

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: B.Com. 5<sup>th</sup> Sem.

Subject :- Marketing

Date	Week	Topic
24.7.2025 TO 27.7.2025	1st	Nature, scope and importance of marketing; Evolution of marketing; Selling vs Marketing
28.7.2025 TO 3.8.2025	2nd	Marketing mix, Marketing environment: concept, importance, and components
4.8.2025 TO 10.8.2025	3rd	Consumer Behaviour
11.8.2025 TO 17.8.2025	4th	Market segmentation
18.8.2025 TO 24.8.2025	5th	<b>Product:</b> Concept and importance, Product classifications; Concept of product mix
25.8.2025 TO 31.8.2025	6th	Branding, packaging and labeling; Product-Support Services;
1.9.2025 TO 7.9.2025	7th	Product life-cycle; New Product Development Process; Consumer adoption process
8.9.2025 TO 14.9.2025	8th	Pricing: Significance, Factors affecting price of a product
15.9.2025 TO 21.9.2025	9th	Distribution Channels and Physical Distribution
22.9.2025 TO 28.9.2025	10th	Types of distribution channels; Functions of middle man; Factors affecting choice of distribution channel;
29.9.2025 TO 5.10.2025	11th	Wholesaling and retailing; Types of Retailers; e-tailing, Physical Distribution
6.10.2025 TO 12.10.2025	12th	Promotion: Nature and importance of promotion; Communication process; Types of promotion
13.10.2025 TO 18.10.2025	13th	advertising, personal selling, public relations & sales promotion, and their distinctive characteristics
27.10.2025 TO 2.11.2025	14th	Mid- Term Exam
3.11.2025 TO 9.11.2025	15th	Promotion mix and factors affecting promotion mix decisions
10.11.2025 TO 16.11.2025	16th	Recent developments in marketing
17.11.2025 TO 24.11.2025	17th	Revision



Manvi  
Dept. of Commerce  
Govt. P. G. College, Bhuna

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: PGDBA 1<sup>st</sup> Sem.

Subject :- MPOB

Date	Week	Topic
5.8.2025 TO 10.8.2025	1st	Introduction to Management; Evolution of Management Thoughts: School of Management Thoughts, Approaches to Management;
11.8.2025 TO 17.8.2025	2nd	Managerial skills; Managerial functions; Social Responsibility
18.8.2025 TO 24.8.2025	3rd	Challenges before modern managers
25.8.2025 TO 31.8.2025	4th	Managerial functions: Planning, Decision Making, Management by Objectives
1.9.2025 TO 7.9.2025	5th	Organizing, Organizational Design, Organizational Structure,
8.9.2025 TO 14.9.2025	6th	Authority and Responsibility, Power, Decentralization
15.9.2025 TO 21.9.2025	7th	Staffing; Directing, Leading, Motivating, Communicating; Controlling; Co-ordinating
22.9.2025 TO 28.9.2025	8th	Organizational Behavior: concepts, determinants, challenges and opportunities
29.9.2025 TO 5.10.2025	9th	contributing disciplines to the OB; Organizational culture and climate
6.10.2025 TO 12.10.2025	10th	Impact of organizational structure on OB; Understanding and managing individual behavior
13.10.2025 TO 18.10.2025	11th	Mid- Term Exam
27.10.2025 TO 2.11.2025	12th	Personality; Perception; Values; Attitudes; Learning
3.11.2025 TO 9.11.2025	13th	Understanding and Managing Group Processes: Interpersonal and Group Dynamics
10.11.2025 TO 16.11.2025	14th	Understanding Self: Transactional Analysis; Applications of Emotional Intelligence in organizations
17.11.2025 TO 24.11.2025	15th	Conflict Management; Stress Management



Manvi

Dept. of Commerce

Govt. P. G. College, Bhuna

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: B.Com. 3<sup>rd</sup> Sem.

Subject :- Adv. Financial Accounting

Date	Week	Topic
24.7.2025 TO 27.7.2025	1 <sup>st</sup>	Partnership account: characteristics of partnership; partnership deed;
28.7.2025 TO 3.8.2025	2 <sup>nd</sup>	Final accounts; adjustment after closing the accounts
4.8.2025 TO 10.8.2025	3 <sup>rd</sup>	fixed and fluctuating capital accounts; goodwill; joint life policy
11.8.2025 TO 17.8.2025	4 <sup>th</sup>	Reconstitution of partnership firm: admission; retirement; death of a partner.
18.8.2025 TO 24.8.2025	5 <sup>th</sup>	Reconstitution of partnership firm: admission; retirement; death of a partner.
25.8.2025 TO 31.8.2025	6 <sup>th</sup>	Dissolution of a partnership firm:
1.9.2025 TO 7.9.2025	7 <sup>th</sup>	insolvency of partners; sale of firm to a company; gradual realization of assets and piecemeal distribution.
8.9.2025 TO 14.9.2025	8 <sup>th</sup>	Branch Accounts: dependent branch, debtor's system, stock and debtor system; final accounts; wholesale branch.
15.9.2025 TO 21.9.2025	9 <sup>th</sup>	Branch Accounts: dependent branch, debtor's system, stock and debtor system; final accounts; wholesale branch.
22.9.2025 TO 28.9.2025	10 <sup>th</sup>	Branch Accounts: dependent branch, debtor's system, stock and debtor system; final accounts; wholesale branch.
29.9.2025 TO 5.10.2025	11 <sup>th</sup>	Hire purchase and Installment purchase system
6.10.2025 TO 12.10.2025	12 <sup>th</sup>	provisions regarding hire-purchase contract; accounting records for goods of substantial sale value.
13.10.2025 TO 18.10.2025	13 <sup>th</sup>	provisions regarding hire-purchase contract; accounting records for goods of substantial sale value.
27.10.2025 TO 2.11.2025	14 <sup>th</sup>	Mid- Term Exam
3.11.2025 TO 9.11.2025	15 <sup>th</sup>	Revision
10.11.2025 TO 16.11.2025	16 <sup>th</sup>	Revision
17.11.2025 TO 24.11.2025	17 <sup>th</sup>	Revision



Manvi  
Dept. of Commerce  
Govt. P. G. College, Bhuna

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: M.Com. 1<sup>st</sup> Sem.

Subject :- O.B.

Date	Week	Topic
5.8.2025 TO 10.8.2025	1 <sup>st</sup>	Concept, Nature, and Scope of OB- Evolution and historical development of OB
11.8.2025 TO 17.8.2025	2 <sup>nd</sup>	OB Models: Autocratic, Custodial, Supportive, Collegial, and System models, Foundations of individual behaviour:
18.8.2025 TO 24.8.2025	3 <sup>rd</sup>	Biographical characteristics, personality, perception, values, and attitudes Emotional Intelligence: Concept and applications
25.8.2025 TO 31.8.2025	4 <sup>th</sup>	Contemporary challenges in OB: Workforce diversity, globalization, ethics
1.9.2025 TO 7.9.2025	5 <sup>th</sup>	Concept and Importance of Motivation, Content Theories: Maslow's Need Hierarchy, Herzberg's Two-Factor Theory, McClelland's Theory
8.9.2025 TO 14.9.2025	6 <sup>th</sup>	Process Theories: Vroom's Expectancy Theory, Equity Theory, Reinforcement Theory Leadership: Nature and Importance, Theories of Leadership: Trait, Behavioural, Contingency
15.9.2025 TO 21.9.2025	7 <sup>th</sup>	Contemporary Leadership: Transformational, Transactional, Charismatic, Servant Leadership
22.9.2025 TO 28.9.2025	8 <sup>th</sup>	Communication: Process, Types, Barriers, and Effective Communication in Organisations,
29.9.2025 TO 5.10.2025	9 <sup>th</sup>	Power and Politics in Organisation, Organisational Culture: Dimensions and Functions
6.10.2025 TO 12.10.2025	10 <sup>th</sup>	Organisational Structure and Design: Mechanistic vs Organic, Matrix, Virtual, Boundaryless Organisations,
13.10.2025 TO 18.10.2025	11 <sup>th</sup>	Mid- Term Exam
27.10.2025 TO 2.11.2025	12 <sup>th</sup>	Organisational Change: Nature, Forces, Resistance to Change, Overcoming Resistance
3.11.2025 TO 9.11.2025	13 <sup>th</sup>	Stress and Well-being at Work: Causes, Consequences, Management Strategies, Learning Organisations and Knowledge Management
10.11.2025 TO 16.11.2025	14 <sup>th</sup>	Role of OB in Digital and Hybrid Work Environments
17.11.2025 TO 24.11.2025	15 <sup>th</sup>	Revision



Manvi  
Dept. of Commerce  
Govt. P. G. College, Bhuna

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: B.Com. 1<sup>st</sup> Sem.

Subject :- Business Law

Date	Week	Topic
24.7.2025 TO 27.7.2025	1st	The Indian Contract Act, 1872: Contract; meaning, characteristics and kinds
28.7.2025 TO 3.8.2025	2nd	Essentials of a valid contract – offer and acceptance, consideration, contractual capacity
4.8.2025 TO 10.8.2025	3rd	free consent, legality of objects; Void agreements; Quasi-contracts
11.8.2025 TO 17.8.2025	4th	Discharge of Contract and Remedies for Breach
18.8.2025 TO 24.8.2025	5th	<b>Modes of discharge of contract: performance of contract, mutual agreement</b>
25.8.2025 TO 31.8.2025	6th	supervening impossibility, lapse of time, operation of law, breach of contract
1.9.2025 TO 7.9.2025	7th	Remedies for breach of contract: rescission, suit for damages, quantum meruit, suit for specific performance; suit for injunction
8.9.2025 TO 14.9.2025	8th	Introduction to Special Contracts
15.9.2025 TO 21.9.2025	9th	Contracts of Indemnity and Guarantee
22.9.2025 TO 28.9.2025	10th	Contracts of Bailment and Pledge; Contract of Agency
29.9.2025 TO 5.10.2025	11th	The Sale of Goods Act, 1930: Contract of sale; Meaning and difference between sale and agreement to sell
6.10.2025 TO 12.10.2025	12th	Conditions and Warranties; Transfer of ownership in goods including sale by non-owners;
13.10.2025 TO 18.10.2025	13th	Performance of the Contract of Sale; Unpaid seller: meaning and rights of an unpaid seller against the goods
27.10.2025 TO 2.11.2025	14th	Mid- Term Exam
3.11.2025 TO 9.11.2025	15th	Revision
10.11.2025 TO 16.11.2025	16th	Revision
17.11.2025 TO 24.11.2025	17th	Revision



Manvi  
Dept. of Commerce  
Govt. P. G. College, Bhuna

# GOVT. P.G. COLLEGE BHUNA (FATEHABAD)

## Department of Commerce

Class: M.Com. 3<sup>rd</sup> Sem.

Subject :- Compensation Mgt.

Date	Week	Topic
24.7.2025 TO 27.7.2025	1st	Compensation Management – Concept, objectives, nature, types
28.7.2025 TO 3.8.2025	2nd	compensation responsibilities
4.8.2025 TO 10.8.2025	3rd	compensation philosophies & approaches
11.8.2025 TO 17.8.2025	4th	Bases for pay – traditional bases, incentive pay and person-focused pay
18.8.2025 TO 24.8.2025	5th	Pay for Performance, Competency Based Pay,
25.8.2025 TO 31.8.2025	6th	Team rewards; Designing Compensation System – internal alignment
1.9.2025 TO 7.9.2025	7th	external competitiveness and individual contribution
8.9.2025 TO 14.9.2025	8th	Employee Benefits – Legally required benefits
15.9.2025 TO 21.9.2025	9th	discretionary benefits and key issues in employee benefits
22.9.2025 TO 28.9.2025	10th	Compensating Executives, Laws relating to Compensation.
29.9.2025 TO 5.10.2025	11th	Contemporary Strategic Compensation Challenges
6.10.2025 TO 12.10.2025	12th	Compensation practices of multinational corporations
13.10.2025 TO 18.10.2025	13th	working of different institutions related to reward system like wage boards, pay commissions
27.10.2025 TO 2.11.2025	14th	Mid- Term Exam
3.11.2025 TO 9.11.2025	15th	Revision
10.11.2025 TO 16.11.2025	16th	Revision
17.11.2025 TO 24.11.2025	17th	Revision



Manvi  
Dept. of Commerce  
Govt. P. G. College, Bhuna