 GB
2	HP 18"	Dell	Dell	7- 32 Bit	4 GB	0	Duo	320 GB
3	HP 18"	Logitech	Logitech	X11 - 64 Bit	4 GB	0	Duo	320 GB

M.Com-II								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	0	HP	HP	7	0	0	0	0

Room No.-1								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	View Sonic	Logitech	Logitech	7- 32 Bit	2 GB	0	Duo	320 GB

Room NO. -4								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	View Sonic	HP	0	32 Bit	2GB	0	Duo	320 GB

Room No.-5								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	View Sonic	HP	Consistan	7-32 Bit	2 GB	0	DUO	320 GB

Room No.-6								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	View Sonic	HP	0	7-32 Bit	2 GB	0	DUO	320 GB

Room No.-7								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	HP 18"	Dell	Dell	7-32 Bit	2 GB	0	DUO	320 GB


Room No.-19								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	HP 18"	HP	Dell	7-32 Bit	2 GB	0	DUO	320 GB

  
 Principal  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

Admin Office								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	HP 17"	TVS	Dell	7-64 Bit	4 GB	0	DUO	320 GB
2	HP 18"	Dell	Consistent	7-32 Bit	2 GB	0	DUO	320 GB
3	HP 18"	TVS	Dell	7-32 Bit	2 GB	0	DUO	320 GB

Principal Office								
Sr.No.	Monitor	Keyboard	Mouse	Windows	Ram	SSD	Processor	HDD
1	HP 17"	TVS	Dell	7-64 Bit	4 GB	0	DUO	320 GB

**Total Computers = 14**

  
 Principal  
 Shree Atam Vallabh Jain College  
 Hussainpura, Ludhiana.

GSTIN : 03AJYPG8772A1Z1

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**TAX INVOICE**  
**COMPUTER CARE CLINIC**

70 FEET ROAD, INDUSLND BANK,  
SUNDER NAGAR, LUDHIANA-141008  
PAN : AJYPG8772A  
Tel : 9914514934

**Party Details :**  
ATAM VALLABH JAIN COLLEGE  
  
LUDHIANA  
  
GSTIN / UIN :

Invoice No. : CCC/23-24/664  
Dated : 09-08-2023  
Place of Supply : Punjab (03)  
Reverse Charge : N  
GR/RR No. :  
Transport : BY HAND  
Vehicle No. :  
Station :

S.N.	Description of Goods	HSN/SAC Code	Qty.	Unit	Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount(₹)
1.	MENTE 2GB DDR2	8473	20.00	Pcs.	296.61	9.00 %	533.90	9.00 %	533.90	7,000.00
2.	MENTE RAM 2GB DDR3	8473	1.00	Pcs.	296.62	9.00 %	26.69	9.00 %	26.69	350.00
3.	DDR3 4 GB RAM	8473	1.00	Pcs.	423.72	9.00 %	38.14	9.00 %	38.14	500.00
4.	CMOS CELL	100	23.00	Pcs.	33.90	9.00 %	70.17	9.00 %	70.17	920.00
5.	INTEX SUPPLY	8504	3.00	Pcs.	466.10	9.00 %	125.85	9.00 %	125.85	1,650.00
6.	LOGITECH KEYBOARD USB	8471	10.00	Pcs.	466.10	9.00 %	419.49	9.00 %	419.49	5,500.00
7.	MOUSE LOGITECH USB	8471	10.00	Pcs.	220.34	9.00 %	198.31	9.00 %	198.31	2,600.00
8.	BNC	8536	15.00	Pcs.	16.95	9.00 %	22.88	9.00 %	22.88	300.00
	SATA CABLE									
9.	MOUSE PAD	3926	24.00	Pcs.	33.90	9.00 %	73.22	9.00 %	73.22	960.00
10.	CONSISTENT 61 MBD	8473	1.00	Pcs.	1,694.92	9.00 %	152.54	9.00 %	152.54	2,000.00
11.	ACER 19"	8528	4.00	Pcs.	4,279.66	9.00 %	1,540.68	9.00 %	1,540.68	20,200.00
12.	QUICK HEAL A/V	8523	24.00	Pcs.	245.76	9.00 %	530.85	9.00 %	530.85	6,960.00
<b>Grand Total</b>										<b>₹ 48,940.00</b>

HSN/SAC	Tax Rate	Alt Qty.	UQC	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
100	18%	23.00	PCS	779.66	70.17	70.17	140.34
3926	18%	24.00	PCS	813.56	73.22	73.22	146.44
471	18%	20.00	PCS	6,864.40	617.80	617.80	1,235.60
8473	18%	23.00	PCS	8,347.46	751.27	751.27	1,502.54
8504	18%	3.00	PCS	1,398.30	125.85	125.85	251.70
8523	18%	24.00	PCS	5,898.30	530.85	530.85	1,061.70
8528	18%	4.00	PCS	17,118.64	1,540.68	1,540.68	3,081.36
8536	18%	15.00	PCS	254.24	22.88	22.88	45.76
<b>Total</b>		<b>136.00</b>		<b>41,474.56</b>	<b>3,732.72</b>	<b>3,732.72</b>	<b>7,465.44</b>



Amount 48940+636/50.  
Payment vide Sender's  
Cheque No. 62008/25/23

**Rupees Forty Eight Thousand Nine Hundred Forty Only**

**Bank Details :** BANK OF BARODA , A/C NO 35690200000225,IFSC: BARB0SUNLUD,

**Terms & Conditions**

- E.& O.E.
1. Warranty only given by manufacturer.
  2. No warranty on burn case.
  3. We sale only material we are not responsible for labour job and on site service.

Receiver's Signature :

*Verified*  
*24/8/23*  
*25/8/23*

**For COMPUTER CARE CLINIC**

**Authorised Signatory**



03AAXPK6333M1Z7

( This copy does not entitle the holder to claim Input Tax Credit )


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**TAX INVOICE**  
**DATALINK COMPUTERS**  
 SHOP NO.4, OPP. RANI MARKET, KOCHAR MARKET  
 LUDHIANA. 5015047  
 Tel. : 5015047 email : datalinkdh@gmail.com

Invoice No. : GST/9979	Vehicle No. :
Dated : 26-10-2023 (12:02 PM)	Station :
Place of Supply : Punjab (03)	E-Way Bill No. :
Inverse Charge : N	Mode of Payment :
Bill/RR No. :	Po of No. :
Mode of Transport : A SELF	

**Delivered to :** SHREE ATAM VALLABH JAIN COLLEGE  
**Shipped to :** SHREE ATAM VALLABH JAIN COLLEGE

TIN / UIN : \_\_\_\_\_ GSTIN / UIN : \_\_\_\_\_

Description of Goods	HSN/SAC Code	Qty.	Unit	Price	Basic Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount(₹)
CONSISTENT SSD 128GB <i>Cssd128rchy04815</i>	85235100	1.00	Pcs.	800.00	677.96	9.00 %	61.02	9.00 %	61.02	800.00
Entered in the Stock Register on page... 17 Entry No. 26/10/23... Verified for Rs. 800/- Material received in good condition Quantity & Quality checked. Payment made in Cash on..... Wide Cheque No. 6887..... Dated. 2/11/2023 for Rs. 800/- 										
<b>Grand Total</b>										<b>₹ 800.00</b>


Rate	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
	677.96	61.02	61.02	122.04

*For Principal officer PC*  
*26/10/23*

**₹ Eight Hundred Only**  
 800.00

**Declaration**  
 HDFC BANK. AC NO. 13802000001551. IFSC CODE. HDFC0001380  
 BANK OF INDIA. AC NO. 652730110000051. IFSC CODE. BKID0006527

**Receiver's Signature :**

**For DATALINK COMPUTERS**  
  
**Authorised Signatory**

*27/10/23*

GSTIN : 03AAXPK6333M1Z7

( This copy does not entitle the holder to claim Input Tax Credit )

Original Copy

**TAX INVOICE**

**DATALINK COMPUTERS**

SHOP NO.4, OPP. RANI MARKET, KOCHAR MARKET  
LUDHIANA. 5015047

Tel. : 5015047 email : datalinkldh@gmail.com

Invoice No. : GST/13110  
Dated : 15-01-2024 (06:36 PM)  
Place of Supply : Punjab (03)  
Reverse Charge : N  
GR/RR No. :  
Transport : 0 SELF

Vehicle No. :  
Station :  
E-Way Bill No. :  
Mode of Payment :  
Po of No. :

**Billed to :**  
Cash

**Shipped to :**  
Cash

GSTIN / UIN :

GSTIN / UIN :

S.N.	Description of Goods	HSN/SAC Code	Qty.	Unit	Price	Basic Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount(₹)	
1.	RANZ VGA 15 MTR	8544	1.00	Pcs.	700.00	593.22	9.00 %	53.39	9.00 %	53.39	700.00	
2.	LAPCARE HDMI TO VGA CONV 20M CAB	84733099	1.00	Pcs.	200.00	169.50	9.00 %	15.25	9.00 %	15.25	200.00	
<b>Grand Total</b>											<b>2.00 Pcs.</b>	<b>₹ 900.00</b>

Tax Rate	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
18%	762.72	68.64	68.64	137.28

**Rupees Nine Hundred Only**  
**- 900.00**

**Declaration**

HDFC BANK. AC NO. 13802000001551. IFSC CODE. HDFC0001380  
BANK OF INDIA. AC NO. 552730110000051. IFSC CODE. BKID0006527

**Terms & Conditions**

- E.& O.E.
- Goods once sold will not be taken back.
  - Interest @ 24% p.a. will be charged if the payment is not made within the stipulated time.
  - Subject to 'Ludhiana' Jurisdiction only.

Receiver's Signature :

**For DATALINK COMPUTERS**

**Authorised Signatory**

GSTIN : 03AAXPK6333M1Z7

( This copy does not entitle the holder to claim Input Tax Credit )

Original Copy

**TAX INVOICE**  
**DATALINK COMPUTERS**  
 SHOP NO.4, OPP. RANI MARKET, KOCHAR MARKET  
 LUDHIANA. 5015047  
 Tel. : 5015047 email : datalinkdh@gmail.com

Invoice No. : GST/13541  
 Dated : 26-01-2024 (05:58 PM)  
 Place of Supply : Punjab (03)  
 Reverse Charge : N  
 GR/RR No. :  
 Transport : A SELF

Vehicle No. :  
 Station : Ludhiana  
 E-Way Bill No. :  
 Mode of Payment :  
 Po of No. :

**Billed to :**  
 PHONE PAY/GPAY

**Shipped to :**  
 PHONE PAY/GPAY

GSTIN / UIN :

GSTIN / UIN :

S.N.	Description of Goods	HSN/SAC Code	Qty.	Unit	Price	Basic Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount(₹)
1.	PROJECTOR CEILING KIT 3FT ADJ	8529	1.00	Pcs.	750.00	635.60	9.00 %	57.20	9.00 %	57.20	750.00
2.	RANZ HDMI 15MTR	85441990	1.00	Pcs.	800.00	677.96	9.00 %	61.02	9.00 %	61.02	800.00
<b>Grand Total 2.00 Pcs.</b>											<b>1,550.00</b>

Tax Rate	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
18%	1,313.56	118.22	118.22	236.44

**₹ Rupees One Thousand Five Hundred Fifty Only**  
 Party - 1,550.00

**Declaration**

HDFC BANK AC NO. 13802000001551; IFSC CODE. HDFC0001380  
 BANK OF INDIA AC NO. 652730110000051; IFSC CODE. BKID0006527

**Terms & Conditions**

- E.& O.E.
1. Goods once sold will not be taken back
  2. Interest @ 24% p.a. will be charged if the payment is not made with in the stipulated time.
  3. Subject to 'Ludhiana' Jurisdiction only.

Receiver's Signature :

**For DATALINK COMPUTERS**

**Authorised Signatory**

**TAX INVOICE**

**DATALINK COMPUTERS**

SHOP NO.4, OPP. RANI MARKET, KOCHAR MARKET  
LUDHIANA. 5015047

Tel. : 5015047 email : datalinkldh@gmail.com

Invoice No. : GST/13790  
Dated : 02-02-2024 (12:43 PM)  
Place of Supply : Punjab (03)  
Reverse Charge : N  
GR/RR No. :  
Transport : A SELF

Vehicle No. :  
Station : Ludhiana  
E-Way Bill No. :  
Mode of Payment :  
Po of No. :

**Billed to :**  
PHONE PAY/GPAY

**Shipped to :**  
PHONE PAY/GPAY

GSTIN / UIN :

GSTIN / UIN :

S.N.	Description of Goods	HSN/SAC Code	Qty.	Unit	Price	Basic Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount( )
1.	VIEWSONIC PROJECTOR PA503XP VF9230401132	85286900	1.00	Pcs.	36,500.00	28,515.62	14.00 %	3992.19	14.00 %	3992.19	36,500.00
<b>Grand Total 1.00 Pcs.</b>											<b>36,500.00</b>

Tax Rate	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
28,515.62	3,992.19	3,992.19	7,984.38	

**Rupees Thirty Six Thousand Five Hundred Only**  
Party - 36,500.00

**Declaration**

HDFC BANK. AC NO. 13802000001551. IFSC CODE. HDFC0001380  
BANK OF INDIA. AC NO. 652730110000051. IFSC CODE. BKID0006527

**Terms & Conditions**

- E. & O.E.
- 1. Goods once sold will not be taken back.
- 2. Interest @ 24% p.a. will be charged if the payment is not made with in the stipulated time.
- 3. Subject to 'Ludhiana' Jurisdiction only.

Receiver's Signature :

**For DATALINK COMPUTERS**

**Authorised Signatory**

GSTIN : 03AAXPK6333M1Z7

( This copy does not entitle the holder to claim Input Tax Credit )

Original Copy

**TAX INVOICE**

**DATALINK COMPUTERS**

SHOP NO.4, OPP. RANI MARKET, KOCHAR MARKET

LUDHIANA. 5015047

Tel. : 5015047 email : datainkdh@gmail.com

Invoice No. : GST/13791  
Dated : 02-02-2024 (12:44 PM)  
Place of Supply : Punjab (03)  
Reverse Charge : N  
GR/RR No. :  
Transport : A SELF

Vehicle No. :  
Station : Ludhiana  
E-Way Bill No. :  
Mode of Payment :  
Po of No. :

**Billed to :**  
PHONE PAY/GPAY

**Shipped to :**  
PHONE PAY/GPAY

GSTIN / UIN :

GSTIN / UIN :

S.N.	Description of Goods	HSN/SAC Code	Qty.	Unit	Price	Basic Price	CGST Rate	CGST Amount	SGST Rate	SGST Amount	Amount( )
1.	PROJECTOR STAND	85299090	1.00	Pcs.	750.00	635.60	9.00 %	57.20	9.00 %	57.20	750.00
<b>Grand Total 1.00 Pcs.</b>											
<b>750.00</b>											

Tax Rate	Taxable Amt.	CGST Amt.	SGST Amt.	Total Tax
18%	635.60	57.20	57.20	114.40

**Rupees Seven Hundred Fifty Only**  
Party - 750.00

**Declaration**

HDFC BANK. AC NO. 13802000001551. IFSC CODE. HDFC0001380  
BANK OF INDIA. AC NO. 652730110000051. IFSC CODE. BKID0006527

**Terms & Conditions**

- E.& O.E.
1. Goods once sold will not be taken back.
  2. Interest @ 24% p.a. will be charged if the payment is not made with in the stipulated time.
  3. Subject to 'Ludhiana' Jurisdiction only.

Receiver's Signature :

**For DATALINK COMPUTERS**

**Authorised Signatory**

K.C. Electronics  
 Punjab - 141001  
 UDYAM Reg No. : UDYAM-PB-12-0127988 (Small)  
 GSTIN/UIN: 03AMZPK8916E1Z0  
 State Name : Punjab, Code : 03  
 Contact : 0161-4567811, 77107-77140  
 E-Mail : info@kcelectronics.in  
**SALESMAN : SUNNY , PH. NO. : 7710777140**



Buyer (Bill to)  
**SHRI ATAM VALLABH JAIN COLLEGE**  
 HUSAINPURA, LUDHIANA  
 Punjab - India  
 State Name : Punjab, Code : 03  
 Place of Supply : Punjab  
 Contact person :  
 Contact : 9988309434  
 Fax :  
 E-Mail : savjcollegeldh@gmail.com

Scan & Pay  
**Company's Bank Details**  
 Bank Name: **HDFC BANK LTD**  
 A/c No. : **13802790000051**  
 Branch & IFB Code : **PAKHOWAL ROAD & HDFC0001280**

SI No	Description of Goods	HSN/SAC	Quantity	Rate (Incl. of Tax)	Rate	per	Disc. %	Amount
1	<b>PRINTER CANON MF 244DW (MF PSC DUPLEX, ADF-WIFI)-IELLL</b> Service Centre : SEHAJ PERIPHERALS SOLUTION 1ST FLOOR, PAKHOWAL ROAD, JAGJIT NAGAR, ABOVE DASHMESH DAIRY, LUDHIANA-141007 TEL:-0161-5089214, FOR COMPLAINT WHATSP NO:-9108510853 Sr No/Sl: 911418C01992AA21YFD45060	84433970	1 PC	23,790.00	20,161.02	PC		20,161.02
								1,814.49
								1,814.49
								CGST
								SGST
								23,790.00
								E & O.E

Admin office  
 Entry number  
 admin office 112

Entered in the Stock Register on page 35  
 Entry No. 7 Verified for Rs. 23,790  
 Material received in good condition Quantity checked. Payment made in Cash on...  
 Vide Cheque No. 422 242  
 Dated 7/6/2024 for Rs. 23,790

8/6/24  
 admin office  
 Stock

Signature  
 Admin office

Amount Chargeable (In words)	Taxable Value	CGST Rate	CGST Amount	SGST/UTGST Rate	SGST/UTGST Amount	Total Tax Amount
<b>INR Twenty Three Thousand Seven Hundred Ninety Only</b>	20,161.02	9%	1,814.49	9%	1,814.49	3,628.98
<b>Total</b>	<b>20,161.02</b>		<b>1,814.49</b>		<b>1,814.49</b>	<b>3,628.98</b>

**INR Three Thousand Six Hundred Twenty Eight and Ninety Eight paise Only**  
 Tax Amount (in words) :  
 Company's PAN : AMZPK8916E  
 Declaration  
 We declare that this invoice shows the actual price of the goods described and that all particulars are true and correct.  
 --TERMS & CONDITIONS:  
 1. Goods once sold cannot be taken back or replaced.  
 2. All Warranty/Guarantee/Services will be from respective Service Centre or Principal Company.  
 3. Any Breakage/Damage/Lost will not be entertained once the Product/Bill is accepted by Customer or representative.  
 4. Rs.500 will be charged for every Cheque Bounced along with Overdue Amount and interest as applicable.  
 5. Interest @ 24% p.a. will be applicable after due date of Bill.  
 6. We don't provide any software other than mentioned on the Invoice or comes preloaded.  
 7. Being Customer's of K.C. Electornics we are authorised to send notification on your shared information with any d  
 Customer's Seal and Signature



Prepared by \_\_\_\_\_ Verified by \_\_\_\_\_  
 SUBJECT TO LUDHIANA JURISDICTION  
 This is a Computer Generated Invoice  
 Authorised Signatory

Tax Invoice

Printed on 29-Jun-24 at 10:31  
(ORIGINAL FOR RECIPIENT)



**K.C. ELECTRONICS**  
LENOVO EXCLUSIVE STORE  
B-26/216/1, LOWER GROUND FLOOR  
KOCHAR MARKET, MODEL GRAM  
LUDHIANA  
Punjab - 141001  
UDYAM Reg No. : UDYAM-PB-12-0127986 (Small)  
GSTIN/UIN: 03AMZPK8916E1ZO  
State Name : Punjab, Code : 03  
Contact : 0161-46567811, 78887-66740  
E-Mail : info@kcelectronics.in  
SALESMAN : KARAN PAUL (KC STAFF), PH. NO. : 9501241000

Invoice No : KCG9C/24-25/99  
e-Way Bill No : 311001932145  
Dated : 29-Jun-24  
**Kindly pay your bill within 1 Day**  
e-Way Bill No. : 311001932145  
FOR ANY DISPATCH RELATED  
QUERIES CONTACT FOLLOWING ;  
**Deepak, Surinder**  
Ph.No. 8288035152, Hotline 7507,7171  
DISPATCH/COURIER DETAILS  
Dispatch Through :  
Contact No. :

Buyer (Bill to)  
**SHRI ATAM VALLABH JAIN COLLEGE**  
HUSAINPURA, LUDHIANA  
Punjab - India  
State Name : Punjab, Code : 03  
Place of Supply : Punjab  
Contact person :  
Contact : 9988309434  
Fax :  
E-Mail : savjcollegeldh@gmail.com

Dispatch Type : By Salesman  
Received By :  
Mobile No. :



Scan & Pay  
Company's Bank Details  
Bank Name: HDFC BANK LTD  
A/c No. : 13802790000051  
Branch & IFB Code : PAKHOWAL ROAD & HDFC0001380

SI No	Description of Goods	HSN/SAC	Quantity	Rate (Incl. of Tax)	Rate per	Disc. %	Amount
1	90SM00FTIN DT LENOVO (I5-12400-8GB-512GB SSD -W11-MSO-WIRED BCO-MINERAL GREY) Service Centre : # 6-B, SURYA SHOPPING COMPLEX, NATIONAL ROAD NEAR BHAI WALA CHOWK, LUDHIANA-141001 Sr No(s) : SPG049NXE, SPG04ACGB, SPG04ACH0, SPG049NQ1, SPG049NNM, SPG049NLQ, SPG04AC21, SPG049P23, SPG04ACEP, SPG049NVT, SPG049NVL, SPG04AC6A, SPG049NWH, SPG049P27, SPG049NKA, SPG04AC1Y, SPG04AC1H, SPG04AC1A, SPG04AC1N, SPG04ACGE	84713010	20 PC	44,604.00	37,800.00	PC	7,56,000.00
2	LED LENOVO 61E0KAR6WW (D19-10) (18.5"-HD-60Hz-HDMI-VGA) Service Centre : SYSNET GLOBAL SERVICE NOVELTY PLAZA, NOBEL ENCLAVE, 3RD FLOOR BHAI WALA CHOWK, OPP. PARK PLAZA, NEAR BHAI WALA CHOWK, LUDHIANA-141001, PH NO:-0161-5026433, TOLL FREE MO:-1860-258-3079 Sr No(s) : SV90CVG21, SV90CVHEB, SV90CVG20, SV90CVFZH, SV90CVG1K, SV90CVHEE, SV90CVHDT, SV90CVHDX, SV90CVFZB, SV90CVFZ3, SV90CVG1R, SV90CVG8, SV90CVHDV, SV90CVHE5, SV90CVG29, SV90CVHEQ, SV90CVHDN, SV90CVHDD, SV90CVBYA, SV90CVBHA	85285200	20 PC	5,251.00	4,450.00	PC	89,000.00
3	UPS INTEX 725VA PROTECTOR Sr No(s) : 2104927536241342849, 2104927536241342850, 2104927536241342851, 2104927536241342852, 2104927536241340125, 2104927536241340126, 2104927536241340127, 2104927536241340128, 2104927536241340129, 2104927536241340130, 2104927536241340131, 2104927536241340132, 2104927536241340133, 2104927536241340134, 2104927536241340135, 2104927536241340136, 2104927536241340137, 2104927536241340138, 2104927536241340139, 2104927536241340140	85044090	20 PC	1,746.40	1,480.00	PC	29,600.00
Total							₹ 10,32,028.00 E & O E

*Handwritten notes:*  
1  
Warranty Single  
Original  
29/6/24

Amount Chargeable (in words)	HSN/SAC	Taxable Value	CGST		SGST/UTGST		Total Tax Amount
			Rate	Amount	Rate	Amount	
INR Ten Lakh Thirty Two Thousand Twenty Eight Only		7,56,000.00	9%	68,040.00	9%	68,040.00	1,36,080.00
		89,000.00	9%	8,010.00	9%	8,010.00	16,020.00
		29,600.00	9%	2,664.00	9%	2,664.00	5,328.00
		Total		78,714.00		78,714.00	1,57,428.00

Tax Amount (in words) : INR One Lakh Fifty Seven Thousand Four Hundred Twenty Eight Only  
Company's PAN : AMZPK8916E  
Declaration  
We declare that this invoice shows the actual price of the goods described and that all particulars are true and correct.  
Customer's Seal and Signature  
Prepared by  
Verified by  
Authorised Signatory

SUBJECT TO LUDHIANA JURISDICTION  
This is a Computer Generated Invoice

29/6/24

e-Way Bill

e-Way Bill



24-25/59

Generated Date : 29-Jun-24 10:31 AM  
Valid Upto : 30-Jun-24 11:59 PM

**e-Way Bill Details**  
e-Way Bill No.: **311801932145** Mode : **1 - Road**  
Generated By: **03AMZPK8916E1ZO** Approx Distance: **6 KM**  
Supply Type: **Outward-Supply** Transaction Type: **Regular**

**2. Address Details**

**From**  
K.C.ELECTRONICS  
GSTIN : 03AMZPK8916E1ZO  
Punjab

**To**  
SHRI ATAM VALLABH JAIN COLLEGE  
GSTIN :  
Punjab

**Dispatch From**  
B-26/216/1, KOCHAR MARKET., MODEL GRAM, LUDHIANA,  
PUNJAB  
LUDHIANA Punjab 141001

**Ship To**  
HUSAINPURA, LUDHIANA  
Ludhiana Punjab 141003

**3. Goods Details**

**HSN Product Name & Desc**  
**Code**

**Quantity Taxable Amt Tax Rate**  
**(C+S)**

HSN Code	Product Name & Desc	Quantity	Taxable Amt	Tax Rate (C+S)
84713010	90SM00FTIN DT LENOVO (I5-12400-8GB-512GB SSD-W11-MSO-WIRED BCO-MINERAL GREY) & 90SM00FTIN DT LENOVO (I5-12400-8GB-512GB SSD-W11-MSO-WIRED BCO-MINERAL GREY)	20 UNT	7,56,000.00	9+9
85285200	LED LENOVO 61E0KAR6WW (D19-10) (18.5"-HD-60Hz-HDMI-VGA) & LED LENOVO 61E0KAR6WW (D19-10) (18.5"-HD-60Hz-HDMI-VGA)	20 UNT	89,000.00	9+9
85044090	UPS INTEX 725VA PROTECTOR & UPS	20 UNT	29,600.00	9+9

Total Inv Amt: **10,32,028.00**

Tot. Taxable Amt: **8,74,600.00** Other Amt :  
CGST Amt : **78,714.00** SGST Amt : **78,714.00**

Doc No. :  
Date :

**4. Transportation Details**

Transporter ID :

TO,  
SHRI ATAM VALLABH JAIN COLLEGE  
LUDHIANA

*ke*  
K.C. Electronics

Date: 14-June-2024

**SUBJECT: QUOTATION OF DESKTOP**

Dear Sir/ Ma'am,

As per our discussion, you require Desktops in your college. Kindly find the quotation of the required items:

BRAND	MODEL NO	UNIT PRICE
LENOVO	<b>IDEACENTRE: 90SM00FTIN</b> - Processor: I5-12400 (12 <sup>TH</sup> GEN) (6 Core, 12 Thread) - Ram: 8GB - Storage: 512GB SSD - Software: Windows 11 Home + MS Office 2021 Home and Student - Wi-Fi, Bluetooth and Gigabit LAN Port - Wired Keyboard Mouse - Colour: Cloud Grey - Warranty: 3 Year Onsite	₹37800
	61E0KAR6WW (D19-10) (18.5"-HD-60Hz-HDMI-VGA)	₹4450
Intex	725VA Single Battery VPS Protector	₹1480

43736

**TERMS AND CONDITIONS:**

- GST@18% Extra
- Validity of the quotation: **7 Days, Till: 21. June.2024**
- Delivery: Approx 5-6 Days after PO is issued
- Payment Terms: 50% Advance and 50% on Delivery
- PO in favour of KC Electronics

Warm Regards,  
Karan Paul Garg  
KC Electronics| Lenovo Exclusive Store  
Authorized Partner Since 2015  
info@kcelectronics.jn  
+91-9501241000

*Kindly deliver 2 systems  
along with UPS  
earliest*

DOM: March 2024

*mm*  
29/6/24  
Shree Atam Vallabh Jain College  
Principal  
Hussainpura, Ludhiana.

## LIST SHOWING WEBLINKS OF SAVJC FACULTY

S.No.	Name of the Teacher	Weblink
1	Mr. Manoj Arora	<a href="https://sites.google.com/view/manojarora/home">https://sites.google.com/view/manojarora/home</a>
2	Mr. Rishi Kesh	<a href="https://sites.google.com/view/rishikesh-savjc/home">https://sites.google.com/view/rishikesh-savjc/home</a>
3	Ms. Lata Kapoor	<a href="https://sites.google.com/view/kapoorlata/">https://sites.google.com/view/kapoorlata/</a>
4	Mr. Rajiv Bhatia	<a href="https://sites.google.com/view/rajivbhatia/home">https://sites.google.com/view/rajivbhatia/home</a>
5	Dr. Harleen Kaur	<a href="https://sites.google.com/view/harleenmakkar">https://sites.google.com/view/harleenmakkar</a>
6	Ms. Preeti	<a href="https://sites.google.com/view/profpreeti/home">https://sites.google.com/view/profpreeti/home</a>
7	Ms. Shilpa	<a href="https://sites.google.com/view/shilpabatrashgal/home">https://sites.google.com/view/shilpabatrashgal/home</a>
8	Dr. Seema Kapoor	<a href="https://sites.google.com/view/seekap21/home">https://sites.google.com/view/seekap21/home</a>
9	Dr. Sandeep Bansal	<a href="https://sites.google.com/view/sandeepbansal/home">https://sites.google.com/view/sandeepbansal/home</a>
10	Dr. Charanjit Kaur	<a href="https://sites.google.com/view/charanjit-kaur/courses">https://sites.google.com/view/charanjit-kaur/courses</a>
11	Dr. Robin Inderpal	<a href="https://tinyurl.com/robininderpal">https://tinyurl.com/robininderpal</a>
12	Ms. Geetu	<a href="https://sites.google.com/view/savjc-faculty/home">https://sites.google.com/view/savjc-faculty/home</a>
13	Ms. Ruchika	<a href="https://sites.google.com/view/ruchika-nachaal-savjc/home">https://sites.google.com/view/ruchika-nachaal-savjc/home</a>
14	Mr. Ramandeep	<a href="https://sites.google.com/view/ramandhiman/home">https://sites.google.com/view/ramandhiman/home</a>
15	Ms. Ramneet	<a href="https://sites.google.com/view/ramneetkaur24/home">https://sites.google.com/view/ramneetkaur24/home</a>
16	Ms. Divya	<a href="https://sites.google.com/view/divyajain/home">https://sites.google.com/view/divyajain/home</a>
17	Ms. Avriti	<a href="https://sites.google.com/view/avrititangri/home">https://sites.google.com/view/avrititangri/home</a>
18	Mr. Amit	<a href="https://sites.google.com/view/amitgoyalldh">https://sites.google.com/view/amitgoyalldh</a>
19	Dr. Kiranpreet Kaur	<a href="https://sites.google.com/view/savjcfaculty/home">https://sites.google.com/view/savjcfaculty/home</a>
21	Ms. Rishu	<a href="https://sites.google.com/view/savjc-rishujain/home">https://sites.google.com/view/savjc-rishujain/home</a>
22	Ms. Deepika	<a href="https://sites.google.com/view/deepika-nanda/home">https://sites.google.com/view/deepika-nanda/home</a>
23	Ms. Manisha Bhandari	<a href="https://sites.google.com/view/manishabhandari/home">https://sites.google.com/view/manishabhandari/home</a>

### Detail of Mentor & Mentee 2023-24

Sr. No.	Current Class	Roll no.	Student Name	Student Phone No.	Group No.	Mentor
1	B.COM-1 SEM	401	ANSHIKA	8146463401	1	Prof. Manoj Arora
2	B.COM-1 SEM	505	ANMOL	7888411714	1	Prof. Manoj Arora
3	B.COM-1 SEM	550	RUPINDER SINGH UPP	9081942000	1	Prof. Manoj Arora
4	B.COM-1 SEM	620	DHEERAJ SINGH	6283904688	1	Prof. Manoj Arora
5	B.COM-1 SEM	664	UDHAV KUMAR	9876133994	1	Prof. Manoj Arora
6	B.COM-3 SEM	935	SUNNY JASSWAL	8283828161	1	Prof. Manoj Arora
7	B.COM-3 SEM	1034	LUV SEHGAL	7719747461	1	Prof. Manoj Arora
8	B.COM-3 SEM	1109	CHIRAG	8968177119	1	Prof. Manoj Arora
9	B.COM-3 SEM	1153	SAURAV KUMAR	9056723876	1	Prof. Manoj Arora
10	B.COM-5 SEM	1426	KETAN SINGLA	9781126926	1	Prof. Manoj Arora
11	B.COM-5 SEM	1516	SOURABH ARORA	8725003148	1	Prof. Manoj Arora
12	B.COM-5 SEM	1561	MANSI	9592315062	1	Prof. Manoj Arora
13	B.COM-5 SEM	1637	AARYAN SHARMA	7717677011	1	Prof. Manoj Arora
14	BBA-1 SEM	113	JYOTI GUPTA	7087161159	1	Prof. Manoj Arora
15	BBA-1 SEM	161	HARDIK BANSAL	6280177831	1	Prof. Manoj Arora
16	BBA-3 SEM	210	BHAVNEET SINGH	6280373686	1	Prof. Manoj Arora
17	BBA-3 SEM	255	VISHAL KUMAR RANA	8580618706	1	Prof. Manoj Arora
18	BCA-1 SEM	806	HALEEM	9056803880	1	Prof. Manoj Arora
19	B.COM-1 SEM	402	BHAVIN KOHLI	9592121900	2	Prof. Manoj Arora
20	B.COM-1 SEM	506	ANMOL SOOD	7973170181	2	Prof. Manoj Arora
21	B.COM-1 SEM	552	SAHIL VERMA	9219610943	2	Prof. Manoj Arora
22	B.COM-1 SEM	621	GARV KUMAR	7494926498	2	Prof. Manoj Arora
23	B.COM-1 SEM	665	YASH SOGI	9041460682	2	Prof. Manoj Arora
24	B.COM-3 SEM	936	SURINDERJEET SINGH	7986987416	2	Prof. Manoj Arora
25	B.COM-3 SEM	1035	MADHAV KHURANA	7717578559	2	Prof. Manoj Arora
26	B.COM-3 SEM	1110	DAAMINI	6280932549	2	Prof. Manoj Arora
27	B.COM-3 SEM	1154	SEHYOG	9878593731	2	Prof. Manoj Arora
28	B.COM-5 SEM	1427	JATIN SHARMA	7018708740	2	Prof. Manoj Arora
29	B.COM-5 SEM	1517	MALKIT SINGH	9217746837	2	Prof. Manoj Arora
30	B.COM-5 SEM	1562	JATIN MEHRA	7626901611	2	Prof. Manoj Arora
31	B.COM-5 SEM	1638	SAHIL RAJVANSHI	9501041079	2	Prof. Manoj Arora
32	BBA-1 SEM	114	KANISH GUPTA	9855162828	2	Prof. Manoj Arora
33	BBA-1 SEM	162	HARSHIT JAIN	6280275590	2	Prof. Manoj Arora
34	BBA-3 SEM	211	BHAVYA JINDAL	8727008173	2	Prof. Manoj Arora
35	BBA-3 SEM	256	YASHIK VERMA	9592798873	2	Prof. Manoj Arora
36	BCA-1 SEM	807	YASH GABA	8872344351	2	Prof. Manoj Arora
37	B.COM-1 SEM	403	BHAVYA JAIN	8837744525	3	Prof. Rishi Kesh
38	B.COM-1 SEM	507	ARCHANA KUMARI	9779319980	3	Prof. Rishi Kesh
39	B.COM-1 SEM	553	SAMUEL	8544979714	3	Prof. Rishi Kesh
40	B.COM-1 SEM	622	ISHAAN	7657800940	3	Prof. Rishi Kesh
41	B.COM-1 SEM	666	YUVRAJ KANOJIA	9517811252	3	Prof. Rishi Kesh
42	B.COM-3 SEM	937	SURYANSH THAKUR	6284476987	3	Prof. Rishi Kesh

43	B.COM-3 SEM	1036	MAITREE JAIN	8360148157	3	Prof. Rishi Kesh
44	B.COM-3 SEM	1111	GAGANDEEP SINGH	9872542604	3	Prof. Rishi Kesh
45	B.COM-3 SEM	1155	DEV PRASHAR	9914207430	3	Prof. Rishi Kesh
46	B.COM-5 SEM	1428	NITANSHU	7717517159	3	Prof. Rishi Kesh
47	B.COM-5 SEM	1518	RANDEEP SINGH	9855740170	3	Prof. Rishi Kesh
48	B.COM-5 SEM	1563	ARYAN SHARMA	9872217756	3	Prof. Rishi Kesh
49	B.COM-5 SEM	1639	JASHANDEEP MALIK	6280498283	3	Prof. Rishi Kesh
50	BBA-1 SEM	116	KHUSHI	7986826070	3	Prof. Rishi Kesh
51	BBA-1 SEM	163	JAPANJOT SINGH	9041094113	3	Prof. Rishi Kesh
52	BBA-3 SEM	212	HARDIK JAIN	7888771900	3	Prof. Rishi Kesh
53	BBA-3 SEM	257	LAKSHAY PASSI	6284117005	3	Prof. Rishi Kesh
54	BCA-1 SEM	808	FARZAAN BEG	8699294727	3	Prof. Rishi Kesh
55	B.COM-1 SEM	404	CHETAN KUNDRA	7740042553	4	Prof. Rishi Kesh
56	B.COM-1 SEM	508	ARMAN	9877597884	4	Prof. Rishi Kesh
57	B.COM-1 SEM	554	SHARIK KHAN	6239982024	4	Prof. Rishi Kesh
58	B.COM-1 SEM	623	GURDEEP SINGH	7814627380	4	Prof. Rishi Kesh
59	B.COM-1 SEM	667	AYUSH	9478657003	4	Prof. Rishi Kesh
60	B.COM-3 SEM	938	TANISH BHATIA	8847653551	4	Prof. Rishi Kesh
61	B.COM-3 SEM	1037	MANAS AGGARWAL	7986344332	4	Prof. Rishi Kesh
62	B.COM-3 SEM	1112	GAURAV BHARDWAJ	8699541314	4	Prof. Rishi Kesh
63	B.COM-3 SEM	1156	SIMRAN	8360255325	4	Prof. Rishi Kesh
64	B.COM-5 SEM	1429	UDIT KUMAR	9646402400	4	Prof. Rishi Kesh
65	B.COM-5 SEM	1519	SUMEDHA	7009641763	4	Prof. Rishi Kesh
66	B.COM-5 SEM	1564	SAILESH DEEP	6283535501	4	Prof. Rishi Kesh
67	B.COM-5 SEM	1640	DEVANSHU GOYAL	6283485158	4	Prof. Rishi Kesh
68	BBA-1 SEM	117	KRISHNA JETHI	8727856197	4	Prof. Rishi Kesh
69	BBA-1 SEM	164	AMAN HANS	7009050070	4	Prof. Rishi Kesh
70	BBA-3 SEM	213	HARNOOR KAUR	9876924718	4	Prof. Rishi Kesh
71	BBA-5 SEM	301	DHRUV ARORA	9855188650	4	Prof. Rishi Kesh
72	BCA-1 SEM	809	BALPREET SINGH	9501963224	4	Prof. Rishi Kesh
73	B.COM-1 SEM	405	CHETANYA AGGARW	7717456622	5	Prof. Lata Kapoor
74	B.COM-1 SEM	509	ARYAN WAHI	7889002457	5	Prof. Lata Kapoor
75	B.COM-1 SEM	555	SHASHANK SACHDEV	9877867115	5	Prof. Lata Kapoor
76	B.COM-1 SEM	624	GURSEWAK SINGH	9814163973	5	Prof. Lata Kapoor
77	B.COM-1 SEM	669	DIVYANSHU ARORA	9780256761	5	Prof. Lata Kapoor
78	B.COM-3 SEM	939	TANISHA JAIN	9478560590	5	Prof. Lata Kapoor
79	B.COM-3 SEM	1038	MANSI THAPAR	9780028515	5	Prof. Lata Kapoor
80	B.COM-3 SEM	1113	GOVINDA DAS	7743090354	5	Prof. Lata Kapoor
81	B.COM-3 SEM	1157	SNEHA	8427760553	5	Prof. Lata Kapoor
82	B.COM-5 SEM	1430	BALWINDER KUMAR	6239712480	5	Prof. Lata Kapoor
83	B.COM-5 SEM	1520	PALAK BHATIA	9115163807	5	Prof. Lata Kapoor
84	B.COM-5 SEM	1565	NITIN ARORA	8360073401	5	Prof. Lata Kapoor
85	B.COM-5 SEM	1641	VICKY KUMAR	8146755998	5	Prof. Lata Kapoor
86	BBA-1 SEM	118	KRRISH CHANANA	7986169250	5	Prof. Lata Kapoor
87	BBA-1 SEM	165	KRISH JAIN	9914445557	5	Prof. Lata Kapoor
88	BBA-3 SEM	214	HARSH NAGPAL	6284822372	5	Prof. Lata Kapoor

89	BBA-5 SEM	302	KUSH MANOCHA	9888617497	5	Prof. Lata Kapoor
90	BCA-1 SEM	810	VANSH SHARMA	9855598797	5	Prof. Lata Kapoor
91	B.COM-1 SEM	406	DISHIT JAIN	7528850931	6	Prof. Lata Kapoor
92	B.COM-1 SEM	510	KHUSHPREET KAUR	8360725832	6	Prof. Lata Kapoor
93	B.COM-1 SEM	556	SHEETAL PANDEY	9478397334	6	Prof. Lata Kapoor
94	B.COM-1 SEM	625	HIMANSHU	9041515224	6	Prof. Lata Kapoor
95	B.COM-1 SEM	670	JASKIRAT SINGH	7529813418	6	Prof. Lata Kapoor
96	B.COM-3 SEM	940	VIBHA	7710554749	6	Prof. Lata Kapoor
97	B.COM-3 SEM	1039	MAYANK GARG	7888343643	6	Prof. Lata Kapoor
98	B.COM-3 SEM	1114	JANIT JAIN	7973054256	6	Prof. Lata Kapoor
99	B.COM-3 SEM	1158	SNEHA GOYAL	7696053161	6	Prof. Lata Kapoor
100	B.COM-5 SEM	1431	MANAV	9988815718	6	Prof. Lata Kapoor
101	B.COM-5 SEM	1521	MEHUL JAIN	8283882329	6	Prof. Lata Kapoor
102	B.COM-5 SEM	1566	RAJAT	8054716806	6	Prof. Lata Kapoor
103	B.COM-5 SEM	1642	SAHIL BAJAJ	8427920603	6	Prof. Lata Kapoor
104	BBA-1 SEM	119	MANAN SHARMA	8196879924	6	Prof. Lata Kapoor
105	BBA-1 SEM	166	KRISH SHARMA	9877819174	6	Prof. Lata Kapoor
106	BBA-3 SEM	215	HARSHIT JAIN	8968848467	6	Prof. Lata Kapoor
107	BBA-5 SEM	303	VISHAL MEHRA	7009081231	6	Prof. Lata Kapoor
108	BCA-1 SEM	811	HARSHIT SHARMA	9569990086	6	Prof. Lata Kapoor
109	B.COM-1 SEM	407	DIVANSHI JAIN	7888772372	7	Prof. Rajiv Bhatia
110	B.COM-1 SEM	511	BHAVYA BAJAJ	9872529903	7	Prof. Rajiv Bhatia
111	B.COM-1 SEM	557	SHIVAM KANOJIA	7888374477	7	Prof. Rajiv Bhatia
112	B.COM-1 SEM	626	JAI KAKARIA	8968874429	7	Prof. Rajiv Bhatia
113	B.COM-1 SEM	671	SEHAJ DHAWAN	7973689387	7	Prof. Rajiv Bhatia
114	B.COM-3 SEM	941	DHAWIK KAMBOJ	9478500573	7	Prof. Rajiv Bhatia
115	B.COM-3 SEM	1040	MUSKAN	7009720039	7	Prof. Rajiv Bhatia
116	B.COM-3 SEM	1115	JASHANDEEP SINGH	7986132756	7	Prof. Rajiv Bhatia
117	B.COM-3 SEM	1159	SUJAL SHARMA	7347574609	7	Prof. Rajiv Bhatia
118	B.COM-5 SEM	1432	VISHAL KUMAR YADAV	8872636993	7	Prof. Rajiv Bhatia
119	B.COM-5 SEM	1522	GOYAM JAIN	8288860365	7	Prof. Rajiv Bhatia
120	B.COM-5 SEM	1567	RITIK MISHRA	7986619372	7	Prof. Rajiv Bhatia
121	B.COM-5 SEM	1643	SOURABH YADAV	8360648342	7	Prof. Rajiv Bhatia
122	BBA-1 SEM	120	ABHAY TANGRI	9814572626	7	Prof. Rajiv Bhatia
123	BBA-1 SEM	167	KRISHNA JAISWAL	7087919261	7	Prof. Rajiv Bhatia
124	BBA-3 SEM	216	HEMANT VERMA	9915208962	7	Prof. Rajiv Bhatia
125	BBA-5 SEM	304	NAV KAR JAIN	7696165905	7	Prof. Rajiv Bhatia
126	BCA-1 SEM	812	ROHIT GUPTA	6283105443	7	Prof. Rajiv Bhatia
127	B.COM-1 SEM	408	DIYA KASHYAP	8360528399	8	Prof. Rajiv Bhatia
128	B.COM-1 SEM	512	PRABHJEET KAUR	7717327256	8	Prof. Rajiv Bhatia
129	B.COM-1 SEM	558	SHRUTI	8872835510	8	Prof. Rajiv Bhatia
130	B.COM-1 SEM	627	JASS KUMAR NARULA	8196940080	8	Prof. Rajiv Bhatia
131	B.COM-1 SEM	672	DHAIRYA DHAWAN	9855252157	8	Prof. Rajiv Bhatia
132	B.COM-3 SEM	942	GOURISH SINGLA	9815171929	8	Prof. Rajiv Bhatia
133	B.COM-3 SEM	1041	NAMAN JAIN	7657883657	8	Prof. Rajiv Bhatia
134	B.COM-3 SEM	1116	KARAN GOGNA	8558888111	8	Prof. Rajiv Bhatia

135	B.COM-3 SEM	1160	SUJJAL TANDON	9779461507	8	Prof. Rajiv Bhatia
136	B.COM-5 SEM	1433	SAMARJEET SINGHPH	9872400725	8	Prof. Rajiv Bhatia
137	B.COM-5 SEM	1523	GEETANSHU MEHTA	9814907101	8	Prof. Rajiv Bhatia
138	B.COM-5 SEM	1568	PRIYANSHU BECTOR	7814548313	8	Prof. Rajiv Bhatia
139	B.COM-5 SEM	1644	RISHABH CHOPRA	9988577757	8	Prof. Rajiv Bhatia
140	BBA-1 SEM	121	MAYANK	8288824240	8	Prof. Rajiv Bhatia
141	BBA-1 SEM	168	LAKSHAY AHUJA	9814626688	8	Prof. Rajiv Bhatia
142	BBA-3 SEM	217	HIMANSHU GARG	8268000900	8	Prof. Rajiv Bhatia
143	BBA-5 SEM	305	ASHISH JAIN	9915594587	8	Prof. Rajiv Bhatia
144	BCA-1 SEM	813	SAHIL KUMAR	7696327479	8	Prof. Rajiv Bhatia
145	B.COM-1 SEM	409	DRISHTI CHAMOLA	7658853263	9	Dr. Harleen Kaur
146	B.COM-1 SEM	513	BHUMIKA BEDI	9888330340	9	Dr. Harleen Kaur
147	B.COM-1 SEM	559	SITA	8264017573	9	Dr. Harleen Kaur
148	B.COM-1 SEM	628	JATIN NARANG	8749935000	9	Dr. Harleen Kaur
149	B.COM-1 SEM	673	MANIK JAIN	9877823733	9	Dr. Harleen Kaur
150	B.COM-3 SEM	943	VARUN SEHGAL	8196917181	9	Dr. Harleen Kaur
151	B.COM-3 SEM	1042	PARTH TALWAR	8360539116	9	Dr. Harleen Kaur
152	B.COM-3 SEM	1117	KARAN JAIN	8360050483	9	Dr. Harleen Kaur
153	B.COM-3 SEM	1161	SURAJ DIWAKAR	9653551320	9	Dr. Harleen Kaur
154	B.COM-5 SEM	1434	KARANVIR SINGH	9464624810	9	Dr. Harleen Kaur
155	B.COM-5 SEM	1524	SAHZAD ALI	8872000700	9	Dr. Harleen Kaur
156	B.COM-5 SEM	1601	SHIVAM SOOD	7508139153	9	Dr. Harleen Kaur
157	B.COM-5 SEM	1645	SAURAV TIWARI	6239988570	9	Dr. Harleen Kaur
158	BBA-1 SEM	122	MRINAL JAIN	9814920981	9	Dr. Harleen Kaur
159	BBA-1 SEM	169	MANAN JAIN	9914028822	9	Dr. Harleen Kaur
160	BBA-3 SEM	218	HIMANSHU GUPTA	8146529989	9	Dr. Harleen Kaur
161	BBA-5 SEM	306	GAURAV SEHGAL	9256153137	9	Dr. Harleen Kaur
162	M.COM-1 SEM	1701	YOGYA MADAN	6284726488	9	Dr. Harleen Kaur
163	B.COM-1 SEM	410	GAURVIT KUMAR	8360381577	10	Dr. Harleen Kaur
164	B.COM-1 SEM	514	BIMLESH KUMAR	7707979306	10	Dr. Harleen Kaur
165	B.COM-1 SEM	560	SUSHANT	9779590087	10	Dr. Harleen Kaur
166	B.COM-1 SEM	629	JEEVAN KUMAR	7340993240	10	Dr. Harleen Kaur
167	B.COM-1 SEM	674	ANKIT DHIMAN	7814798306	10	Dr. Harleen Kaur
168	B.COM-3 SEM	944	AAYUSH	8872113843	10	Dr. Harleen Kaur
169	B.COM-3 SEM	1043	POOJA KUMARI	7087748533	10	Dr. Harleen Kaur
170	B.COM-3 SEM	1118	KARANJOT SINGH	7814673909	10	Dr. Harleen Kaur
171	B.COM-3 SEM	1162	TANISHA KUMAR	6284558808	10	Dr. Harleen Kaur
172	B.COM-5 SEM	1435	ROBIN	7529058057	10	Dr. Harleen Kaur
173	B.COM-5 SEM	1525	MANI VERMA	8427877569	10	Dr. Harleen Kaur
174	B.COM-5 SEM	1602	SHASHANK	8289057938	10	Dr. Harleen Kaur
175	B.COM-5 SEM	1646	RIBHAV JAIN	7814181083	10	Dr. Harleen Kaur
176	BBA-1 SEM	123	AKSHITA PASRICHA	9313870070	10	Dr. Harleen Kaur
177	BBA-1 SEM	170	MANINDER SINGH WA	7696255338	10	Dr. Harleen Kaur
178	BBA-3 SEM	219	HITESH SHARMA	8427889882	10	Dr. Harleen Kaur

179	BBA-5 SEM	307	INDERPREET SINGHCH	8360056663	10	Dr. Harleen Kaur
180	M.COM-1 SEM	1702	Payal	8968345286	10	Dr. Harleen Kaur
181	B.COM-1 SEM	411	IMRAN KHAN	8146090253	11	Prof. Preeti
182	B.COM-1 SEM	515	CHAKSHU ABBOTT	8284040738	11	Prof. Preeti
183	B.COM-1 SEM	561	TRISHAN	7696096862	11	Prof. Preeti
184	B.COM-1 SEM	630	JIYA	8968699812	11	Prof. Preeti
185	B.COM-3 SEM	901	ANIRUDH DHAWAN	9872160016	11	Prof. Preeti
186	B.COM-3 SEM	945	SOMESH SHARMA	6283548695	11	Prof. Preeti
187	B.COM-3 SEM	1044	PRINCE KUMAR	8968587510	11	Prof. Preeti
188	B.COM-3 SEM	1119	KAVYA JAIN	7589894366	11	Prof. Preeti
189	B.COM-3 SEM	1163	TANREET KAUR	7719509610	11	Prof. Preeti
190	B.COM-5 SEM	1436	ABHISHEK KUMAR	8752817000	11	Prof. Preeti
191	B.COM-5 SEM	1526	SARTHAK JAIN	7087711621	11	Prof. Preeti
192	B.COM-5 SEM	1603	TARUN MAHINDROO	6284470550	11	Prof. Preeti
193	B.COM-5 SEM	1647	STAVAN JAIN	7707998209	11	Prof. Preeti
194	BBA-1 SEM	124	NAMIT MADAAN	8437500900	11	Prof. Preeti
195	BBA-1 SEM	171	MANJINDER SINGH	7973510430	11	Prof. Preeti
196	BBA-3 SEM	220	JAPNEET SINGH	9646550200	11	Prof. Preeti
197	BBA-5 SEM	308	SAIYAM CHOPRA	8727993919	11	Prof. Preeti
198	M.COM-1 SEM	1703	ANKITA	7973708076	11	Prof. Preeti
199	B.COM-1 SEM	412	JATIN	6284740383	12	Prof. Preeti
200	B.COM-1 SEM	516	DAKSH ARORA	9815363629	12	Prof. Preeti
201	B.COM-1 SEM	563	VANSH PAHWA	7986677339	12	Prof. Preeti
202	B.COM-1 SEM	631	KAVYA GUPTA	9814307535	12	Prof. Preeti
203	B.COM-3 SEM	902	ANURAG BHOLA	7009231973	12	Prof. Preeti
204	B.COM-3 SEM	1001	AAMYA JAIN	9855985584	12	Prof. Preeti
205	B.COM-3 SEM	1045	PRIYANSHU SINGH	8360734918	12	Prof. Preeti
206	B.COM-3 SEM	1120	KHUSHBOO TIWARI	8360334363	12	Prof. Preeti
207	B.COM-3 SEM	1164	UDAY SHARMA	7743035052	12	Prof. Preeti
208	B.COM-5 SEM	1437	NAVJOT SINGH	7889223124	12	Prof. Preeti
209	B.COM-5 SEM	1527	SHIVAM ARORA	6280203056	12	Prof. Preeti
210	B.COM-5 SEM	1604	UJJAWAL SINGLA	6239237064	12	Prof. Preeti
211	B.COM-5 SEM	1648	PRANSHU JAIN	7719666951	12	Prof. Preeti
212	BBA-1 SEM	125	NAVYA JAIN	7973471194	12	Prof. Preeti
213	BBA-1 SEM	172	MAULIK LOOMBA	9517987722	12	Prof. Preeti
214	BBA-3 SEM	221	JASHANJOT SINGH	9888020298	12	Prof. Preeti
215	BBA-5 SEM	309	GEETANSHI	9877356144	12	Prof. Preeti
216	M.COM-1 SEM	1704	Divyansha Jain	9914682170	12	Prof. Preeti
217	B.COM-1 SEM	413	KANAV SOOD	7973542819	13	Dr. Shilpa
218	B.COM-1 SEM	517	DAMANPREET SINGH	7087478165	13	Dr. Shilpa
219	B.COM-1 SEM	564	VANSH RATTAN	6280617132	13	Dr. Shilpa
220	B.COM-1 SEM	632	KHUSHNUMA	9041525970	13	Dr. Shilpa
221	B.COM-3 SEM	903	ARJUN	8144680009	13	Dr. Shilpa
222	B.COM-3 SEM	1002	ALOK KUMAR	7986919242	13	Dr. Shilpa
223	B.COM-3 SEM	1046	PUSHKAR JAIN	6239982828	13	Dr. Shilpa

224	B.COM-3 SEM	1121	KUNDAN SINGH	7814467526	13	Dr. Shilpa
225	B.COM-3 SEM	1165	VANEET MUNJAL	9914311180	13	Dr. Shilpa
226	B.COM-5 SEM	1438	GAURAV RANA	9877834694	13	Dr. Shilpa
227	B.COM-5 SEM	1528	VANSH MIGLANI	9878347877	13	Dr. Shilpa
228	B.COM-5 SEM	1605	PIYUSH MEHANDIRAT	9915461350	13	Dr. Shilpa
229	B.COM-5 SEM	1649	KHUSHI VERMA	8427521878	13	Dr. Shilpa
230	BBA-1 SEM	126	NIKHIL MITTAL	6280759495	13	Dr. Shilpa
231	BBA-1 SEM	173	MEHAK	7986261998	13	Dr. Shilpa
232	BBA-3 SEM	222	JASKIRAT SINGH	6283264579	13	Dr. Shilpa
233	BBA-5 SEM	310	HANSIKA KHANNA	6239971671	13	Dr. Shilpa
234	M.COM-1 SEM	1705	Shivani popli	7814202924	13	Dr. Shilpa
235	B.COM-1 SEM	414	KOMAL	7743008916	14	Dr. Shilpa
236	B.COM-1 SEM	518	DHARMANSH KASHYAP	7710713374	14	Dr. Shilpa
237	B.COM-1 SEM	565	VANSHIKA	8427905501	14	Dr. Shilpa
238	B.COM-1 SEM	633	AVNEESH	7901773972	14	Dr. Shilpa
239	B.COM-3 SEM	904	ARVIND KUMAR	7696134764	14	Dr. Shilpa
240	B.COM-3 SEM	1003	ANJALI ARORA	6284467718	14	Dr. Shilpa
241	B.COM-3 SEM	1047	RAHUL	7973603338	14	Dr. Shilpa
242	B.COM-3 SEM	1122	LAKSH JAIN	9569420232	14	Dr. Shilpa
243	B.COM-3 SEM	1166	VANSHIKA RAI	8847012533	14	Dr. Shilpa
244	B.COM-5 SEM	1439	VISHALI	7710215701	14	Dr. Shilpa
245	B.COM-5 SEM	1529	GAUTAM THAKUR	7814679642	14	Dr. Shilpa
246	B.COM-5 SEM	1606	VASU JAIN	9877158193	14	Dr. Shilpa
247	B.COM-5 SEM	1650	HARLEEN KAUR	7717469852	14	Dr. Shilpa
248	BBA-1 SEM	127	OM VERMA	9501342263	14	Dr. Shilpa
249	BBA-1 SEM	174	NAMAN JAIN	7814794868	14	Dr. Shilpa
250	BBA-3 SEM	223	JASWINDER KAUR	9653580523	14	Dr. Shilpa
251	BBA-5 SEM	311	SAHIL CHAUDHARY	7707953885	14	Dr. Shilpa
252	M.COM-1 SEM	1706	Khushi	6239824355	14	Dr. Shilpa
253	B.COM-1 SEM	415	MEHAKPREET KAUR	8847518500	15	Dr. Charanjit Kaur
254	B.COM-1 SEM	519	DIKSHA	9877391423	15	Dr. Charanjit Kaur
255	B.COM-1 SEM	566	VISHANT KUMAR	7710724932	15	Dr. Charanjit Kaur
256	B.COM-1 SEM	634	KHYATI	7009388118	15	Dr. Charanjit Kaur
257	B.COM-3 SEM	905	ASHPREET KAUR	7696921467	15	Dr. Charanjit Kaur
258	B.COM-3 SEM	1004	ANJU	9653281624	15	Dr. Charanjit Kaur
259	B.COM-3 SEM	1048	RAJAT BHATIA	7087934778	15	Dr. Charanjit Kaur
260	B.COM-3 SEM	1123	MADHAV GUPTA	9463127125	15	Dr. Charanjit Kaur
261	B.COM-3 SEM	1167	VARUN SHARMA	7888984805	15	Dr. Charanjit Kaur
262	B.COM-5 SEM	1440	KRISH SODHI	7087668285	15	Dr. Charanjit Kaur
263	B.COM-5 SEM	1530	CHANDAN VERMA	9988829488	15	Dr. Charanjit Kaur
264	B.COM-5 SEM	1607	ANANT JAIN	8437710446	15	Dr. Charanjit Kaur
265	B.COM-5 SEM	1651	MADHAV PAMMA	9814605062	15	Dr. Charanjit Kaur
266	BBA-1 SEM	128	RAMAN YADAV	8847232298	15	Dr. Charanjit Kaur
267	BBA-1 SEM	175	NITISH JAIN	6239578146	15	Dr. Charanjit Kaur
268	BBA-3 SEM	224	KANAV JAIN	7837440505	15	Dr. Charanjit Kaur

269	BBA-5 SEM	312	ANUJ VIG	9872029159	15	Dr. Charanjit Kaur
270	M.COM-1 SEM	1707	Taniya Chhabra	8054333021	15	Dr. Charanjit Kaur
271	B.COM-1 SEM	416	NIKHIL KUMAR ANGA	9041593741	16	Dr. Charanjit Kaur
272	B.COM-1 SEM	520	DRISHTI BAJAJ	8360307305	16	Dr. Charanjit Kaur
273	B.COM-1 SEM	567	YUGUN KAPILA	7009487656	16	Dr. Charanjit Kaur
274	B.COM-1 SEM	635	KRISHNA SHARMA	8437953391	16	Dr. Charanjit Kaur
275	B.COM-3 SEM	906	GEETANJALI SHARMA	9815284010	16	Dr. Charanjit Kaur
276	B.COM-3 SEM	1005	ANKIT	7814756762	16	Dr. Charanjit Kaur
277	B.COM-3 SEM	1049	RAKSHIT JINDAL	7888930021	16	Dr. Charanjit Kaur
278	B.COM-3 SEM	1124	MANI SHAH	9878018507	16	Dr. Charanjit Kaur
279	B.COM-3 SEM	1168	VISHAKHA	6284538215	16	Dr. Charanjit Kaur
280	B.COM-5 SEM	1441	PUNEET	7814384423	16	Dr. Charanjit Kaur
281	B.COM-5 SEM	1531	RAGHAV DHIR	9465675277	16	Dr. Charanjit Kaur
282	B.COM-5 SEM	1608	MANI	9781662212	16	Dr. Charanjit Kaur
283	B.COM-5 SEM	1652	DHARMINDER PAL	7696247336	16	Dr. Charanjit Kaur
284	BBA-1 SEM	129	RISHIT SINGLA	9530603187	16	Dr. Charanjit Kaur
285	BBA-1 SEM	176	PRINCE SEHDEV	8437451432	16	Dr. Charanjit Kaur
286	BBA-3 SEM	225	KHUSHI AGGARWAL	9888566656	16	Dr. Charanjit Kaur
287	BBA-5 SEM	313	GOURAV SHARMA	6284673026	16	Dr. Charanjit Kaur
288	M.COM-1 SEM	1708	Jatin Sobti	9876102913	16	Dr. Charanjit Kaur
289	B.COM-1 SEM	417	NIKHIL SHARMA	6284596214	17	Dr. Seema Kapoor
290	B.COM-1 SEM	522	GAGAN KUMAR	9814178632	17	Dr. Seema Kapoor
291	B.COM-1 SEM	568	YASH SAHOTA	8699856297	17	Dr. Seema Kapoor
292	B.COM-1 SEM	636	KUMKUM	7814258950	17	Dr. Seema Kapoor
293	B.COM-3 SEM	907	GUNGUN	7719601070	17	Dr. Seema Kapoor
294	B.COM-3 SEM	1006	ANSHIT AGGARWAL	9877775480	17	Dr. Seema Kapoor
295	B.COM-3 SEM	1050	RIYA KANOJIA	7528890148	17	Dr. Seema Kapoor
296	B.COM-3 SEM	1125	MANNAT JAIN	9910198583	17	Dr. Seema Kapoor
297	B.COM-3 SEM	1169	VIVEK	8847384664	17	Dr. Seema Kapoor
298	B.COM-5 SEM	1442	SHIWANSH	8360762986	17	Dr. Seema Kapoor
299	B.COM-5 SEM	1532	NAMYA JAIN	8728858480	17	Dr. Seema Kapoor
300	B.COM-5 SEM	1609	MUNISH KUMAR	9914276122	17	Dr. Seema Kapoor
301	B.COM-5 SEM	1653	JASPREET SINGH	7837650785	17	Dr. Seema Kapoor
302	BBA-1 SEM	130	SNEHA PANDEY	8195869160	17	Dr. Seema Kapoor
303	BBA-1 SEM	177	RAHIL SHARMA	7087384349	17	Dr. Seema Kapoor
304	BBA-3 SEM	226	KHUSHI GUPTA	6283482753	17	Dr. Seema Kapoor
305	BBA-5 SEM	314	ASHISH KUMAR	9779911644	17	Dr. Seema Kapoor
306	M.COM-1 SEM	1709	Nikita	8196930683	17	Dr. Seema Kapoor
307	B.COM-1 SEM	418	PARAS	9914456016	18	Dr. Seema Kapoor
308	B.COM-1 SEM	523	GAUTAM RANA	9878322715	18	Dr. Seema Kapoor
309	B.COM-1 SEM	569	DIVYANSH DHAWAN	6283974032	18	Dr. Seema Kapoor
310	B.COM-1 SEM	637	KUNAL SONI	9878772778	18	Dr. Seema Kapoor
311	B.COM-3 SEM	908	HARKIRAT SINGH	7889001574	18	Dr. Seema Kapoor
312	B.COM-3 SEM	1007	ANUBHAV	9915699961	18	Dr. Seema Kapoor
313	B.COM-3 SEM	1051	ROHIT CHAUDHARY	9988838848	18	Dr. Seema Kapoor
314	B.COM-3 SEM	1126	MEHAK	8699863220	18	Dr. Seema Kapoor

315	B.COM-3 SEM	1170	YASHUL KAREER	7528984303	18	Dr. Seema Kapoor
316	B.COM-5 SEM	1443	RAGHAV SONI	9023324669	18	Dr. Seema Kapoor
317	B.COM-5 SEM	1533	GALAXY JAIN	7508237044	18	Dr. Seema Kapoor
318	B.COM-5 SEM	1610	UDEY THAPAR	6280081239	18	Dr. Seema Kapoor
319	B.COM-5 SEM	1654	RAJNI	7986813562	18	Dr. Seema Kapoor
320	BBA-1 SEM	131	SARANSH KAPILA	9697400027	18	Dr. Seema Kapoor
321	BBA-1 SEM	178	RAHUL KWATRA	8544854662	18	Dr. Seema Kapoor
322	BBA-3 SEM	227	KHUSHNEET CHEEMA	8699287883	18	Dr. Seema Kapoor
323	BBA-5 SEM	315	VATSALYA GUPTA	9988676414	18	Dr. Seema Kapoor
324	M.COM-1 SEM	1710	Reema kumari	8567030101	18	Dr. Seema Kapoor
325	B.COM-1 SEM	419	PARMINDER KAUR	9988071073	19	Prof. Geetu Sharma
326	B.COM-1 SEM	524	HIMANSHU	6239633194	19	Prof. Geetu Sharma
327	B.COM-1 SEM	570	NAMAN GOEL	9464800200	19	Prof. Geetu Sharma
328	B.COM-1 SEM	638	KUSHAGRA LUTHRA	6280183559	19	Prof. Geetu Sharma
329	B.COM-3 SEM	909	HIMANSHU MEHRA	6283964467	19	Prof. Geetu Sharma
330	B.COM-3 SEM	1008	ARSHIYA SHARMA	9464272603	19	Prof. Geetu Sharma
331	B.COM-3 SEM	1052	SAGARJOT SINGH	8872485556	19	Prof. Geetu Sharma
332	B.COM-3 SEM	1127	YUVAM JAIN	9815979820	19	Prof. Geetu Sharma
333	B.COM-3 SEM	1171	NANDINI AHUJA	9878578788	19	Prof. Geetu Sharma
334	B.COM-5 SEM	1444	ADITYA SINGH	9888785637	19	Prof. Geetu Sharma
335	B.COM-5 SEM	1534	RITIK	7814145369	19	Prof. Geetu Sharma
336	B.COM-5 SEM	1611	SAPANDEEP KAUR	9914974308	19	Prof. Geetu Sharma
337	B.COM-5 SEM	1655	RISHABH DAWAR	7888541302	19	Prof. Geetu Sharma
338	BBA-1 SEM	132	SARTHAK SAHI	8566060760	19	Prof. Geetu Sharma
339	BBA-1 SEM	179	RAJ YADAV	6283774972	19	Prof. Geetu Sharma
340	BBA-3 SEM	228	KSHITIJ JAIN	9872007323	19	Prof. Geetu Sharma
341	BBA-5 SEM	316	RONIT BHOWMICK	7652800526	19	Prof. Geetu Sharma
342	M.COM-1 SEM	1711	Bhavik	7347353508	19	Prof. Geetu Sharma
343	B.COM-1 SEM	420	PARV JAIN	6283353131	20	Prof. Geetu Sharma
344	B.COM-1 SEM	525	AKSHIT ARORA	7888392637	20	Prof. Geetu Sharma
345	B.COM-1 SEM	571	RAGHAV GUPTA	9115085000	20	Prof. Geetu Sharma
346	B.COM-1 SEM	639	KUSHAL SEHGAL	7707861597	20	Prof. Geetu Sharma
347	B.COM-3 SEM	910	ISHA PATEL	9988761060	20	Prof. Geetu Sharma
348	B.COM-3 SEM	1009	ARSHRAJ SHARMA	8264815031	20	Prof. Geetu Sharma
349	B.COM-3 SEM	1053	SHIVA PRUTHI	7986474365	20	Prof. Geetu Sharma
350	B.COM-3 SEM	1128	MOHIT KALSI	9878680936	20	Prof. Geetu Sharma
351	B.COM-5 SEM	1401	ANUBHAV BINDRA	8284882523	20	Prof. Geetu Sharma
352	B.COM-5 SEM	1445	AAGAM JAIN	7740078379	20	Prof. Geetu Sharma
353	B.COM-5 SEM	1535	PARAS	6280172427	20	Prof. Geetu Sharma
354	B.COM-5 SEM	1612	DHRUV JAIN	7205652111	20	Prof. Geetu Sharma
355	B.COM-5 SEM	1656	AKAASH RANA	9877060126	20	Prof. Geetu Sharma
356	BBA-1 SEM	133	SURAJ BHANOT	8054553317	20	Prof. Geetu Sharma
357	BBA-1 SEM	180	RICHA SHARMA	9779361821	20	Prof. Geetu Sharma
358	BBA-3 SEM	229	KULDEEP SINGH	8699085956	20	Prof. Geetu Sharma
359	BBA-5 SEM	317	KIRTI	8847365027	20	Prof. Geetu Sharma
360	M.COM-1 SEM	1712	Aanchal sharma	9816453105	20	Prof. Geetu Sharma

361	B.COM-1 SEM	421	PRITHVIRAJ JENA	7009741477	21	Dr. Sandeep Kumar Bansal
362	B.COM-1 SEM	526	JAI DUBEY	9815760889	21	Dr. Sandeep Kumar Bansal
363	B.COM-1 SEM	572	NAKUL NAYYAR	8847688413	21	Dr. Sandeep Kumar Bansal
364	B.COM-1 SEM	640	LOVISH SHARMA	7009301021	21	Dr. Sandeep Kumar Bansal
365	B.COM-3 SEM	911	JASPREET KAUR	8360153514	21	Dr. Sandeep Kumar Bansal
366	B.COM-3 SEM	1010	ASHUTOSH THAKUR A	7710151164	21	Dr. Sandeep Kumar Bansal
367	B.COM-3 SEM	1054	SHIVAM BANSAL	9878131697	21	Dr. Sandeep Kumar Bansal
368	B.COM-3 SEM	1129	MRIDUL	9417774696	21	Dr. Sandeep Kumar Bansal
369	B.COM-5 SEM	1402	AAKRITI	6280469847	21	Dr. Sandeep Kumar Bansal
370	B.COM-5 SEM	1446	HIMANSHU JAISWAL	7696308432	21	Dr. Sandeep Kumar Bansal
371	B.COM-5 SEM	1536	DEEPAK KUMAR	8146751356	21	Dr. Sandeep Kumar Bansal
372	B.COM-5 SEM	1613	PARAMVEER KHANNA	9914555601	21	Dr. Sandeep Kumar Bansal
373	B.COM-5 SEM	1657	HIMANSHU	8264647116	21	Dr. Sandeep Kumar Bansal
374	BBA-1 SEM	134	TAMANNA	8968829531	21	Dr. Sandeep Kumar Bansal
375	BBA-1 SEM	181	RIYA GUPTA	6283807701	21	Dr. Sandeep Kumar Bansal
376	BBA-3 SEM	230	KUNAL MEHNDIRATT	8288920309	21	Dr. Sandeep Kumar Bansal
377	BBA-5 SEM	318	MADHAV CHOPRA	9876629357	21	Dr. Sandeep Kumar Bansal
378	M.COM-1 SEM	1713	Manisha Narang	7652874523	21	Dr. Sandeep Kumar Bansal
379	B.COM-1 SEM	422	RAGHAV JINDAL	6239971320	22	Dr. Sandeep Kumar Bansal
380	B.COM-1 SEM	527	JAPSAHAJ SINGH BED	8360402989	22	Dr. Sandeep Kumar Bansal
381	B.COM-1 SEM	573	JASKARAN SINGH	9915936940	22	Dr. Sandeep Kumar Bansal
382	B.COM-1 SEM	641	MANAS MAKKAR	9646432201	22	Dr. Sandeep Kumar Bansal
383	B.COM-3 SEM	912	JYOTI	9814527814	22	Dr. Sandeep Kumar Bansal
384	B.COM-3 SEM	1011	BHAVIKA SHARMA	7710417166	22	Dr. Sandeep Kumar Bansal
385	B.COM-3 SEM	1055	SIMRANJOT SINGH	7814859692	22	Dr. Sandeep Kumar Bansal
386	B.COM-3 SEM	1130	MRIDUL JAIN	8847687626	22	Dr. Sandeep Kumar Bansal
387	B.COM-5 SEM	1403	ABHI GUPTA	9501965431	22	Dr. Sandeep Kumar Bansal
388	B.COM-5 SEM	1447	GOVIND KUMAR	9814464662	22	Dr. Sandeep Kumar Bansal
389	B.COM-5 SEM	1537	SHEKHAR KUMAR	8437324856	22	Dr. Sandeep Kumar Bansal
390	B.COM-5 SEM	1614	PUNEET JAIN	7814280953	22	Dr. Sandeep Kumar Bansal
391	B.COM-5 SEM	1658	GURSEWAK SINGH	9592969006	22	Dr. Sandeep Kumar Bansal
392	BBA-1 SEM	135	TARUN SONI	6280541894	22	Dr. Sandeep Kumar Bansal
393	BBA-1 SEM	182	SHRUTI VERMA	7696727573	22	Dr. Sandeep Kumar Bansal
394	BBA-3 SEM	231	MADHAV SHARMA	6284272162	22	Dr. Sandeep Kumar Bansal
395	BBA-5 SEM	319	AMANDEEP PATHAK	8427510682	22	Dr. Sandeep Kumar Bansal
396	M.COM-1 SEM	1714	Babika Jain	7814304899	22	Dr. Sandeep Kumar Bansal
397	B.COM-1 SEM	423	RAJEEV KOCHAR	7340910403	23	Prof. Ramandeep Singh
398	B.COM-1 SEM	528	JASHANPREET KAUR	9417952783	23	Prof. Ramandeep Singh
399	B.COM-1 SEM	574	VARUN SHARMA	8091038416	23	Prof. Ramandeep Singh
400	B.COM-1 SEM	642	MANMEET KAUR KAL	6283558427	23	Prof. Ramandeep Singh
401	B.COM-3 SEM	913	KESHAV MITTAL	7657924341	23	Prof. Ramandeep Singh
402	B.COM-3 SEM	1012	BHOOMIKA DHINGRA	9319810045	23	Prof. Ramandeep Singh
403	B.COM-3 SEM	1056	SIMRANPREET KAUR	9988391744	23	Prof. Ramandeep Singh
404	B.COM-3 SEM	1131	NIYATI DUA	7009839693	23	Prof. Ramandeep Singh
405	B.COM-5 SEM	1404	NIKHIL BANSAL	9646524572	23	Prof. Ramandeep Singh

406	B.COM-5 SEM	1448	SUSHANT SHARMA	6280315472	23	Prof. Ramandeep Singh
407	B.COM-5 SEM	1538	SUKHPREET SINGH	7529808114	23	Prof. Ramandeep Singh
408	B.COM-5 SEM	1615	PIYUSH JAIN	9814840779	23	Prof. Ramandeep Singh
409	B.COM-5 SEM	1659	ANKUSH DHIR	7814613652	23	Prof. Ramandeep Singh
410	BBA-1 SEM	136	TRIPTJEET KAUR	6284275439	23	Prof. Ramandeep Singh
411	BBA-1 SEM	183	MUSKAN	7889040115	23	Prof. Ramandeep Singh
412	BBA-3 SEM	232	NIKHIL ROBERT	9803761837	23	Prof. Ramandeep Singh
413	BBA-5 SEM	320	PRANJAL JAIN	9056203165	23	Prof. Ramandeep Singh
414	M.COM-1 SEM	1715	Khushi	9914040975	23	Prof. Ramandeep Singh
415	B.COM-1 SEM	424	RISHAV	9646132868	24	Prof. Ramandeep Singh
416	B.COM-1 SEM	529	KARAN SINGH	9417652228	24	Prof. Ramandeep Singh
417	B.COM-1 SEM	575	AMANDEEP KAUR	7626824081	24	Prof. Ramandeep Singh
418	B.COM-1 SEM	643	MITRAG RANA	7814307773	24	Prof. Ramandeep Singh
419	B.COM-3 SEM	914	MADHAV SHARMA	7740005449	24	Prof. Ramandeep Singh
420	B.COM-3 SEM	1013	CHRIS ROBERT	8360500841	24	Prof. Ramandeep Singh
421	B.COM-3 SEM	1057	SNEHA	6239572921	24	Prof. Ramandeep Singh
422	B.COM-3 SEM	1132	PARKASH SINGH	8146534113	24	Prof. Ramandeep Singh
423	B.COM-5 SEM	1405	SAHIL KHANNA	8427229252	24	Prof. Ramandeep Singh
424	B.COM-5 SEM	1449	DILEEP YADAV	8360905864	24	Prof. Ramandeep Singh
425	B.COM-5 SEM	1539	SURAJ KUMAR	9878555223	24	Prof. Ramandeep Singh
426	B.COM-5 SEM	1616	PRANAV JAIN	7889283709	24	Prof. Ramandeep Singh
427	B.COM-5 SEM	1660	AKASHDEEP	7529073283	24	Prof. Ramandeep Singh
428	BBA-1 SEM	137	TUSHAR SINGLA	8560904000	24	Prof. Ramandeep Singh
429	BBA-1 SEM	184	SUMANSH	6283465540	24	Prof. Ramandeep Singh
430	BBA-3 SEM	233	NISCHAY JAIN	7696959137	24	Prof. Ramandeep Singh
431	BBA-5 SEM	321	SHIVAM MALHOTRA	7009208045	24	Prof. Ramandeep Singh
432	M.COM-1 SEM	1716	Mannat	7837394661	24	Prof. Ramandeep Singh
433	B.COM-1 SEM	425	ROBIN	7528852665	25	Prof. Ruchika Nachaal
434	B.COM-1 SEM	530	LAKSHAY MANOCHA	8847304516	25	Prof. Ruchika Nachaal
435	B.COM-1 SEM	551	SAHIL BHARDWAJ	9814627027	25	Prof. Ruchika Nachaal
436	B.COM-1 SEM	644	MOHD MAZHAR ALI K	6398129928	25	Prof. Ruchika Nachaal
437	B.COM-3 SEM	915	MANAN KAPOOR	7009820325	25	Prof. Ruchika Nachaal
438	B.COM-3 SEM	1014	DEEPAK SHARMA	7719523443	25	Prof. Ruchika Nachaal
439	B.COM-3 SEM	1058	SUJAL MIGLANI	9815328497	25	Prof. Ruchika Nachaal
440	B.COM-3 SEM	1133	PARTH GUPTA	7837068584	25	Prof. Ruchika Nachaal
441	B.COM-5 SEM	1406	HARDIK GUPTA	9878550928	25	Prof. Ruchika Nachaal
442	B.COM-5 SEM	1450	SAGAR PAWAR	9888972022	25	Prof. Ruchika Nachaal
443	B.COM-5 SEM	1540	AALIMA	8847028009	25	Prof. Ruchika Nachaal
444	B.COM-5 SEM	1617	ANOOP JAIN	7009827257	25	Prof. Ruchika Nachaal
445	B.COM-5 SEM	1661	RAJKAMAL	7347321902	25	Prof. Ruchika Nachaal
446	BBA-1 SEM	138	VISHWAM JAIN	9872021586	25	Prof. Ruchika Nachaal
447	BBA-1 SEM	185	SURMANI	8728016471	25	Prof. Ruchika Nachaal
448	BBA-3 SEM	234	PARVATI KUMARI	9988437663	25	Prof. Ruchika Nachaal
449	BBA-5 SEM	322	VASSU MALHOTRA	9815815268	25	Prof. Ruchika Nachaal
450	M.COM-1 SEM	1717	Kuldeep Singh Dangwal	9888391545	25	Prof. Ruchika Nachaal
451	B.COM-1 SEM	426	SAHIL	9646489968	26	Prof. Ruchika Nachaal

452	B.COM-1 SEM	531	LOVISH	7901874161	26	Prof. Ruchika Nachaal
453	B.COM-1 SEM	601	AASHISH PAHWA	7986195496	26	Prof. Ruchika Nachaal
454	B.COM-1 SEM	645	NAVDEEP SINGH	8544830560	26	Prof. Ruchika Nachaal
455	B.COM-3 SEM	916	MANPREET KAUR	8264218896	26	Prof. Ruchika Nachaal
456	B.COM-3 SEM	1015	EKTA	7973220153	26	Prof. Ruchika Nachaal
457	B.COM-3 SEM	1059	TANISH AGGARWAL	7986844642	26	Prof. Ruchika Nachaal
458	B.COM-3 SEM	1134	PIYUSH GANDHI	7526982346	26	Prof. Ruchika Nachaal
459	B.COM-5 SEM	1407	GAUTAM SHARMA	9876367540	26	Prof. Ruchika Nachaal
460	B.COM-5 SEM	1451	RAVISH	6284365391	26	Prof. Ruchika Nachaal
461	B.COM-5 SEM	1541	ANEESH	8968306835	26	Prof. Ruchika Nachaal
462	B.COM-5 SEM	1618	MUHAMMAD IRSHAD	8837569252	26	Prof. Ruchika Nachaal
463	B.COM-5 SEM	1662	SACHIN MANKHOTIA	8837539298	26	Prof. Ruchika Nachaal
464	BBA-1 SEM	139	HIMANSHU JAIN	9988373949	26	Prof. Ruchika Nachaal
465	BBA-1 SEM	186	SVYAM JAIN	7340931896	26	Prof. Ruchika Nachaal
466	BBA-3 SEM	235	PINKI SHAH	6283526234	26	Prof. Ruchika Nachaal
467	BBA-5 SEM	323	MOHIT GROVER	7340948184	26	Prof. Ruchika Nachaal
468	M.COM-1 SEM	1718	Rishabh Marwaha	7347315611	26	Prof. Ruchika Nachaal
469	B.COM-1 SEM	427	SAMI ALI	6203983937	27	Prof. Divya Jain
470	B.COM-1 SEM	532	MANAN NAULAKHA	6371700475	27	Prof. Divya Jain
471	B.COM-1 SEM	602	ABHAY CHHABRA	9780970777	27	Prof. Divya Jain
472	B.COM-1 SEM	646	NIKHIL KUMAR JAIN	8727971826	27	Prof. Divya Jain
473	B.COM-3 SEM	917	MEHAK MUTNEJA	8360427141	27	Prof. Divya Jain
474	B.COM-3 SEM	1016	GAURAV CHHABRA	9815475085	27	Prof. Divya Jain
475	B.COM-3 SEM	1060	TARANJEET SINGH	9478057780	27	Prof. Divya Jain
476	B.COM-3 SEM	1135	PRABHJEET SINGH CH	6283187323	27	Prof. Divya Jain
477	B.COM-5 SEM	1408	ANAND KUMAR	8271180024	27	Prof. Divya Jain
478	B.COM-5 SEM	1452	RISHAV	6284881404	27	Prof. Divya Jain
479	B.COM-5 SEM	1542	RAHUL GANDHI	9779378088	27	Prof. Divya Jain
480	B.COM-5 SEM	1619	RAHUL MALIK	6284734463	27	Prof. Divya Jain
481	B.COM-5 SEM	1663	YUKTI WADHWA	8872340648	27	Prof. Divya Jain
482	BBA-1 SEM	141	VIKHYAT KAUSHAL	7814978727	27	Prof. Divya Jain
483	BBA-1 SEM	187	VARUN ARORA	9815592311	27	Prof. Divya Jain
484	BBA-3 SEM	236	PREETY JAIN	6284593580	27	Prof. Divya Jain
485	BBA-5 SEM	324	TUSHAR VERMA	6239797774	27	Prof. Divya Jain
486	M.COM-1 SEM	1719	Ashwneet kaur	9646859513	27	Prof. Divya Jain
487	B.COM-1 SEM	428	SAMYAK JAIN	7717664178	28	Prof. Divya Jain
488	B.COM-1 SEM	533	MOHIT MISHRA	7888715798	28	Prof. Divya Jain
489	B.COM-1 SEM	603	ABHINAV SHARMA	7696105570	28	Prof. Divya Jain
490	B.COM-1 SEM	647	NISHCHAY ARORA	9210313000	28	Prof. Divya Jain
491	B.COM-3 SEM	918	MOHAMMAD DANISH	9115685681	28	Prof. Divya Jain
492	B.COM-3 SEM	1017	GAURAV SETHIA	9781984512	28	Prof. Divya Jain
493	B.COM-3 SEM	1061	UDIT BAJAJ	9914251007	28	Prof. Divya Jain
494	B.COM-3 SEM	1136	PRABHLEEN KAUR	9417116128	28	Prof. Divya Jain
495	B.COM-5 SEM	1409	RAGHAV SINGLA	9463104230	28	Prof. Divya Jain
496	B.COM-5 SEM	1453	GURPREET KAUR	7986140695	28	Prof. Divya Jain

497	B.COM-5 SEM	1543	RIYA VERMA	8360719536	28	Prof. Divya Jain
498	B.COM-5 SEM	1620	NAVEEN	9464093499	28	Prof. Divya Jain
499	B.COM-5 SEM	1664	LAKHDEEP KAUR	7710212418	28	Prof. Divya Jain
500	BBA-1 SEM	142	VINESH DAWAR	8360086141	28	Prof. Divya Jain
501	BBA-1 SEM	188	AMAN SHARMA	9872892353	28	Prof. Divya Jain
502	BBA-3 SEM	237	RAVLEEN KAUR	6239081349	28	Prof. Divya Jain
503	BBA-5 SEM	325	NAUNIHAL SINGHCHA	9501629920	28	Prof. Divya Jain
504	M.COM-3 SEM	1801	CHIRAG KAUSHAL	9517759215	28	Prof. Divya Jain
505	B.COM-1 SEM	429	SHREYA GOYAL	9646914936	29	Prof. Avriti Tangri
506	B.COM-1 SEM	534	NAINA	9872729552	29	Prof. Avriti Tangri
507	B.COM-1 SEM	604	ADITYA VIG	6284379022	29	Prof. Avriti Tangri
508	B.COM-1 SEM	648	NITISH JAIN	8360602627	29	Prof. Avriti Tangri
509	B.COM-3 SEM	919	MOKSH BAJAJ	6280136626	29	Prof. Avriti Tangri
510	B.COM-3 SEM	1018	GAUTAM KOHLI	6284807158	29	Prof. Avriti Tangri
511	B.COM-3 SEM	1062	VANSH BANGIA	7658808231	29	Prof. Avriti Tangri
512	B.COM-3 SEM	1137	PUNEET BAGGA	8968433300	29	Prof. Avriti Tangri
513	B.COM-5 SEM	1410	DIPANSHU BHOLA	8194889610	29	Prof. Avriti Tangri
514	B.COM-5 SEM	1555	RIMPLE	9056671869	29	Prof. Avriti Tangri
515	B.COM-5 SEM	1544	NUTAN	8729052078	29	Prof. Avriti Tangri
516	B.COM-5 SEM	1621	VIVEK	9878869952	29	Prof. Avriti Tangri
517	B.COM-5 SEM	1665	ARYAN MEHTA	7009563627	29	Prof. Avriti Tangri
518	BBA-1 SEM	143	HARDIK JAIN	8837891323	29	Prof. Avriti Tangri
519	BBA-1 SEM	189	YUVRAJ ARORA	8699692728	29	Prof. Avriti Tangri
520	BBA-3 SEM	238	RICHA	7696159660	29	Prof. Avriti Tangri
521	BBA-5 SEM	326	KHUSHI SHARMA	7626944001	29	Prof. Avriti Tangri
522	M.COM-3 SEM	1802	BHARTI	7973715625	29	Prof. Avriti Tangri
523	B.COM-1 SEM	430	SUMIT KUMAR	6200228362	30	Prof. Avriti Tangri
524	B.COM-1 SEM	535	NAVDEEP SINGH	9915654601	30	Prof. Avriti Tangri
525	B.COM-1 SEM	605	AJAY ARORA	7087025705	30	Prof. Avriti Tangri
526	B.COM-1 SEM	649	PANKAJ NARANG	8872011280	30	Prof. Avriti Tangri
527	B.COM-3 SEM	920	NANDINI KAPOOR	8146561407	30	Prof. Avriti Tangri
528	B.COM-3 SEM	1019	GAUTAM SHARMA	9915408102	30	Prof. Avriti Tangri
529	B.COM-3 SEM	1063	VASU SALUJA	9855397087	30	Prof. Avriti Tangri
530	B.COM-3 SEM	1138	PUSHPA	8728866029	30	Prof. Avriti Tangri
531	B.COM-5 SEM	1411	ANUBHAV RAI	9855171138	30	Prof. Avriti Tangri
532	B.COM-5 SEM	1501	PRINKLE	8699491370	30	Prof. Avriti Tangri
533	B.COM-5 SEM	1545	KASHISH CHAWLA	9804930008	30	Prof. Avriti Tangri
534	B.COM-5 SEM	1622	ANSHU	8196877721	30	Prof. Avriti Tangri
535	B.COM-5 SEM	1666	YOGESH	8437145154	30	Prof. Avriti Tangri
536	BBA-1 SEM	144	RUHANI	6239483233	30	Prof. Avriti Tangri
537	BBA-1 SEM	190	SWAYAM ARORA	9888521144	30	Prof. Avriti Tangri
538	BBA-3 SEM	239	RISHITA KHANNA	8556812208	30	Prof. Avriti Tangri
539	BBA-5 SEM	327	GAURAV BATRA	8288997799	30	Prof. Avriti Tangri
540	M.COM-3 SEM	1803	ARCHIT JAIN	9814478785	30	Prof. Avriti Tangri
541	B.COM-1 SEM	431	SUNAND SHARMA	8437339571	31	Prof. Amit Goyal

542	B.COM-1 SEM	536	NAVDEEP SINGH	7986524803	31	Prof. Amit Goyal
543	B.COM-1 SEM	606	ALOK BHARDWAJ	7347424283	31	Prof. Amit Goyal
544	B.COM-1 SEM	650	PARAS	7889159054	31	Prof. Amit Goyal
545	B.COM-3 SEM	921	NEERU	7589405158	31	Prof. Amit Goyal
546	B.COM-3 SEM	1020	GOMCY	9592630754	31	Prof. Amit Goyal
547	B.COM-3 SEM	1064	YUGAM SEHGAL	9815035365	31	Prof. Amit Goyal
548	B.COM-3 SEM	1139	RAGHAV MALHOTRA	6283474850	31	Prof. Amit Goyal
549	B.COM-5 SEM	1412	VARUN	7508284759	31	Prof. Amit Goyal
550	B.COM-5 SEM	1502	ARJUN CHOUDHARY	7888837149	31	Prof. Amit Goyal
551	B.COM-5 SEM	1546	SHRUTI KOCHAR	7814339790	31	Prof. Amit Goyal
552	B.COM-5 SEM	1623	ESHITA SRIVASTAVA	9877708798	31	Prof. Amit Goyal
553	B.COM-5 SEM	1667	NARESH KUMAR NAR	7717423643	31	Prof. Amit Goyal
554	BBA-1 SEM	145	MAYANK	8847493358	31	Prof. Amit Goyal
555	BBA-1 SEM	191	RAGHAV ARORA	7626889116	31	Prof. Amit Goyal
556	BBA-3 SEM	240	RITIK KUMAR	6283542297	31	Prof. Amit Goyal
557	BBA-5 SEM	328	HIMANSHI	7814448612	31	Prof. Amit Goyal
558	M.COM-3 SEM	1804	Sakshi	7340713597	31	Prof. Amit Goyal
559	B.COM-1 SEM	432	TAMANA OHRI	8264761313	32	Prof. Amit Goyal
560	B.COM-1 SEM	537	NAVEEN SHARMA	8968478475	32	Prof. Amit Goyal
561	B.COM-1 SEM	607	AMAN PUHAL	6284396366	32	Prof. Amit Goyal
562	B.COM-1 SEM	651	PARAS MAHINDRU	7814938638	32	Prof. Amit Goyal
563	B.COM-3 SEM	922	NEHA MOURYA	9023280728	32	Prof. Amit Goyal
564	B.COM-3 SEM	1021	HARISH	9877542471	32	Prof. Amit Goyal
565	B.COM-3 SEM	1065	MILAN JAIN	9815979820	32	Prof. Amit Goyal
566	B.COM-3 SEM	1140	RAGHAV VASAN	7696938059	32	Prof. Amit Goyal
567	B.COM-5 SEM	1413	ARYAN CHADHA	6283275118	32	Prof. Amit Goyal
568	B.COM-5 SEM	1503	SHRIYA SOOD	7696776797	32	Prof. Amit Goyal
569	B.COM-5 SEM	1547	REEYA	9041827397	32	Prof. Amit Goyal
570	B.COM-5 SEM	1624	KUNAL CHOPRA	6239580567	32	Prof. Amit Goyal
571	B.COM-5 SEM	1668	MANAN GOYAL	9872800518	32	Prof. Amit Goyal
572	BBA-1 SEM	146	SUJAL KUMAR	9815790344	32	Prof. Amit Goyal
573	BBA-1 SEM	192	GURSIMAR SINGH	9517000021	32	Prof. Amit Goyal
574	BBA-3 SEM	241	ROBIN BHARDWAJ	7087480687	32	Prof. Amit Goyal
575	BBA-5 SEM	329	EKAMPREET SINGH	8968661239	32	Prof. Amit Goyal
576	M.COM-3 SEM	1805	Divya jain	8360968527	32	Prof. Amit Goyal
577	B.COM-1 SEM	433	UDBHAV GUPTA	6284515489	33	Dr. Kiranpreet Kaur Gandhi
578	B.COM-1 SEM	538	NEERAJ POPLAY	9877498000	33	Dr. Kiranpreet Kaur Gandhi
579	B.COM-1 SEM	608	ANGEL KHATKAR	9417342022	33	Dr. Kiranpreet Kaur Gandhi
580	B.COM-1 SEM	652	PARNEET SINGH	9069600066	33	Dr. Kiranpreet Kaur Gandhi
581	B.COM-3 SEM	923	NITISH CHOUDHARY	9915017336	33	Dr. Kiranpreet Kaur Gandhi
582	B.COM-3 SEM	1022	HARMANPREET SINGH	8872274715	33	Dr. Kiranpreet Kaur Gandhi
583	B.COM-3 SEM	1066	VANSH NARANG	8360595787	33	Dr. Kiranpreet Kaur Gandhi
584	B.COM-3 SEM	1141	RAHAT JAIN	6239228210	33	Dr. Kiranpreet Kaur Gandhi
585	B.COM-5 SEM	1414	RISHIKA CHAWLA	9876626515	33	Dr. Kiranpreet Kaur Gandhi
586	B.COM-5 SEM	1504	JATIN JAIN	9478331787	33	Dr. Kiranpreet Kaur Gandhi

587	B.COM-5 SEM	1548	VANSHIKA AHUJA	6239229703	33	Dr. Kiranpreet Kaur Gandhi
588	B.COM-5 SEM	1625	VAIBHAV CHANANA	9855512545	33	Dr. Kiranpreet Kaur Gandhi
589	B.COM-5 SEM	1669	KHUSHBU SHARMA	7743011802	33	Dr. Kiranpreet Kaur Gandhi
590	BBA-1 SEM	147	KARANVEER SINGH	6280756436	33	Dr. Kiranpreet Kaur Gandhi
591	BBA-1 SEM	193	SIDHESH JAIN	7347367411	33	Dr. Kiranpreet Kaur Gandhi
592	BBA-3 SEM	242	ROOPAM JAIN	8437814854	33	Dr. Kiranpreet Kaur Gandhi
593	BBA-5 SEM	330	NAMAN SHARMA	6283175410	33	Dr. Kiranpreet Kaur Gandhi
594	M.COM-3 SEM	1806	PURSHOTTAM KUMAR	7009530979	33	Dr. Kiranpreet Kaur Gandhi
595	B.COM-1 SEM	434	VANSHIKA GABA	8146228540	34	Dr. Kiranpreet Kaur Gandhi
596	B.COM-1 SEM	539	NIKHIL KUMAR	9464791692	34	Dr. Kiranpreet Kaur Gandhi
597	B.COM-1 SEM	609	ANISH BANSAL	9465679108	34	Dr. Kiranpreet Kaur Gandhi
598	B.COM-1 SEM	653	PIYUSH	8360720766	34	Dr. Kiranpreet Kaur Gandhi
599	B.COM-3 SEM	924	PRANAV GUPTA	9855966779	34	Dr. Kiranpreet Kaur Gandhi
600	B.COM-3 SEM	1023	HARSHIT JAIN	8968848467	34	Dr. Kiranpreet Kaur Gandhi
601	B.COM-3 SEM	1067	DEV VERMA	7696132166	34	Dr. Kiranpreet Kaur Gandhi
602	B.COM-3 SEM	1142	RAJJAT ARORA	8195821924	34	Dr. Kiranpreet Kaur Gandhi
603	B.COM-5 SEM	1415	SHUBHRA SHARMA	6239086817	34	Dr. Kiranpreet Kaur Gandhi
604	B.COM-5 SEM	1505	VAIBHAV SHARMA	8360306274	34	Dr. Kiranpreet Kaur Gandhi
605	B.COM-5 SEM	1549	UDAY SHARMA	9915630968	34	Dr. Kiranpreet Kaur Gandhi
606	B.COM-5 SEM	1626	MANAV ARORA	9814720838	34	Dr. Kiranpreet Kaur Gandhi
607	B.COM-5 SEM	1670	DAIVANSH SHARMA	7986548793	34	Dr. Kiranpreet Kaur Gandhi
608	BBA-1 SEM	148	AYUSH DAHUJA	6280937170	34	Dr. Kiranpreet Kaur Gandhi
609	BBA-1 SEM	194	PIYUSH KAPOOR	8146957423	34	Dr. Kiranpreet Kaur Gandhi
610	BBA-3 SEM	243	SAHIL	6283020763	34	Dr. Kiranpreet Kaur Gandhi
611	BBA-5 SEM	331	SUSHANT DUA	9592255571	34	Dr. Kiranpreet Kaur Gandhi
612	M.COM-3 SEM	1807	Deeksha Puri	8728855894	34	Dr. Kiranpreet Kaur Gandhi
613	B.COM-1 SEM	435	VANSHIKA SAREEN	9463556942	35	Dr. Rishu Jain
614	B.COM-1 SEM	540	NILAKSH SHARMA	9888846223	35	Dr. Rishu Jain
615	B.COM-1 SEM	610	ANJALI BAWA	7009528189	35	Dr. Rishu Jain
616	B.COM-1 SEM	654	PRATHIT BANSAL	9988099970	35	Dr. Rishu Jain
617	B.COM-3 SEM	925	PUSHKAR	9056065601	35	Dr. Rishu Jain
618	B.COM-3 SEM	1024	HARSHITA DAGER	7696744919	35	Dr. Rishu Jain
619	B.COM-3 SEM	1068	RISHAB SHARMA	7009513809	35	Dr. Rishu Jain
620	B.COM-3 SEM	1143	RISHITA KAUSHAL	7973088689	35	Dr. Rishu Jain
621	B.COM-5 SEM	1416	HARSHITA	8146151000	35	Dr. Rishu Jain
622	B.COM-5 SEM	1506	SUKHMANJOT SINGH	9781355113	35	Dr. Rishu Jain
623	B.COM-5 SEM	1550	AKSHAY BHARDWAJ	7529043190	35	Dr. Rishu Jain
624	B.COM-5 SEM	1627	GURPREET SINGH	9815360113	35	Dr. Rishu Jain
625	BBA-1 SEM	101	ADITYA JAIN	8699793014	35	Dr. Rishu Jain
626	BBA-1 SEM	151	LOVISH	9855266319	35	Dr. Rishu Jain
627	BBA-1 SEM	195	JATIN KAINTH	7347524156	35	Dr. Rishu Jain
628	BBA-3 SEM	244	SAHIL SIDDIQUE	7986563915	35	Dr. Rishu Jain
629	BBA-5 SEM	332	SARVESH JAIN	6284517800	35	Dr. Rishu Jain
630	M.COM-3 SEM	1808	Mansha Batra	7888532972	35	Dr. Rishu Jain
631	B.COM-1 SEM	436	VEDIKA PAMMA	9814605062	36	Dr. Rishu Jain

632	B.COM-1 SEM	541	PANKAJ KUMAR	6283938582	36	Dr. Rishu Jain
633	B.COM-1 SEM	611	ANKIT SVITA	8127925228	36	Dr. Rishu Jain
634	B.COM-1 SEM	655	RACHIT	9501401330	36	Dr. Rishu Jain
635	B.COM-3 SEM	926	RAVI KANT SHARMA	8968492827	36	Dr. Rishu Jain
636	B.COM-3 SEM	1025	JAI GOPAL	6239284908	36	Dr. Rishu Jain
637	B.COM-3 SEM	1069	PRATHAM AHUJA	7827758526	36	Dr. Rishu Jain
638	B.COM-3 SEM	1144	ROHAN SHARMA	6239072410	36	Dr. Rishu Jain
639	B.COM-5 SEM	1417	SAMBHAV JAIN	9878860773	36	Dr. Rishu Jain
640	B.COM-5 SEM	1507	MANKIRAT SINGH	6280583614	36	Dr. Rishu Jain
641	B.COM-5 SEM	1551	SONAM	7986647203	36	Dr. Rishu Jain
642	B.COM-5 SEM	1628	ISHITA PATHAK	9914540710	36	Dr. Rishu Jain
643	BBA-1 SEM	102	TANZEEL HUSAIN KH	9779185578	36	Dr. Rishu Jain
644	BBA-1 SEM	152	ABHINAV KHANNA	9915518180	36	Dr. Rishu Jain
645	BBA-3 SEM	201	AARTI DUNGA	9780418878	36	Dr. Rishu Jain
646	BBA-3 SEM	245	SAIJAL BHASIN	6284680096	36	Dr. Rishu Jain
647	BBA-5 SEM	333	BHAVIK JAIN	7347504933	36	Dr. Rishu Jain
648	M.COM-3 SEM	1809	Shagun	8557824970	36	Dr. Rishu Jain
649	B.COM-1 SEM	437	YUVRAJ BHARDWAJ	8837832689	37	Prof. Deepika Nanda
650	B.COM-1 SEM	542	PARVESH CHAWLA	7888531792	37	Prof. Deepika Nanda
651	B.COM-1 SEM	612	ARJUN TANDON	9815594001	37	Prof. Deepika Nanda
652	B.COM-1 SEM	656	RAJAT KAUSHIK	6284020032	37	Prof. Deepika Nanda
653	B.COM-3 SEM	927	RAVISH TREHAN	9779460928	37	Prof. Deepika Nanda
654	B.COM-3 SEM	1026	JULIE KUMARI	9056089426	37	Prof. Deepika Nanda
655	B.COM-3 SEM	1101	ADITI	7626950672	37	Prof. Deepika Nanda
656	B.COM-3 SEM	1145	SADIKA	6239449338	37	Prof. Deepika Nanda
657	B.COM-5 SEM	1418	DHAWANI KHANNA	8847335991	37	Prof. Deepika Nanda
658	B.COM-5 SEM	1508	GAURAV KUMAR	8437195407	37	Prof. Deepika Nanda
659	B.COM-5 SEM	1552	KETAN SHARMA	8427637050	37	Prof. Deepika Nanda
660	B.COM-5 SEM	1629	JASKARAN SINGH	7696262296	37	Prof. Deepika Nanda
661	BBA-1 SEM	103	ANIK JUNEJA	7973221713	37	Prof. Deepika Nanda
662	BBA-1 SEM	153	ASHUTOSH	9056712680	37	Prof. Deepika Nanda
663	BBA-3 SEM	202	AKASH MAURYA	7380038779	37	Prof. Deepika Nanda
664	BBA-3 SEM	246	SAMARTH KAPOOR	9855511223	37	Prof. Deepika Nanda
665	BBA-5 SEM	334	GURDARSHAN SINGH	8968229995	37	Prof. Deepika Nanda
666	M.COM-3 SEM	1810	Gurleen kaur	8699292444	37	Prof. Deepika Nanda
667	B.COM-1 SEM	438	SARTHAK JAIN	9988199499	38	Prof. Deepika Nanda
668	B.COM-1 SEM	543	PRINCE KUMAR	7986349912	38	Prof. Deepika Nanda
669	B.COM-1 SEM	613	ARNAV	9814656871	38	Prof. Deepika Nanda
670	B.COM-1 SEM	657	RAMPREET SINGH	7743064060	38	Prof. Deepika Nanda
671	B.COM-3 SEM	928	ROHIT KUMAR	7508710527	38	Prof. Deepika Nanda
672	B.COM-3 SEM	1027	KAIF ALAM ANSARI	6283579342	38	Prof. Deepika Nanda
673	B.COM-3 SEM	1102	AMAN JUNEJA	7707882972	38	Prof. Deepika Nanda
674	B.COM-3 SEM	1146	SAHAJVEER SINGH VI	7087528285	38	Prof. Deepika Nanda
675	B.COM-5 SEM	1419	MANIK JINDAL	9592699125	38	Prof. Deepika Nanda
676	B.COM-5 SEM	1509	VIJAY JAIN	7814439297	38	Prof. Deepika Nanda

677	B.COM-5 SEM	1553	JITENDER GARG	9996182111	38	Prof. Deepika Nanda
678	B.COM-5 SEM	1630	ABHINAV DHIMAN	9056563610	38	Prof. Deepika Nanda
679	BBA-1 SEM	104	ARUSHI DHANDA	7009468599	38	Prof. Deepika Nanda
680	BBA-1 SEM	154	AYUSH GANDHI	8568891835	38	Prof. Deepika Nanda
681	BBA-3 SEM	203	AKSHRA SINGH	9779719445	38	Prof. Deepika Nanda
682	BBA-3 SEM	248	SHRUT JAIN	7710557732	38	Prof. Deepika Nanda
683	BBA-5 SEM	335	TASHPREET	9814841364	38	Prof. Deepika Nanda
684	M.COM-3 SEM	1811	AMANDEEP SINGH	9803959409	38	Prof. Deepika Nanda
685	B.COM-1 SEM	439	GAURAV HASTIMALSU	9106674279	39	Prof. Manisha Bhandari
686	B.COM-1 SEM	544	PURVASHI	9464958997	39	Prof. Manisha Bhandari
687	B.COM-1 SEM	614	ARYAN CHAWLA	7696603000	39	Prof. Manisha Bhandari
688	B.COM-1 SEM	658	ROSHNI MALIK	9877711689	39	Prof. Manisha Bhandari
689	B.COM-3 SEM	929	SHASHI	9878733868	39	Prof. Manisha Bhandari
690	B.COM-3 SEM	1028	KASHISH TALWAR	9878114578	39	Prof. Manisha Bhandari
691	B.COM-3 SEM	1103	ANMOL PREET SINGH	6239369296	39	Prof. Manisha Bhandari
692	B.COM-3 SEM	1147	SAHIL	8427612851	39	Prof. Manisha Bhandari
693	B.COM-5 SEM	1420	GAUTAM JAIN	7696982704	39	Prof. Manisha Bhandari
694	B.COM-5 SEM	1510	GAURAV TANEJA	7717236111	39	Prof. Manisha Bhandari
695	B.COM-5 SEM	1554	AMISHA	8054275474	39	Prof. Manisha Bhandari
696	B.COM-5 SEM	1631	DHRUV	8283886066	39	Prof. Manisha Bhandari
697	BBA-1 SEM	105	CHAHAT JAIN	7404228183	39	Prof. Manisha Bhandari
698	BBA-1 SEM	155	BHAVYA AHUJA	9592109992	39	Prof. Manisha Bhandari
699	BBA-3 SEM	204	ANK SINCLA	9877708960	39	Prof. Manisha Bhandari
700	BBA-3 SEM	249	SUKHJOT SINGH BEHI	9803467771	39	Prof. Manisha Bhandari
701	BBA-5 SEM	336	MANAN KAMBOJ	7528970127	39	Prof. Manisha Bhandari
702	M.COM-3 SEM	1812	Megha Arora	9815821507	39	Prof. Manisha Bhandari
703	B.COM-1 SEM	440	GUNGUN	8729003008	40	Prof. Manisha Bhandari
704	B.COM-1 SEM	545	RACHIT SHARMA	7719695207	40	Prof. Manisha Bhandari
705	B.COM-1 SEM	615	BHASKAR CHAUDHAF	7340844986	40	Prof. Manisha Bhandari
706	B.COM-1 SEM	659	SAHIL CHUGH	9855797323	40	Prof. Manisha Bhandari
707	B.COM-3 SEM	930	SOURABH SHARMA	7814541506	40	Prof. Manisha Bhandari
708	B.COM-3 SEM	1029	KHUSHALI KHANNA	7999862000	40	Prof. Manisha Bhandari
709	B.COM-3 SEM	1104	ANUBHAV HANDA	8288040436	40	Prof. Manisha Bhandari
710	B.COM-3 SEM	1148	SAKI DUA	7986456878	40	Prof. Manisha Bhandari
711	B.COM-5 SEM	1421	MISHA	9888750153	40	Prof. Manisha Bhandari
712	B.COM-5 SEM	1511	HIMANE GUPTA	6283494430	40	Prof. Manisha Bhandari
713	B.COM-5 SEM	1556	RITIK KOCHAR	8427835340	40	Prof. Manisha Bhandari
714	B.COM-5 SEM	1632	ADITI THAKUR	9417318081	40	Prof. Manisha Bhandari
715	BBA-1 SEM	107	DEEP SINGH	9877495953	40	Prof. Manisha Bhandari
716	BBA-1 SEM	156	DHRUV	8360159157	40	Prof. Manisha Bhandari
717	BBA-3 SEM	205	ANSH ANEJA	7087168365	40	Prof. Manisha Bhandari
718	BBA-3 SEM	250	TAMANNA SANDAL	7508093112	40	Prof. Manisha Bhandari
719	BCA-1 SEM	801	AJIT KUMAR	7740073699	40	Prof. Manisha Bhandari
720	M.COM-3 SEM	1813	Girish Mehandiratta	8872542150	40	Prof. Manisha Bhandari
721	B.COM-1 SEM	501	AASHMA RANI	8725024784	41	Prof. Ankush Kumar

722	B.COM-1 SEM	546	RAGHAV SHARMA	9877102051	41	Prof. Ankush Kumar
723	B.COM-1 SEM	616	BHAVUK GOYAL	9501763597	41	Prof. Ankush Kumar
724	B.COM-1 SEM	660	SAMYA JAIN	7740019592	41	Prof. Ankush Kumar
725	B.COM-3 SEM	931	SUJAL	7340902185	41	Prof. Ankush Kumar
726	B.COM-3 SEM	1030	PARTEEK SHARMA	9872109887	41	Prof. Ankush Kumar
727	B.COM-3 SEM	1105	ARSHDEEP SINGH	6280366183	41	Prof. Ankush Kumar
728	B.COM-3 SEM	1149	SAKSHI CHOUDHARY	9592968549	41	Prof. Ankush Kumar
729	B.COM-5 SEM	1422	NAKUL	6239680774	41	Prof. Ankush Kumar
730	B.COM-5 SEM	1512	SAHIL VERMA	9814070120	41	Prof. Ankush Kumar
731	B.COM-5 SEM	1557	SAHIL KUMAR	7973187295	41	Prof. Ankush Kumar
732	B.COM-5 SEM	1633	VANDANA	7986902810	41	Prof. Ankush Kumar
733	BBA-1 SEM	108	DIVYA JAIN	6284989677	41	Prof. Ankush Kumar
734	BBA-1 SEM	157	DIPTI	7269821000	41	Prof. Ankush Kumar
735	BBA-3 SEM	206	ARMAAN SOOD	7889064781	41	Prof. Ankush Kumar
736	BBA-3 SEM	251	TAMANNA AGGARWA	7814451230	41	Prof. Ankush Kumar
737	BCA-1 SEM	802	GURPREET SINGH	8968673408	41	Prof. Ankush Kumar
738	B.COM-1 SEM	502	AASTIK MADAAN	8872840634	42	Prof. Ankush Kumar
739	B.COM-1 SEM	547	RAHUL NANDA	9914003742	42	Prof. Ankush Kumar
740	B.COM-1 SEM	617	BHUVAN BUDHIRAJA	6283479707	42	Prof. Ankush Kumar
741	B.COM-1 SEM	661	SANIYA CHOUDHARY	6280530243	42	Prof. Ankush Kumar
742	B.COM-3 SEM	932	SUJAL VERMA	8360489131	42	Prof. Ankush Kumar
743	B.COM-3 SEM	1031	KHUSHI KANOJIA	7814776188	42	Prof. Ankush Kumar
744	B.COM-3 SEM	1106	AASHISH JINDAL	8360094409	42	Prof. Ankush Kumar
745	B.COM-3 SEM	1150	SAKSHI TIWARI	9041120183	42	Prof. Ankush Kumar
746	B.COM-5 SEM	1423	MOKSHI KATHURIA	9878059361	42	Prof. Ankush Kumar
747	B.COM-5 SEM	1513	DIVYANSH SADDANA	6283099860	42	Prof. Ankush Kumar
748	B.COM-5 SEM	1558	HIMAKSHI	8872605988	42	Prof. Ankush Kumar
749	B.COM-5 SEM	1634	HIMANSHU SHARMA	8195008687	42	Prof. Ankush Kumar
750	BBA-1 SEM	109	DIXIT JAIN	6283444463	42	Prof. Ankush Kumar
751	BBA-1 SEM	158	DIVYANSHI JAIN	7973672272	42	Prof. Ankush Kumar
752	BBA-3 SEM	207	ASHMEET CHAURASLA	9464315351	42	Prof. Ankush Kumar
753	BBA-3 SEM	252	TUSHAR SHARMA	7973582886	42	Prof. Ankush Kumar
754	BCA-1 SEM	803	RISHABH VERMA	7837542695	42	Prof. Ankush Kumar
755	B.COM-1 SEM	503	AAYUSHI JAIN	9592845944	43	Prof. Pallavi
756	B.COM-1 SEM	548	RAJAT TANEJA	6284855442	43	Prof. Pallavi
757	B.COM-1 SEM	618	DAMAN	6284525383	43	Prof. Pallavi
758	B.COM-1 SEM	662	BHOOMI	7986888452	43	Prof. Pallavi
759	B.COM-3 SEM	933	SUKHDEEP SINGH	7009851510	43	Prof. Pallavi
760	B.COM-3 SEM	1032	KRRISH SHRIDHAR	9815777424	43	Prof. Pallavi
761	B.COM-3 SEM	1107	AYAN BISHT	6283053209	43	Prof. Pallavi
762	B.COM-3 SEM	1151	SANIA	7707840557	43	Prof. Pallavi
763	B.COM-5 SEM	1424	VASUNDHRA GROVER	7087019101	43	Prof. Pallavi
764	B.COM-5 SEM	1514	MANIL VINAYAK	9417197848	43	Prof. Pallavi
765	B.COM-5 SEM	1559	AKSHAY NAGI	9592540310	43	Prof. Pallavi
766	B.COM-5 SEM	1635	BHAVYA JAIN	9915868500	43	Prof. Pallavi
767	BBA-1 SEM	110	GIRIK SAGAR NARULA	8360264202	43	Prof. Pallavi

768	BBA-1 SEM	159	DIVYANSHI WADHWA	7009382194	43	Prof. Pallavi
769	BBA-3 SEM	208	ASHU	9888811493	43	Prof. Pallavi
770	BBA-3 SEM	253	UJJWAL THAKUR	9877566195	43	Prof. Pallavi
771	BCA-1 SEM	804	GURPREET RANA	7986820747	43	Prof. Pallavi
772	B.COM-1 SEM	504	ABHISHEK	6280567122	44	Prof. Pallavi
773	B.COM-1 SEM	549	ROSHNI ANSARI	6284654560	44	Prof. Pallavi
774	B.COM-1 SEM	619	DANISH MALHOTRA	9815988273	44	Prof. Pallavi
775	B.COM-1 SEM	663	SOURAV SHARMA	9501237545	44	Prof. Pallavi
776	B.COM-3 SEM	934	SUMIT	7009755760	44	Prof. Pallavi
777	B.COM-3 SEM	1033	LAKSHAY GUPTA	7986866205	44	Prof. Pallavi
778	B.COM-3 SEM	1108	BAVNEET KAUR	8699734000	44	Prof. Pallavi
779	B.COM-3 SEM	1152	SATVIK CHHABRA	7986025206	44	Prof. Pallavi
780	B.COM-5 SEM	1425	JAPNEET SINGH	6284346898	44	Prof. Pallavi
781	B.COM-5 SEM	1515	CHIRAG GOYAL	9169578000	44	Prof. Pallavi
782	B.COM-5 SEM	1560	NEHA	7888734470	44	Prof. Pallavi
783	B.COM-5 SEM	1636	MUSKAN	9654484593	44	Prof. Pallavi
784	BBA-1 SEM	112	HARSHIT SAINI	9877460281	44	Prof. Pallavi
785	BBA-1 SEM	160	EKASBIR SINGH	7901702947	44	Prof. Pallavi
786	BBA-3 SEM	209	ATUL KUMAR	9592029262	44	Prof. Pallavi
787	BBA-3 SEM	254	VARDAN JAIN	8264894828	44	Prof. Pallavi
788	BCA-1 SEM	805	DAKSH KUMAR GOLC	9056131064	44	Prof. Pallavi

## Annexure – 1

### Books Issued from the Book Bank in the Library

2023-2024

S.no.	Class	No. of Books Issued
1.	B.B.A-1 <sup>st</sup> Semester	28
2.	B.B.A- 2 <sup>nd</sup> Semester	51
3.	B.B.A-3 <sup>rd</sup> Semester	42
4.	B.B.A-4 <sup>th</sup> Semester	51
5.	B.B.A-5 <sup>th</sup> Semester	18
6.	B.B.A -6 <sup>th</sup> Semester	16
7.	B.COM.1 <sup>st</sup> Semester	239
8.	B.COM.2 <sup>nd</sup> Semester	248
9.	B.COM.3 <sup>rd</sup> Semester	171
10.	B.COM.4 <sup>th</sup> Semester	172
11.	B.COM.5 <sup>th</sup> Semester	122
12.	B.COM.6 <sup>th</sup> Semester	148
13.	BCA 1 <sup>st</sup> Semester	16
14.	BCA 2 <sup>ND</sup> Semester	3
15.	M.COM.1 <sup>st</sup> Semester	35
16.	M.COM.2 <sup>nd</sup> Semester	48
17.	M.COM.3 <sup>rd</sup> Semester	37
18.	M.COM.4 <sup>th</sup> Semester	50
	<b>Total</b>	<b>1479</b>

**No. of Students who availed the benefit from the Book Bank in the Library**

**2023-2024**

<b>S.no.</b>	<b>Class</b>	<b>No. of Students</b>
1.	B.B.A-1 <sup>st</sup> Semester	6
2.	B.B.A-2 <sup>nd</sup> Semester	9
3.	B.B.A-3 <sup>rd</sup> Semester	9
4.	B.B.A-4 <sup>th</sup> Semester	5
5.	B.B.A-5 <sup>th</sup> Semester	5
6.	B.B.A-6 <sup>th</sup> Semester	3
7.	B.Com 1 <sup>st</sup> Semester	42
8.	B.Com 2 <sup>nd</sup> Semester	44
9.	B.Com 3 <sup>rd</sup> Semester	34
10.	B.Com 4 <sup>th</sup> Semester	31
11.	B.Com 5 <sup>th</sup> Semester	37
12.	B.Com 6 <sup>th</sup> Semester	29
13.	BCA 1 <sup>ST</sup> Semester	2
14.	BCA 2 <sup>ND</sup> Semester	1
15.	M.Com 1 <sup>st</sup> Semester	8
16.	M.Com -2 <sup>nd</sup> Semester	9
17.	M.Com 3 <sup>rd</sup> Semester	7
18.	M.Com 4 <sup>th</sup> Semester	4
	<b>Total</b>	<b>288</b>

### **Books Donated by the Teachers and Students in the Book Bank**

<b>S.no.</b>	<b>Year</b>	<b>Books Donated</b>
<b>1</b>	<b>2015-2016</b>	212
<b>2</b>	<b>2016-2017</b>	112
<b>3</b>	<b>2017-2018</b>	218
<b>4</b>	<b>2018-2019</b>	397
<b>5</b>	<b>2019-2020</b>	328
<b>6</b>	<b>2020-2021</b>	326
<b>7</b>	<b>2021-2022</b>	496
<b>8</b>	<b>2022-2023</b>	349
<b>9</b>	<b>2023-2024</b>	1145
<b>Total</b>		<b>2900</b>

**Summary**  
**Book Bank Facility in the Library**  
**(2015-2016 to 2023-2024)**

<b>Year</b>	<b>No. of Books Added</b>	<b>Total No. of Books Available in the Book Bank</b>	<b>No. of Books Issued</b>	<b>No. of Students who availed the benefit from the Book Bank</b>
<b>2015-2016</b>	212	212	51	16
<b>2016-2017</b>	112	324	151	47
<b>2017-2018</b>	218	542	177	50
<b>2018-2019</b>	380	922	372	75
<b>2019-2020</b>	328	1250	519	100
<b>2020-2021</b>	343	1593	731	169
<b>2021-2022</b>	496	2089	919	189
<b>2022-2023</b>	349	2438	1133	231
<b>2023-2024</b>	1145	3447	1479	288

## Report of Audit Visit to Superior Food Grains Pvt. Ltd., Shamli, Karnal

<b>Activity</b>	Audit Visit
<b>Industry- Institute Interface &amp; Placement Cell</b>	Dr.Sandeep K. Bansal (Convener) Ms.Preeti - Member Dr.Kiranpreet Kaur - Member
<b>Dates of visit</b>	23 <sup>rd</sup> Aug. to 26 <sup>th</sup> Aug. 2023
<b>Time</b>	Full day
<b>Venue</b>	<b>Superior Food Grains Pvt. Ltd.</b>
<b>No. of Students</b>	02 Students of B.Com.5 <sup>th</sup> Sem.
<b>Objective of Visit</b>	To give exposure and understanding of Audit Process of Superior Food Grains Pvt. Ltd.to thestudents

The audit visit was organized by Industry-Institute Interface & Placement Cell for the students of B. Com. 5<sup>th</sup> Sem. During the visit students were explained about the internal audit process of industry and check list of various items to be verified. Students were guided about the audit process and assigned the work to be done during the visit. Then students verified all the accounts of the company and also physically verified all the stock records. Further, students have also physically verified all the records of warehouse of Superior Food Grains Pvt.Ltd.. At the last step students have prepared a preliminary report and submit it to CA Nitin Jain for finalising the final report.

  
Convener

  
Principal

## Report of Industry Visit to Indra Hosiery Mills , Ludhiana

<b>Activity</b>	Industrial Visit
<b>Convener</b>	Dr. Sandeep K. Bansal
<b>Dates of visit</b>	2 <sup>nd</sup> Sept. 2023.
<b>Time</b>	11:00 am to 2:00 pm
<b>Venue</b>	<b>Indra Hosiery Mills , Ludhiana</b>
<b>No. of Students</b>	45 (BBA Ist Sem.)
<b>Objective of Visit</b>	To give exposure and understanding of Production Process of Hosiery Industry to the students.

### **Accompanying Teachers Dr.Sandeep K. Bansal&Prof. Preeti**

The industrial visit was organized by Industry-Institute Interface & Placement Cell for the students of BBA IstSem.. During the visit students were explained about the history, production process of hosiery products by Indra Hosiery Mills Ludhiana. Students were also briefed about the ofprocurement of raw material for the manufacturing of hosiery products and the various steps of production process. Students visited the various departments of the organization.Senior executive of the plant also give the answer of the questions raised by students regarding production process. Information regarding the marketing strategies of the company was also discussed with the students





## व्यावहारिक ज्ञान के लिए औद्योगिक दौरा कराया



लुधियाना श्री आत्म वल्लभ जैन कॉलेज के उद्योग संस्थान इंटरफेस और प्लेसमेंट सेल द्वारा इंटर्नेट क्वॉलिटी एशोरयस सेल के मार्ग दर्शन तहत बीबीए पहले वर्ष के छात्रों को इंदिरा हौजरी का दौरा कराया गया। इस दौरे का उद्देश्य छात्रों को उनके पाठ्यक्रम के साथ-साथ उद्योग जगत से परिचित कराना था। प्रो प्रोवि जैन और डॉ संदीप कुमार बांसल की अगुवाई में छात्र हौजरी पहुंचे और वहां पहुंच कर उन्होंने व्यावहारिक रूप से होजरी में उत्पादन प्रक्रिया, लेजर प्रिंटिंग, डिजाइनिंग, कढ़ाई के बारे में ज्ञान प्राप्त किया। छात्रों ने सीखा कि मैट्रिक्स अवधारणाओं को कैसे क्रियान्वित किया जाता है।

## रनकाना साहिब स्कूल विजेता पोस्टर मेकिंग

  
Dr. Sandeep K. Bansal  
Convener

  
Principal

### Report of Audit Visit to Pidilite Industries Ltd., Baddi

<b>Activity</b>	Audit Visit
<b>Industry- Institute Interface &amp; Placement Cell</b>	Dr.Sandeep K. Bansal (Convener) Ms.Preeti - Member Dr.Kiranpreet Kaur - Member
<b>Dates of visit</b>	29 <sup>th</sup> Jan. 2024 31 <sup>st</sup> Jan to 3 <sup>rd</sup> Feb. 2024 7 <sup>th</sup> Feb. to 10 <sup>th</sup> Feb. 2024
<b>Venue</b>	<b>Pidilite Industries Ltd., Baddi</b>
<b>No. of Students</b>	08 Students of B.Com..
<b>Objective of Visit</b>	To give exposure and understanding of Audit Process of Pidilite Industries Ltd.to the students.

The Industry-Institute Interface & Placement Cell of Shree AtamVallabh Jain College, Ludhiana, under guidance of IQAC cell, organized an audit visit to the Pidilite Building Bonds Industry (Baddi plant). Led by CA Gaurav Jain, eight students participated in the auditing process, gaining valuable practical exposure. These visits offer students a first hand understanding of company operations, bridging the gap between theoretical learning and real-world application. Sh. Komal Jain (Duke), President of the College Managing Committee, along with other committee members and Principal Dr.Sandeep Kumar, commended the students, emphasizing the significance of such visits in motivating and equipping them with practical knowledge. This achievement marks a significant milestone for the students and underscores the college's commitment to holistic education.





  
Convener

  
Principal

## Report

**Activity:** Faculty Development Programme on Advanced Research Methodology

**Organizing Committee:** Research & Development Committee

**Session:** 2023-24

**Venue:** Conference Hall

**Objective of the Event:** The objective of Faculty Development Programme (FDP) on advanced Research Methodology tools and techniques is to equip faculty members with the necessary knowledge, skills, and tools to conduct high-quality research in their respective fields. The FDP aims to enhance participants' understanding of various research methods, data analysis techniques, and research ethics, enabling them to contribute effectively to the academic and research community.

### About the event

#### **Session 1: Growth and performance of ICT sectors in growing knowledge economy of India: Prospects and Problems**

Resource Person: Dr. Seema Kapoor

Date: 22<sup>nd</sup> September, 2023

The college organized a session titled "Growth and Performance of ICT Sectors in the Growing Knowledge Economy of India: Prospects and Problems." This session was delivered by Dr. Seema Kapoor. The event attracted a diverse group of faculty members interested in exploring the significant role ICT plays in shaping India's burgeoning knowledge economy.

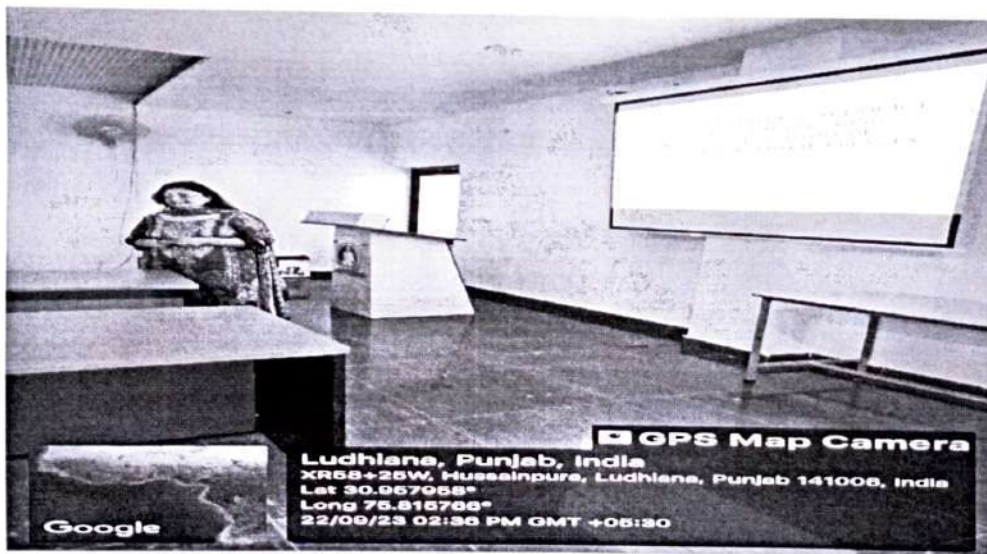
**Session Overview:** Dr. Seema Kapoor initiated the session by providing a comprehensive overview of the ICT sector's contribution to India's economy, emphasizing its critical role in driving growth, innovation, and employment. Her presentation delved into various dimensions of the sector, examining its trajectory, the challenges it faces, and the future opportunities it presents.

#### **Key Points Discussed:**

1. **Contribution of the ICT Sector to India's Economy:** Dr. Kapoor underscored the ICT sector's substantial contribution to India's Gross Domestic Product (GDP) and its role as a significant source of employment. She highlighted how the sector has positioned India as a global leader in software services, information technology consulting, and business process outsourcing.
2. **Growth Trajectories within the ICT Sector:** The session explored key trends in the ICT sector's growth, including the rapid increase in software exports, the expansion of IT services, and the emergence of advanced technologies like artificial intelligence, blockchain, and cloud computing. Dr. Kapoor noted that India's ICT sector is poised for continued growth due to a youthful and tech-savvy workforce, government initiatives, and a thriving startup ecosystem.

*Hitesh Kumar*

3. **Future Prospects:** Dr. Seema Kapoor identified numerous opportunities for future growth within the ICT sector, including digital transformation, smart city development, e-commerce, and advancements in telecommunications infrastructure. She cited the "Digital India" initiative and other government policies as factors that are fostering a conducive environment for the sector's expansion.
4. **Challenges and Obstacles:** The session also addressed the challenges facing the ICT sector. Dr. Kapoor drew attention to issues such as the digital divide, cybersecurity threats, skill shortages, and regulatory complexities. She highlighted the need for more robust data protection and privacy regulations to ensure the sector's secure and sustainable growth. Additionally, she stressed the importance of addressing disparities in digital access and infrastructure, particularly in rural areas.
5. **Research Methodologies in Studying ICT Growth:** The session also explored the research methodologies used to analyze the ICT sector's growth. Dr. Seema Kapoor discussed both quantitative and qualitative approaches, emphasizing the importance of data-driven analysis. She outlined the use of econometric models, industry surveys, and longitudinal studies to track ICT sector trends. Additionally, she stressed the importance of case studies and field research to gain a deeper understanding of the sector's dynamics.



**Conclusion:** Dr. Seema Kapoor's session provided a thorough analysis of the growth and performance of the ICT sector within India's evolving knowledge economy. Her insights into the sector's prospects and the obstacles it faces were both enlightening and thought-provoking. The Q&A session that followed allowed faculty members to engage with Dr. Seema Kapoor on issues related to the ICT sector's impact on education and other industries.

Overall, the session highlighted the ICT sector's critical role in India's economic development and underscored the importance of continued efforts to address its challenges while harnessing its potential. The college looks forward to hosting more sessions that contribute to a deeper understanding of key topics in the context of India's knowledge economy.

*Seema Kapoor*

## Session 2: Emotional Intelligence: A key driver for managerial excellence

Resource Person: Prof. Lata Kapoor

Date: 4<sup>th</sup> September, 2023

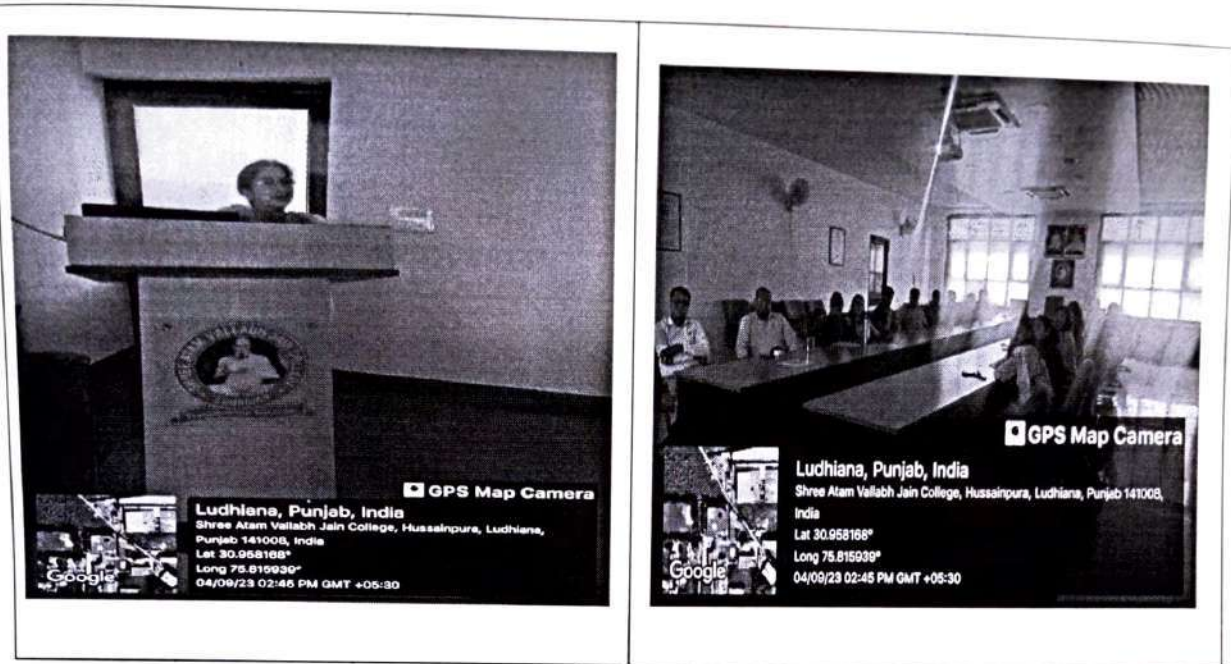
A session titled "Emotional Intelligence: A Key Driver for Managerial Excellence" was conducted by Prof. Lata Kapoor, an esteemed expert in organizational behavior and leadership development. This session was part of the college's series of professional development seminars aimed at equipping faculty with current insights into management and leadership. The session was well-attended by college faculty, eager to understand how emotional intelligence (EI) contributes to managerial success and organizational performance.

**Summary of the Session:** Prof. Lata Kapoor began the session by defining emotional intelligence and outlining its five key components as established by Daniel Goleman: self-awareness, self-regulation, motivation, empathy, and social skills. She explained that these components are critical for effective leadership and are often more significant than technical skills in achieving managerial excellence.

### Key Points Covered:

- 1. Importance of Emotional Intelligence in Management:** Prof. Kapoor highlighted that emotional intelligence is a pivotal factor in leadership success. She cited research suggesting that managers with high emotional intelligence are better able to lead teams, resolve conflicts, and inspire employees. The emphasis was on the fact that emotional intelligence not only influences personal success but also contributes to the overall success of the organization.
- 2. Developing Self-Awareness and Self-Regulation:** The professor discussed how self-awareness and self-regulation form the foundation of emotional intelligence. She provided practical exercises to help individuals identify their emotions and understand their triggers. Techniques for enhancing self-regulation, such as mindfulness and stress management strategies, were also shared.
- 3. Role of Motivation, Empathy, and Social Skills:** Prof. Kapoor explained that motivation, empathy, and social skills are equally critical in managerial contexts. She discussed the impact of intrinsic and extrinsic motivation on managerial performance and the ability to inspire others. Empathy, or the capacity to understand others' emotions, was noted as a key trait for building strong relationships. Social skills, encompassing communication and conflict resolution, were identified as essential for teamwork and organizational harmony.
- 4. Applications in the Workplace:** The session provided examples of how emotional intelligence can be applied in managerial scenarios. Prof. Kapoor discussed case studies where managers with high emotional intelligence achieved notable results in team building, customer relations, and organizational change. The practical insights offered faculty members a clear understanding of how emotional intelligence can drive excellence in management.

*Lata Kapoor*



**Conclusion:** The session on emotional intelligence by Prof. Lata Kapoor offered valuable insights into the role that EI plays in achieving managerial excellence. The comprehensive exploration of the topic provided faculty members with an in-depth understanding of the components of emotional intelligence and how they can be developed and applied in management and leadership roles.

The session concluded with a lively Q&A, where faculty members discussed their experiences and challenges in developing emotional intelligence in their roles as educators and leaders. Prof. Kapoor's engaging presentation and practical advice were well received, leaving attendees with a wealth of knowledge to apply in their academic and professional pursuits.

This session underlined the importance of emotional intelligence in the modern workplace and reinforced the need for continuous learning and development in this area. The college looks forward to hosting more sessions on relevant topics to continue promoting professional growth and excellence among faculty members.

### **Session 3: Intellectual Capital Disclosure Practices in IPO prospectuses of Indian Companies**

Resource Person: Prof. Rishi Kesh

Date: 7<sup>th</sup> October, 2023

A session on "Intellectual Capital Disclosure in IPO Prospectus of Indian Companies" was conducted by Prof. Rishi Kesh, a renowned expert in finance and accounting. This session was part of the college's ongoing efforts to engage with contemporary research topics and

*Rishi Kesh*

provide faculty members with insights into current trends and challenges in the domain of commerce and finance. The session was attended by a diverse group of faculty members, who were keen to understand the significance of intellectual capital disclosure in initial public offerings (IPOs) and its implications for stakeholders.

**Summary of the Session:** Prof. Rishikesh began the session by providing an overview of intellectual capital and its components. He explained that intellectual capital encompasses three primary elements: human capital, structural capital, and relational capital. Human capital refers to the knowledge, skills, and competencies of employees; structural capital includes organizational processes, patents, and proprietary systems; and relational capital involves relationships with customers, suppliers, and other stakeholders.

He then discussed the growing importance of intellectual capital disclosure in IPO prospectuses, particularly in the context of Indian companies. He highlighted that intellectual capital has become a key differentiator for companies seeking to raise capital in the stock market, as it represents the intangible assets that can drive future growth and innovation.

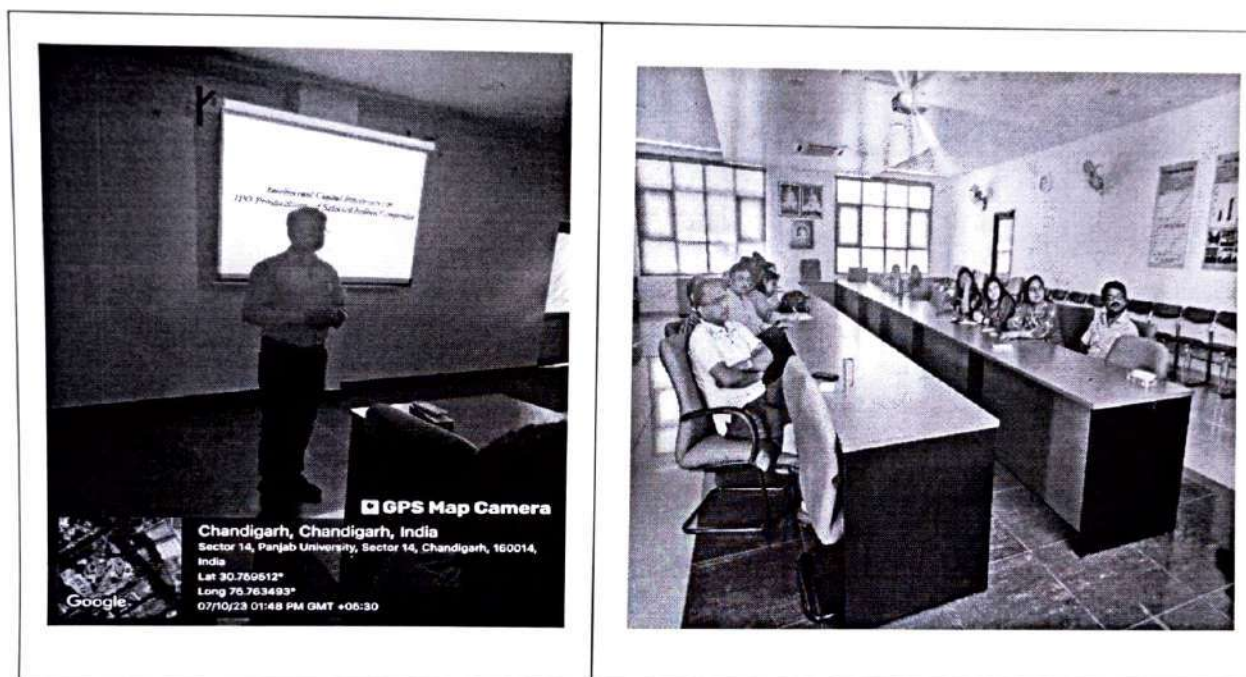
#### **Key Points Covered:**

1. **Relevance of Intellectual Capital Disclosure:** Prof. Rishikesh emphasized that investors and analysts increasingly consider intellectual capital when assessing a company's potential. Companies that effectively disclose their intellectual capital in IPO prospectuses are more likely to attract investor interest and achieve higher valuations.
2. **Regulatory Framework and Disclosure Requirements:** The session included a discussion on the regulatory framework governing IPO prospectuses in India. Prof. Rishikesh outlined the key disclosure requirements set by the Securities and Exchange Board of India (SEBI) and explained how these requirements impact the reporting of intellectual capital.
3. **Challenges and Best Practices:** The professor identified several challenges associated with intellectual capital disclosure, such as the lack of standardized measurement techniques and the potential for information overload in prospectuses. He also outlined best practices for companies to follow when disclosing intellectual capital, including clarity, relevance, and consistency.
4. **Case Studies and Examples:** To illustrate his points, Prof. Rishikesh presented case studies of Indian companies that have successfully disclosed intellectual capital in their IPO prospectuses. These examples demonstrated the positive impact that transparent disclosure can have on investor confidence and market reception.

**Conclusion:** The session provided valuable insights into the significance of intellectual capital disclosure in IPO prospectuses for Indian companies. Prof. Rishikesh's presentation highlighted the growing importance of intangible assets in the modern business landscape and underscored the need for companies to communicate these assets effectively to investors.

*Rishikesh*

Faculty members left the session with a deeper understanding of the complexities and opportunities associated with intellectual capital disclosure. This knowledge can be instrumental in guiding their research and teaching efforts in the field of commerce and finance. The college looks forward to hosting more sessions of this nature to continue fostering academic growth and industry engagement.



#### **Session 4: Indian Economy and Future Prospects: 2024**

Resource Person: Dr. Harleen Kaur

Date: 18<sup>th</sup> May, 2024

A session on "Indian Economy and Future Prospects: 2024," delivered by Dr. Harleen Kaur which was held to provide a comprehensive examination of India's current economic framework, growth indicators, and anticipated trajectory for the forthcoming year. Dr. Harleen Kaur's session aimed to enrich the attendees' understanding of India's economic resilience, highlighting influential indicators and the implications of recent developments within financial markets.

#### **Session Overview and Key Themes**

##### **1. Assessment of India's Economic Landscape and Key Indicators**

Dr. Kaur commenced the session by providing a rigorous evaluation of India's current economic scenario, analyzing pivotal indicators such as GDP growth rate, inflation metrics, fiscal deficit, and international trade performance. She presented an in-depth discussion on recent trends and the macroeconomic factors contributing to India's

*Dr. Harleen Kaur*

economic resilience amidst global economic fluctuations. This segment underscored the foundational strength of India's economy as it adapts to both internal and external challenges.

2. **Sectoral Analysis: Primary Drivers of Economic Growth in 2024**

A core part of Dr. Kaur's presentation involved identifying and assessing the key sectors projected to drive economic growth in 2024. She elaborated on the significance of sectors such as technology, renewable energy, pharmaceuticals, and agriculture, explaining the unique role each sector is expected to play in job creation, economic diversification, and sustainable development. Her analysis reflected the concerted efforts by both government and private stakeholders to stimulate these sectors, thus supporting India's ambitions for balanced and sustainable growth.

3. **Monetary and Fiscal Policies: Impact on Economic Stability**

Dr. Harleen Kaur offered a detailed analysis of recent fiscal and monetary policies implemented by the Reserve Bank of India (RBI) and the government, examining how these measures aim to control inflation while simultaneously encouraging economic expansion. Her examination of RBI's interest rate adjustments, liquidity measures, and fiscal interventions provided valuable insights into the regulatory actions shaping the current financial climate. Furthermore, Dr. Harleen Kaur discussed the potential of strategic government spending in infrastructure as a mechanism to promote long-term stability and growth.

4. **Insights into Financial Markets: Recent Developments and Case Studies**

In a highly engaging section of the session, Dr. Harleen Kaur explored recent trends and noteworthy cases in the Indian financial markets, providing an analytical perspective on stock market volatility, FDI trends, and the broader implications of global economic uncertainties. She illustrated her points with recent case studies, including high-profile IPOs, mergers and acquisitions, and regulatory developments, all of which underscored the importance of stability and transparency in sustaining market confidence.

5. **Future Economic Prospects and Anticipated Challenges**

Dr. Harleen Kaur presented an astute analysis of India's economic prospects for 2024 and beyond, thoughtfully addressing potential challenges such as global recessionary trends, inflationary pressures, and geopolitical concerns. At the same time, she highlighted significant growth opportunities driven by India's demographic dividend, digital transformation, and expanding influence on the global stage. Her recommendations for fostering sustainable growth, enhancing ease of doing business, and prioritizing investments in digital infrastructure and human capital resonated strongly with the audience.

6. **Strategic International Alliances and Trade Relations**

Dr. Harleen Kaur concluded her presentation by emphasizing the importance of international trade relations and strategic alliances in fortifying India's economic position. She examined recent trade agreements and diversification of trade partnerships as vital steps toward building economic resilience and strengthening India's presence in global markets.

*Harleen Kaur*

## **Interactive Q&A Session**

The session culminated in an interactive question-and-answer segment, where students and faculty engaged Dr. Kaur on various issues ranging from specific policy implications to trends within the financial markets. Dr. Kaur's responses were insightful and thorough, offering valuable clarity on complex economic dynamics and inspiring further academic inquiry among participants.

## **Conclusion**

Dr. Harleen Kaur's session on "Indian Economy and Future Prospects: 2024" was exceptionally informative, providing attendees with an in-depth and nuanced understanding of India's economic landscape, key growth drivers, and anticipated challenges in the coming year. Her expert analysis of fiscal and monetary policies, along with her strategic outlook on economic development, enriched participants' comprehension of the underlying factors shaping India's economic future.

The session was received with great appreciation and commendation from attendees, who praised Dr. Harleen Kaur's eloquent presentation and adept ability to elucidate complex economic issues in a clear, accessible manner. Her expertise and engagement left a profound impact on the audience, equipping them with a nuanced perspective on India's economic trajectory and the evolving role of the financial markets.

## **Session 5: Current Economic Affairs of India**

Resource Person: Dr. Seema Kapoor

Date: 19<sup>th</sup> May, 2024

A session on "Current Economic Affairs of India" was conducted by Dr. Seema Kapoor, a distinguished economist and scholar, known for her extensive knowledge and critical analysis of India's economic landscape. The session aimed to provide an in-depth understanding of the current economic situation in India, addressing challenges and potential growth avenues in the country's economy.

## **Key Points of Discussion**

### **1. Overview of India's Economic Climate**

Dr. Seema Kapoor began the session by providing a comprehensive overview of India's current economic position, covering macroeconomic indicators such as GDP growth rate, inflation, and fiscal policies. She highlighted the government's recent economic measures and the resultant impact on various sectors, including agriculture, manufacturing, and services.



## 2. **Inflation and Monetary Policy**

One of the focal points of the discussion was India's inflation trends and the measures taken by the Reserve Bank of India (RBI). Dr. Seema Kapoor elaborated on the causes of inflation in India, such as rising crude oil prices and supply chain disruptions. She analyzed the monetary policies introduced by the RBI to combat inflation, including interest rate adjustments and liquidity management.

## 3. **Fiscal Policy and Government Spending**

Dr. Kapoor shed light on the government's fiscal policy, detailing its expenditures in sectors critical to economic revival, including infrastructure, healthcare, and rural development. She explained the implications of budget allocations on public debt and fiscal deficit, and discussed recent fiscal stimulus packages aimed at boosting economic growth.

## 4. **India's Position in the Global Economy**

Dr. Kapoor discussed India's role in the global economy, particularly in the context of international trade, foreign direct investment (FDI), and its strategic partnerships with other countries. She emphasized how trade agreements and global alliances are instrumental in enhancing India's economic resilience and competitiveness.

## 5. **Impact of Technology and Innovation on the Economy**

Dr. Kapoor addressed the role of technology and digitalization in reshaping India's economic landscape. She illustrated how advancements in technology, from digital banking to e-commerce, are transforming sectors and creating new employment opportunities, contributing to GDP growth.

## 6. **Challenges and Way Forward**

Dr. Kapoor also touched upon some of the pressing challenges India faces, such as unemployment, income disparity, and environmental concerns. She presented a forward-looking approach, recommending policy adjustments and reforms aimed at sustainable economic growth.

The session concluded with an interactive Q&A segment, where faculty engaged Dr. Seema Kapoor with questions on specific economic policies, emerging economic trends, and sectoral opportunities. Dr. Seema Kapoor's responses were insightful, providing clarity on complex issues and inspiring students to further their understanding of economic affairs.

## **Conclusion**

Dr. Seema Kapoor's session on "Current Economic Affairs of India" was informative and thought-provoking. Her analysis and perspectives offered valuable insights into India's economic framework, equipping attendees with a better understanding of current economic trends and challenges. The session fostered a deeper appreciation for the complexities of economic policymaking and the importance of staying informed about the ever-evolving economic landscape.


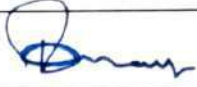
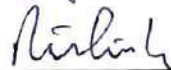

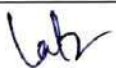







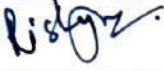
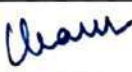


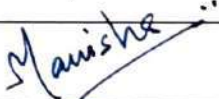


  
(Dr. Sandeep Kumar)

Principal



### Attendance Chart

For the session held on 4<sup>th</sup> September 2023 in Conference Hall. The session was conducted by Prof. Lata Kapoor.


















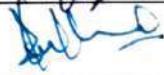
Name of the Teacher	Signature	Name of the Teacher	Signature
Prof. Manoj Arora		Prof. Ramandeep Singh	
Prof. Rishi Kesh		Prof. Ruchika Nachaal	
Prof. Lata Kapoor		Prof. Divya Jain	
Prof. Rajiv Bhatia		Prof. Avriti Tangri	
Dr. Harleen Kaur		Prof. Amit Goyal	
Prof. Preeti		Dr. Kiranpreet Kaur	
Dr. Shilpa	-	Dr. Rishu Jain	
Dr. Charanjit Kaur		Prof. Deepika Nanda	
Dr. Seema Kapoor		Prof. Manisha Bhandari	
Prof. Geetu Sharma	-	Prof. Ankush Kumar	
Dr. Sandeep Kumar Bansal	-	Prof. Pallavi	
		Mr. Nirmaljeet Singh	-



  
Principal

### Attendance Chart

For the session held on 22<sup>nd</sup> September 2023 in Conference Hall. The session was conducted by Dr. Seema Kapoor.

Name of the Teacher	Signature	Name of the Teacher	Signature
Prof. Manoj Arora		Prof. Ramandeep Singh	
Prof. Rishi Kesh		Prof. Ruchika Nachaal	
Prof. Lata Kapoor	-	Prof. Divya Jain	
Prof. Rajiv Bhatia		Prof. Avriti Tangri	
Dr. Harleen Kaur		Prof. Amit Goyal	
Prof. Preeti	-	Dr. Kiranpreet Kaur	-
Dr. Shilpa		Dr. Rishu Jain	
Dr. Charanjit Kaur		Prof. Deepika Nanda	
Dr. Seema Kapoor		Prof. Manisha Bhandari	
Prof. Geetu Sharma		Prof. Ankush Kumar	
Dr. Sandeep Kumar Bansal	-	Prof. Pallavi	
		Mr. Nirmaljeet Singh	


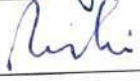





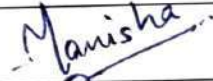


  
Principal

## Shree Atam Vallabh Jain College, Ludhiana

### Attendance Chart

For the session held on 7<sup>th</sup> October, 2023 in Conference Hall. The session was conducted by Mr. Rishi Kesh, Assistant Professor in Commerce, Shree Atam Vallabh Jain College, Ludhiana

Name of the Teacher	Signature	Name of the Teacher	Signature
Prof. Manoj Arora		Prof. Ramandeep Singh	
Prof. Rishi Kesh		Prof. Ruchika Nachaal	
Prof. Lata Kapoor		Prof. Divya Jain	
Prof. Rajiv Bhatia		Prof. Avriti Tangri	
Dr. Harleen Kaur		Prof. Amit Goyal	
Prof. Preeti	-	Dr. Kiranpreet Kaur	
Dr. Shilpa		Dr. Rishu Jain	
Dr. Charanjit Kaur	-	Prof. Deepika Nanda	
Dr. Seema Kapoor		Prof. Manisha Bhandari	
Prof. Geetu Sharma	-	Prof. Ankush Kumar	
Dr. Sandeep Kumar Bansal	-	Prof. Pallavi	
		Mr. Nirmaljeet Singh	-



  
Principal

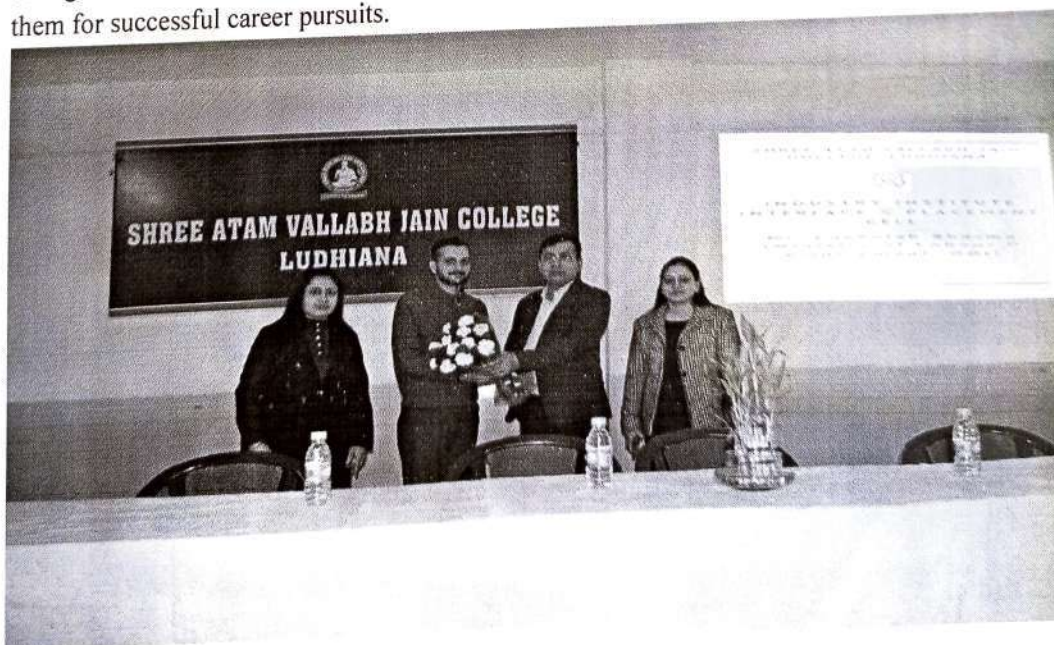
## Report of Workshop on How to Prepare Resume

<b>Activity</b>	Workshop on How to Prepare Resume
<b>Industry- Institute Interface &amp; Placement Cell</b>	Dr.Sandeep K. Bansal (Convener) Ms.Preeti - Member Dr.Kiranpreet Kaur - Member
<b>Resource Person</b>	Sh. Lovenish Sharma
<b>Dates of visit</b>	12 <sup>th</sup> Feb. 2024
<b>Venue</b>	<b>Seminar Hall</b>
<b>No. of Students</b>	50 students of B. Com. Final
<b>Objective of Visit</b>	To guide the students regarding how to prepare resume

Shree AtamVallabh Jain College's Industry Institute Interface and Placement Cell recently organized a highly beneficial workshop on "How to Prepare a Resume" for its students. The workshop aimed to equip students with essential skills to craft effective resumes that highlight their strengths and achievements.

Mr.Lovenish Sharma, a seasoned professional from the Ministry of Labour & Employment, Government of India, graciously served as the resource person for the session. Under Mr. Sharma's guidance, students participated in a hands-on session where they learned practical techniques for crafting effective resumes tailored to their skills and experiences.

Dr.Sandeep Kumar, the Principal of the college, commended the efforts of the cell for organizing such a valuable workshop to enhance students' employability skills. The event underscored the college's commitment to providing holistic development opportunities to its students, preparing them for successful career pursuits.







  
Convener

  
Principal

Sr. No.	Name	Roll No.
1	DipanshuBhola	1410
2	VarunDilawar	1412
3	MANIK JINDAL	1419
4	Gautam Jain	1420
5	Misha	1421
6	Jatin Sharma	1427
7	Nitanshu	1428
8	Vishal kumaryadav	1432
9	Karanvirsingh	1434
10	Abhishek	1436
11	Vishali	1439
12	RaghavSoni	1443
13	Jatinjain	1504
14	Sukhmanjot Singh	1506
15	Mankirat Singh	1507
16	Himane Gupta	1511
17	Divyanshsaddana	1513
18	Goyamjain	1522
19	Geetanshu Mehta	1523
20	Sahzad Ali	1524
21	ShivamArora	1527
22	Vansh	1528
23	Gautam Thakur	1529
24	ChandanVerma	1530
25	Sukhpreet Singh	1538
26	Nutan	1544
27	Ketan Sharma	1552
28	JITENDER GARG	1553
29	Shashank	1602
30	Muhammad Irshad	1618
31	Naveen	1620
32	EshitaSrivastava	1623
33	Manavarora	1625
34	Jaspreet Singh	1653
35	Yogesh	1666
36	Jaspreet kaur	911
37	MehakMutneja	917
38	NandiniKapoor	920
39	Neeru	921
40	Rohitkumar	928
41	Sukhdeep Singh	933
42	Sunny jasswal	935
43	Surinderjeetsingh	936
44	VarunSehgal	943
45	Aayush	944
46	Anjali Arora	1003
47	Anju	1004
48	Arshraj Sharma	1009
49	BhoomikaDhingra	1012
50	Chris Robert	1013

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16	Himane Gupta	1507
17	Divyanshsaddana	1511
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45	Aayush	943
46	Anjali Arora	944
47	Anju	1003
48	Arshraj Sharma	1004
49	BhoomikaDhingra	1009
50	Chris Robert	1012
		1013

## **REPORT OF 5 DAY WORKSHOP ON “BUILDING WEALTH WITH STOCKS: A BEGINNERS’s WORKSHOP”**

**Session** – 2023-24

**Organized by-** Dr. Kiranpreet Kaur

**Date** – 2-6 March 2024

**Time** – 1:40 pm to 3 pm

**Venue** – College Campus (Room No. 1)

**No. of Participants** – 41 Students

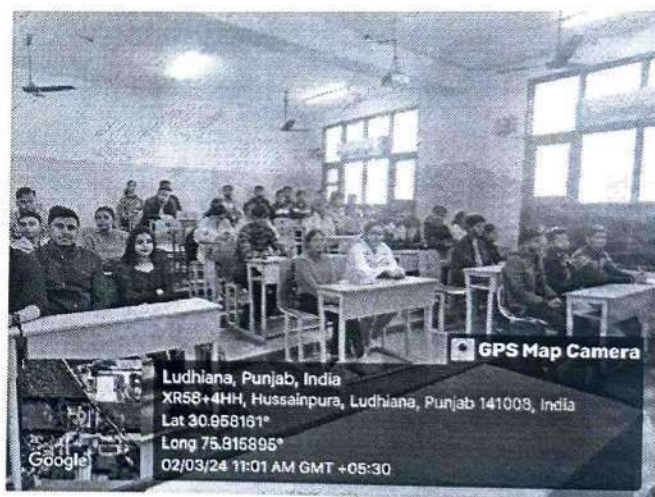
**Objective of the event** – To enhance the understanding of students regarding basics of stock market investing.

### **About the Event**

Shree Atam Vallabh Jain College organized a five-day workshop titled "Building Wealth with Stocks: A Beginner's Workshop." Dr. Kiranpreet Kaur led the first session, providing practical guidance on various basics of stock market investing. Beginning with the essentials, students learned about investment options, the power of compounding, and the distinction between primary and secondary markets. The session also covered essential knowledge about different indices, both domestic and global, and elucidated the process of opening a demat account, a prerequisite for trading in the stock market. Moreover, students were instructed on the procedures involved in buying and selling stocks, laying the groundwork for understanding market operations. By the end of the session, participants gained a foundational understanding of stock market concepts and practical know-how, setting them on a path towards informed investment decisions.

In the subsequent two sessions led by Dr. Kiranpreet Kaur, the focus shifted to fundamental analysis in stock market investing. Students were guided through the essentials of stock analysis, covering topics such as company selection criteria, PE ratio, price to book value ratio, beta factor of stocks, bid-ask spreads, debt equity ratio, ROE, ROCE, past sales and profit trends, and the analysis of annual reports, among other fundamental factors. Through practical demonstrations, students were shown how to apply these analytical tools to evaluate the performance and financial health of companies. Real-world examples were utilized to illustrate the application of these concepts, enhancing students' understanding and proficiency in fundamental analysis. By the end of these sessions, students had acquired valuable skills and knowledge to assess investment opportunities more effectively in the stock market.

In the fourth session of the workshop, students were introduced to the tools and techniques of technical analysis, which are indispensable for trading in the stock market. Led by Dr. Kiranpreet Kaur, participants learned how to utilize various analytical tools to study past market data, such as price movements and trading volumes, in order to forecast future price trends. Technical analysis involves the use of charts, patterns, and indicators to identify potential buying and selling opportunities. Through hands-on exercises and practical examples, students gained insight into how to interpret technical indicators and patterns to make informed trading decisions. By understanding the principles of technical analysis, students were equipped with valuable skills to analyze market trends and price movements, thereby enhancing their ability to navigate the dynamic nature of the stock market with greater confidence and proficiency.



On the final day, students were treated to an illuminating session on mutual funds by Mr. Gaurav Tandon, a seasoned expert in the field.

The workshop received high praise from participants, who found the experience both enriching and enlightening. Shri Komal Kumar Jain (Duke), President of the College Management Committee, alongside other committee members, commended the college's efforts in organizing such a valuable workshop. Principal Dr. Sandeep Kumar also expressed appreciation for the initiative's contribution to students' learning and skill development.



## DETAIL OF 5 DAY WORKSHOP

### Day 1: Introduction to the Stock Market

- What is the stock market
- Understanding shares
- Introduction to indices

- Basic terminology: Bull market vs. bear market, IPO, stock exchange, etc.
- Market cap
- Mutual funds and ETFs
- How to open a demat account: Procedure, documents required
- Different apps enabling the same (How to buy and sell shares)

### **Day 2,3 : Fundamental Analysis**

- What is fundamental analysis?
- Different styles of investing- value and growth investing.
- Analysis of financial statements
- Key financial ratios: PE ratio, EPS, ROE, Debt-to-Equity ratio, etc.
- Understanding annual reports and financial disclosures
- Live examples

### **Day 4: Technical Analysis**

- What is technical analysis?
- Basic concepts: Support and resistance, trendlines, chart patterns
- Introduction to candlestick charts and their interpretation

### **Day 5: Introduction to Mutual Funds**

#### **Time Schedule of the Workshop**

Session	Topic	Name of the Resource Person	dates
1	Introduction to stock market	Dr. Kiranpreet Kaur	2 March 2024
2	Fundamental Analysis-I	Dr. Kiranpreet Kaur	2 March 2024
3	Fundamental Analysis-II	Dr. Kiranpreet Kaur	4 March 2024
4	Technical Analysis	Dr. Kiranpreet Kaur	5 March 2024
5	Mutual Funds	Mr. Gaurav Tandon	6 March 2024

## छात्रों ने शेयर बाजार की कार्यप्रणाली जानी

स्वर्णभूमि टाइम्स न्यूज, लुधियाना (शान) : श्री आत्म वल्लभ जैन कॉलेज ने "स्टॉक के साथ धन का निर्माण: एक शुरुआती कार्यशाला" शीर्षक पर 5 दिवसीय कार्यशाला का आयोजन किया। स्टॉक मार्केट में निवेश के बुनियादी ज्ञान के साथ छात्रों को सशक्त बनाने के लिए डिजाइन की गई कार्यशाला में पांच सत्रों के दौरान कई विषयों को शामिल किया गया। डॉ. किरणप्रीत कौर के नेतृत्व में पहले चार दिन शेयर बाजार विश्लेषण के महत्वपूर्ण पहलुओं पर केंद्रित थे। छात्रों ने शेयर बाजार की कार्यप्रणाली, शेयरों और सूचकांकों को समझने, मौलिक विश्लेषण, तकनीकी विश्लेषण और म्यूचुअल फंड और ईटीएफ की जटिलताओं के बारे में जानकारी हासिल की। अंतिम दिन गौरव टंडन (प्रॉफिट मंत्र के मालिक) द्वारा म्यूचुअल फंड पर ज्ञानवर्धक लेक्चर दिया गया। कॉलेज प्रबंधन समिति के अध्यक्ष कोमल कुमार जैन (इयूक) ने समिति के अन्य सदस्यों एवं प्रिंसिपल डॉ. संदीप कुमार ने इस तरह की मूल्यवान कार्यशाला के आयोजन के लिए कॉलेज के प्रयासों की सराहना की।



श्री आत्म वल्लभ जैन कॉलेज में हुई कार्यशाला में सहभागिता करने वाले विद्यार्थी • कॉलेज

## छात्रों ने शेयर बाजार की कार्यप्रणाली को जाना

जागरण संवाददाता, लुधियाना: श्री आत्म वल्लभ जैन कॉलेज ने 'स्टॉक के साथ धन का निर्माण' शीर्षक पर पांच दिवसीय कार्यशाला का आयोजन किया। स्टॉक मार्केट में निवेश के बुनियादी ज्ञान के साथ छात्रों को सशक्त बनाने के लिए डिजाइन की गई। कार्यशाला में पांच सत्रों के दौरान कई विषयों को शामिल किया गया। डॉ. किरणप्रीत कौर के नेतृत्व में पहले चार दिन शेयर बाजार विश्लेषण के महत्वपूर्ण पहलुओं पर केंद्रित थे। छात्रों ने शेयर बाजार की कार्यप्रणाली, शेयरों

और सूचकांकों को समझने, मौलिक विश्लेषण, तकनीकी विश्लेषण और म्यूचुअल फंड और ईटीएफ की जटिलताओं के बारे में जानकारी हासिल की। अंतिम दिन छात्रों को इस क्षेत्र के अनुभवी विशेषज्ञ गौरव टंडन द्वारा म्यूचुअल फंड पर एक ज्ञानवर्धक लेक्चर दिया गया। कार्यशाला छात्रों के लिए ज्ञानवर्धक रही। प्रबंधन समिति के अध्यक्ष कोमल कुमार जैन ने समिति के अन्य सदस्यों एवं प्रिंसिपल डॉ. संदीप कुमार ने कॉलेज के प्रयासों की सराहना की।

*Kiranpreet Kaur*

Organizer

*Principal*

2-6 March 2024

Attendance of students enrolled for stock market workshop

Name	Class	Roll no.	phone number	1	2	3	4	5	Father's name
Aditya	B.com 2nd sem (B)	604	6284379022	Present	Present	Present	Present	Present ✓	Rakesh Vig
Alok	B.com 2nd sem (B)	606	7344274283	Present	Present	Present	Present	Present ✓	<del>Vivek</del> Vivek Bhardwaj
Krishna sharma	B.com 2nd sem (B)	635	8437953391						
Kaushal sehgal	B.com 2nd sem (B)	639	7707861597	Present	Present	Present	Present	Present ✓	Suswinder Kumar
Lovish	B.com 2nd sem (B)	640	7009301021						
Nikhil	B.com 2nd sem (B)	646	8727971826	Present	Present	Present	Present	Present ✓	Sh. Manish Jain
Nitish Jain	B.com 2nd sem (B)	648	8360602627						
paras	B.com 2nd sem (B)	650	8264488945	Present	Present	Present	Present	Present ✓	Mr. Somnath
Udhav Kumar	B.com 2nd sem (B)	664	9876133994						
Yuvraj	B.com 2nd sem (B)	666	9517811252	Present	Present	Present	Present	Present ✓	Sh. Rajinder Kanojia
Harshita	B.com 4th sem (A)	1024	8360374762	Present	Present	Present	Present	Present ✓	Lalit Kishore Bajaj
Kashish	B.com 4th sem (A)	1028	9878114578	Present	Present	Present	Present	Present ✓	Rajesh Talwar
Muskan	B.com 4th sem (A)	1040	7009720039	Present	Present				
Simranpreet kaur	B.com 4th sem (A)	1056	9988391744	Present	Present				
Taranjeet singh	B.com 4th sem (A)	1060	9478057780	Present	Present	Present	Present	Present ✓	Hardev Singh
kunal soni	B.com sem 2	637	9878772778						
Chahat jain	Bba 2nd sem (A)	105	7404228183						
Triptjeet kaur	Bba 2nd sem (A)	136	6284275439						
Ruhani	Bba 2nd sem (A)	144	6239483233						
Suraj	Bba 2nd sem (A)		8054553317						
Abhinav khanna	Bba 2nd sem (B)	152	9915518180	Present	Present	Present	Present	Present ✓	Mr. Nitin Khanna
Ashutosh	Bba 2nd sem (B)	153	9056712680	Present	Present	Present	Present	Present ✓	Mr. Dilip Pandey
Dhruv	Bba 2nd sem (B)	156	8360159157						
Dipti	Bba 2nd sem (B)	157	6283205073	Present	Present	Present	Present	Present ✓	Mr. Bhupinder Singh
Divyanshi jain	Bba 2nd sem (B)	158	7973672272	Present	Present	Present			
Hardik bansal	Bba 2nd sem (B)	161	6280177831	Present	Present	Present	Present	Present ✓	Mr. Ravinder Kumar
Japanjot	Bba 2nd sem (B)	163	9041094113	Present	Present	Present	Present	Present ✓	Mr. Hardev Singh
Krishna Jaiswal	Bba 2nd sem (B)	167	7087919261	Present	Present	Present	Present	Present ✓	Mr. Ravinder Prasad Jaiswal

Aditya

Kaushal Sehgal

Nikhil

Paras

Yuvraj  
Harshita  
Kashish

Simran  
Taranjeet

Abhinav  
Ashutosh

Dipti

Hardik  
Japanjot  
Kashish

2-6 March 2024

Manjinder	Bba 2nd sem (B)	171	7973510430	Present	Present	Present	Present	Present	Present ✓
Maulik loomba	Bba 2nd sem (B)	172	9517987722						
Mehak	Bba 2nd sem (B)	173	7986261998	Present	Present	Present	Present	Present	Present ✓
Naman jain	Bba 2nd sem (B)	174	7814794868	Present	Present	Present	Present	Present	Present ✓
Nitish Jain	Bba 2nd sem (B)	175	6239578146						
Prince sehdev	Bba 2nd sem (B)	176	8437451432	Present	Present	Present	Present	Present	Present ✓
Rahil sharma	Bba 2nd sem (B)	177	7087384349	Present	Present	Present	Present	Present	Present ✓
Raj yadav	Bba 2nd sem (B)	179	6283774972	Present	Present	Present	Present	Present	Present ✓
Richa sharma	Bba 2nd sem (B)	180	9779361821	Present	Present	Present	Present	Present	Present ✓
Riya gupta	Bba 2nd sem (B)	181	6283807701	Present	Present	Present	Present	Present	Present ✓
Muskan	Bba 2nd sem (B)	183	7889040115	Present	Present	Present	Present	Present	Present ✓
swayam jain	Bba 2nd sem (B)	186	7340931896						
Varun Arora	Bba 2nd sem (B)	187	9815592311	Present	Present	Present	Present	Present	Present ✓
Jatin kainth	Bba 2nd sem (B)	195	7347524156						
Khushi gupta	Bba 2nd year	226	6283482753	Present	Present				Present ✓
Tushar Sharma	BBA 4th sem	252	7973582886	Present	Present	Present	Present	Present	Present ✓
Ashu Kumar	BBA 4th sem	208	9888811493	Present	Present	Present	Present	Present	Present ✓
Atul kumar	Bba 4th sem	209	9592029262	Present	Present	Present	Present	Present	Present ✓
Roopam jain ✓	BBA 4th sem	242	8437814854	Present	Present	Present	Present	Present	Present ✓
Samarth Kapoor	BBA 4th sem	246	9855511223	Present	Present	Present	Present	Present	Present ✓
Vishal kumar rana ✓	Bba 4th sem	255	8580618706	Present	Present	Present	Present	Present	Present ✓
Richa Sharma	BBA 4th sem	238	7696159660	Present	Present				Present ✓
Yogya ✓	Mcom. 1st sem	1701	6284726488	Present	Present	Present	Present	Present	Present ✓
parvati ✓	BBA 4th sem	234	9988437663	Present	Present				Present ✓
Harsh nagpal ✓	BBA 4th sem		6284822372	Present	Present	Present	Present	Present	Present ✓
Alok Bhardwaj	Bcom. 1st sem (A)		7347424283						
Sania	Bcom. 2nd sem (B)		7707840557			Present	Present	Present	Present ✓

Mr. Sukhwinder Singh

Mr. Vijay Kumar  
Mr. Suresh Jain

Mr. Sandeep Kumar  
Mr. Vikresh Kumar

Mr. Shambhu  
Mr. Shashi Kumar Sharma  
Mr. Rakesh Gupta  
Mr. Surjit Kumar

Mr. Anand Arora Vikas Arora

Dr. Sandeep Kumar  
Puneet Sharma  
Harish  
Pankaj Kumar  
Rajat Jain

Raj Kumar  
Mr. Dileep Kumar  
Mr. RAVI KUMAR  
Vishender Ramani  
PAWANAGPAL

Alok Kumar

## Report

<b>Activity</b>	-	<b>5 Day Workshop on Communication Skills</b>
<b>Convenor</b>	-	Prof. Pallavi
<b>Date of workshop</b>		<b>March 4, 2024 to March 7, 2024 and March 11, 2024</b>
<b>Venue</b>	-	Shree AtamVallabh Jain College, Ludhiana (Room No.5)
<b>No. of Participants</b>	-	32 students of SAVJC
<b>Objective of the event-</b>		To improve the basic communication skills of the students. To make them confident while presenting themselves. To provide them a platform for extra learning beyond their syllabus.
<b>Organized by</b>	-	<b>Prof. Pallavi and Prof. Ankush</b>

### **About the Workshop -**

The workshop was organised for 5 days under which 32 students actively took participation. The First day of the workshop commenced with and "Introduction Session" during which the students learned how to introduce themselves confidently.

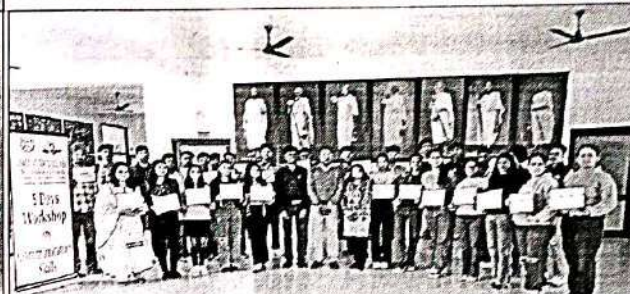
The Second day focused on " Observation, Perception and Description". The students actively participated in various activities aimed at enhancing their ability to observe, react, speak and express themselves. Picture Description was the key component intended to improve their power of observation, perception and description.

The Third day of the workshop emphasized on "How to communicate effectively in various situations". To achieve this, a situation based communication activity was organised. As expected students actively participated in the activity. Each student came forward and expressed their ideas and views on different situations provided by the hosts. They learned how to effectively communicate with someone facing difficult conditions, how to overcome conversational obstacles and the importance of pause, stress and facial expressions in the communication.

The Fourth day focused on " Group Presentation" to improve the presentation skills of the students, being in groups of 4-5 each, they presented themselves on one topic given to each group one by one without breaking the chain of words.


On the final day the students were treated to an illuminating session on "Oration" on the given topics.

The workshop received great admiration from the participants. They were also felicitated with certificates for their active participation.

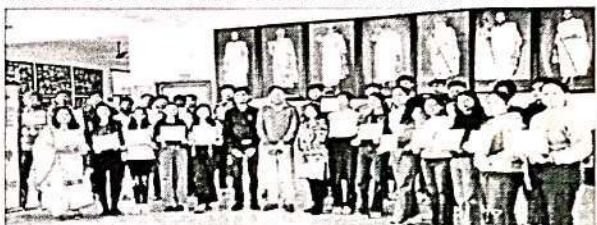


GPS Map Camera

Ludhiana, Punjab, India  
 XR68+26W, Hussainpura, Ludhiana, Punjab 141008, India  
 Lat 30.967549°  
 Long 75.815804°  
 11/03/24 01:47 PM GMT +05:30



श्री आत्म वल्लभ जैन कॉलेज ने संचार कौशल कार्यशाला की मेजबानी की



स्वर्णभूमि राष्ट्रम् नमः।  
 लुधियाना (शान) श्री आत्म वल्लभ जैन कॉलेज ने हाल ही में 'संचार कौशल' पर एक वेबिनर सफल 5 दिवसीय कार्यशाला का आयोजन किया। प्रोफेसर पल्लवी और प्रोफेसर अंकुश के नेतृत्व में कार्यशाला पहिले, अवलोकन, भाषण, निबन्ध, रिश्ते-आधारित संचार और स्मूथ प्रस्तुति जैसे आवश्यक पहलुओं पर केंद्रित थी।

आकर्षक महिलाओं के माध्यम में छात्रों को व्यावहारिक जीवन के परिदृश्यों में अपना आत्मविश्वास बढ़ाने के लिए व्यावहारिक कोशल में लैस किया गया। अंतिम दिन भाषण पर एक ज्ञानवर्धक सत्र आयोजित किया गया, जिसमें प्रतिभागियों को संचार क्षमता और समृद्ध हुई। कार्यशाला को उपस्थित लोगों से प्रशंसा मिली, जिन्होंने इनकी सक्रिय भागीदारी के लिए प्रमाण पत्र

में भी सम्मानित किया गया। कॉलेज की प्रबन्धन समिति के अध्यक्ष कोमल कुमार जैन (एड्युक.) ने समिति के अन्य सदस्यों के साथ कॉलेज के प्रयासों और मेजबानी के सम्बन्ध में सम्मानित की। प्रचारार्थ डॉ. मनीष कुमार ने कार्यशाला के निष्पन्न निष्कर्षों के लिए आयोजकों को हार्दिक धन्यवाद दी और छात्रों को आत्मविश्वास के साथ अपनी संस्कार साज जाय रखने के लिए प्रोत्साहित किया।

### Five-day communication skills workshop for SAVJC students

Shree Atam Vallabh Jain College (SAVJC) recently concluded a five-day workshop on communication skills. Led by Pallavi and Ankush, the workshop focused on essential aspects such as introduction, observation, perception, description, situation-based communication, and group presentation. Through engaging activities, the students were equipped with practical skills to boost their confidence in real-life scenarios. The final day featured an enlightening session on oration, further enriching the participants' communication prowess. The workshop garnered praise from the attendees, who were also awarded certificates for their active involvement.

**List of Students Participated in 5 day Workshop on Communication skills**

Sr. No.	Name	Roll No.
1	Anju	1004
2	Gaurav Sethia	1017
3	Ankit	1005
4	Harish	1021
5	Harshita	1024
6	Khushi Kanojia	1031
7	Mansi Thapar	1038
8	Rakshit Jindal	1049
9	Riya kanojia	1050
10	Taranjeet Singh	1060
11	Dev Verma	1067
12	Sania	1151
13	Kashish Talwar	1028
14	Parkash	1132
15	Piyush	1134
16	Maitree	1036
17	Arshraj Sharma	1009
18	Gaurav Chhabra	1016
19	Harmanpreet singh	1022
20	Simranpreet kaur	1056
21	Sahil Siddiqui	244
22	Akshra	203
23	Saijal Bhasin	245
24	Ravleen kaur	237
25	Harnoor kaur	213
26	Hemant Verma	216
27	Sahil	243
28	Atul	209
29	Ashu	208
30	Kuldeep	229
31	Samarth Kapoor	246
32	Robin Bhardwaj	241



Convenor

  
Principal  
30/09/2022

## 7 Hours Workshop On “Introduction To MS Excel”

### Report

<b>Event:</b>	7- Hours Workshop on Introduction to MS Excel
<b>Organising members:</b>	Prof. Manisha Bhandari and Dr. Geetu Sharma
<b>Date:</b>	7 <sup>th</sup> March,2024 –11 <sup>th</sup> March, 2024
<b>Venue</b>	Computer Lab
<b>No of students participated:</b>	45 students
<b>Eligible students</b>	37 students
<b>Resource Person:</b>	Prof. Manisha Bhandari and Dr. Geetu Sharma

### Objectives

- The workshop primarily focused on building thorough understanding of excels capabilities amongst the students to help them leverage it more effectively in the respective work environments.
- To enable the students to manage structure of information with the help of pivot tables which helped them to effectively keep track of sales lead and invoice reports.
- To provide hands- on- exercises for students (with preloaded worksheets) and to give them the opportunity to practice the MS Excel concepts and techniques.

### Curriculum of the 7hours IT workshop on MS-Excel

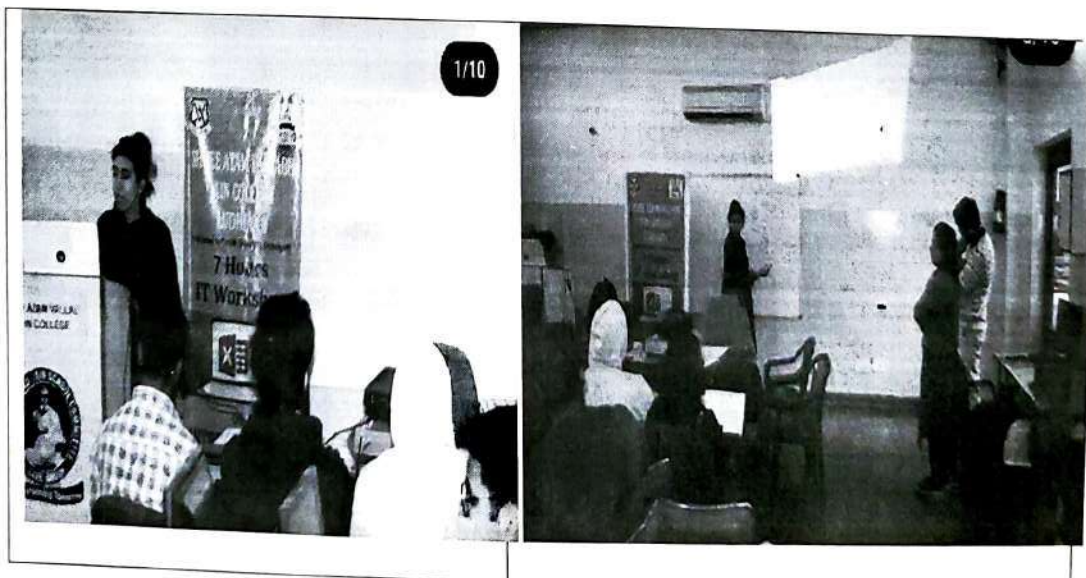
- Introduction to Excel
- Zoom
- Basic Formulas
- Addition, Subtraction, Multiplication, Divide, Square, Power
- Inserting Rows and Columns
- Even ,Odd, Today, Upper, Lower, Proper
- Decimal places, Total, Maximum, Minimum,
- Average, Percentage
- Conditional formatting
- If pass fail
- Multiple if
- Sum if
- Count
- PMT(Per Month)
- V Look Up (Vertical lookup)
- H Look Up( Horizontal lookup) for same name identifying
- Pivot table
- Running Sum
- Rand, Rand between
- Freeze panes

#### **Brief description about the Event:**

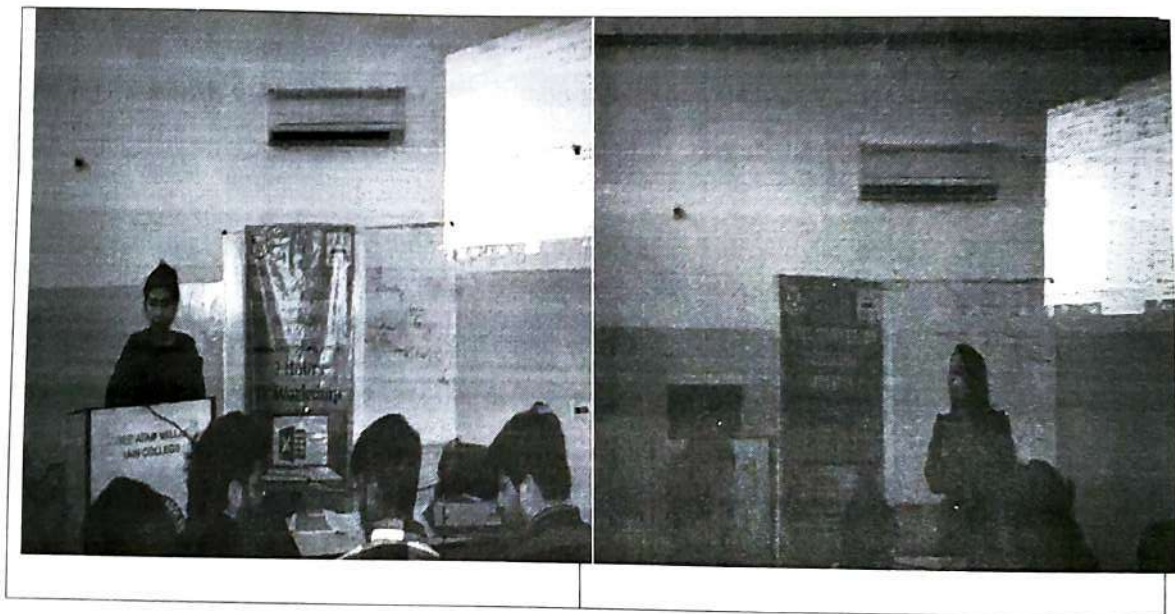
**First session( 2.5 hours)** - Prof.Manisha Bhandari led the first session, providing practical guidance on the basics of MS Excel. The workshop laid a strong foundation beginning from the basics to the advanced level. The workshop included presentations and hands- on-exercises for students(with preloaded worksheets) intended to give them the opportunity to practice the MS Excel concepts and techniques. Key topics included walkthrough through Excel fundamentals, overview of workbooks, worksheets ,cells, ranges settings, formulas, functions, creating worksheets, entering text and numbers, copying and moving cells, zooming in and out, formatting ,working with formulas, using absolute and relative cell references, calculating sum, average and percentage. Dr.Geetu Sharma also help the participants in practical applications of various formulas .Dr. Sandeep Kumar, the Principal



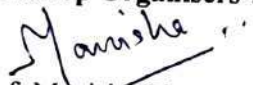
In subsequent two and a half hours of IT workshop titled "Introduction to MS Excel" led by Prof. Manisha Bhandari ,the focus shifted to much advanced topics such as V Lookup, H Lookup, formation and application of pivot tables, conditional formatting (and related tools) ,format tabs, indents, running sum rand ,rand between, len etc. The students explored the functionality of various tools by performing assignments on preloaded worksheets. The workshop enabled the students to manage structure of information with the help of pivot tables which helped them to effectively keep track of sales lead and invoice reports. Dr.Geetu Sharma also helped students in applying MS Excel concepts and techniques.Students were also encouraged to create their own spreadsheets after getting thorough understanding of Excel capabilities to help them leverage it more effectively in their respective work environments.




In last 2 hours of the ongoing IT workshop titled " Introduction to MS Excel" led by Prof. Manisha Bhandari, students learnt the application of various tools and techniques such as freeze panes, hyperlink, signature, header and footer, inserting Text Box, Page size ,views of MS Excel and Smart Art. Students also progressed to the advanced usage of MS Excel formulas such as IF, SUM IF, multiple IF, Count ,PMT, IPMT and PPMT . Students have undergone hands- on- training and practical exercises on MS Excel to help them gain valuable insights and practical skills that can be directly applied in their professional lives .Dr.Geetu Sharma also took one hour of workshop to cover additional topics such as Mean, Median Mode ,quartile deviation, standard deviation, average deviation, percentile, correlation and regression. Dr. Sandeep Kumar, the principal of the college also applauded the painstaking efforts of the teachers as well as students in making this workshop a successful one.



**Workshop Organisers:-**

  
(Prof. Manisha Bhandari)

  
(Dr. Geetu Sharma)

  
Principal



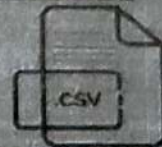
**SHREE ATAM VALLABH JAIN COLLEGE**

*Affiliated to Panjab University, Chandigarh*



**Organises**

**a 7 Hours Workshop**



**on**

**INTRODUCTION TO MS EXCEL**

**FROM 7 MARCH  
ONWARDS**



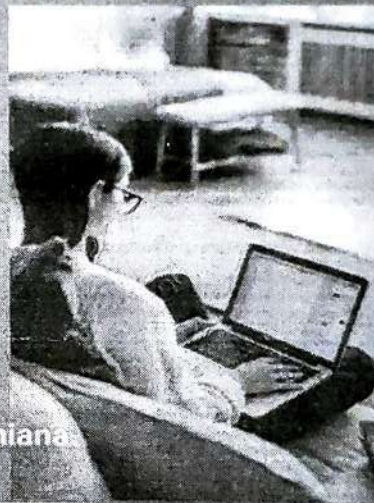
**TOPIC HIGHLIGHTS**

- Formulas And Functions in Excel
- Pivot Tables in Excel
- Data Filtering and Sorting in Excel

**WORKSHOP IS FREE OF  
ANY CHARGES FOR THE  
STUDENTS**

**Shree Atam Vallabh Jain College Ludhiana**

**AT COLLEGE CAMPUS**



**MESSAGE SHREE ATAM VALLABH JAIN COLLEGE LUDHIANA**

Details of tentative expenses of IT Workshop on MS Excel

Sir,

It is to bring to your kind notice that for the purpose of organizing the 7- hours Workshop on MS Excel in month of March 2024, the following necessary arrangements are needed.

Given below are the tentative details of expenses for the same.

Particulars	Amount
Flex	200
Refreshment	100
Total	300

Sir, it is humbly requested to you to kindly approve the above budget if it deems fit to your good self.

The detailed curriculum of the course is attached herewith-

  
Principal

Day JC

70

+

S NO	NAME	ROLL NO.	CLASS	PHONE NO.
1	KHUSHBU SHARMA			
2	RAJNI	1669	B.COM. III B	+91-77430-11802
3	VAIBHAV	1654	B.COM. III B	+91-79868-13562
4	MANAV	1625	B.COM. III B	+91-98555-12545
5	GURPREET	1626	B.COM. III B	+91-98147-20838
6	TASKARAN	1627	B.COM. III B	+91-98153-60113
7	SAHIL	1629	B.COM. III B	+91-76962-62796
8	PUNEET JAIN	1642	B.COM. III B	+91-84779-20603
9	ANOOB JAIN	1614	B.COM. III B	+91-78142-80953
10	RAJ KUNAL KAMAL	1617	B.COM. III B	+91-70098-27257
11	ANSHU SOOD	1661	B.COM. III B	+91-73473-21902
12	VIVEK	1627	B.COM. III B	+91-81968-77721
13	SHIVAM SOOD	1621	B.COM. III B	+91-98788-69952
14	RANUL MALIK	1601	B.COM. III B	+91-75081-39153
15	YUKTI	1619	B.COM. III B	+91-62847-34463
16	NAVEEN	1663	B.COM. III B	+91-88723-40548
17	MUSKAN	1620	B.COM. III B	+91-94640-93499
18	ANANT JAIN	1636	B.COM. III B	+91-96544-84593
19	SHASHANK	1607	B.COM. III B	+91-84377-10446
20	HIMANSHU SHARMA	1602	B.COM. III B	+91-82890-57938
21	Avneesh	623	B.COM. III B	+91-81950-08687
22	Deepak kumar	1536	B.COM. III B	901771972
23	Divyansh saddana	1536	B.COM. III B	814625725
24	Garv	624	B.COM. III B	789492648
25	Gaurav Tanega	1510	B.COM. III B	77723611
26	Gautam jain	1420	B.COM. III B	7696982704
27	Himane gupta	1511	B.COM. III B	6283494430
28	Ishaan			
29	Jass			
30	Mishra	1421	B.COM. III B	9888950153
31	Piyush	1615	B.COM. III B	981490779
32	Saurav Tiwari	1645	B.COM. III B	6239988570
33	Shazad Ali	1534	B.COM. III B	8892000700
34	Shekhar Kumar	1537	B.COM. III B	8433324754
35	Paras	1535	B.COM. III B	6280022722
36	YOGYA	1701	M.COM. I	6284726488
37	Amrithan Rai	1411	B.COM. III B	9855171138
38	Ty. Panchu Bha	1410	B.COM. III B	8194887610
39	Divyansh	1513	B.COM. III B	6283099860
40	Rishi	653	B.COM. III B	8360720766
41	Yash	666	B.COM. III B	951711152
42	Shubham	617	B.COM. III B	623497927
43	Gautam Jain	1533	B.COM. III B	7508231044
44	Nomyal Jain	1532	B.COM. III B	8128858480
45	Karan Sharma	1552	B.COM. III B	8427632650

Day 1 Day 2 Day 3  
 Rajni Kuni Kuni  
 Vaibhav Vaibhav Vaibhav  
 Manav Manav Manav  
 Gurpreet Gurpreet Gurpreet  
 Taskaran Taskaran Taskaran  
 Sahil Sahil Sahil  
 Puneet Jain Puneet Jain Puneet Jain  
 Anoop Jain Anoop Jain Anoop Jain  
 Raj Kunal Kamal Raj Kunal Kamal Raj Kunal Kamal  
 Anshu Sood Anshu Sood Anshu Sood  
 Vivek Vivek Vivek  
 Shivam Sood Shivam Sood Shivam Sood  
 Ranul Malik Ranul Malik Ranul Malik  
 Yukti Yukti Yukti  
 Naveen Naveen Naveen  
 Muskan Muskan Muskan  
 Anant Jain Anant Jain Anant Jain  
 Shashank Shashank Shashank  
 Himanshu Sharma Himanshu Sharma Himanshu Sharma  
 Avneesh Avneesh Avneesh  
 Deepak kumar Deepak kumar Deepak kumar  
 Divyansh saddana Divyansh saddana Divyansh saddana  
 Garv Garv Garv  
 Gaurav Tanega Gaurav Tanega Gaurav Tanega  
 Gautam jain Gautam jain Gautam jain  
 Himane gupta Himane gupta Himane gupta  
 Ishaan Ishaan Ishaan  
 Jass Jass Jass  
 Mishra Mishra Mishra  
 Piyush Piyush Piyush  
 Saurav Tiwari Saurav Tiwari Saurav Tiwari  
 Shazad Ali Shazad Ali Shazad Ali  
 Shekhar Kumar Shekhar Kumar Shekhar Kumar  
 Paras Paras Paras  
 YOGYA YOGYA YOGYA  
 Amrithan Rai Amrithan Rai Amrithan Rai  
 Ty. Panchu Bha Ty. Panchu Bha Ty. Panchu Bha  
 Divyansh Divyansh Divyansh  
 Rishi Rishi Rishi  
 Yash Yash Yash  
 Shubham Shubham Shubham  
 Gautam Jain Gautam Jain Gautam Jain  
 Nomyal Jain Nomyal Jain Nomyal Jain  
 Karan Sharma Karan Sharma Karan Sharma

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## IT workshop on 'Intro to MS- Excel' held



Shree Atam Vallabh Jain College conducted an IT workshop on 'Introduction to MS- Excel'. Led by Manisha Bhandari and Geetu Sharma, The objective was to apprise students of the usage of various excel tools. Students explored the functionality of various MS excel tools and were provided hands- on training. Principal Sandeep Kumar lauded the efforts of the teachers.

## श्री आत्म वल्लभ जैन कॉलेज में आईटी कार्यशाला का आयोजन

स्वर्णभूमि टाइम्स न्यूज, लुधियाना (शान): श्री आत्म वल्लभ जैन कॉलेज, लुधियाना में "एमएस एक्सेल का परिचय" शीर्षक पर 7 घंटे की आईटी कार्यशाला का आयोजन किया गया। डॉ. गीतू शर्मा एवं प्रोफेसर मनीषा भंडारी ने एमएस एक्सेल की बुनियादी बातों की जानकारी दी। कार्यशाला में छात्रों के लिए प्रस्तुतिकरण और व्यावहारिक अभ्यास शामिल थे, जिसका



उद्देश्य उन्हें एमएस एक्सेल तकनीकों का अभ्यास करवाना था। कॉलेज के प्राचार्य डॉ. संदीप कुमार ने छात्रों को अपने करियर और विकास के लिए उन्नत एक्सेल के उपयोग पर कौशल सीखने के लिए प्रेरित किया। छात्रों को एक्सेल के बुनियादी सिद्धांतों, सेटिंग्स फॉर्मूलों, कार्य पत्रक बनाना, पाठ और संख्याओं को दर्ज करना, जूम इन और आउट करना, फॉर्मेट करना, सूत्रों के साथ काम करना, निरपेक्ष और सापेक्ष सेल संदर्भों का उपयोग करना, योग, औसत और प्रतिशत, वर्गमूल, शक्ति आदि की गणना करना से अवगत कराया गया। फोकस वी लुक अप, एच लुक अप, पिवट टेबल के गठन और अनुप्रयोग जैसे उन्नत विषयों पर छात्रों को एक्सेल क्षमताओं की पूरी समझ प्राप्त करने के बाद अपनी स्वयं की स्प्रेड शीट बनाने के लिए भी प्रोत्साहित किया गया ताकि उन्हें भविष्य में भी इस्तेमाल कर सकें। कॉलेज समिति के अध्यक्ष कोमल कुमार जैन (ड्यूक), अन्य समिति के सदस्यों एवं प्रिंसिपल डा. संदीप कुमार ने कहा कि यह कार्यशाला विद्यार्थियों के व्यक्तित्व निर्माण के लिए बहुत उपयोगी है। उन्होंने छात्रों को अपने करियर और विकास के लिए एक्सेल को सीखने के लिए प्रेरित किया।

## **Report of 5 Day Workshop on “Upskill Knowledge on Financial Reporting Practices”**

<b>Session:</b>	2023-2024
<b>Event Name:</b>	5 Day Workshop on “Upskill Knowledge on Financial Reporting Practices.
<b>Organizing by:</b>	Dr. Charanjit Kaur (Convener) CA Ashish Jindal (Resource Person) CA Avneet Singh (Resource Person) CA Sanjeev Singla (Resource Person)
<b>Date:</b>	21.03.2024 to 28.03.2024
<b>Time:</b>	11:00 am
<b>No of participants:</b>	57 (40 Students,1 teacher, 3 Resource Person)
<b>Venue:</b>	College Campus

### **Objectives of the Event:**

1. To equip Participants with the participants with the knowledge and understanding the contents of basic financial reports so that they can link their role in the organization with financial results of the business
2. To equip participants with skills to analyze the financial statements by using various financial analysis techniques.
3. To provide knowledge about the key principles of conceptual framework for financial reporting and the disclosure requirements for organizations in financial reports and notes.
4. To provide participants with a deeper understanding of financial reporting standards, frameworks, and best practices. This includes updates on recent developments and regulations in financial reporting.
5. To educate participants about the implications of International Financial Reporting Standards (IFRS), Generally Accepted Accounting Principles (GAAP), AS, Ind AS, and how to adhere to them effectively.
6. Support the professional growth of participants by providing them with valuable skills and knowledge that can enhance their career prospects in finance, accounting, auditing, or related fields.

**About the event:**







A five-day workshop titled "Upskill Knowledge on Financial Reporting Practices." is being organized at Shree Atam Vallabh Jain College Ludhiana. The workshop dedicated to enhance knowledge on Financial Reporting Practices, by Dr. Charanjit Kaur, CA Ashish Jindal, CA Avneet Singh and CA Sanjeev Singla providing attendees with a comprehensive understanding of various facets within financial reporting.

### **Contents of the Workshop are**

- Understanding Accounting Standards
- Analysis of Financial Statements
- Utilization of Financial Reports in Decision Making by Stakeholders
- Exploring Various Aspects of Forensic Audit
- Insights into IFRS (International Financial Reporting Standards)
- Examination of Contemporary GAAPs (Generally Accepted Accounting Principles) Across the Globe
- Challenges and Issues in Conversion
- Disclosure Requirements and Compliance
- Addressing Issues in Corporate Reporting at the National Level
- Understanding Annual Reports and Companies Act 2013 Requirements for Financial Disclosure

Dr. Charanjit Kaur, navigated through the established accounting practices, Ind AS, US GAAP, IASB, Conceptual framework of financial reporting, financial statements, Regulatory framework of corporate financial reporting in India, shedding light on the evolving landscape and its implications for businesses and stakeholders. Participants delved into the different types of financial reporting, gaining valuable insights into the intricacies of financial statements and disclosures.

CA Ashish Jindal enriched the learning experience of our participants, by offering them invaluable guidance on the formation of accounting standards, providing attendees with clarity on compliance and best practices, with a focus on forensic audit, a critical aspect in today's financial ecosystem, equipping them with the necessary tools to identify irregularities and mitigate risks effectively.

CA Avneet Singh provides guidance to the participants about Ind AS, Disclosure requirements under IFRS mandated by IFRS, Issues and Challenges in Conversion from Local GAAP to IFRS.

CA Sanjeev Singla provides comprehensive overview of financial statements, covering key components such as the income statement, balance sheet, cash flow statement and financial ratios such as profitability ratios, liquidity ratios, and leverage ratios, demonstrating how they can offer valuable insights into different aspects of a company's operations and financial standing.

The President of the college management committee, Sh. Komal Kumar Jain (Duke), along with other committee members, expressed appreciation for the workshop's quality and relevance. Principal Dr. Sandeep Kumar also commended the initiative, recognizing its value in advancing students' knowledge and skills in financial reporting practices.

#### Annexture

Sr. No	Name	Roll No	Class	Section
1	Dipanshu	1410	B.Com 3rd Year	M.B
2	Anubhav Rai	1411	B.Com 3rd Year	M.B
3	Gautam Jain	1420	B.Com 3rd Year	M.B
4	Misha	1421	B.Com 3rd Year	M.B
5	Prinkle	1501	B.Com 3rd Year	A
6	Sarthak	1526	B.Com 3rd Year	A
7	Vansh	1528	B.Com 3rd Year	A
8	Gautam thakur	1529	B.Com 3rd Year	A
9	Shruti	1546	B.Com 3rd Year	A
10	Vanshika Ahuja	1548	B.Com 3rd Year	A
11	Mansi	1561	B.Com 3rd Year	A
12	Shivam Sood	1601	B.Com 3rd Year	B
13	Shashank	1602	B.Com 3rd Year	B
14	Vasu Jain	1606	B.Com 3rd Year	B

15	Anant Jain	1607	B.Com 3rd Year	B
16	Mani	1608	B.Com 3rd Year	B
17	Sapandeep Kaur	1611	B.Com 3rd Year	B
18	Dhruv Jain	1612	B.Com 3rd Year	B
19	Puneet Jain	1614	B.Com 3rd Year	B
20	Piyush Jain	1615	B.Com 3rd Year	B
21	Anoop Jain	1617	B.Com 3rd Year	B
22	Rahul Malik	1619	B.Com 3rd Year	B
23	Naveen	1620	B.Com 3rd Year	B
24	Eshita Srivastava	1623	B.Com 3rd Year	B
25	Vaibhav Chanana	1625	B.Com 3rd Year	B
26	Manav Arora	1626	B.Com 3rd Year	B
27	Ishita Pathak	1628	B.Com 3rd Year	B
28	Jaskaran Singh	1629	B.Com 3rd Year	B
29	Vandana	1633	B.Com 3rd Year	B
30	Himanshu Sharma	1634	B.Com 3rd Year	B
31	Bhavya Jain	1635	B.Com 3rd Year	B
32	Muskan	1636	B.Com 3rd Year	B
33	Vicky Kumar	1641	B.Com 3rd Year	B
34	Saurav Tiwari	1645	B.Com 3rd Year	B
35	Dharminder Pal	1652	B.Com 3rd Year	B
36	Rajni	1654	B.Com 3rd Year	B
37	Raj Kamal	1661	B.Com 3rd Year	B
38	Yukti	1663	B.Com 3rd Year	B
39	Lakhdeep	1664	B.Com 3rd Year	B
40	Aryan Mehta	1665	B.Com 3rd Year	A

**Convener**

**Principal**

### Report of 6 Day Finishing School Program

Activity	-	6 Day Finishing School Program
Dates	-	12 <sup>th</sup> April to 20 <sup>th</sup> April 2024
Organising Committee	-	Industry Institute Interface & Placement Cell Dr. Sandeep K. Bansal( Convenor) Ms. Preeti - Member Dr. Kiranpreet Kaur - Member
Venue	-	Conference Hall
Time	-	10-00 am to 2-00 pm daily

Objective of the event : To make aware the students about different career opportunities after graduation. To prepare students for interview and developing leadership qualities, teamwork abilities, and effective management skills to lead and work within teams. Boosting self-confidence and self-esteem to tackle challenges and pursue opportunities with conviction. Providing guidance on resume writing, job interview preparation, and career planning to support successful career advancement.

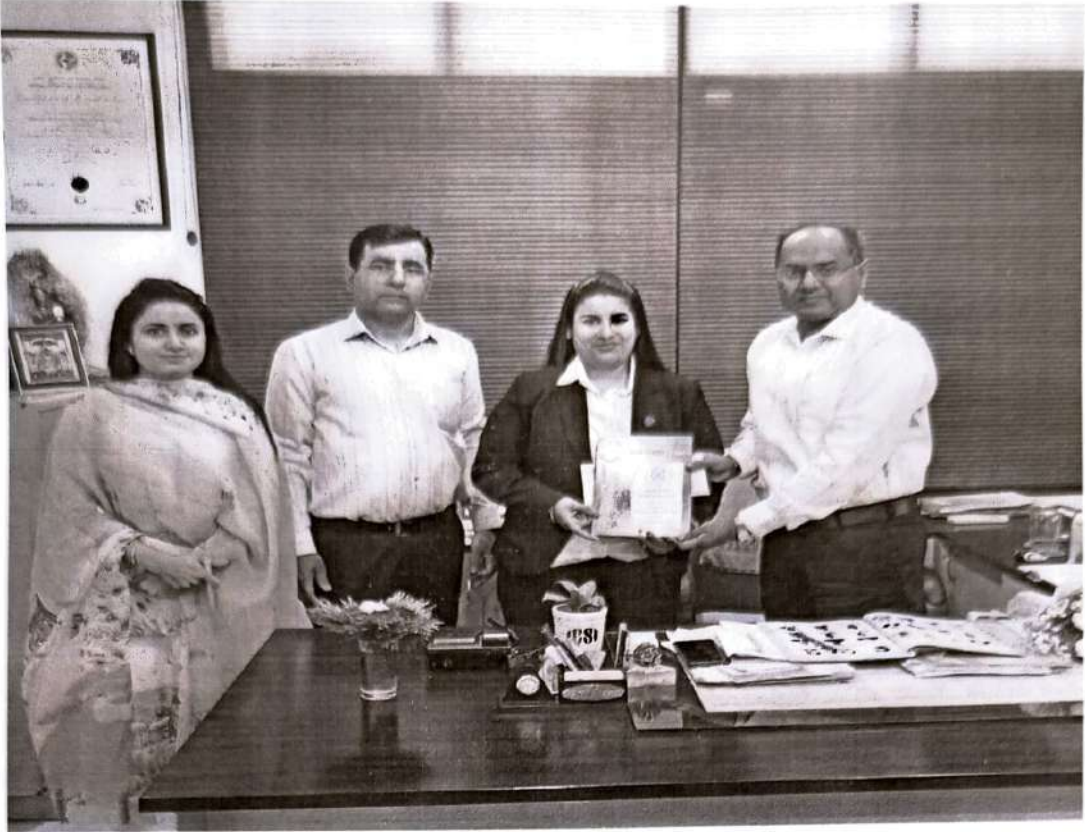
#### Brief description about the event

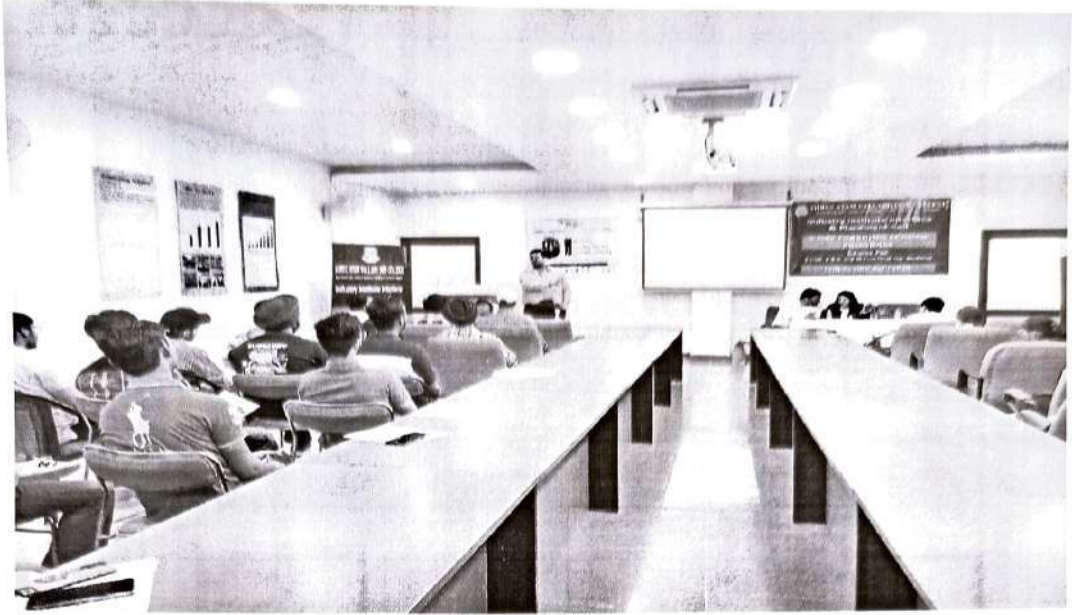
The finishing school program was organized by Industry Institute Interface & Placement Cell with the primary objective to provide students with access to job openings, internships, and other career-related opportunities that align with their skills, interests, and academic background. Offering career counselling, guidance, and support to students in exploring career options, identifying their strengths, and preparing for the job market. The main idea behind this finishing school program is to minimise the gap between industry expectations and the expectations of students from industry. The day wise details are as follows :

#### Day 1

##### Career Opportunities for students

CS Mahak Jain, CS Ankur Gabba, CS Sumit Bhojwani from the Ludhiana Chapter of NIRC of ICSI shared various opportunities of CS for the students after graduation. CS professionals play a crucial role in ensuring that companies comply with legal and regulatory requirements related to corporate governance. They advise boards of directors on matters such as corporate governance best practices, compliance with laws and regulations, and ethical standards. CS professionals provide corporate secretarial services to companies, including maintaining statutory registers and records, filing statutory returns with regulatory authorities, convening board and shareholder meetings, and ensuring compliance with corporate governance requirements. So they motivate the students to prepare their career in the field of company secretary.



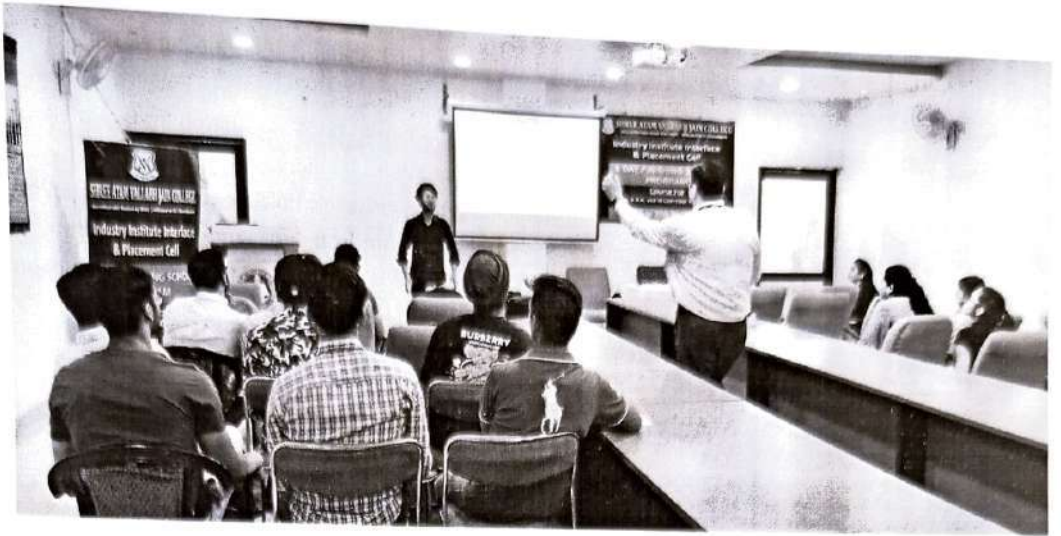


## Day 2

### Resume Writing & Interviews

Resume is often the first impression you make on a potential employer. A well-crafted resume can capture their attention and encourage them to consider you for the position. resume provides a snapshot of your skills, experiences, achievements, and qualifications relevant to the job you're applying for. It highlights what you can bring to the table and why you're a strong candidate. Dr. Kapil Aggarwal guided the students how to prepare an effective resume and also give the tips of interview. Dr. Aggarwal has also discussed the most commonly asked interview questions.





### Day 3

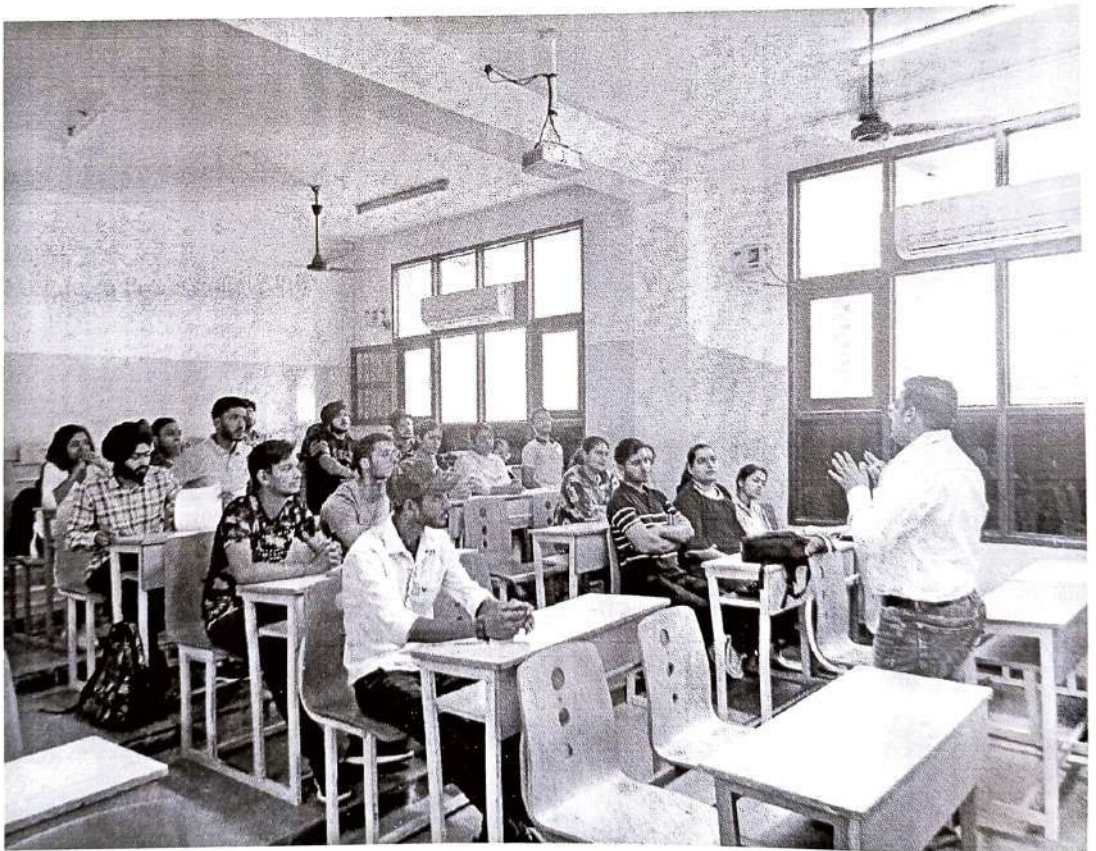
#### Financial Awareness

Financial awareness is a crucial skill for commerce graduates as they often pursue careers in fields such as accounting, finance, banking, investment, and business management. Here are some key aspects of financial awareness that commerce graduates should possess. Commerce graduates should have a solid understanding of fundamental financial concepts such as accounting principles, financial statements, budgeting, taxation, and financial analysis. Advocate Sourav Jain Alumni of our college shared his views regarding financial awareness regarding banking, investment of money at early age and how the students start their career as financial advisor.



In the second session of the day 3 CA Nitin Jain share his views how the students choose their career as a chartered Accountant and the procedure to enroll as a student of Chartered

Accountant Institute. He has also discussed with students about the various career opportunities for a Chartered Accountant



Day 4  
Lecture on Professional Skills

On the fourth day of the activity a lecture on Professional Skills was delivered by Ms Sakshi Kapila. In her lecture she has discussed with students regarding professional skills required to get a good job. She has also discussed regarding professional communications skills. Professional communication refers to the exchange of information, ideas, and messages in a formal or business setting with the aim of achieving specific objectives. So she has given tips how to improve professional skills.



#### Day 5

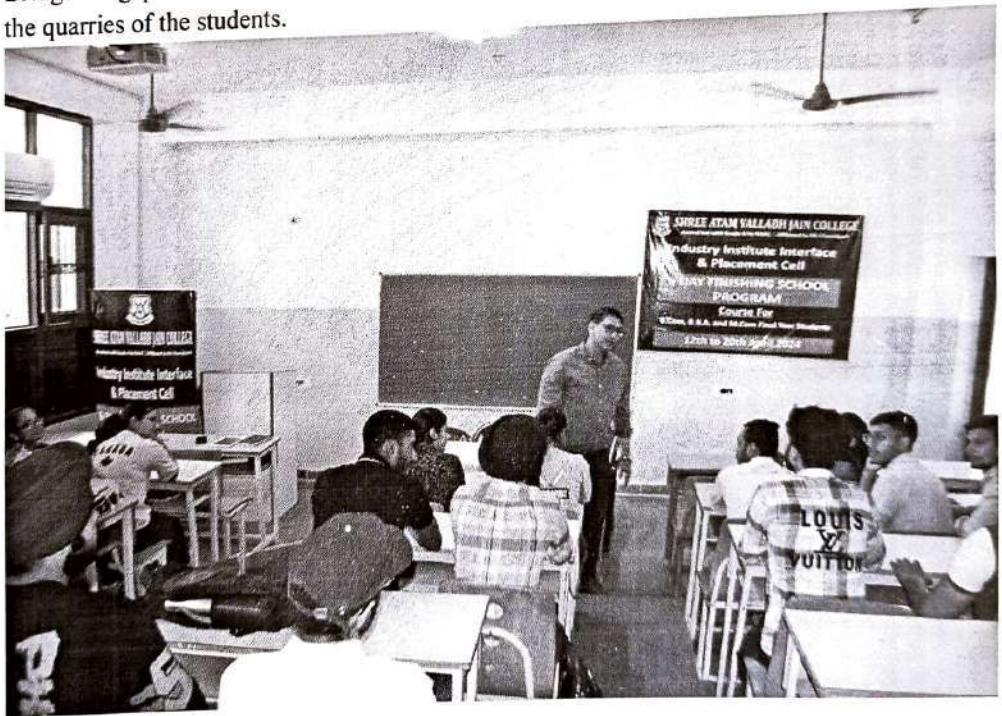
##### Mock Interviews

On the fifth day of the activity mock interviews were conducted of the students by a panel of teachers. Students were asked questions by the panel after that all the weak points and shortcomings of the students were discussed with them. Then panel also guide the students how they can improve their shortcomings in the final interviews.




Day 6

On the sixth day of the activity Mr. Amanddpesingh from Duke Fashiion India Ltd. and Dr. Deepak Jain Assistant Vice President from Avon Cycles Ltd. guided the students how to Bridge the gap between Industry and the Academia. After the session they have also handled the quarries of the students.







  
**SHREE ATAM VALLABH JAIN COLLEGE**  
Accredited with Grade A by NAAC | Affiliated to PU Chandigarh

**Industry Institute Interface  
& Placement Cell**  
organise

**6 DAY FINISHING SCHOOL  
PROGRAM**

Course for  
B.Com, BBA, and M.Com Final Year  
students

12th to 20th April 2024

## श्री आत्म वल्लभ जैन कॉलेज में फिनिशिंग स्कूल कार्यक्रम का आयोजन



स्वर्णभूमि टाइम्स न्यूज, लुधियाना (शान): श्री आत्म वल्लभ जैन कॉलेज के उद्योग संस्थान और प्लेसमेंट सेल द्वारा बी. कॉम और बीबीए के अंतिम वर्ष के छात्रों के लिए फिनिशिंग स्कूल कार्यक्रम का आयोजन किया गया। डॉ. संदीप बंसल एवं प्रोफेसर प्रीति एवं के नेतृत्व में इस 6 दिवसीय कार्यक्रम को आयोजित करने का उद्देश्य उद्योग की अपेक्षाओं और नए ग्रेजुएट के बीच के अंतर को कम करना था। कार्यक्रम में लुधियाना चैप्टर के एनआईआरसी

के आईसीएमआई से अंकुर गावा, सुमित भोजवानी और महक जैन और योए नितिन जैन ने 'करियर के अवसरों' पर मूल्यवान अंतर्दृष्टि यात्रा की। एडवोकेट योए अहूजा ने 'वित्तीय जागरूकता' पर बहुमूल्य ज्ञान प्रदान किया। जबकि याशी कफिला ने आवश्यक व्यावसायिक कौशल मार्गदर्शन प्रदान किया और आमनदीप ने 'औद्योगिक कार्य संस्कृति और नैतिक मूल्यों' पर विचार-विमर्श किया। लवली प्रोफेशनल यूनिवर्सिटी के प्रो. कर्पल यी. अग्रवाल ने 'रिज्यूमे कैसे तैयार करें' विषय पर एक ज्ञानवर्धक सत्र दिया। कार्यक्रम का मुख्य अतिथि एवन सहकिस्य लिमिटेड के सहायक उपाध्यक्ष डॉ. दीपक जैन के नेतृत्व में 'उद्योग और शिक्षा के बीच अंतर' विषय पर एक फेसल चर्चा थी, जिसमें उपस्थित छात्रों की महत्वपूर्ण संचि देखी गई। इस कार्यक्रम के दौरान ग्रुप डिस्कशन, पोप्योटी प्रस्तुति और गोक इंटरव्यू भी आयोजित किए गए कॉलेज मैनेजिंग समिति के प्रधान कोमल जैन (इयूक), मैनेजिंग कमिटी के अन्य सदस्यों एवं प्रिंसिपल डॉ संदीप कुमार ने रिस्पॉंस पर्सन का धन्यवाद किया और विद्यार्थियों को संबोधित करते हुए कहा कि वे अपने सपनों की दिशा में आत्मविश्वास के साथ आगे बढ़ें।

Convener

Principal

**REPORT**  
**OF**  
**SHORT TERM VALUE ADDED COURSE: DIGITAL MARKETING**

<b>Short Term Value added course</b>	Digital Marketing
<b>Convener</b>	Ms. Avriti
<b>Member</b>	Dr. Rishu Jain
<b>Date</b>	4 <sup>th</sup> September, 2023 to 3 <sup>rd</sup> October, 2023
<b>Time</b>	1:50 PM
<b>Venue</b>	Computer Lab
<b>No. of Participants</b>	53
<b>Name of Resource Person</b>	Mr. Viraj Jain

**Objectives of the course:** The digital marketing course is specially initiated in the institution to help the students in understanding the basics as well as practical aspects of Digital Marketing, so that they can use the practical knowledge and skills so obtained through the course for their own business marketing and for vocational purpose as well. The course also helped the college to market its students well in the industry.

Also, the college provides cost-effective programs accessible to a wider range of students, including those who may have budget constraints or time limitations. Also, the course offer flexibility in terms of scheduling, making it easier for students to balance their studies with other commitments such as work or family responsibilities.

Short-term courses are designed to deliver focused and practical skills within a short timeframe. The short-term courses emphasize hands-on learning, providing students with practical experience in implementing digital marketing strategies. This can include working on real-world projects, case studies, and using industry-standard tools. Further this leads to the holistic

development of the students of the college and preparing them for the dynamic and rapidly evolving field of digital marketing. Certification provided to the students is a tangible credential to showcase on a resume, signaling to employers that the student has acquired specific skills in digital marketing.

### **DURATION**

The duration of the course was 30 hours and the classes took place within the college campus at the computer laboratory so as to enable the students to use computers for hands on practice.

### **Course Content and Syllabus**

The course was designed keeping in mind the insights of industry demand and accordingly the syllabus of the course included the following contents:

Topic 1- Digital Marketing Framework

Topic 2- Landing Page

Topic 3- Content Writing

Topic 4- Search Engine Optimization, Google Search Console

Topic 5- Google Ads

Topic 6- Meta Framework

Topic 7- Social Media Marketing

### **FEE STRUCTURE**

A fee of Rs.1000 was charged from each student as the course was self-financed and this helped to cover up the cost incurred in the smooth running of the course. Moreover, the fund collected was used for paying of honorarium to the resource persons for their professional and technical training provided to the students.

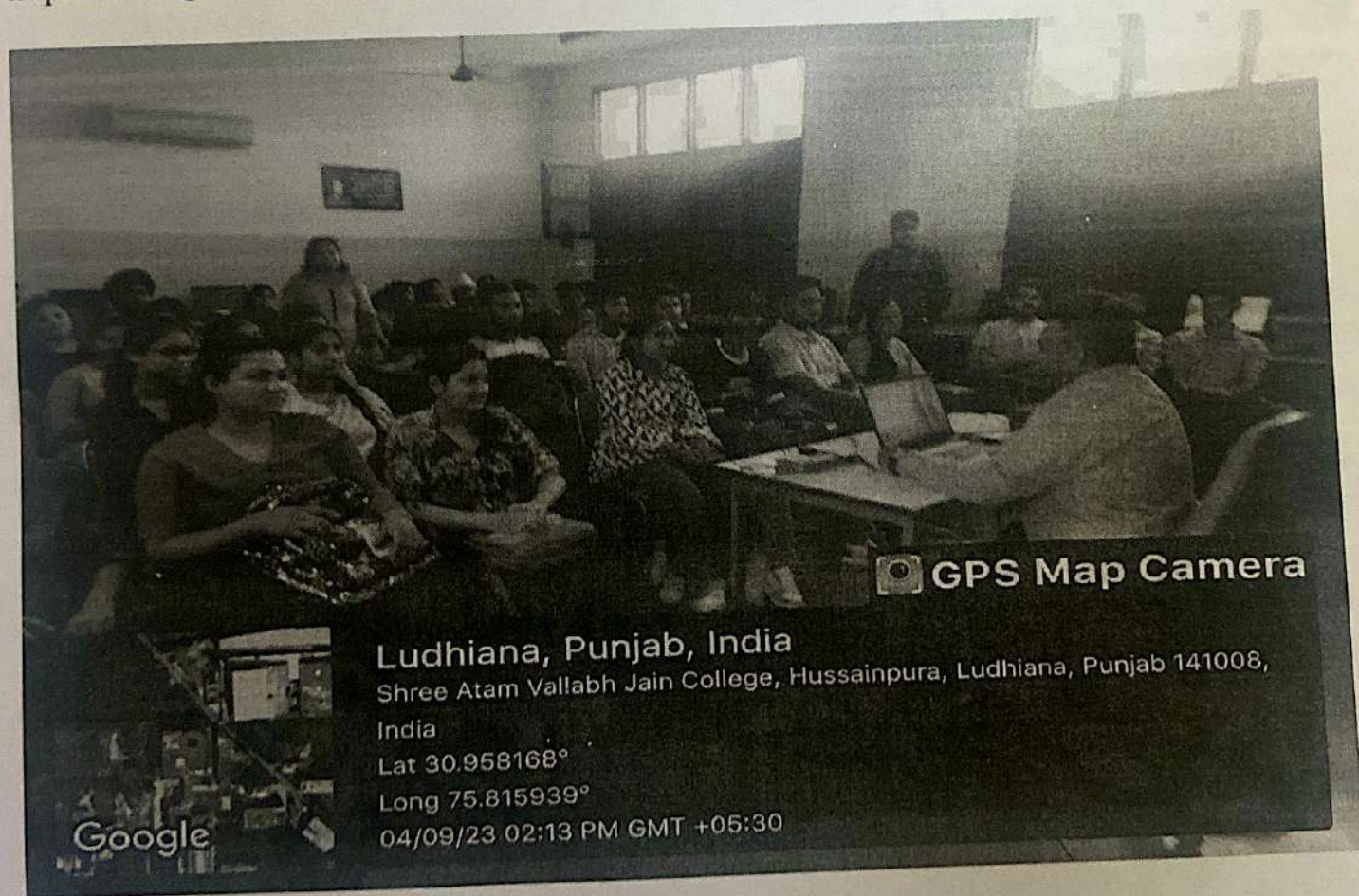
### **PARTICIPATING STUDENTS**

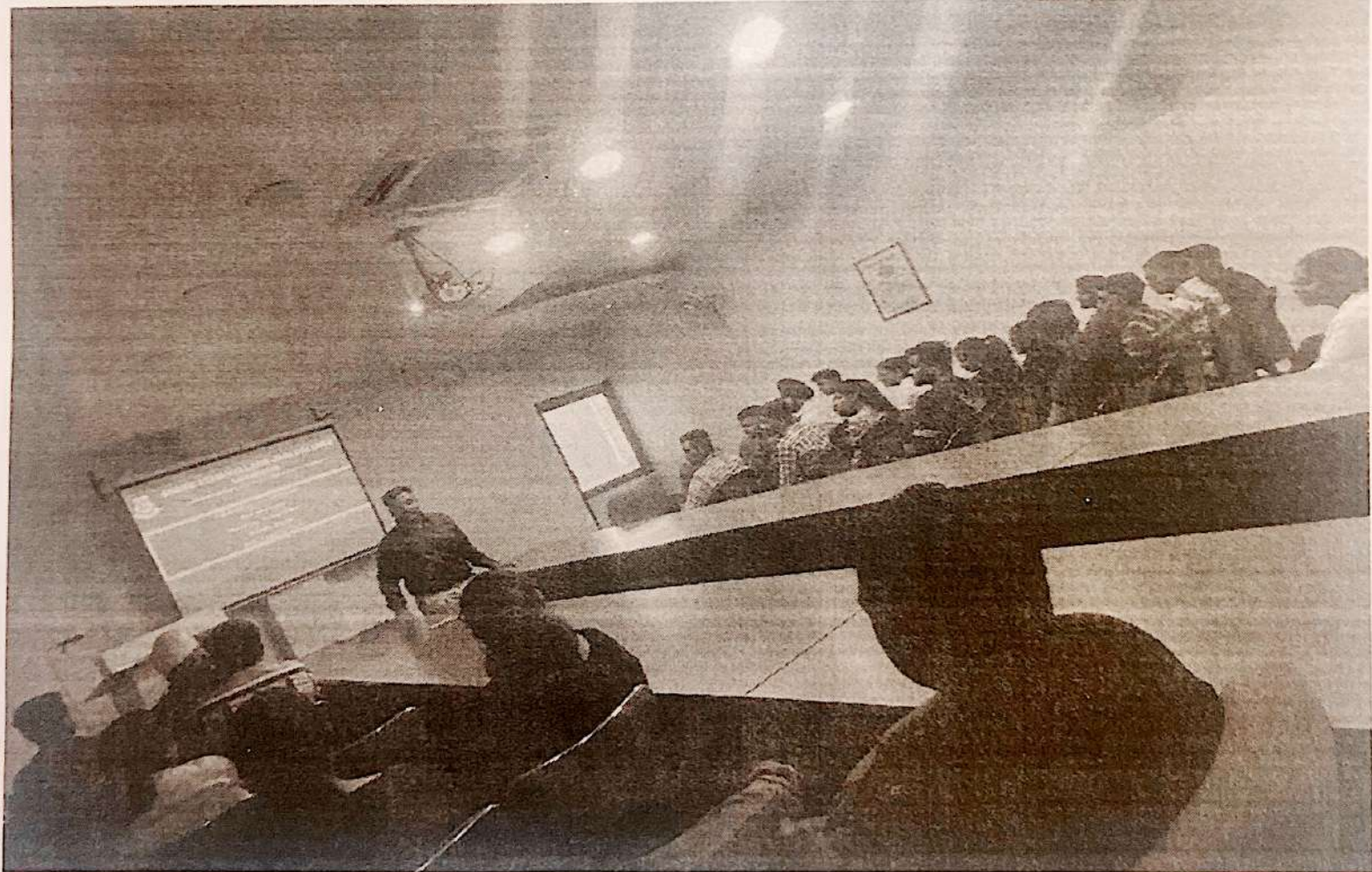
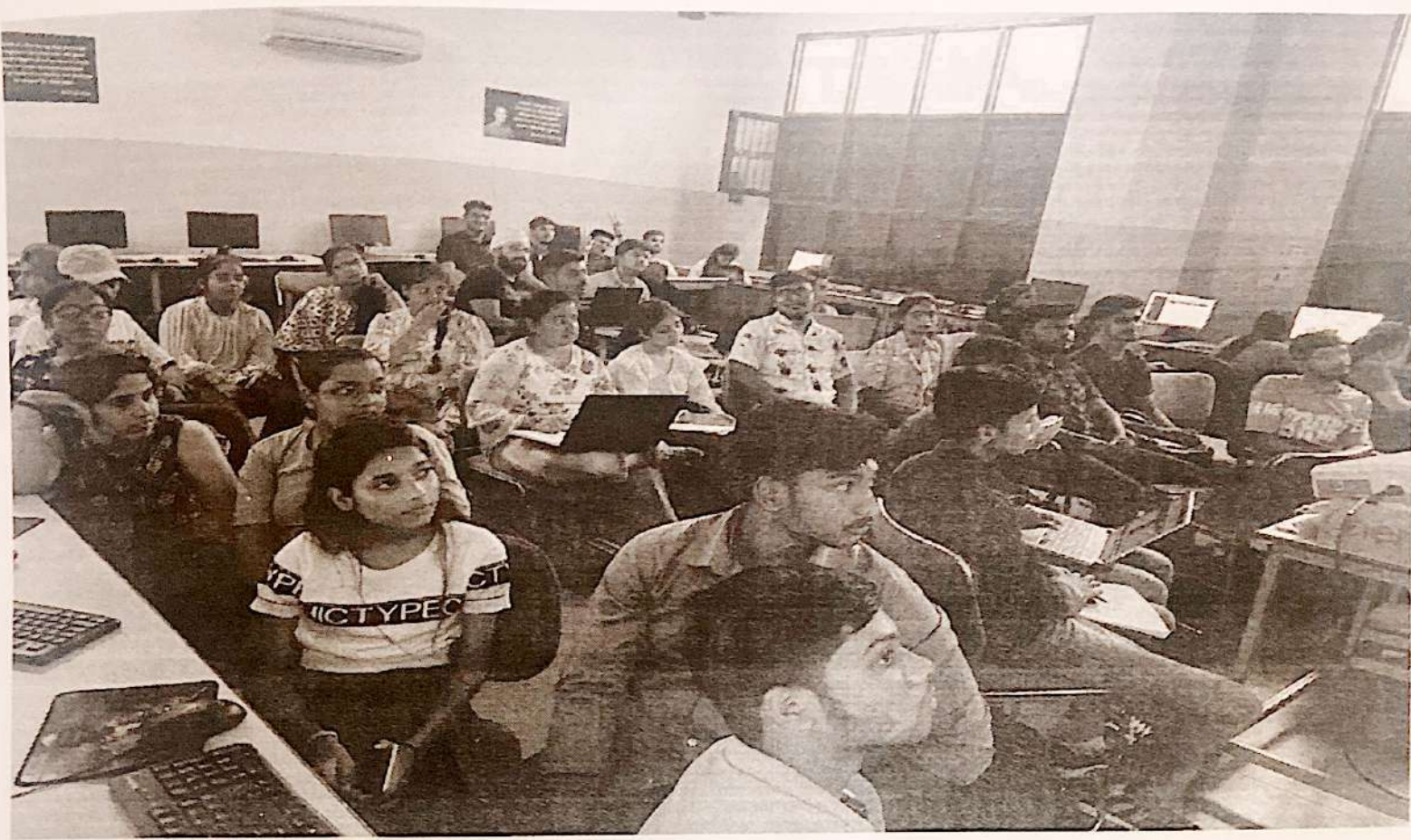
The course aimed to nurture students of B.Com I, II, III and B.BA I, II, III in order to provide them opportunity to enhance their skills and knowledge.

### **List of Students Enrolled in Value Added Course**

### **About the Event**

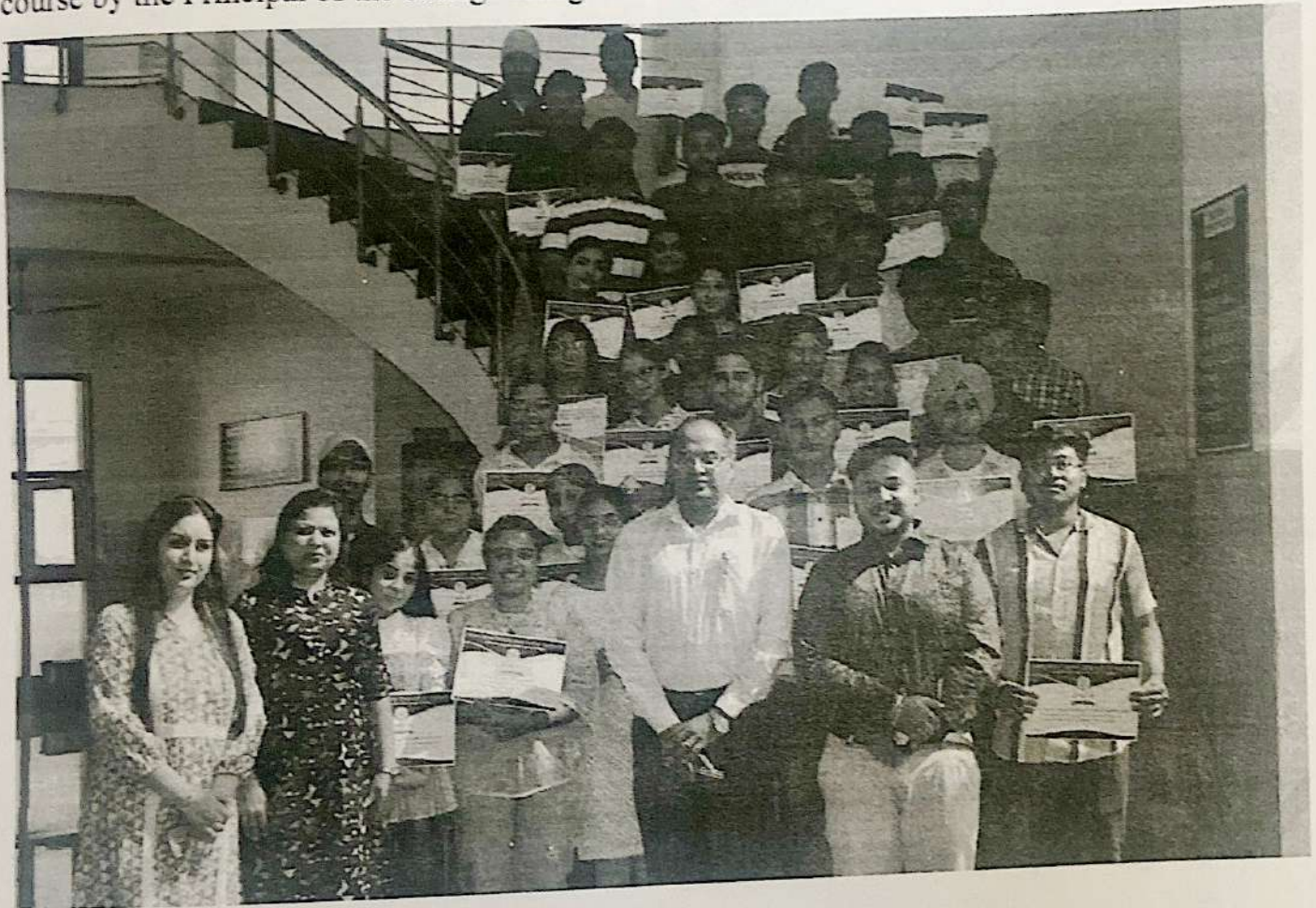
The 'Committee on Value Added Courses' of the college successfully conducted a Value Added Course on DIGITAL MARKETING from 6th March to 31st March to give practical exposure to the students regarding use of Digital Marketing tools. Digital marketing course in college is designed in collaboration with industry and technical expert, ensuring that the curriculum is up-to-date and aligned with current industry trends and best practices. Resource Person, Mr. Viraj Jain, Digital Marketing Expert, conducted this 30 hours course in which 53 students participated. Students were given insights and practical hands on to Digital Marketing Framework, Landing Page Design, Content Writing, Search Engine Optimization, Google Search Console, Google Ads, Meta Framework, Blog Writing etc. The sessions were interactive and the resource person was always ready to answer the queries of the students. The course was designed to enable the students either start practicing and evolving in the profession of digital marketing or start implementing it in their own business.

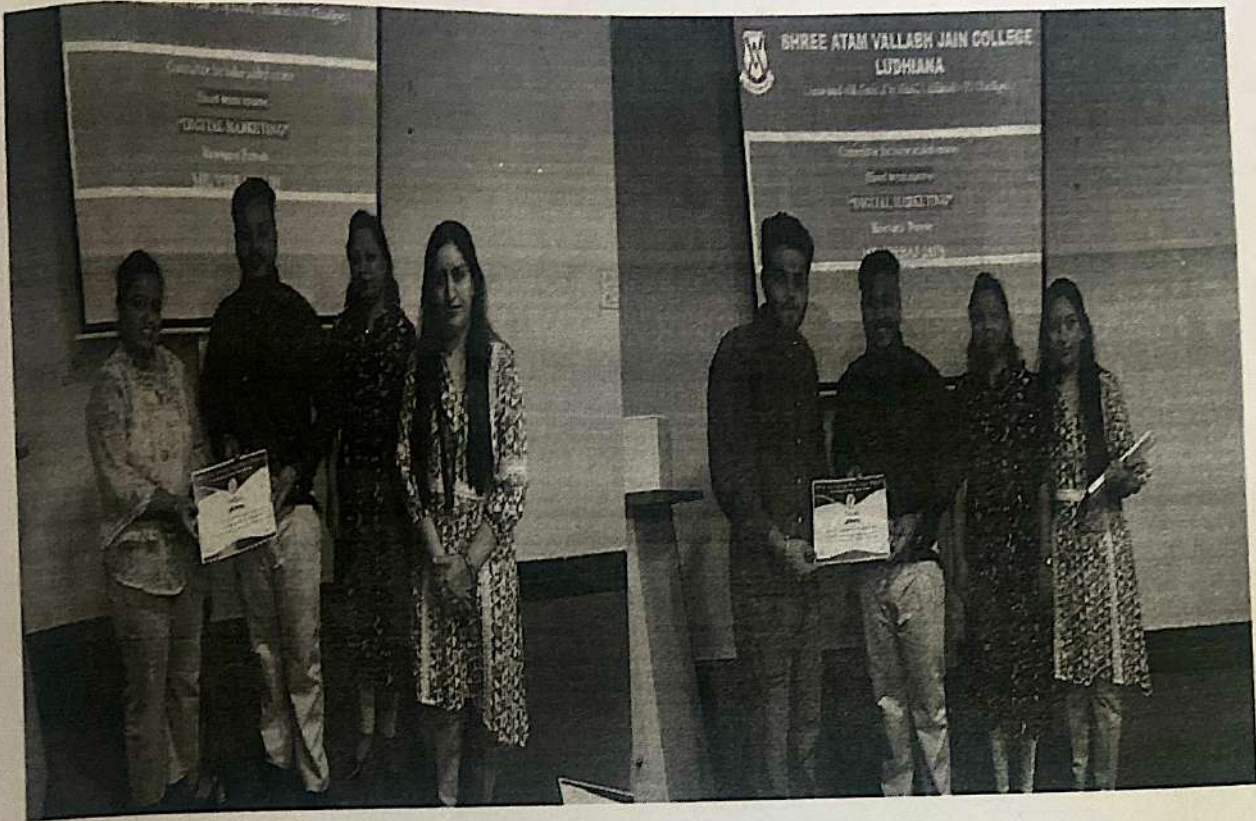




## **CERTIFICATE FOR THE PARTICIPANTS**

The students successfully completed the course and were given certificate of course completion and their efforts were appreciated by the Principal of college Dr. Sandeep Kumar. The Principal Dr. Sandeep Kumar also congratulated the participants and motivated them for participation in these kinds of courses in future too. He appreciated the vigorous efforts of all members of organizing committee for organizing such a successful and practical based course for the students. Certificates were awarded to all the participants for successful completion of the course by the Principal of the college along with the staff members.





### Vote of thanks

Principal, Dr. Sandeep Kumar, expressed his gratitude towards the resource person and awarded him the certificate for their valuable guidance and for providing encouragement to students at every point of time.

*Aviti Tangri*  
Convenor

Prof. Aviti Tangri

*Sandeep Kumar*  
Principal

# List of students for Digital Marketing Course

For  
Certification

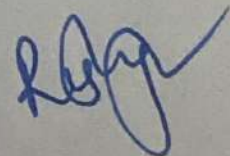
September  
2023

(Session  
2023-24)

Name	Father's Name	Class
Aditya Vig	Rakesh Vig	B.Com I year
Jai Gopal	Surinder kumar	B.Com II year
Abhinav khanna	Nitin khanna	BBA I year
Navya jain	Avnish jain	BBA I year
Gaurav Bhardwaj	Inderjeet Kumar	B.Com II Year
Parv Jain	Neeraj Jain	B.Com I year
Lovish	Ram kumar	B.Com I year
Prithviraj Jena	Debraj jena	B.Com I year
Vanshika Sareen	Rishi Sareen	B.Com I year
Shreya Goyal	Mr. Vikas Goyal	B.Com I year
Drishti Chamola	Mr. Kailash Chander	B.Com I year
Svyam Jain	Vikrant jain	BBA I year
Bimlesh Kumar	Sant Ram	B.Com I year
Prabhjeet Singh Ch	Ravinder singh	B.Com III year
Roshni Ansari	Mr. Anish Ansari	B.Com I year
Kushal Sehgal	Surinder kumar	B.Com I year
Bhavya Ahuja	Mr parmmod kumar ahuja	BBA I year
Ronit Bhowmick	Shyamal bhowmick	BBA III year
Tamanna	Jaisingh	BBA I year
Japsahaj Singh	Thanedar bedi	B.Com I year
Himanshu	Tarvinder kumar	B.Com I year
Maulik Loomba	Deepak Loomba	BBA I year
Surmani	S. Iqbal singh	BBA I year
Nikhil Mittal	Mr pawan kumar	BBA I year
Namya Jain	Vikas jain	B.Com III year
Megha Arora	Sandeep Arora	M.Com II year
Richa Sharma	Shashi kumar sharma	BBA I year
Tushar Singla	Mangat Ram	BBA I year
Aalima	Mohd Sadiq	B.Com III year
Galaxy Jain	Gagandeep jain	B.Com III year
Garv Kumar	Rajnish Kumar talwar	B.Com I year
Shruti Verma	Suraj Verma	BBA I year
Raman Yadav	Jamuna Yadav	BBA I year
Tarun Soni	Vimal Soni	BBA I year
Navdeep Singh	Kulbeer singh	B.Com I year

Gautam Sharma	Ghanshyam Sharma	B.Com III year
Harshit Saini	Kailash chandra saini	BBA I year
Divya Jain	Sanjeev jain	M.Com II year
Japan Jot Singh	Hardev Singh	BBA I year
Manan Jain	Jaininder Jain	BBA I year
Aayushi Jain	Mr.Rajnish jain	B.Com I year
Ashmeet	Mr Ramesh Kumar	BBA II year
Sarthak Sahi	SANJEEV SAHI	BBA I year
Muskan	Mr.Surjit Kumar	BBA I year
Mehak	Mr. Vijay Kumar	BBA I year
Navdeep Singh	Prashant Singh	B.Com
Prince Sehdev	Sandeep Kumar	BBA I year
Hardik Gupta	Mukesh kumar	B.Com III year
Sahil Khanna	Rajesh khanna	B.Com III year
Anish Bansal	Pardeep kumar bansal	B.Com I year
Dhruv	Manjeet kumar	BBA I year
Aman Hans	Monu hans	BBA I year
Kirti	Mr. Baldev	BBA III year

Anant



**REPORT**  
**OF**  
**SHORT TERM VALUE ADDED COURSE: TALLY INTEGRATED WITH GST AND**  
**INCOME TAX RETURN FILING**

<b>Short Term Value added course</b>	<b>Tally integrated with gst and income tax return filing</b>
<b>Convener</b>	Dr. Avriti Tangri
<b>Member</b>	Dr. Rishu Jain
<b>Date</b>	27 <sup>th</sup> February, 2024 to 27 <sup>th</sup> March, 2024
<b>Time</b>	1:30 PM
<b>Venue</b>	Computer Lab
<b>No. of Participants</b>	25
<b>Name of Resource Person</b>	CA Gaurav Jain

**Objectives of the course:** The course is specially designed to help the students in understanding the basics as well as practical aspects under Tally and GST along with the Income Tax return filing, so that they can use the practical knowledge so obtained through the course for their own purpose and for vocational purpose as well. This will enhance the hands on knowledge of the students in respect to operating Tally software for the purpose of management of accounts. The course also helped the college to market its students well in the industry. Further this leads to the holistic development of the students of the college.

**Duration**

The duration of the course was 30 hours and the classes took place within the college campus at the computer laboratory so as to enable the students to use computers for hands on practice.

**Course Content and Syllabus**

The course was designed keeping in mind the insights of industry demand and accordingly the syllabus of the course included the following contents:

## **UNIT-I**

1. Basic Accounting.
2. Integration of Accounts with Accounting Software (Tally ERP).
3. Detailed working & Practical Knowledge of Tally ERP.
4. Basic Theoretical Learning about GST Laws.
5. Practical Learning about:
  - New GST User Registration
  - How to get GST Registration Certificate (RC)
  - GST Returns Filing.

## **UNIT-II**

6. Integration of GST, Tally & Books of Accounts.
7. Basics of Income Tax Act 1961.
8. Getting Familiar with Income Tax website.
9. Practical learning about:-
  - New Income Tax User Registration
  - Understanding form 16A & Filing Income Tax Return of Salaried Person.
  - How to apply Permanent Account Information (PAN)

## **FEE STRUCTURE**

A fee of Rs.1000 was charged from each student as the course was self-financed and this helped to cover up the cost incurred in the smooth running of the course. Moreover, the fund collected was used for paying of honorarium to the resource persons for their professional and technical training provided to the students.

## **PARTICIPATING STUDENTS**

The course aimed to nurture students of B.Com I, II, III and B.BA I, II, III in order to provide them opportunity to enhance their skills and knowledge.

### List of Students Enrolled in Value Added Course

S. No.	Name	Class
1	Alok kumar	B.Com 4th Semester
2	Ankit	B.Com 4th Semester
3	Ashutosh thakur alias thakur	B.Com 4th Semester
4	Bavneet Kaur	B.Com 4th Semester
5	Bhavika sharma	B.Com 4th Semester
6	Bhavin kohli	B.Com 2nd Semester
7	Bhoomika	B.Com 4th Semester
8	Gaurav chhabra	B.Com 4th Semester
9	Kanish Gupta	BBA 2nd Semester
10	KRISH SHARMA	BBA 2nd Semester
11	krishna sharma	B. Com 2nd Semester
12	MADHAV	BBA 4th Semester
13	Mohit Mishra	B.Com 2nd Semester
14	Navdeep singh	B.Com 2nd Semester
15	Nitish	BBA 2nd Semester
16	Shruti	B.Com 2nd Semester
17	Sujal kumar	BBA 2nd Semester
18	Tamanna Aggarwal	BBA 4th Semester
19	Tarun Soni	BBA 2nd Semester
20	Triptjeet Kaur	BBA 2nd Semester
21	Trishan	B.Com 2nd Semester
22	Udhav kumar	B. Com 2nd Semester
23	Vaneet Munjal	B.Com 4th Semester
24	Vansh Rattan	B.Com 2nd Semester
25	Yash Sahota	B.Com 2nd Semester

#### About the Event

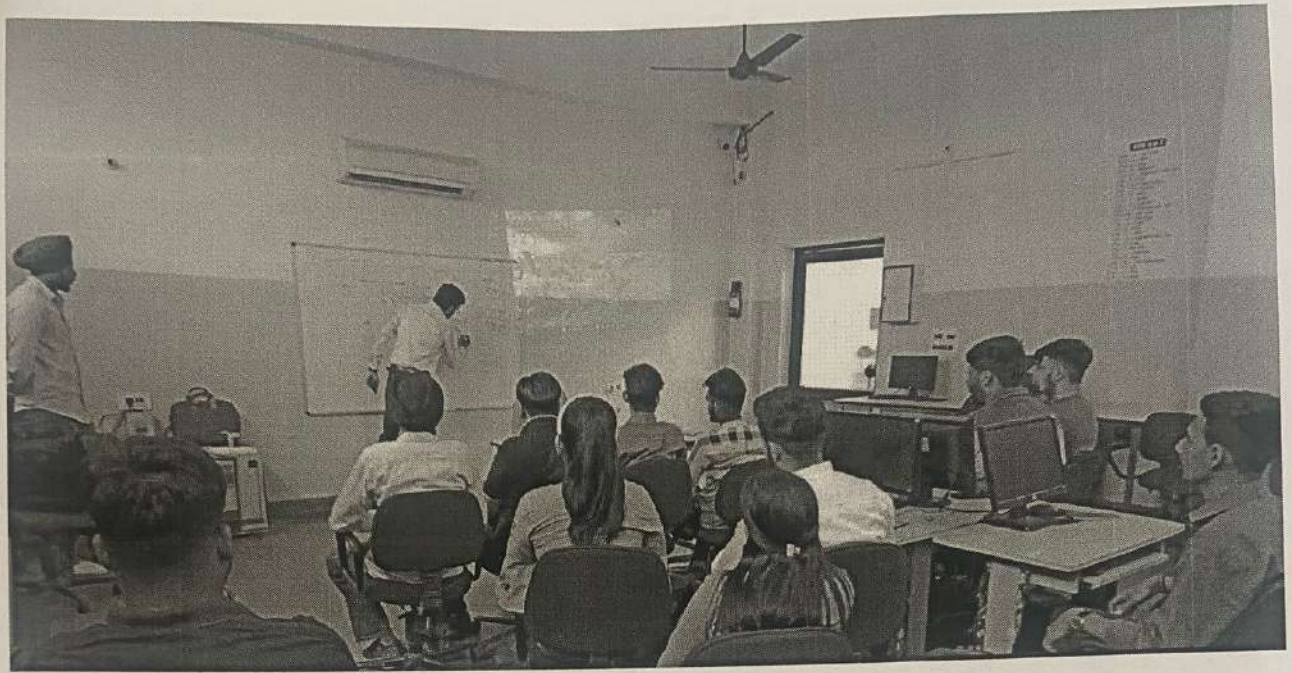
Short term Value Added Course of 30 hours has been successfully conducted by the college to give practical exposure to the students regarding Tally, Goods & Service Tax (GST) and basics of Income. Resource person, CA Gaurav Jain, NG Jain and Associates shared his knowledge about the overview of Basic Accounting; Integration of Accounts with Accounting Software (Tally ERP); Detailed working & Practical Knowledge of Tally ERP; Basic Theoretical Learning about GST Laws; Practical Learning about: New GST User Registration, How to get GST

Registration Certificate (RC), GST Returns Filing; Integration of GST, Tally & Books of



Accounts; Basics of Income Tax Act 196; Getting Familiar with Income Tax website; Practical learning about:-New Income Tax User Registration, Understanding form 16A & Filing Income Tax Return of Salaried Person, How to apply Permanent Account Information (PAN).

Every day the session ended with interaction between resource person and students. The course enabled the students in developing the skills so that they can start their own consultancy and enhanced the number of employment opportunities available to the students.



### **CERTIFICATE FOR THE PARTICIPANTS**

The students successfully completed the course and were given certificate of course completion and their efforts were appreciated by the Principal of college Dr. Sandeep Kumar. The Principal Dr. Sandeep Kumar also congratulated the participants and motivated them for participation in these kinds of courses in future too. He appreciated the vigorous efforts of all members of organizing committee for organizing such a successful and practical based course for the students. Certificates were awarded to all the participants for successful completion of the course by the Principal of the college along with the staff members.



### Vote of thanks

Principal, Dr. Sandeep Kumar, expressed his gratitude towards the resource person and awarded him the certificate for their valuable guidance and for providing encouragement to students at every point of time.

Convenor

Dr. Avriti Tangri

*Avriti Tangri*  
02 April 2024

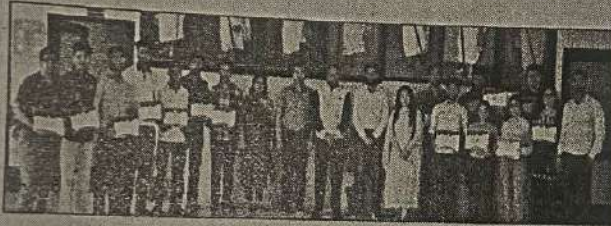
*Sandeep Kumar*  
Principal

## इनकम टैक्स की फाइलिंग सिखाई



लुधियाना। श्री आत्म वल्लभ जैन कॉलेज की तरफ से टैली इंटीग्रेटेड के साथ जीएसटी और इनकम टैक्स रिटर्न पर शॉर्ट टर्म वैल्यू एडेड कोर्स करवाया गया। छात्रों को पंजीकरण प्रक्रिया, टैली साफ्टवेयर, जीएसटी और इनकम टैक्स की फाइलिंग सहित जीएसटी और इनकम टैक्स के विभिन्न पहलुओं की जानकारी दी गई। कॉलेज के बीकॉम और बीबीए स्टीम के छात्रों ने इस कोर्स में हिस्सा लिया। इस दौरान डॉ. अवरीती टांगरी, डॉ. रिशु जैन, सीए गौरव जैन ने कोर्स के अंतिम दिन छात्रों को सर्टिफिकेट भी दिए गए।

## श्री आत्म वल्लभ जैन कॉलेज, लुधियाना द्वारा टैली इंटीग्रेटेड के साथ जीएसटी पर शॉर्ट टर्म वैल्यू एडेड कोर्स करवाया गया



लुधियाना/यूटर्न/27 मार्च। श्री आत्म वल्लभ जैन कॉलेज, लुधियाना द्वारा कदअउ के मार्गदर्शन के अंतर्गत टैली इंटीग्रेटेड के साथ जीएसटी और इनकम टैक्स रिटर्न पर शॉर्ट टर्म वैल्यू एडेड कोर्स 27 फरवरी से 27 मार्च, 2024 तक करवाया गया। कोर्स की अवधि 30 घंटे की थी। कॉलेज के बीकॉम और बीबीए स्टीम के छात्रों ने इस कोर्स में हिस्सा लिया। यह कोर्स डॉक्टर अवरीती टांगरी एव डॉक्टर रिशु जैन की अध्यक्षता के अंतर्गत शुरू किया गया। कॉलेज के बीकॉम और बीबीए स्टीम के छात्रों ने इस कोर्स में हिस्सा लिया। इस कोर्स का उद्देश्य कॉलेज के छात्रों को पंजीकरण प्रक्रिया, टैली साफ्टवेयर, जीएसटी और इनकम टैक्स की फाइलिंग सहित जीएसटी और इनकम टैक्स के विभिन्न पहलुओं के बारे में ज्ञान प्रदान करना है। सीए गौरव जैन, रिसोर्स पर्सन ने पहले दिन छात्रों को टैली साफ्टवेयर की मूल जानकारी दी। कॉलेज के छात्रों को अकाउंटिंग साफ्टवेयर के साथ अकाउंट्स का इंटीग्रेशन (टैली ईआरपी), टैली ईआरपी का विस्तृत कार्य और व्यावहारिक ज्ञान, जीएसटी कानूनों के बारे में बुनियादी सैद्धांतिक शिक्षा, पंजीकरण प्रमाणपत्र (आरसी) कैसे प्राप्त करें, जीएसटी रिटर्न फाइलिंग, जीएसटी, टैली और खातों की पुस्तकों का एकीकरण, आयकर अधिनियम 1961 की मूल बातें, आयकर वेबसाइट से परिचित होना, फॉर्म 16ए को समझना और वेतनभोगी व्यक्ति का आयकर रिटर्न दाखिल करना, स्थायी खाता सूचना (पैन) कैसे लागू करें के बारे में जानकारी प्रदान की गई। कोर्स के अंतिम दिन विद्यार्थियों को सर्टिफिकेट भी वितरित किए गए।

# SHREE ATAM VALLABH JAIN COLLEGE

Ludhiana: Shree Atam Vallabh Jain College announced completion of a 30-hour short-term value-added course 'Tally Integrated with GST and Income Tax Return Filing'. The college authorities said the course, which ran from February 27 to March 27, attracted students from BCom and BBA courses who were keen on enhancing their knowledge in practical accounting procedures. Gaurav Jain was the resource person.

## शॉर्ट टर्म वैल्यू एडेड कोर्स के विद्यार्थियों को मिले सर्टिफिकेट

श्री आत्म वल्लभ जैन कालेज में करवाया टैली इंटीग्रेटेड के साथ जीएसटी और इनकम टैक्स रिटर्न पर शॉर्ट टर्म वैल्यू एडेड कोर्स

सवेरा न्यूज़/रजनी

लुधियाना, 27 मार्च : श्री आत्म वल्लभ जैन कालेज में 'टैली इंटीग्रेटेड के साथ जीएसटी और इनकम टैक्स रिटर्न' पर शॉर्ट टर्म वैल्यू एडेड कोर्स करवाया गया। कोर्स की अवधि 30 घंटे की थी। कालेज के बीकॉम और बीबीए स्ट्रीम के विद्यार्थियों ने इस कोर्स में हिस्सा लिया। डॉ. अश्वरीनी टांगरी एवं डॉ. रिशु जैन की अध्यक्षता के अंतर्गत शुरू किया गया।

कालेज के बीकॉम और बीबीए स्ट्रीम के विद्यार्थियों ने इस कोर्स पंजीकरण प्रक्रिया, टैली सॉफ्टवेयर,



श्री आत्म वल्लभ जैन कालेज में वैल्यू एडेड कोर्स में हिस्सा लेने वाले विद्यार्थी अपने सर्टिफिकेट के साथ।

जीएसटी और इनकम टैक्स की फाइलिंग सहित जीएसटी और इनकम टैक्स के विभिन्न पहलुओं के बारे में जानकारी हासिल की। सीए गौरव जैन, रिसोर्सपर्सन ने विद्यार्थियों को टैली सॉफ्टवेयर की मूल जानकारी दी।

कालेज के विद्यार्थियों को अकाउंटिंग सॉफ्टवेयर के साथ अकाउंट्स का इंटीग्रेशन (टैली इंआरपी), टैली इंआरपी का विस्तृत कार्य और व्यावहारिक ज्ञान, जीएसटी

कानूनों के बारे में बुनियादी सैद्धांतिक शिक्षा, पंजीकरण प्रमाणपत्र (आरसी) कैसे प्राप्त करें, जीएसटी रिटर्न फाइलिंग, जीएसटी, टैली और खातों की पुस्तकों का एकीकरण, आयकर अधिनियम 1961 को मूल बातें, आयकर वेबसाइट से परिचित होना, फॉर्म 16ए को समझना और वेतनभोगी व्यक्ति का आयकर रिटर्न दाखिल करना, स्थायी खाता सूचना (पैन) कैसे लागू करें के बारे में

जानकारी प्रदान की गई। कोर्स के अंतिम दिन विद्यार्थियों को सर्टिफिकेट भी वितरित किए गए।

कालेज प्रबंधक समिति के प्रधान कोमल कुमार जैन (ह्यूक), मैनेजिंग समिति के अन्य सदस्यों एवं प्रिंसिपल डॉ. संदीप कुमार ने इस तरह के कोर्स की शुरुआत करने में शिक्षकों के प्रयासों की सराहना की और कहा कि इस तरह के कोर्स भविष्य में विद्यार्थियों के लिए फायदेमंद साबित होंगे।