

Govt. College Kheri Chopta (Hisar)
Deptt. of Commerce
Session 2024-25
Sales Management
B. Com 3rd (6th sem)

Jan 2025

Week 1st & 2nd- Territory management;
Introduction and need.

Week 3rd- Procedure for setting up
Sales territories.

Week 4th- Time management; routing.

Week 5th- Revision and group discussion.

Feb 2025

Week 2nd- Sales quotas; Introduction
and purpose. (Minor test)

Week 3rd- Types of sales quotas.

Week 4th- Administration of sales quotas.

Week 5th- Revision & Group discussion

March 2025

Week 2nd- Managing the sales forces;
Recruitment of sales forces.

Week 4th- Selection of sales forces.

Week 5th- Training of sales forces.

April 2025

Week 1st - Compensation of sales forces.

Week 2nd- Evaluating sales force
Performance.

Week 3rd- Ethical issues in sales
Management.

Week 4th- Revision.

Ram Niwash
Assistant Professor of Commerce
GC Kheri Chopta (Hisar)

Entrepreneurship Development
B. Com 2nd (4th sem)

Jan 2025

Week 1st, 2nd - Entrepreneurship- meaning,
nature and scope.

Week 3rd, 4th - Characteristics and qualities
of successful entrepreneurs.

Week 5th -. Revidion

Feb 2025

Week 2nd, 3rd - Role of ED in economic
development (1st minor tes)

Week 4th, 5th - Women
Entrepreneurship.

March 2025

Week 2nd,3rd - Rural
Entrepreneurship.

Week 4th, 5th- Factors affecting
Entrepreneurship growth.

April 2025

Week 1st,2nd - Entrepreneurial
Motivation.

Entrepreneurial
Competencies.

Week 3rd,4th - Role, relevance
and achievement
of ED programme
(EDP)

Week 5th-. Role of government in organising EDP-critical evaluation.

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Income Tax- 2
B. Com 3rd (6th Sem)

Jan 2025

Week 1st- Computation of total income of an Individual.

Week 2nd- Computation of tax liability of an Individual and Computation of total income and tax liability of HUF.

Week 3rd- Alternate Minimum Tax (AMT)

Week 4th-. Computation of total income and tax liability of partnership firm/LLP

Week 5th- Revision & Group discussion.

Feb 2025

Week 2nd- Classification and tax Incidence of companies.(1st minor test)

Week 3rd- Computation of taxable income of Companies.

Week 4th- Computation of tax liability of Companies.

Week 5th- Minimum Alternate Tax (MAT)

March 2025

Week 2nd- Procedural Compliance: PAN, TCA Number, TDS,TCS
Advance tax & Self assessment Tax.

Week 3rd- Holy vacation

Week 4th- Income tax authorities and their Powers. (2nd minor test)

Week 5th- Different types of returns; Procedure of filing e-return & revised return.

April 2025

Week 1st- Recovery of tax, Refund; Assessment, appeal & revision.

Week 2nd- Types of Assessment, Appeal, Revision.

Week 3rd- Search, Seizure, Penalty and Offences.

Week 4th- Revision and Doubt classes.

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Business Statistics-2
B. Com 2nd (4th Sem)

Jan 2025

Week 1st - Probability: Concept and Evolution.

Week 2nd- Terminology, Concept, Mathematical and Statistical probability.

Week 3rd- Addition and Multiplication theorem and mathematical Expectations.

Week 4th- Rule for the inverse probability.

Week 5th- Revision & Group discussion.

Feb 2025

Week 2nd- Theoretical distribution: Probability function and constant of binomial distribution.
(1st minor test)

Week 3rd- Constants and utility of Poisson distribution.

Week 4th- Properties of Normal distribution, Relationship between Normal & Poisson distribution.

Week 5th- Revision & Group discussion.

March 2025

Week 2nd- Index Number- uses, types of index number, problems in the construction of index number.

Week 3rd- Holi vacations

Week 4th- methods of constructing price and quantity index by different methods- simple & weighted.
(2nd minor test)

Week 5th- Tests of consistency- unit test, time and factor reversal test.

April 2025

Week 1st- Time series: Components and models of time series.

Week 2nd- Measurement of trend by different methods- graphic method.

Week 3rd- Least square method.

Week 4th- Analysis of time series.

Week 5th- Revision & Group discussion.

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