

Name Of Associate Professor: DR. SADHNA

Class: B.Com I (II Semester)

Subject: Macro Economics

Week 1

Day	Date	Topic
1	01/01/18	Nature and Historical Background of MacroEconomics.
2	02/01/18	What is MacroEconomics and OpenMacroEconomics.Variables and Scope of MacroEconomics.
3	03/01/18	Uses and Limitations of MacroEconomics
4	04/01/18	Relation and Difference b/w Microeconomics and Macroeconomics.
5	05/01/18	Circular Flow of Income .Introduce Two sector Model.
6	06/01/18	Three sector Model and Four sector Model of the Circular Flow of Income

Week 2

1	08/01/18	Collective Effect of Withdrawl and injection of C.F.O.I.
2	09/01/18	National Income Concepts & Measurements Concepts related to National Income.
3	10/01/18	Factor Income & Transfer Income Personal Income.
4	11/01/18	Private Income, Disposable Income
5	12/01/18	Value added Precautions of value added method.
6	13/01/18	Income Method

Week 3

1	15/01/18	Difficulties in the measurment of National Income.
2	16/01/18	Defination of Consumption Function and its Different Shapes.
3	17/01/18	Features or Technical Attributes of Propensity to consume kinds
4	18/01/18	Causes of Fall of MPC.Causes and diff. b/w APC & MPC.
5	19/01/18	Determinants of Propensity to consume Psychological law of Consumption.
6	20/01/18	Group Discussion

Week 4

1	22/01/18	Vasant Panchami
2	23/01/18	Presentation by students
3	24/01/18	Sir Chhotu Ram Jayanti
4	25/01/18	Meaning , types & Function of Investment Function
5	26/01/18	Republic Day
6	27/01/18	Propensity to Invest kinds of Propensity to Invest Factors affecting Investment.

Week 5

1	29/01/18	Measures to stimulate Private Investment Sources of Public Investment.
2	30/01/18	Queries and Group Discussion.
3	31/01/18	Guru Ravi Das Birthday
4	01/02/18	class Test and Revision
5	02/02/18	Revision
6	03/02/18	Meaning of Investment Multiplier .

Week 6

1	05/02/18	class Test and Revision
2	06/02/18	Relation between multiplier & MPC.
3	07/02/18	Analysis and forward working of multiplier.
4	08/02/18	Change in Investment, Dynamic Working
5	09/02/18	Limitation,Leakages,Importance and Criticism of Multiplier.
6	10/02/18	Maharishi Dayanand Saraswati Jayanti

Week 7

1	12/02/18	Working of Multiplier in Underdevelopment Countries.
2	13/02/18	Maha Shivratri
3	14/02/18	Class Test
4	15/02/18	Assignment Given
5	16/02/18	Meaning, Formulas, Importance and Working of Acceleration.
6	17/02/18	Criticism of Principle of Acceleration.

Week 8

1	19/02/18	Difference b/w Acceleration and Multiplier.
2	20/02/18	Keynesian Theory of Income,Output and Employment.
3	21/02/18	Assumptions and Explanation of Keynesian Theory of Employment.
4	22/02/18	Determination of Equilibrium level of Income and Employment.
5	23/02/18	Significance of Keynesian theory of Employment.
6	24/02/18	Criticism of Keynesian Theory of Employment.

Week 9

1	26/02/18	Main Features of Keynesian Economics.
2	27/02/18	Diff. b/w Keynesian Model and Classical Model of Employment.
3	28/02/18	HOLIDAY
4	01/03/18	HOLIDAY
5	02/03/18	Holi
6	03/03/18	HOLIDAY

Week 10

1	05/03/18	Class Test.
2	06/03/18	Revision
3	07/03/18	Determination in a Three Sector Model.
4	08/03/18	Budget Public Savings Function
5	09/03/18	IS-LM Analysis
6	10/03/18	Relation b/w Different levels of r and GDP

Week 11

1	12/03/18	Change in Price Level.
2	13/03/18	Meaning and types of Inflation.
3	14/03/18	Theories of Inflation.
4	15/03/18	Causes and Effects of Inflation.
5	16/03/18	Inflationary gap of inflation.
6	17/03/18	class room discussion

Week 12

1	19/03/18	Group Discussion
2	20/03/18	Business Cycles: Meaning and Phases.
3	21/03/18	Samuelso's Business cycle Discussion.
4	22/03/18	Hick's Business Cycle.
5	23/03/18	Shaheedi Diwas
6	24/03/18	Group Discussion

Week 13

1	26/03/18	Meaning and Objectives of Monetary Policy.
2	27/03/18	Targets of Monetary Policy.
3	28/03/18	Quantitative Policy Instrument
4	29/03/18	Mahaveer Jayanti
5	30/03/18	Classical Thought
6	31/03/18	Monetary Policy and Economic Development.

Week 14

1	02/04/18	Limitation of Monetary Policy In Underdeveloped Countries.
2	03/04/18	Fiscal Policy : Meaning & Objectives.
3	04/04/18	Instruments of Fiscal Policy.
4	05/04/18	Fiscal Policy & Stabilisation.
5	06/04/18	Queries of Students.
6	07/04/18	Class Test.

Week 15

1	09/04/18	Fiscal Policy & Defaltion.
2	10/04/18	Fiscal Policy. & Exchange Stability
3	11/04/18	Control over Inflation.
4	12/04/18	Methods & Limitations of Fiscal Policy.in Underdeveloped countries.
5	13/04/18	Limitations of Fiscal Policy.
6	14/04/18	Dr. Ambedker Jayanti, Baisakhi

Week 16

1	16/04/18	Group Discussion
2	17/04/18	Revision
3	18/04/18	Parshuram Jayanti
4	19/04/18	Class test
5	20/04/18	Class Test of Previous Chapters.
6	21/04/18	Difficulties of Previous chapters Taken.

Week 17

1	23/04/18	IS & LM curve.
2	24/04/18	IS curve & LM curve difference.
3	25/04/18	Revision
4	26/04/18	Class test
5	27/04/18	Class test
6	28/04/18	Preparatory Holiday

Name Of Associate Professor: DR. SADHNA

Class: B.Com Second Year(IV Semester)

Subject: Management of Sales Force

Week 1

Day	Date	Topic
1	01/01/18	Meaning and Characteristics of Sales Force Management.
2	02/01/18	Nature of Sales Force Management.
3	03/01/18	Functions of Sales Force Management.
4	04/01/18	Importance of Sales Force Management.
5	05/01/18	Difficulties of Sales Force Management.
6	06/01/18	Challenges of Sales Force Management.

Week 2

1	08/01/18	Responsibilities of Sales Manager.
2	09/01/18	Meaning Of Personal Selling , Modern Concept of Salesmanship
3	10/01/18	Importance of Personal Selling.
4	11/01/18	Classification of Personal Selling.
5	12/01/18	Types of Salesmen Duties/Responsibilities.
6	13/01/18	Selling Process-Stages of Personal Selling.

Week 3

1	15/01/18	AIDAS Theory of Selling Attention/Interest/Desire/Action/Satisfaction.
2	16/01/18	Sales Forecasting: Meaning Characteristics & Objectives.
3	17/01/18	Factors Affecting Sales Forecasting.
4	18/01/18	Methods of Sales Forecasting.
5	19/01/18	Limitations of Sales Forecasting
6	20/01/18	Group Discussion.

Week 4

1	22/01/18	Vasant Panchami
2	23/01/18	Presentation by Student
3	24/01/18	Sir Chhotu Ram Jayanti
4	25/01/18	Meaning ,Features and Types of Sales Budget.
5	26/01/18	Republic Day
6	27/01/18	Procedures, Importance and Limitations of Sales Budget.

Week 5

1	29/01/18	Definition and Objectives of Sales Organisation.
2	30/01/18	Preliminary Activities- Competition
3	31/01/18	Guru Ravi Das Birthday
4	01/02/18	Departments of Sales Organisation.
5	02/02/18	Setting up of sales Organisation.
6	03/02/18	Class test and revision.

Week 6

1	05/02/18	Structure of Sales Organisation.
2	06/02/18	Functions of Sales Organisation.
3	07/02/18	Departments of Sales Organisation.
4	08/02/18	Matrix Organisational structure.
5	09/02/18	Sales Force Mgmt. Recruitment & Selection of Sales Personnel.
6	10/02/18	Maharishi Dayanand Saraswati Jayanti

Week 7

1	12/02/18	Determining Size of Sales Force.
2	13/02/18	Maha Shivratri
3	14/02/18	Class Test
4	15/02/18	Assignment First Given.
5	16/02/18	External Sources of Recruitment.
6	17/02/18	Selection Process.

Week 8

1	19/02/18	Sales Force Management.
2	20/02/18	Need of Sales Force Training Programme.
3	21/02/18	Steps in Force Training Programme.
4	22/02/18	Contents of Force Training Programme.
5	23/02/18	Group Training Methods
6	24/02/18	Problem in Organising Force Training Programme.

Week 9

1	26/02/18	Motivating Sales Personnel.
2	27/02/18	Meaning and Importance of Motivation.
3	28/02/18	HOLIDAY
4	01/03/18	HOLIDAY
5	02/03/18	Holi
6	03/03/18	HOLIDAY

Week 10

1	05/03/18	Class test and revision.
2	06/03/18	Revision and Test
3	07/03/18	Essential of Effective Motivational Programmes.
4	08/03/18	Main methods of Motivation.
5	09/03/18	Roles of Sales Leaders.
6	10/03/18	To give different topics of Assignment-I

Week 11

1	12/03/18	Compensating Sales Personnel.
2	13/03/18	Factors Determining Remuneration to salesman
3	14/03/18	Types of Compensation.
4	15/03/18	Demands for increase in Salary.
5	16/03/18	Bonus and Benefits.
6	17/03/18	Which is the best method of Remunerating Salesmen.

Week 12

1	19/03/18	Group Discussion.
2	20/03/18	Sales Quotas and sales Territories.
3	21/03/18	Types of Sales Quota.
4	22/03/18	Importance of Sales Quota.
5	23/03/18	Shaheedi Diwas
6	24/03/18	Group Discussion.

Week 13

1	26/03/18	Methods for setting sales Quota.
2	27/03/18	Ideal Quota & Limitation of Sales Quota.
3	28/03/18	Sales Territories
4	29/03/18	Mahaveer Jayanti
5	30/03/18	Principles of Establishing Sales Territories.
6	31/03/18	Factors Determining the size Geographical Area of Sales Territory.

Week 14

1	02/04/18	Re-establishing Sales Territories
2	03/04/18	Scheduling of Sales Territory.
3	04/04/18	Techniques of Time Management.
4	05/04/18	Evaluating Sales Personnel.
5	06/04/18	Essential of an Effective Sales Force Evaluation System.
6	07/04/18	Queries of Students

Week 15

1	09/04/18	Limitations of Sales Force evaluation System.
2	10/04/18	Sales Records & Reporting System.
3	11/04/18	Types of Salesman Reports.
4	12/04/18	Ethical Issues in Sales Mgmt. Introduction.
5	13/04/18	Significance of Sales Ethics.
6	14/04/18	Dr. Ambedker Jayanti, Baisakhi

Week 16

1	16/04/18	Unfair Sales Practices.
2	17/04/18	Group Discussion.
3	18/04/18	Parshuram Jayanti
4	19/04/18	Class test
5	20/04/18	Class test of Previous chapters
6	21/04/18	Role of Information & technology

Week 17

1	23/04/18	IT tools used for Sales Management
2	24/04/18	Role of IT in Various Functional Areas of sales Force Management
3	25/04/18	Benefits of IT Tools in Sales Force Management
4	26/04/18	Revision
5	27/04/18	Class Test
6	28/04/18	Preparatory Holiday.

Name Of Associate Professor: DR. SADHNA

Class: B.Com Final Year(VI Semester)

Subject: Security Market Operations

Week 1

Day	Date	Topic
1	01/01/18	Meaning and Nature of Capital Market.
2	02/01/18	Role of Capital Market.
3	03/01/18	Primary Dealers & Govt. Securities Market.
4	04/01/18	Underwriting Commission.
5	05/01/18	Issue Mechanism.
6	06/01/18	Private Placement in India.

Week 2

1	08/01/18	Conditions for further Public offer.
2	09/01/18	Book Building.
3	10/01/18	SEBI Guidelines.
4	11/01/18	Forms of Underwriting.
5	12/01/18	Registration with SEBI.
6	13/01/18	Conditions of Portfolio Managers.'

Week 3

1	15/01/18	Tarapore Committee II in detail.
2	16/01/18	Meaning of Secondary Market and History of Stock Exchange in India
3	17/01/18	Functions of Stock Exchange.
4	18/01/18	Recognition of Self Regulatory Organisation.
5	19/01/18	Corporatisation and Demutualisation of Stock Exchange.
6	20/01/18	Group discussion.

Week 4

1	22/01/18	Vasant Panchami
2	23/01/18	Private Placement
3	24/01/18	Sir Chhotu Ram Jayanti
4	25/01/18	Factors influencing Prices on S.E.
5	26/01/18	Republic Day
6	27/01/18	Types of Speculators & Provision related to stock exchange

Week 5

1	29/01/18	Submission of Reports & Objectives of Listing.
2	30/01/18	Consequences of non listing.
3	31/01/18	Guru Ravi Das Birthday
4	01/02/18	Recommendations of R.H.Patil Committee report.
5	02/02/18	Queries and group discussion
6	03/02/18	Revision and class test

Week 6

1	05/02/18	Types of Securities
2	06/02/18	Settlement Agency Risk
3	07/02/18	NSE Trading Mechanism
4	08/02/18	Internet Trading WAP Trading at NSE.
5	09/02/18	Risk Management Measures.
6	10/02/18	Maharishi Dayanand Saraswati Jayanti

Week 7

1	12/02/18	BSE :Introduction and Role
2	13/02/18	Maha Shivratri
3	14/02/18	Listing Procedure of BSE.
4	15/02/18	National Stock Exchange.
5	16/02/18	Assignment Given.
6	17/02/18	Listing of securities.

Week 8

1	19/02/18	Eligibility Criteria for Listing.
2	20/02/18	Objectives of IISL
3	21/02/18	SEBI Regulations
4	22/02/18	Appointment of Merchant Banker.
5	23/02/18	Principle Approval from Recognised Stock Exchanges.
6	24/02/18	Additional Requirements

Week 9

1	26/02/18	Issue of Convertible debt
2	27/02/18	Instruments for financing Regulation
3	28/02/18	HOLIDAY
4	01/03/18	HOLIDAY
5	02/03/18	Holi
6	03/03/18	HOLIDAY

Week 10

1	05/03/18	Class test
2	06/03/18	Class test & revision
3	07/03/18	SEBI Custodian of Securities Regulations 1996
4	08/03/18	SEBI Reports.
5	09/03/18	National Security Depository Ltd-NSDL Intro.
6	10/03/18	Termination of Patnership with Participants.

Week 11

1	12/03/18	NSDL Advantage.
2	13/03/18	Fee Payable at DP's
3	14/03/18	Derivatives Assignment Given
4	15/03/18	SEBI Stock Brokers
5	16/03/18	Types of Derivatives
6	17/03/18	Presentation-Class room Discussion

Week 12

1	19/03/18	Group discussion.
2	20/03/18	Class Test
3	21/03/18	Uses of Derivatives
4	22/03/18	Credit Derivatives
5	23/03/18	Shaheedi Diwas
6	24/03/18	Group discussion.

Week 13

1	26/03/18	Market Participation and Details
2	27/03/18	Options
3	28/03/18	Types of Options
4	29/03/18	Mahaveer Jayanti
5	30/03/18	Benefits of Options, Payoff of call Options.
6	31/03/18	Class Test

Week 14

1	02/04/18	Strategies under Option
2	03/04/18	Valuation of Options
3	04/04/18	Valuation Models.
4	05/04/18	Raising Funds from International Market
5	06/04/18	Foreign Direct Market
6	07/04/18	Recent Policy Measures.

Week 15

1	09/04/18	American Depository Receipts.
2	10/04/18	ADR's advantages
3	11/04/18	Eligibility Criteria for Listing Companies.
4	12/04/18	Obligation
5	13/04/18	Market Abuse & Revision
6	14/04/18	Dr. Ambedker Jayanti, Baisakhi

Week 16

1	16/04/18	Group discussion.
2	17/04/18	Revision and class test
3	18/04/18	Parshuram Jayanti
4	19/04/18	Class test & revision
5	20/04/18	Class test of Previous chapters
6	21/04/18	Queries and group discussion

Week 17

1	23/04/18	Diff. b/w Primary Market and Secondary Market Revision
2	24/04/18	Class Test and revision
3	25/04/18	Class Test and revision
4	26/04/18	revision
5	27/04/18	class test
6	28/04/18	Preparatory Holiday

Name Of Associate Professor: DR. SADHNA

Class: B.A Second Year(IV Semester)

Subject:Economics

Week 1

Day	Date	Topic
1	01/01/18	Introduction to Keynesian Multiplier.Relation b/w Multiplier MPC and MPS.
2	02/01/18	Comparative Static and Dynamic process.
3	03/01/18	Properties and Concept of Acceleration Principle.
4	04/01/18	An Introduction to Super Multiplier.
5	05/01/18	Difference b/w Multiplier and Super Multiplier.
6	06/01/18	Demand,Concepts, Functions and Significance for Money.

Week 2

1	08/01/18	Quantity theory of Money-Fisher's Approach.
2	09/01/18	Cambridge Approach all Formulas.
3	10/01/18	Difference b/w Cambridge and Fisher's Approach.
4	11/01/18	Keynesian Liquidity theory of Money.
5	12/01/18	Do(Diagram & Details)
6	13/01/18	Do(Theory and concepts)

Week 3

1	15/01/18	Concept of Liquidity Trap & diagram.
2	16/01/18	Change in Money supply & the equilibrium rate of Interest.
3	17/01/18	Change in Demand & Liquidity Preference.
4	18/01/18	Case Study 1 & 2
5	19/01/18	Case Study 3 & 4
6	20/01/18	Case Study 5 & 6

Week 4

1	22/01/18	Vasant Panchami
2	23/01/18	Assignment 1 Given.
3	24/01/18	Sir Chhotu Ram Jayanti
4	25/01/18	Class Test
5	26/01/18	Republic Day
6	27/01/18	Meaning and Determinants of Supply of Money.

Week 5

1	29/01/18	High Power Money.
2	30/01/18	Money multiplier.
3	31/01/18	Guru Ravi Das Birthday
4	01/02/18	Meaning and Causes of Inflation.
5	02/02/18	Effects of Inflation.
6	03/02/18	Types of Inflation.

Week 6

1	05/02/18	The Classical theory of Inflation.
2	06/02/18	Demand Pull and Cost Push Inflation.
3	07/02/18	Philip's curve in short run and long run.
4	08/02/18	Class Test
5	09/02/18	Assignment 2 Given.
6	10/02/18	Maharishi Dayanand Saraswati Jayanti

Week 7

1	12/02/18	Presentation of the Assignments.
2	13/02/18	Maha Shivratri
3	14/02/18	Presentation of the Assignments.
4	15/02/18	do
5	16/02/18	do
6	17/02/18	do

Week 8

1	19/02/18	Class Test
2	20/02/18	Revision.
3	21/02/18	Problem Solving
4	22/02/18	Case Study 7
5	23/02/18	Case Study 8
6	24/02/18	Case Study 9

Week 9

1	26/02/18	Meaning, Nature, Features of Business Cycles.
2	27/02/18	Types and Phases of Business Cycles.
3	28/02/18	HOLIDAY
4	01/03/18	HOLIDAY
5	02/03/18	Holi
6	03/03/18	HOLIDAY

Week 10

1	05/03/18	Keynes View of Business Cycles.
2	06/03/18	Class Test
3	07/03/18	Revision.
4	08/03/18	Case Study
5	09/03/18	do
6	10/03/18	Case Study

Week 11

1	12/03/18	Presentation of the Assignments.
2	13/03/18	do
3	14/03/18	do
4	15/03/18	do
5	16/03/18	do
6	17/03/18	do

Week 12

1	19/03/18	Case study
2	20/03/18	Revision of short Answer type Questions.
3	21/03/18	do
4	22/03/18	do
5	23/03/18	Shaheedi Diwas
6	24/03/18	do

Week 13

1	26/03/18	Case study
2	27/03/18	do
3	28/03/18	do
4	29/03/18	Mahaveer Jayanti
5	30/03/18	Class Test
6	31/03/18	Problem Solving

Week 14

1	02/04/18	Keynes of Trade Cycle.
2	03/04/18	Theories of trade Cycles.
3	04/04/18	Hicks Theory.
4	05/04/18	Samuelson Theory.
5	06/04/18	do
6	07/04/18	Difference b/w Hicks and Samuelson

Week 15

1	09/04/18	Rate of Interest
2	10/04/18	Classical view
3	11/04/18	Keynesian View
4	12/04/18	Theories of Interest
5	13/04/18	do
6	14/04/18	Dr. Ambedker Jayanti, Baisakhi

Week 16

1	16/04/18	Case Study
2	17/04/18	do
3	18/04/18	Parshuram Jayanti
4	19/04/18	do
5	20/04/18	do
6	21/04/18	do

Week 17

1	23/04/18	Revision
2	24/04/18	Short Answer Type Question.
3	25/04/18	Problem Solving
4	26/04/18	For Weak Students
5	27/04/18	Revision
6	28/04/18	Preparatory Holiday