**LESSON PLAN 2025-2026( ODD SEMESTER)**

**Name & Designation—Mrs. Dimple (Assistant Professor of commerce)**

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| **Month** | **Goods & Service Tax (B.Com. 5th Sem.)** | **Business Management****(B.Com.1st Sem.)** | **Organizational Behaviour (M.Com 1st sem.)** | **Service Marketing****(M.com 3rd Sem)** |  |
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| July | Tax structure, Overview &Administration of GST | Introduction to Management,Management; As Science, Art and profession. | ------------------------------------------------------- | Concept of Service Marketing; An Introduction, Service quality |  |
| August | Assignment-ITaxable Event, Levy and Collection of TaxSmall Taxable Persons,Time of SupplyNature of Supplies,Place of Supply,Value of Taxable Supply | Approaches to Management,Planning,Types of PlanOrganizing, Organizational Structure Assignment-I | Organisational Behaviour: An introduction, Concepts and Significance,Historical Development of Organisational Behaviour, Approaches to Organisational Behaviour. Assignment-II | Relationship Marketing, Service Development Assignment-I  |  |
| September | Computation of Input Tax Credit,RegistrationAssignment -IITax Invoice, Credit and Debit NotesVarious Returns to be filled under GST, Assessment and Audit | Assignment-II Delegation, Decentralization and Centralization Staffing, Directing,Motivation |  Concept of Attitude,Personality: Concept & Theories of PersonalityAssignment-II | Communication and Promotion of Services, Pricing of Services, Managing Service Employees Assignment-II |  |
| October | Mid Term Test Payment of Tax including TDS, Interest Provision on delayed payment.Offences and PenaltiesRevision | Mid Term TestControlling, Controlling TechniquesRevision | Perception: Introduction, Concept and process of Perception Perceptual Selectivity. Mid Term TestLearning: Concept & Theories of Learning;  | Managing Customers, Customer protection And ethics in Services, Mid Term Test |  |
| November | ----Revision--- | **------------Revision--------** | Group Dynamics: Transactional Analysis: Introduction; Concept of T.A.; Scope of Transactional Analysis | ------Revision-------- |  |