**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-I  Taxable Event, Levy and Collection of Tax  Small Taxable Persons,Time of Supply  Nature of Supplies,  Place of Supply,  Value of Taxable Supply | Approaches to Management,  Planning,Types of Plan  Organizing, 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,Registration  Assignment -II  Tax Invoice, Credit and Debit Notes  Various 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 Personality  Assignment-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 Penalties  Revision | Mid Term Test  Controlling, Controlling Techniques  Revision | Perception: Introduction, Concept and process of Perception Perceptual Selectivity. Mid Term Test  Learning: 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-------- |  |