

ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER <i>A. Rama devi</i>					CLASS : <i>IB.com(Gen)</i> Semester : <i>II</i>							
					CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Nov	4 <sup>th</sup>	5	UNIT-I Production and costs	-	Teaching	5	-	-	-	-	-	-
Nov	5 <sup>th</sup>	5	Production and costs	-	Teaching	15	-	-	-	-	-	-
Dec	1 <sup>st</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	2 <sup>nd</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	3 <sup>rd</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	4 <sup>th</sup>	3	Market structure II	PPT Presentation	Teaching	3	-	-	-	-	-	-
Dec	5 <sup>th</sup>	2	Market structure II	-	Teaching	2	-	-	-	-	-	-
Jan	1 <sup>st</sup>	4	Market structure II	-	Teaching	4	-	-	-	-	-	-
Jan	2 <sup>nd</sup>	5	National Income	-	Teaching	04	-	-	Seminar	01	-	-

Signature of the Lecturer  
*A. Rama devi*

Signature of the HOD

*A. Vijay*

Signature of the Principal

*Reddy*

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>A. Rama devi</u>					CLASS : <u>IB Com (G)</u> Semester : <u>II</u>				Paper : <u>Business Economics</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	3 <sup>rd</sup>	-	Pongal vacation	-	Teaching	-	-	-	-	-	-	-	-
Jan	4 <sup>th</sup>	5	National Income & Economic Systems	ICT class	Teaching	5	-	-	-	-	-	-	-
Jan	5 <sup>th</sup>	5	UNIT - II Structural Reforms	-	Teaching	5	-	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	Structural reforms	-	Teaching	1	-	-	-	-	-	-	-
Feb	2 <sup>nd</sup>	5	Structural reforms	-	Teaching	5	-	-	-	-	-	-	-
Feb	3 <sup>rd</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
Feb	4 <sup>th</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
Feb	5 <sup>th</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
March	1 <sup>st</sup>	5	II Sem end exams commenced	-	Teaching	5	-	-	-	-	-	-	-

Signature of the Lecturer

A. Rama Devi  
Signature of the HOD

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019-2020

ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER : M DURGA					CLASS: I B.Com(GEN) Semester: II				Paper: ACCOUNTING II				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	4th	5	UNIT - 1 Methods of Depreciation		Teaching	5							
	5th	5	Methods of Depreciation			4			Assignment	1	Yes		
DEC	1st	5	UNIT - II Provisions and Reserves		Teaching	5							
	2nd	5	Provisions and Reserves			4			Group Discussion	1	Yes		
	3rd	5	UNIT III Consignments		Teaching	5							
	4th	3	Consignments		Teaching	3							
	5th	2	Consignments		Teaching	2							
JAN	1st	4	UNIT IV Joint Venture		Teaching	4							
	2nd	5	Joint Venture		Teaching	5							
	3rd		Pongal Holidays		Teaching								
	4th	5	UNIT V Non Trading Organisations		Teaching	5							
	5th	5	Non Trading Organisations		Teaching	5							
FEB	1st	1	Non Trading Organisations		Teaching	1							
	2nd	5	Non Trading Organisations		Teaching	5							
	3rd	5	Revision		Teaching	5							
	4th	5	Revision		Teaching	5							
	5th	5	Revision		Teaching	5							
MAR	1st	5	Exams		Teaching	5							

  
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Signature of the Principal

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER S.V. MARUTHI					CLASS : B.Com Semester : VI				Business Paper : Environment				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	4th	5	UNIT I Business Environment: Meaning Macro and Micro		Teaching								
	5th	5	dimensions of business environment economic political, social, legal, cultural, demographic, changing scenario, and implications.		Teaching								
Dec	1st	5	Indian perspective, Global Perspective.		Teaching	04			classroom Seminar	01	Yes		
	2nd	5			Teaching								
	3rd	5	UNIT II: Economic Growth - Meaning of Economic growth.	You Tube Video	Teaching								
	4th	3	Factors influencing development		Teaching								
	5th	2	Balanced regional development.		Teaching								
Jan	1st	4	UNIT III - Development and Planning - Rostow's Stages of economic development, meaning		Teaching								
	2nd	5	Types of Plan		Teaching	04			Assignment	01	Yes		

Signature of the Lecturer

S.V. Maruthi

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Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER S.V. Maruthi					CLASS : B.Com Semester : VI				Paper : Environment				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	3rd	-	Pongal Holidays	-	Teaching								
	4th	5	Main objectives, NITI Aayog and National Development Council, Five year plans		Teaching								
	5th	5	UNIT IV Economic Policy - PPT Reforms, New economic policy, New Industrial	CLASS	Teaching	04				Quiz	01	YES	
Feb	1st	1	Policy, Competition law, Fiscal Policy, objectives, limitations		Teaching								
	2nd	5	Union budget, Money Policy and RBI.		Teaching								
	3rd	5	UNIT V Social, Political and Fiscal environment Meaning - concept		Teaching	04				Group Discussion	01	Yes	
	4th	5	of social justice, schemes, Political stability		Teaching								
	5th	5	Legal changes		Teaching								

S.V. Maruthi  
Signature of the Lecturer

Signature of the HOD

Signature of the Principal

A. Vijay

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ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER <u>B. NIRMALA</u>					CLASS : <u>II B (am(G))</u> Semester : <u>IV</u>				Paper : <u>ASO</u>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Nov	2nd	2	Non Trading service organisations	-	Teaching	2	yes	-	-	-	-	-
	3rd	5	Non Trading service organisations	-	Teaching	5	yes	-	-	-	-	-
	4th	5	Electricity supply Companies	-	Teaching	5	yes	-	-	-	-	-
	5th	5	Electricity supply Companies	-	Teaching	5	yes	-	-	-	-	-
Dec	1st	5	Electricity supply Companies	YUTube class	Teaching	5	yes	-	-	-	-	-
	2nd	5	Bank Accounts	-	Teaching	04	yes	-	class Room Seminar	01	yes	-
	3rd	5	MID-I Bank Accounts	-	Teaching	5	yes	-	-	-	-	-
	4th	3	Bank Accounts	-	Teaching	3	yes	-	-	-	-	-
	5th	2	Bank Accounts	-	Teaching	2	yes	-	-	-	-	-

Signature of the Lecturer B. Nirmala

Signature of the HOD  
A. Vijaya

Signature of the Principal  
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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER: B. Nirmala					CLASS: <u>III B Com (G)</u> Semester: <u>IV</u>				Paper: <u>ASO</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	1st	4	Bank Accounts	Teaching	Teaching	03	Yes	-	-	Assignment	01	Yes	-
	2nd	5	Bank Accounts	Teaching	Teaching	5	Yes	-	-	-	-	-	-
	3rd	-	Pongal Holidays	-	-	-	-	-	-	-	-	-	-
	4th	5	LIC Accounts	Teaching	Teaching	5	Yes	-	-	-	-	-	-
	5th	5	LIC Accounts	Teaching	Teaching	5	Yes	-	-	Group Discussion	-	-	-
Feb	1st	1	LIC Accounts	Teaching	Teaching	1	Yes	-	-	-	-	-	-
	2nd	5	MID-II LIC Accounts	Teaching	Teaching	-	-	-	-	-	-	-	-
	3rd	5	GIC Accounts	Teaching	Teaching	5	Yes	-	-	-	-	-	-
	4th	5	GIC Accounts	Teaching	Teaching	5	Yes	-	-	-	-	-	-
	5th	5	GIC Accounts	Teaching	Teaching	5	Yes	-	-	-	-	-	-

Signature of the Lecturer

B. Nirmala

Signature of the HOD

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Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <i>II B.com (Voc)</i> Semester: <i>IV</i> Paper : <i>Business Law</i>								
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	II	2	unit-I contract meaning & Definition of contract	-	Teaching	2	Yes	-	-	-	-	-	-
	III	5	Essential elements of valid contract	Youtube videos	Teaching	04	Yes	-	Assignment	01	Yes	-	-
	IV	5	classification of contracts	-	Teaching	5	Yes	-	-	-	-	-	-
	V	5	valid, void and voidable contracts	-	Teaching	5	Yes	-	-	-	-	-	-
	DEC	I	5	Indian contract Act, 1872 - offer & acceptance.	-	Teaching	5	Yes	-	-	-	-	-
II		5	Definition of valid offer, Acceptance	-	Teaching	5	Yes	-	-	-	-	-	-
III		5	consideration - essential element	-	Teaching	5	Yes	-	-	-	-	-	-
IV		2	consideration	-	Teaching	2	Yes	-	-	-	-	-	-
V		2	unit-III Capacity of the Parties & contingent contract	-	Teaching	2	Yes	-	-	-	-	-	-

*Y. Swathi*  
Signature of the Lecturer

Signature of the HOD

*A. Vijay*

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)							
NAME OF THE LECTURER: <i>Y. Swathi</i>					CLASS: <i>II B Com V</i> Semester: <i>IV</i>				Paper: <i>Business law</i>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Jan	I	5	Rules regarding minor contracts - Rules relating to contingent contract	-	Teaching	04	Yes	-	group Discussion	01	Yes	-
	II	5	Different modes of discharge of contracts	-	Teaching	5	Yes	-	-	-	-	-
	III	0	Pongal Holiday	-	Teaching	-	-	-	-	-	-	-
	IV	5	Rules relating to remedies to breach of contract	-	Teaching	5	Yes	-	-	-	-	-
	V	5	unit - IV - contract of sale	-	Teaching	5	Yes	-	-	-	-	-
Feb	I	4	Sale and agreement to sell	PPT	Teaching	1	Yes	-	-	-	-	-
	II	5	Implied conditions & warranties	-	Teaching	5	Yes	-	-	-	-	-
	III	5	Rights of unpaid vendor	-	Teaching	5	Yes	-	-	-	-	-
	IV	5	unit - V . cyber law & contract procedure Digital Signature safe by mechanism	-	Teaching	5	Yes	-	-	-	-	-

*Y. Swathi*  
Signature of the Lecturer

Signature of the HOD

*A. Vijaya*

Signature of the Principal

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>P. Naga Lakshmi</u>					CLASS : <u>II B Com (G)</u> Semester : <u>IV</u>				Paper : <u>Income Tax</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	2nd	2	unit-I Introduction	-	Teaching	1	-	-	-	Bridge course	1	-	-
Nov	3rd	5	Introduction	-	Teaching	5	-	-	-	-	-	-	-
Nov	4th	5	Introduction	-	Teaching	5	-	-	-	-	-	-	-
Nov	5th	5	unit-II Income from Salary	-	Teaching	5	-	-	-	-	-	-	-
Dec	1st	5	Income from Salary	-	Teaching	4	-	-	-	Assignment on Residential status	1	-	-
Dec	2nd	5	Income from Salary	youtube class	Teaching	5	-	-	-	-	-	-	-
Dec	3rd	5	unit-III Income from House property	-	Teaching	5	-	-	-	-	-	-	-
Dec	4th	3	Income from House property	-	Teaching	3	-	-	-	-	-	-	-
Dec	5th	2	Income from Business	-	Teaching	2	-	-	-	-	-	-	-

P. Naga Lakshmi  
Signature of the Lecturer

Signature of the HOD

A. Vijaya

Signature of the Principal

Naga Lakshmi



SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>P. Nagar Lakshmi</i>					CLASS : <i>II B Com (C)</i> Semester : <i>IV</i>				Paper : <i>Income Tax</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	1st	4	Income From profession Unit IV Income From Capital Gains	powerpoint presentation	Teaching	4	-	-	-	-	-	-	-
Jan	2nd	5	Income From Capital Gains	-	Teaching	4	-	-	Remedial coaching.	1	-	-	-
Jan	3rd	0	Pongal Vacation	-	Teaching	-	-	-	-	-	-	-	-
Jan	4th	5	Income From other sources Unit V - Total Income of Individual	-	Teaching	5	-	-	-	-	-	-	-
Jan	5th	5	Total Income of Individual Deduction u/s 80	-	Teaching	5	-	-	-	-	-	-	-
Feb	1st	1	Deductions u/s 80	-	Teaching	1	-	-	-	-	-	-	-
Feb	2nd	5	Revision	-	-	5	-	-	-	-	-	-	-
Feb	3rd	5	Revision	-	-	5	-	-	-	-	-	-	-
Feb	4th	5	Revision	-	-	5	-	-	-	-	-	-	-
Feb	5th	5	Solving of old question papers	-	-	5	-	-	-	-	-	-	-
March	1st	5	IV semester End Exams.	-	-	5	-	-	-	-	-	-	-

*P. Nagar Lakshmi*  
Signature of the Lecturer

*A. Nishu*  
Signature of the HOD

Signature of the Principal  
*Selva*

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>B-NIRMALA</i>					CLASS : <i>B-Com(G)</i> Semester : <i>VI</i>				Paper : <i>Auditing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	4 <sup>th</sup>	3	Introduction of Auditing	-	Teaching	3	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	3	Introduction of Auditing	-	Teaching	3	Yes	-	-	-	-	-	-
Dec	1 <sup>st</sup>	3	Introduction of Auditing	YouTube class	Teaching	3	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	1	planning of Audit	-	Teaching	1	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
Jan	1 <sup>st</sup>	1	planning of Audit	-	Teaching	1	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	2	Company Audit and Audit Report	-	Teaching	2	Yes	-	-	-	-	-	-

Signature of the Lecturer *B. Nirmala*

Signature of the HOD

*A. V. ...*

Signature of the Principal



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>B. NIRMALA</u>					CLASS : <u>B.Com(Crew)</u> Semester : <u>V</u>				Paper : <u>Auditing</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	3rd	-	-										
	4th	3	Company Audit and Audit Report	-	Teaching	2	Yes	-	Academic Guidance	01	-	-	
	5th	2	Company Audit and Audit Report	-	Teaching	2	Yes	-	-	-	-	-	
Feb	1st	1	Company Audit and Audit Report	-	Teaching	1	Yes	-	-	-	-	-	
	2nd	-	-	-	-	-	-	-	-	-	-	-	
	3rd	3	Company Audit and Audit Report	ICT Class	Teaching	3	Yes	-	-	-	-	-	
	4th	3	Company Audit and Audit Report	-	Teaching	3	Yes	-	-	-	-	-	
	5th	3	Company Audit and Audit Report	-	Teaching	3	Yes	-	-	-	-	-	

Signature of the Lecturer B. Nirmala

Signature of the HOD

A. V. S. R.

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)							
NAME OF THE LECTURER <u>A.N.V. Poojitha</u>					CLASS <u>III Bcom(G)</u> Semester: <u>VI</u>				Paper: <u>Direct Marketing</u>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
NOV	4 <sup>th</sup>	5	Direct Marketing - Features, Merits, Demerits, Strategies, SMS, MMS	-	Teaching	5	Yes	-	-	-	-	-
	5 <sup>th</sup>	5	channels of Direct Marketing, Marketing communication plan	-	Teaching	5	Yes	-	-	-	-	-
Dec	1 <sup>st</sup>	5	creative process and testing, Direct Mail, catalogues, USPs	-	Teaching	5	Yes	-	-	-	-	-
	2 <sup>nd</sup>	4	Print Advertising & Direct and Interactive marketing	YouTube class	Teaching	4	Yes	-	-	-	-	-
	3 <sup>rd</sup>	5	Direct Marketing Media - Newspapers, Magazines, TV, radio.	-	Teaching	4	Yes	-	Group Discussion	1	Yes	-
	4 <sup>th</sup>	2	IMID EXAMS	-	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	2	Tele-marketing, Digital Marketing	-	Teaching	2	Yes	-	-	-	-	-
Jan	1 <sup>st</sup>	3	social Media in Direct Marketing - Facebook, Twitter, Linked, Google	-	Teaching	2	Yes	-	Assignment	1	Yes	-
	2 <sup>nd</sup>	4	Yahoo, G-mail, ORkut	-	Teaching	4	Yes	-	-	-	-	-

A.N.V. Poojitha  
Signature of the Lecturer

Signature of the HOD

A. Vijay

Signature of the Principal



SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER A.N.V. Poornima					CLASS : III B.COM(G) Semester : VI				Paper : Direct Marketing			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
	3rd	5	—	—	Teaching	5	Yes	—	—	—	—	—
	4th	5	Digital Marketing - Tips, Best practices, Legal aspects.	PPT presentation	Teaching	5	Yes	—	—	—	—	—
	5th	4	Amazon, Flipkart, Paytm	—	Teaching	4	Yes	—	—	—	—	—
Feb	1st	1	Digital Marketing strategies.	—	Teaching	1	Yes	—	—	—	—	—
	2nd	4	Revision	—	—	4	—	—	—	—	—	—
	3rd	5	Revision	—	—	5	—	—	—	—	—	—
	4th	4	Revision	—	—	4	—	—	—	—	—	—
	5th	5	Revision	—	—	5	—	—	—	—	—	—
Mar	1st	5	VIth semester End Exams	—	—	—	—	—	—	—	—	—

A.N.V. Poornima  
Signature of the Lecturer

Signature of the HOD

AVijay

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <i>B.Com (Gen)</i> Semester : <i>VI</i>				Paper : <i>management Accounting</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	IV	5	unit - I management - Accounting - Def. features objectives.	-	Teaching	05	Yes	-	-	-	-	-	-
	V	5	Functioning, scope, advantages and limitations.	PPT class	Teaching	04	Yes	-	class Room Seminar	01	Yes	-	-
Dec	Ist	5	Relationship between management Accounting & financial Accounting	-	Teaching	05	Yes	-	-	-	-	-	-
	II	5	financial statements features, limitations need, objective	-	Teaching	05	Yes	-	-	-	-	-	-
	III	5	comparative statements common size, Trend analysis	-	Teaching	05	Yes	-	-	-	-	-	-
	IV	3	Trend analysis - Problems	-	Teaching								
	V	2	I MID Exams	-	Teaching								
	VI	2	unit - II - Ratio analysis - calculations of liquidity, solventy Problems	-	Teaching	02	Yes	-	-	-	-	-	-
Jan	I	4	Profitability & Turnover ratios - Problems Interpretation of ratios	-	Teaching	4	Yes	-	-	-	-	-	-
	II	5	unit - III - funds flow statement - meaning advantages	-	Teaching	5	Yes	-	-	-	-	-	-

*Y. Swathi*  
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*A. Vijay*

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <i>III B.Com (gen)</i> Semester :				Paper : <i>Accounting management</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	<i>III</i>	<i>0</i>	<i>-</i>		<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>IV</i>	<i>5</i>	<i>Advantages &amp; limitations &amp; funds flow statements</i>	<i>-</i>	<i>Teaching</i>	<i>05</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>V</i>	<i>5</i>	<i>unit - IV cash flow statements - advantages &amp; limitations</i>	<i>Teaching through Prosector</i>	<i>Teaching</i>	<i>04</i>	<i>Yes</i>		<i>Quiz</i>	<i>01</i>	<i>Yes</i>		
<i>Feb</i>	<i>I</i>	<i>1</i>	<i>Differences between cash flow &amp; funds flow statements, - Problems</i>	<i>-</i>	<i>Teaching</i>	<i>1</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>II</i>	<i>5</i>	<i>cash flow statements problems</i>	<i>-</i>	<i>Teaching</i>	<i>05</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>III</i>	<i>5</i>	<i>unit - V marginal costing - Break even - analysis - meaning, assumptions</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>IV</i>	<i>5</i>	<i>Advantages &amp; dis-advantages - BEP, Problems</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>V</i>	<i>5</i>	<i>BEP - Problems</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

*Y. Swathi*  
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*A. Vijay*

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**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M.isha Naga Sai Lakshmi</i>					CLASS : <i>B.Com Gen</i>		Semester : <i>01</i>		Paper : <i>Marketing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>NOV</i>	<i>3<sup>rd</sup></i>	<i>5</i>	<i>Unit - I Introduction of concepts of marketing and Product concept and selling concept and marketing mix.</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Societal marketing concept and</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>4<sup>th</sup></i>	<i>5</i>	<i>4<sup>th</sup> P's of marketing and marketing Environment.</i>	<i>Youtube classes</i>									

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*S. Sridhar*



**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER: <u>M. Usha Naga Sai Lakshmi</u>					CLASS: <u>III Bcom Gen</u> Semester: <u>II</u>				Paper: <u>Marketing</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Dec	1 <sup>st</sup>	5	Unit - I Consumer markets and buyer behaviour. Buying Decision process	-	Teaching	5	Yes	-	-	-	-	-	-
				-	-	-	-	-	-	-	-	-	-
	2 <sup>nd</sup>	5	Factors influencing buying behaviour	-	Teaching	5	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	5	I-mid Examination	-	Teaching	5	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	2	market segmentation and selecting segments	-	Teaching	2	Yes	-	-	-	-	-	-
5 <sup>th</sup>	2	Advantages of Segmentation	-	Teaching	2	Yes	-	-	-	-	-	-	

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M. Usha Naga Sai Lakshmi</i>					CLASS : <i>B.Com (Gen)</i>				Semester : <i>VI</i>		Paper : <i>Marketing</i>		
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>Jan</i>	<i>1<sup>st</sup></i>	<i>4</i>	<i>Unit - IV Product management and product life cycle and new products and</i>	<i>PPT presentation</i>	<i>Teaching</i>	<i>3</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>classroom seminars</i>	<i>1</i>	<i>Yes</i>	<i>-</i>
			<i>product mix &amp; product line decisions</i>	<i>-</i>	<i>-</i>					<i>-</i>			
	<i>2<sup>nd</sup></i>	<i>5</i>	<i>Design, Branding, Packing &amp; Labeling</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>			
	<i>3<sup>rd</sup></i>	<i>5</i>	<i>Pongal holidays</i>		<i>-</i>	<i>4</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>			
	<i>4<sup>th</sup></i>	<i>5</i>	<i>Factors influencing price determination</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>			

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*M. Usha Naga Sai Lakshmi*

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**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

<b>ANNUAL CURRICULAR</b>					<b>PLAN (Year)</b>							
NAMR OF THE LECTURER <i>M. Usha Naga Sai Lakshmi</i>					CLASS : <i>B.Com (Gen)</i>			Semester : <i>V</i>		Paper : <i>Marketing</i>		
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
<i>Jan</i>	<i>5<sup>th</sup></i>	<i>5</i>	<i>Pricing strategies</i>	-	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	-	-	-	-	-
			<i>Skimming and Penetration pricing.</i>	-	-	-	-	-	-	-	-	-
<i>Feb</i>	<i>1<sup>st</sup></i>	<i>1</i>	<i>Unit - II Promotion and Distribution in Promotion mix</i>	-	<i>Teaching</i>	<i>1</i>	<i>Yes</i>	-	-	-	-	-
	<i>2<sup>nd</sup></i>	<i>5</i>	<i>II - mid exams</i>	-	-	-	-	-	-	-	-	-
	<i>3<sup>rd</sup></i>	<i>5<sup>th</sup></i>	<i>Advertisements, Publicity Public relations</i>	-	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	-	-	-	-	-

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*M. Usha Naga Sai Lakshmi*

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER: <i>M. Usha Naga Sai Lakshmi</i>					CLASS: <i>B.Com Gen</i> Semester: <i>VI Sem</i>				Paper: <i>Marketing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
			<i>Direct marketing and Distribution</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>channels and online marketing &amp; global marketing.</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
<i>Feb</i>	<i>9<sup>th</sup></i>	<i>5</i>	<i>Revision</i>	<i>-</i>	<i>-</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

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ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER: P. Praveen					CLASS: III B.Com Semester: VI Paper: Sales Promotion								
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	4 <sup>th</sup>	5	Sales executive functioning, sales promotion and control, sales organization	- 2	Teaching	5	Yes	-					
Nov	5 <sup>th</sup>	5	setting up of sales organization, Types of sales organization, Personal selling	- 1	Teaching	5	Yes	-					
Dec	1 <sup>st</sup>	5	Theory of Personal selling, Analyzing Market potential, Sales potential	- 1	Teaching	5	Yes	-					
Dec	2 <sup>nd</sup>	4	Sales potential and sales forecasting Methods, Distribution Policies and Pricing Policies	Youtube class	Teaching	4	Yes	-					
Dec	3 <sup>rd</sup>	5	Sales budget, sales territories, sales quotas, Point of sale	- 1	Teaching	4	Yes	-	class room Seminar	1	-	-	-
Dec	4 <sup>th</sup>	Nil	Mid Exams	- 2	-	Nil							
Jan	1 <sup>st</sup>	4	Sales contests, Coupons and discounts, Free offer, display	- 1	Teaching	4	Yes	-					
Jan	2 <sup>nd</sup>	4	Showroom and Exhibitions, sales manager Qualities and Functions, Types of Salesman	- 2	Teaching	3	Yes	-	Quiz	1	-	-	-
Jan	3 <sup>rd</sup>	-	Pongal Holiday	-	-	-							

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ANNUAL CURRICULAR					PLAN (Year)											
NAMR OF THE LECTURER: P. Praveen					CLASS: III B.Com				Semester: VI				Paper: Sales Promotion			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value .. Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY							
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date				
Jan	4 <sup>th</sup>	5	Prospecting, Pre-APP ranch and Approach selling sequence	PPT Presentation	Teaching	5	Yes									
Jan	5 <sup>th</sup>	4	Psychology of the customers, Recruitment and Selection	-	Teaching	4	Yes									
Feb	1 <sup>st</sup>	1	Training	-	Teaching	1	Yes									
Feb	2 <sup>nd</sup>	Nil	- Mid Exam -	-	-	-	-									
		1	Induction	-	Teaching	1	Yes									
Feb	3 <sup>rd</sup>	5	Motivating of sales personnel, compensa- tion, Evaluation of sales personnel	-	Teaching	5	Yes									
Feb	4 <sup>th</sup>	4	Revision	-	-	4	Yes									
Feb	5 <sup>th</sup>	5	Revision	-	-	5	Yes									

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ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER <i>A. Rama devi</i>					CLASS : <i>IB.com(Gen)</i> Semester : <i>II</i>							
					CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Nov	4 <sup>th</sup>	5	UNIT-I Production and costs	-	Teaching	5	-	-	-	-	-	-
Nov	5 <sup>th</sup>	5	Production and costs	-	Teaching	15	-	-	-	-	-	-
Dec	1 <sup>st</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	2 <sup>nd</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	3 <sup>rd</sup>	5	Market structure I	-	Teaching	5	-	-	-	-	-	-
Dec	4 <sup>th</sup>	3	Market structure II	PPT Presentation	Teaching	3	-	-	-	-	-	-
Dec	5 <sup>th</sup>	2	Market structure II	-	Teaching	2	-	-	-	-	-	-
Jan	1 <sup>st</sup>	4	Market structure II	-	Teaching	4	-	-	-	-	-	-
Jan	2 <sup>nd</sup>	5	National Income	-	Teaching	04	-	-	Seminar	01	-	-

Signature of the Lecturer  
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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>A. Rama devi</u>					CLASS : <u>IB Com (G)</u> Semester : <u>II</u>				Paper : <u>Business Economics</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	3 <sup>rd</sup>	-	Pongal vacation	-	Teaching	-	-	-	-	-	-	-	-
Jan	4 <sup>th</sup>	5	National Income & Economic Systems	ICT class	Teaching	5	-	-	-	-	-	-	-
Jan	5 <sup>th</sup>	5	UNIT - II Structural Reforms	-	Teaching	5	-	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	Structural reforms	-	Teaching	1	-	-	-	-	-	-	-
Feb	2 <sup>nd</sup>	5	Structural reforms	-	Teaching	5	-	-	-	-	-	-	-
Feb	3 <sup>rd</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
Feb	4 <sup>th</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
Feb	5 <sup>th</sup>	5	Revision	-	Teaching	5	-	-	-	-	-	-	-
March	1 <sup>st</sup>	5	II Sem end exams commenced	-	Teaching	5	-	-	-	-	-	-	-

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**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
CURRICULUM LECTURER WISE 2019-2020

ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER : M DURGA					CLASS: <del>III</del> B.Com (VOC) Semester: VI				Paper: TALLY WITH GST				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	4th	5	UNIT I Introduction to GST		Teaching	5							
	5th	5	Introduction to GST			4			Class Room Seminar	1	Yes		
DEC	1st	5	UNIT II GST Transition		Teaching	5							
	2nd	5	GST Rates, Ledgers			4			Group Discussion	1	yes		
	3rd	5	GST Rates, Ledgers		Teaching	5							
	4th	3	GST Rates, Ledgers		Teaching	3							
	5th	2	GST Rate Allocation to Stock		Teaching	2							
JAN	1st	4	UNIT III GST Rate Allocation - Invoices		Teaching	4							
	2nd	5	GST Rate Allocation - Invoices			4			Quiz	1	Yes		
	3rd		Pongal Holidays		Teaching								
	4th	5	GST Rate Allocation - Invoices		Teaching	5							
	5th	5	UNIT IV GST Returns		Teaching	5							
FEB	1st	1	Online Payments of GST		Teaching	1							
	2nd	5	Online Payments of GST		Teaching	5							
	3rd	5	Online Payments of GST		Teaching	5							
	4th	5	Online Payments of GST		Teaching	5							
	5th	5	Online Payments of GST		Teaching	5							
MAR	1st	5	Revision		Teaching	5							

  
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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019-2020

ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER : M DURGA					CLASS: I B.Com(GEN) Semester: II				Paper: ACCOUNTING II				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	4th	5	UNIT - 1 Methods of Depreciation		Teaching	5							
	5th	5	Methods of Depreciation			4			Assignment	1	Yes		
DEC	1st	5	UNIT - II Provisions and Reserves		Teaching	5							
	2nd	5	Provisions and Reserves			4			Group Discussion	1	Yes		
	3rd	5	UNIT III Consignments		Teaching	5							
	4th	3	Consignments		Teaching	3							
	5th	2	Consignments		Teaching	2							
JAN	1st	4	UNIT IV Joint Venture		Teaching	4							
	2nd	5	Joint Venture		Teaching	5							
	3rd		Pongal Holidays		Teaching								
	4th	5	UNIT V Non Trading Organisations		Teaching	5							
	5th	5	Non Trading Organisations		Teaching	5							
FEB	1st	1	Non Trading Organisations		Teaching	1							
	2nd	5	Non Trading Organisations		Teaching	5							
	3rd	5	Revision		Teaching	5							
	4th	5	Revision		Teaching	5							
	5th	5	Revision		Teaching	5							
MAR	1st	5	Exams		Teaching	5							

  
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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <u>II B.com (Voc)</u> Semester: <u>IV</u> Paper : <u>Business Law</u>								
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	II	2	unit-I contract meaning & Definition of contract	-	Teaching	2	Yes	-	-	-	-	-	-
	III	5	Essential elements of valid contract	Youtube videos	Teaching	04	Yes	-	Assignment	01	Yes	-	-
	IV	5	classification of contracts	-	Teaching	5	Yes	-	-	-	-	-	-
	V	5	valid, void and voidable contracts	-	Teaching	5	Yes	-	-	-	-	-	-
	DEC	I	5	Indian contract Act, 1872 - offer & acceptance.	-	Teaching	5	Yes	-	-	-	-	-
II		5	Definition of valid offer, Acceptance	-	Teaching	5	Yes	-	-	-	-	-	-
III		5	consideration - essential element	-	Teaching	5	Yes	-	-	-	-	-	-
IV		2	consideration	-	Teaching	2	Yes	-	-	-	-	-	-
V		2	unit-III Capacity of the Parties & contingent contract	-	Teaching	2	Yes	-	-	-	-	-	-

*Y. Swathi*  
Signature of the Lecturer

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*A. Vijay*

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER <i>y. Swathi</i>					CLASS : <i>II Bcom V</i> Semester : <i>IV</i>				Paper : <i>Business law</i>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY			
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Jan	I	5	Rules regarding minor contracts - Rules relating to contingent contract	-	Teaching	04	Yes	-	group Discussion	01	Yes	-
	II	5	Different modes of discharge of contracts	-	Teaching	5	Yes	-	-	-	-	-
	III	0	Pongal Holiday	-	Teaching	-	-	-	-	-	-	-
	IV	5	Rules relating to remedies to breach of contract	-	Teaching	5	Yes	-	-	-	-	-
	V	5	unit - IV - contract of sale	-	Teaching	5	Yes	-	-	-	-	-
Feb	I	4	Sale and agreement to sell	PPT	Teaching	1	Yes	-	-	-	-	-
	II	5	Implied condition & warranties	-	Teaching	5	Yes	-	-	-	-	-
	III	5	Rights of unpaid vendor	-	Teaching	5	Yes	-	-	-	-	-
	IV	5	unit - V . cyber law & contract procedure Digital Signature safe by mechanism	-	Teaching	5	Yes	-	-	-	-	-

*y. Swathi*  
Signature of the Lecturer

Signature of the HOD

*A. Vijaya*

Signature of the Principal



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>B-NIRMALA</i>					CLASS : <i>B-Com(G)</i> Semester : <i>V</i>				Paper : <i>Auditing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	4 <sup>th</sup>	3	Introduction of Auditing	-	Teaching	3	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	3	Introduction of Auditing	-	Teaching	3	Yes	-	-	-	-	-	-
Dec	1 <sup>st</sup>	3	Introduction of Auditing	YouTube class	Teaching	3	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	1	planning of Audit	-	Teaching	1	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	2	planning of Audit	-	Teaching	2	Yes	-	-	-	-	-	-
Jan	1 <sup>st</sup>	1	planning of Audit	-	Teaching	1	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	2	Company Audit and Audit Report	-	Teaching	2	Yes	-	-	-	-	-	-

Signature of the Lecturer *B. Nirmala*

Signature of the HOD

*A. V. S.*

Signature of the Principal

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>B. NIRMALA</u>					CLASS : <u>B.Com(Crew)</u> Semester : <u>V</u>				Paper : <u>Auditing</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	3rd	-	-										
	4th	3	Company Audit and Audit Report	-	Teaching	2	Yes	-	Academic Guidance	01	-	-	
	5th	2	Company Audit and Audit Report	-	Teaching	2	Yes	-	-	-	-	-	
Feb	1st	1	Company Audit and Audit Report	-	Teaching	1	Yes	-	-	-	-	-	
	2nd	-	-	-	-	-	-	-	-	-	-	-	
	3rd	3	Company Audit and Audit Report	ICT Class	Teaching	3	Yes	-	-	-	-	-	
	4th	3	Company Audit and Audit Report	-	Teaching	3	Yes	-	-	-	-	-	
	5th	3	Company Audit and Audit Report	-	Teaching	3	Yes	-	-	-	-	-	

Signature of the Lecturer B. Nirmala

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A. V. S. R.

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <i>B.Com (Gen)</i> Semester : <i>VI</i>				Paper : <i>management Accounting</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	IV	5	unit - I management - Accounting - Def. features objectives.	-	Teaching	05	Yes	-	-	-	-	-	-
	V	5	Functioning, scope, advantages and limitations.	PPT class	Teaching	04	Yes	-	class Room Seminar	01	Yes	-	-
Dec	Ist	5	Relationship between management Accounting & financial Accounting	-	Teaching	05	Yes	-	-	-	-	-	-
	II	5	financial statements features, limitations need, objective	-	Teaching	05	Yes	-	-	-	-	-	-
	III	5	comparative statements common size, Trend analysis	-	Teaching	05	Yes	-	-	-	-	-	-
	IV	3	Trend analysis - Problems	-	Teaching								
	V	2	I MID Exams	-	Teaching								
	VI	2	unit - II - Ratio analysis - calculations of liquidity, solventy Problems	-	Teaching	02	Yes	-	-	-	-	-	-
Jan	I	4	Profitability & Turnover ratios - Problems Interpretation of ratios	-	Teaching	4	Yes	-	-	-	-	-	-
	II	5	unit - III - funds flow statement - meaning advantages	-	Teaching	5	Yes	-	-	-	-	-	-

*Y. Swathi*  
Signature of the Lecturer

Signature of the HOD

*A. Vijay*

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>Y. Swathi</i>					CLASS : <i>III B.Com (gen)</i> Semester :				Paper : <i>Accounting management</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	<i>III</i>	<i>0</i>	<i>-</i>		<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>IV</i>	<i>5</i>	<i>Advantages &amp; limitations &amp; funds flow statements</i>	<i>-</i>	<i>Teaching</i>	<i>05</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>V</i>	<i>5</i>	<i>unit - IV cash flow statements - advantages &amp; limitations</i>	<i>Teaching through Prosector</i>	<i>Teaching</i>	<i>04</i>	<i>Yes</i>		<i>Quiz</i>	<i>01</i>	<i>Yes</i>		
<i>Feb</i>	<i>I</i>	<i>1</i>	<i>Differences between cash flow &amp; funds flow statements, - Problems</i>	<i>-</i>	<i>Teaching</i>	<i>1</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>II</i>	<i>5</i>	<i>cash flow statements problems</i>	<i>-</i>	<i>Teaching</i>	<i>05</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>III</i>	<i>5</i>	<i>unit - V marginal costing - Break even - analysis - meaning, assumptions</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>IV</i>	<i>5</i>	<i>Advantages &amp; dis-advantages - BEP, Problems</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>V</i>	<i>5</i>	<i>BEP - Problems</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

*Y. Swathi*  
Signature of the Lecturer

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*A. Vijay*

Signature of the Principal

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**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M.isha Naga Sai Lakshmi</i>					CLASS : <i>B.Com Gen</i>		Semester : <i>01</i>		Paper : <i>Marketing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>NOV</i>	<i>3<sup>rd</sup></i>	<i>5</i>	<i>Unit - I Introduction of concepts of marketing and Product concept and selling concept and marketing mix.</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Societal marketing concept and</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>4<sup>th</sup></i>	<i>5</i>	<i>4<sup>th</sup> P's of marketing and marketing Environment.</i>	<i>Youtube classes</i>									

Signature of the Lecturer

*M. Isha*

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*A. Vijay*

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*S. Sridhar*

**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER: <u>M. Usha Naga Sai Lakshmi</u>					CLASS: <u>III Bcom Gen</u> Semester: <u>II</u>				Paper: <u>Marketing</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Dec	1 <sup>st</sup>	5	Unit - I Consumer markets and buyer behaviour. Buying Decision process	-	Teaching	5	Yes	-	-	-	-	-	-
				-	-	-	-	-	-	-	-	-	-
	2 <sup>nd</sup>	5	Factors influencing buying behaviour	-	Teaching	5	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	5	I-mid Examination	-	Teaching	5	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	2	market segmentation and selecting segments	-	Teaching	2	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	2	Advantages of Segmentation	-	Teaching	2	Yes	-	-	-	-	-	-

Signature of the Lecturer

*M. Usha*

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*A. V. J.*

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M. Usha Naga Sai Lakshmi</i>					CLASS : <i>B.Com (Gen)</i>				Semester : <i>VI</i>		Paper : <i>Marketing</i>		
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>Jan</i>	<i>1<sup>st</sup></i>	<i>4</i>	<i>Unit - IV Product management and product life cycle and new products and</i>	<i>PPT presentation</i>	<i>Teaching</i>	<i>3</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>classroom seminars</i>	<i>1</i>	<i>Yes</i>	<i>-</i>
			<i>product mix &amp; product line decisions</i>	<i>-</i>	<i>-</i>					<i>-</i>			<i>-</i>
	<i>2<sup>nd</sup></i>	<i>5</i>	<i>Design, Branding, Packing &amp; Labeling</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>			<i>-</i>
	<i>3<sup>rd</sup></i>	<i>5</i>	<i>Pongal holidays</i>		<i>-</i>	<i>4</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>			<i>-</i>
	<i>4<sup>th</sup></i>	<i>5</i>	<i>Factors influencing price determination</i>	<i>-</i>	<i>Teaching</i>	<i>5</i>	<i>Yes</i>	<i>-</i>	<i>-</i>	<i>-</i>			<i>-</i>

Signature of the Lecturer

*M. Usha*

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*A. Vijay*

Signature of the Principal

*K. Vijay*

**SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU**  
**CURRICULUM LECTURER WISE 2019 - 2020**

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER					CLASS : <u>B.Com (Gen)</u> Semester : <u>V</u>				Paper : <u>Marketing</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	5 <sup>th</sup>	5	Pricing strategies Skimming and Penetration pricing.	-	Teaching	5	Yes	-	-	-	-	-	-
				-	-	-	-	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	Unit - II Promotion and Distribution in Promotion mix	-	Teaching	1	Yes	-	-	-	-	-	-
				-	-	-	-	-	-	-	-	-	-
	2 <sup>nd</sup>	5	II - mid exams	-	-	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>	5 <sup>th</sup>	Advertisements, Publicity Public relations	-	Teaching	5	Yes	-	-	-	-	-	-

Signature of the Lecturer

*M. Usha Naga*

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*A. vijay*

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M. Usha Naga Sai Lakshmi</i>					CLASS : <i>B.Com Gen</i> Semester : <i>VI Sem</i>				Paper : <i>Marketing</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
			<i>Direct marketing and Distribution</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>channels and online marketing &amp; global marketing.</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
<i>Feb</i>	<i>9<sup>th</sup></i>	<i>5</i>	<i>Revision</i>	<i>-</i>	<i>-</i>	<i>5</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

Signature of the Lecturer

*M. Usha*

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*A. Vijay*

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER: P. Praveen VI (10) mod. 2					CLASS: II B, com (VI) Semester: IV Paper: Entrepreneurship								
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	2nd	3	unit-V Govt. Policies for SSI's	1	Teaching	3	Yes	-	-	-	-	-	-
Jan	4th	3	Taxation Benefits	-	Teaching	3	Yes	-	-	-	-	-	-
Jan	5th	3	Taxation Benefits	-	Teaching	2	Yes	-	Class room Seminar	1	-	-	-
Feb	1st	-	-	-	-	-	-	-	-	-	-	-	-
Feb	2nd	3	Revision	-	-	-	-	-	-	-	-	-	-
Feb	3rd	3	Revision	-	-	-	-	-	-	-	-	-	-
Feb	4th	3	Revision	-	-	-	-	-	-	-	-	-	-
Feb	5th	3	Reference of old papers.	-	-	-	-	-	-	-	-	-	-
March	1st	3	IV Semester End Examinations	-	-	-	-	-	-	-	-	-	-

P. Praveen  
Signature of the Lecturer

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A. Vijay

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ANNUAL CURRICULAR					PLAN (Year)											
NAME OF THE LECTURER: P. Praveen					CLASS: II B. Com (VI) (V2) (G1)				Semester: IV				Paper: Entrepreneurship			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY							
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date				
Nov	2nd	2	Unit-I Entrepreneurship	-	Teaching	1	Yes	-	class room Seminar	1	-	-	-			
Nov	3rd	3	Entrepreneurship	-	Teaching	3	Yes	-	-	-	-	-	-			
Nov	4th	3	Unit-II Idea generation	-	Teaching	3	Yes	-	-	-	-	-	-			
Dec	1st	3	Opportunity Assessment	-	Teaching	3	Yes	-	-	-	-	-	-			
Dec	2nd	3	Unit-III Project Appraisal	-	Teaching	3	Yes	-	-	-	-	-	-			
Dec	3rd	3	Project Formulation	-	Teaching	3	Yes	-	-	-	-	-	-			
Dec	4th	1	Unit-IV Institutions supporting SBE	-	Teaching	1	Yes	-	-	-	-	-	-			
Dec	5th	1	Institutions supporting SBE	-	Teaching	1	Yes	-	-	-	-	-	-			
Jan	1st	2	Institutions supporting SBE	-	Teaching	2	Yes	-	-	-	-	-	-			

Signature of the Lecturer  
P. Praveen

Signature of the HOD

Signature of the Principal



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>M.Usha Naga Sai Lakshmi</u>					CLASS : <u>II B.com (M. V. Gen)</u>			Semester : <u>IV Sem</u>		Paper : <u>Leadership Education</u>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	2 <sup>nd</sup>	2	Introduction of organisation and management and leadership	-	Teaching	-	-	-	-	-	-	-	-
			meaning and significances and features of leadership.	-	Teaching	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>	3		-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	Different theories	-	Teaching	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	3	Trait Theory, Blake and mountain theory & other functions of management	-	Teaching	-	-	-	-	-	-	-	-
			unit II Behavioural concepts - individual	-	Teaching	-	-	-	-	-	-	-	-
Dec	1 <sup>st</sup>	3	behavioural concepts - Perception, learning	-	Teaching	-	-	-	-	-	-	-	-

Signature of the Lecturer

M. Usha

Signature of the HOD

A. S. S. S.

Signature of the Principal

M. S. S. S.



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER					CLASS :		Semester :		Paper :				
M. U. N. Sair Lakshmi					II Bcom		IV Sem		Leadership Education				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Dec	2 <sup>nd</sup>	2	Attitude formation and change and Motivation and theories of motivation and personality development.	-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>	3	mid-I Exams	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	unit - III Behavioural concepts	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>			-	Teaching	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	2	communication features of communication	-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
Jan	1 <sup>st</sup>	2	Types of communication and functions of leadership	-	Teaching	-	-	-	-	-	-	-	-

Signature of the Lecturer

M. U. N. Sair Lakshmi

Signature of the HOD

A. Vijay

Signature of the Principal

N. Lakshmi



ANNUAL CURRICULAR					B Com PLAN (Year)								
NAME OF THE LECTURER: M. Usha Naga Sai Lakshmi					CLASS: V, V <sub>2</sub> , G			Semester: IV		Paper: Leadership Education			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	2 <sup>nd</sup>	2	Influences Relations Transactional Analysis.	-	Teaching	-	-	-	-	-	-	-	-
				-		-	-	-	-	-	-	-	-
	3 <sup>rd</sup>		Pongal Holidays	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	Unit-IV Group - Dynamics, Roles, morale and conflict.	-	Teaching	-	-	-	-	-	-	-	-
				-		-	-	-	-	-	-	-	-
	5 <sup>th</sup>	2	Group- Types of Groups, and inter Group beha- vious	-	Teaching	-	-	-	-	-	-	-	-
				-		-	-	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	Inter group collaboration and conflict manage- ment.	-	Teaching	-	-	-	-	-	-	-	-
				-		-	-	-	-	-	-	-	-

Signature of the Lecturer

M. Usha

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A. V. V. G.

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M. N. Saitakumar</i>					CLASS : <i>B.Bcom</i>			Semester : <i>IV</i>		Paper : <i>Leadership Education</i>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>Feb</i>	<i>2<sup>nd</sup></i>	<i>3</i>	<i>I - mid Examinations</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>3<sup>rd</sup></i>	<i>3hr</i>	<i>Unit - V</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team - Building and management and Develop</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team Resources Designing Team.</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>4<sup>th</sup></i>	<i>3hr</i>	<i>Participation &amp; Repercussion and</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team building activities</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>5<sup>th</sup></i>	<i>3hr</i>	<i>Revision</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

Signature of the Lecturer

*M. N. Saitakumar*

Signature of the HOD

*A. Vijay*

Signature of the Principal

*[Signature]*

SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>S.V. Maruthi</u>					CLASS : <u>III B.com</u> Semester : <u>VI</u>				Paper : <u>Tally</u>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	3rd	-	Pongal holidays	-	Teaching	-	-	-	-	-	-	-	-
	4th	3	Backup of data and restoring - Tally Audit feature	-	Teaching	-	-	-	-	-	-	-	-
	5th	3	UNI III - creating Inventory Master	PPT CLASS	Teaching	-	-	-	-	-	-	-	-
Feb	1st	-	MIL	-	Teaching	-	-	-	-	-	-	-	-
	2nd	3	creating stock groups, Displaying, Deleting, Altering, creating Stock cent.	-	Teaching	02	-	-	class room Seminar	01	yes	-	-
	3rd	3	of Measures, Displaying and deleting unit measures	-	Teaching	-	-	-	-	-	-	-	-
	4th	3	Creating, Altering Displaying, deleting Stock items	-	Teaching	-	-	-	-	-	-	-	-
	5th	3	Generating items	-	Teaching	-	-	-	-	-	-	-	-

S.V. Maruthi  
Signature of the Lecturer

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A. Vijay

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER S.V. Maruthi					CLASS : Tally Blom Gen Semester : VI				Paper : Tally				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
NOV	4th	3	UNIT I Fundamentals of Tally ERP9 Features, Start Tally, create	Teaching	-	-	-	-	-	-	-	-	-
	5th	3	and Alter a company	-	-	-	-	-	-	-	-	-	-
Dec	1st	3	creating single group/ Multiple group	-	-	-	-	-	-	-	-	-	-
	2nd	3	Display, deleting Groups	-	-	-	-	Quiz	01	Yes	-	-	-
	3rd	3	Ledger creating Single ledger/ Multiple ledger	You Tube Video	-	-	-	-	-	-	-	-	-
	4th	2	UNIT II - Create Accounting Masters in Tally ERP-9	-	-	-	-	-	-	-	-	-	-
	5th	1	Chart of Accoups, Creating single and Multiple charts	-	-	-	-	-	-	-	-	-	-
Jan	1st	2	Displaying and Altering charts	-	-	-	-	-	-	-	-	-	-
	2nd	3	walkthrough for creating charts of Accounts	-	-	-	-	-	-	-	-	-	-

Signature of the Lecturer S.V. Maruthi

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A. Vijay

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ANNUAL CURRICULAR					PLAN (Year)							
NAMR OF THE LECTURER: P. Praveen VI (10) mod. CLASS: II B, com (VI) Semester: IV Paper: Entrepreneurship					CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date
Jan	2nd	3	unit-V Govt. Policies for SSI's	1	Teaching	3	Yes	-	-	-	-	-
Jan	4th	3	Taxation Benefits	-	Teaching	3	Yes	-	-	-	-	-
Jan	5th	3	Taxation Benefits	-	Teaching	2	Yes	-	Class room Seminar	1	Yes	-
Feb	1st	-	-	-	-	-	-	-	-	-	-	-
Feb	2nd	3	Revision	-	-	-	-	-	-	-	-	-
Feb	3rd	3	Revision	-	-	-	-	-	-	-	-	-
Feb	4th	3	Revision	-	-	-	-	-	-	-	-	-
Feb	5th	3	Reference of old papers.	-	-	-	-	-	-	-	-	-
March	1st	3	IV Semester End Examinations	-	-	-	-	-	-	-	-	-

P. Praveen  
Signature of the Lecturer

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A. Vijay

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ANNUAL CURRICULAR					PLAN (Year)								
NAME OF THE LECTURER: P. Praveen					CLASS: II B. Com (VI)				Semester: IV		Paper: Entrepreneurship		
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	2nd	2	Unit-I Entrepreneurship	-	Teaching	1	Yes	-	class room Seminar	1	-	-	
Nov	3rd	3	Entrepreneurship	-	Teaching	3	Yes	-	-	-	-	-	
Nov	4th	3	Unit-II Idea generation	-	Teaching	3	Yes	-	-	-	-	-	
Dec	1st	3	Opportunity Assessment	-	Teaching	3	Yes	-	-	-	-	-	
Dec	2nd	3	Unit-III Project Appraisal	-	Teaching	3	Yes	-	-	-	-	-	
Dec	3rd	3	Project Formulation	-	Teaching	3	Yes	-	-	-	-	-	
Dec	4th	1	Unit-IV Institutions supporting SBE	-	Teaching	1	Yes	-	-	-	-	-	
Dec	5th	1	Institutions supporting SBE	-	Teaching	1	Yes	-	-	-	-	-	
Jan	1st	2	Institutions supporting SBE	-	Teaching	2	Yes	-	-	-	-	-	

Signature of the Lecturer  
P. Praveen

Signature of the HOD  
A. Vijay

Signature of the Principal  
Kalyani



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <u>M.Usha Naga Sai Lakshmi</u>					CLASS : <u>II B.com (M.V.Gen)</u>			Semester : <u>IV Sem</u>		Paper : <u>Leadership Education</u>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	2 <sup>nd</sup>	2	Introduction of organisation and management and leadership	-	Teaching	-	-	-	-	-	-	-	-
			meaning and significances and features of leadership.	-	Teaching	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>	3		-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	Different theories	-	Teaching	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	3	Trait Theory, Blake and mountain theory & other functions of management	-	Teaching	-	-	-	-	-	-	-	-
			unit II Behavioural concepts - individual	-	Teaching	-	-	-	-	-	-	-	-
Dec	1 <sup>st</sup>	3	behavioural concepts - Perception, learning	-	Teaching	-	-	-	-	-	-	-	-

Signature of the Lecturer

M. Usha

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A. S. S.

Signature of the Principal

M. S. S.



ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER					CLASS :		Semester :		Paper :				
M. U. N. Saini Lakshmi					II Bcom		IV Sem		Leadership Education				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Dec	2 <sup>nd</sup>	2	Attitude formation and change and Motivation and theories of motivation and personality development.	-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>	3	mid-I Exams	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	unit - III Behavioural concepts	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>			-	Teaching	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	2	communication features of communication	-	Teaching	-	-	-	-	-	-	-	-
				-	Teaching	-	-	-	-	-	-	-	-
Jan	1 <sup>st</sup>	2	Types of communication and functions of leadership	-	Teaching	-	-	-	-	-	-	-	-

Signature of the Lecturer

M. U. N. Saini

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A. Vijay

Signature of the Principal

N. Saini



ANNUAL CURRICULAR					B Com PLAN (Year)								
NAME OF THE LECTURER: M. Usha Naga Sai Lakshmi					CLASS: V, V <sub>2</sub> , G			Semester: IV		Paper: Leadership Education			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Jan	2 <sup>nd</sup>	2	Influences Relations Transactional Analysis.	-	Teaching	-	-	-	-	-	-	-	-
	3 <sup>rd</sup>		Pongal Holidays Unit-IV	-	Teaching	-	-	-	-	-	-	-	-
	4 <sup>th</sup>	2	Group - Dynamics, Roles, morale and conflict.	-	Teaching	-	-	-	-	-	-	-	-
	5 <sup>th</sup>	2	Group- Types of Groups, and inter Group beha- vious	-	Teaching	-	-	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	Inter group collaboration and conflict manage- ment.	-	Teaching	-	-	-	-	-	-	-	-

Signature of the Lecturer

M. Usha

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A. V. V. G.

Signature of the Principal

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ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>M. N. Saitakumar</i>					CLASS : <i>B.Bcom</i>			Semester : <i>IV</i>		Paper : <i>Leadership Education</i>			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
<i>Feb</i>	<i>2<sup>nd</sup></i>	<i>3</i>	<i>I - mid Examinations</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>3<sup>rd</sup></i>	<i>3hr</i>	<i>Unit - V</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team - Building and management and Develop</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team Resources Designing Team.</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>4<sup>th</sup></i>	<i>3hr</i>	<i>Participation &amp; Repercussion and</i>	<i>-</i>	<i>Teaching</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
			<i>Team building activities</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>
	<i>5<sup>th</sup></i>	<i>3hr</i>	<i>Revision</i>	<i>-</i>		<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>

Signature of the Lecturer

*M. N. Saitakumar*

Signature of the HOD

*A. Vijay*

Signature of the Principal

*[Signature]*

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER : A Vijay Kumar					CLASS : III Bcom VIV <sub>2</sub>			Semester : VI		Paper : Event management			
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/ TOPIC	Additional Input/Value .. Addition Provided/ Taught	CURRICULAR ACTIVITY				CO- CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
	2 <sup>nd</sup>	5	Unit - III celebrity events launched.	-	Teaching	5	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	-	Pongal Holidays	-	Teaching	1	-	-	-	-	-	-	-
	4 <sup>th</sup>	5	Fashion shows, National festival & high-profile charity events.	-	Teaching	5	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	5	Liaison with agents.	-	Teaching	5	Yes	-	-	-	-	-	-
Feb	1 <sup>st</sup>	1	contract negotiations, client briefings.	-	Teaching	1	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	5	celebrity with list & expectations	-	Teaching	5	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	5	Liaisoning with Govt. Departments	-	Teaching	5	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	5	Revision	-	-	5	-	-	-	-	-	-	-
	5 <sup>th</sup>	5	Revision	-	-	5	-	-	-	-	-	-	-

Signature of the Lecturer

A. Vijay

Signature of the HOD

A. Vijay

Signature of the Principal

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SIR C.R.REDDY COLLEGE FOR WOMEN, ELURU  
CURRICULUM LECTURER WISE 2019 - 2020

ANNUAL CURRICULAR					PLAN (Year)								
NAMR OF THE LECTURER <i>A. Vijay Kumar</i>					CLASS : <i>B'com</i> <i>(V1, V2)</i>		Semester : <i>V1</i>		Paper : <i>Event Management</i>				
MONTH	WEEK	HOURS AVAILABLE	SYLLABUS/TOPIC	Additional Input/Value Addition Provided/ Taught	CURRICULAR ACTIVITY				CO-CURRICULAR ACTIVITY				
					Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	Activity Conducted	Hours Allotted	Whether Conducted	If not Alternate Date	
Nov	4 <sup>th</sup>	5	Unit - I Event concept: corporate Events and customer's needs	-	Teaching	5	Yes	-	-	-	-	-	-
				-	Teaching	1	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	5	Trade Fairs, Conferences, Exhibitions, Types of Events.	-	Teaching	5	Yes	-	-	-	-	-	-
Dec	1 <sup>st</sup>	5	Business & Government meets, Corporate.	-	Teaching	5	Yes	-	-	-	-	-	-
	2 <sup>nd</sup>	5	Event packages, menu selection, customization.	-	Teaching	5	Yes	-	-	-	-	-	-
	3 <sup>rd</sup>	5	Unit - II outdoor events. Logistics, Types of outdoor events.	-	Teaching	5	Yes	-	-	-	-	-	-
	4 <sup>th</sup>	3	Risk management	-	Teaching	3	Yes	-	-	-	-	-	-
	5 <sup>th</sup>	2	Health and Safety, Marketing & Sponsorship	-	Teaching	2	Yes	-	-	-	-	-	-
Jan	1 <sup>st</sup>	4	HR Management Programming and Entertainment	-	Teaching	4	Yes	-	-	-	-	-	-

Signature of the Lecturer

*A. Vijay*

Signature of the HOD

*A. Vijay*

Signature of the Principal

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