**Lesson Plan (2022-23)**

**Name of Teacher: Nirmala.R Semester: III**

**Class: B.Com. II Paper: Rural Marketing**

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| **Month/Week** | **Topic** |
| **August** |  |
| III | Introduction, Rural Marketing -Introduction |
| IV | Rural Marketing Environment. |
| **September** |  |
| I | Rural Consumer Behaviour, Presentation. |
| II | Rural Market Segmentation, Revision of Previous chapters. |
| III | Rural Marketing Mix, Test. |
| IV | Strategies for Rural Marketing, Revision of Previous chapters. |
| **October** |  |
| I | Diff in Rural & Urban Market, Problems & Solutions. |
| II | Marketing of Non Durable Products. |
| III | Product Planning, Test. |
| IV | Rural Marketing of Consumer Durable Products. |
| **November** |  |
| I | Planning and Organising, G.D |
| II | Innovation in Rural Marketing, Assignments. |
| III | Personal Selling in Rural Markets,Debate |
| IV | Revision of Previous chapters. |

**Lesson Plan (2022-23)**

**Name of Teacher: Nirmala.R Semester: I**

**Class: B.Com. I Paper: Principles of Business Mgt**

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| **Month/Week** | **Topic** |
| **August** |  |
| III | Introduction, Trade, Business, Commerce, Mgt – Sci, Art, Profession. |
| IV | Mgt- History, Approaches, Presentation |
| **September** |  |
| I | Planning, Revision of Previous chapters. |
| II | Types of plan, Organising. |
| III | Organisational structure & design. |
| IV | Globalisation and Management, Revision of Previous chapters. |
| **October** |  |
| I | Departmentation –Needs & Basis, Test. |
| II | Delegation of Authority, Debate. |
| III | Decentralisation & Centralisation, Revision of Previous chapters. |
| IV | Directing through Motivation, Test. |
| **November** |  |
| I | Leadership, Assignments, G.D. |
| II | Controlling-Concepts and Process, Revision |
| III | Revision of 1st 7 chapters. |
| IV | Revision of balance chapters. |

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| **Month/Week** | **Topic** |
| **August** |  |
| III | Supply chain management (SCM): concept and importance. |
| IV | Approaches to SCM, Presentation. |
| **September** |  |
| I | SCM as coordination function. Test |
| II | Integrated SCM, A total cost concept. |
| III | Strategic SCM: SCM strategy, implementation and management. |
| IV | Interrelationship of SCM and marketing ,Test, Assignment. |
| **October** |  |
| I | Elements of SCM: Transportation, Considerations in selecting the right mode. |
| II | Multimodal transportation, warehousing: types, site selection and management; customer service ,Test. |
| III | Strategy and practice, Distribution channel design in SCM , Test, Assignment. |
| IV | Information system in SCM, Debate. |
| **November** |  |
| I | Recent development in SCM . |
| II | Third / fourth party logistics. |
| III | Revision and G.D |
| IV | Revision and test |

**Lesson Plan (2022-23)**

**Name of Teacher: Nirmala.R Semester: V**

**Class: B.Com. III Paper: Supply Chain Mgt**

**Lesson Plan (2022-23)**

**Name of Teacher: Nirmala.R Semester: V**

**Class: B.Com. III Paper: G.S.T**

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| **Month/Week** | **Topic** |
| **August** |  |
| III | Tax structure to India and Introduction of GST, Overview of GST |
| IV | Administration of GST, G.D. |
| **September** |  |
| I | Taxable events and scope of supply under GST , Levy and connection of Tax , (class test) |
| II | Small Taxable Persons : Exemptions and Composition scheme |
| III | Time of supply, Debate. |
| IV | The Integrated GST2017, Nature of suppliers –Interstate and Intra state (Assignment- 1) |
| **October** |  |
| I | Place of Supply, Presentation. |
| II | Value of Taxable Supply (Assignment -2nd) |
| III | Input Tax Credit, (Class Test) |
| IV | Registration and Tax Invoice Credit and Debit Notes |
| **November** |  |
| I | Returns Assessment and Audit, Payment of Tax |
| II | Offences and Penalties’ (Class Test) |
| III | Revision and Class Test and Their Problems |
| IV | Revision and Class Test and Their Problems |