

महाराणा प्रताप पी.जी. कॉलेज, जंगल धूसड़, गोरखपुर

कक्षा : एम.काम. भाग दो			पाठ्यक्रम योजना : सत्र 2021-22		विषय : वाणिज्य
दिनांक	व्याख्यान	प्रध्यापक का नाम	प्रश्नपत्र	अध्यापन	शीर्षक
16.07.21	1	Sri Chandan kumar Thakur	C I	Accounting For Managerial Decision	Discussion of Syllabus
16.07.21	1	Miss Shweta	B I	Advertising & Sales Management	Discussion of Syllabus
16.07.21	1	Sri.Chandan Kumar Thakur	B III	International Marketing	Introduction
17.07.21	2	Sri Chandan kumar Thakur	C I	Accounting For Managerial Decision	Concept
17.07.21	2	Miss Shweta	B I	Advertising & Sales Management	Meaning Characteristics and Tools
17.07.21	2	Sri.Chandan Kumar Thakur	B III	International Marketing	Nature & Significance
19.07.21	3	Sri Chandan kumar Thakur	C I	Introduction of Managerial Accounting	Difference Between FA and MA
19.07.21	3	Miss Shweta	B I	Advertising & Sales Management	Advertising Effects
19.07.21	3	Sri.Chandan Kumar Thakur	B III	International Marketing	Complexities & Challenges
20.07.21	1	NANDAN SHARMA	C II	Introduction	Strategic Management
20.07.21	1	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Discussion of Syllabus
22.07.21	2	NANDAN SHARMA	C II	Concept of Strategy	Defining Strategy
22.07.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
23.07.21	-	NANDAN SHARMA	C II	Class Teaching	
23.07.21	2	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Introduction
24.07.21	4	Sri Chandan kumar Thakur	C I	Introduction of Managerial Accounting	Tools & Techniques of Managerial Accounting
24.07.21	4	Miss Shweta	B I	Advertising	Advertising and Consumer Behaviour
24.07.21	4	Sri.Chandan Kumar Thakur	B III	International Marketing	Domestic V/S International Marketing
26.07.21	5	Sri Chandan kumar Thakur	C I	Financial Statement	Concept Type & Notice
26.07.21	5	Miss Shweta	B I	Advertising	Advertising in India
26.07.21	5	Sri.Chandan Kumar Thakur	B III	International Marketing	Transition from Domestic to International Marketing
27.07.21	6	Sri Chandan kumar Thakur	C I	Financial Statement	Components of Financial Statement
27.07.21	6	Miss Shweta	B I	Advertising	Advertising Objective
27.07.21	6	Sri.Chandan Kumar Thakur	B III	International Marketing	Orientation Towards International Marketing
28.07.21	3	NANDAN SHARMA	C II	Concept of Strategy	Levels at Which Strategy Operates
28.07.21	3	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Theory and Its Application
29.07.21	4	NANDAN SHARMA	C II	Concept of Strategy	Levels at Which Strategy Operates
29.07.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	

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30.01.21	-	NANDAN SHARMA	C II	Class Teaching	
30.01.21	4	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Theory and Its Application
31.07.21	7	Sri Chandan kumar Thakur	C I	Forms of Financial Statement	Concept of B/S
31.07.21	7	Miss Shweta	B I	Advertising Planning	Concept
31.07.21	7	Sri.Chandan Kumar Thakur	B III	International Marketing	EPRG Framework
02.08.21	8	Sri Chandan kumar Thakur	C I	Forms of Financial Statement	Forms of B/S
02.08.21	8	Miss Shweta	B I	Advertising Planning	Advertising Media
02.08.21	8	Sri.Chandan Kumar Thakur	B III	International Marketing	International Marketing Entry Strategy
03.08.21	9	Sri Chandan kumar Thakur	C I	Forms of Financial Statement	Some Important Terms in Analysis and Based on Division of B/S
03.08.21	9	Miss Shweta	B I	Advertising Planning	Print Media
03.08.21	9	Sri.Chandan Kumar Thakur	B III	International Marketing	International Marketing Entry Strategy
04.08.21	10	Sri Chandan kumar Thakur	C I	Forms of Financial Statement	P/L A/C and Example of Comparative B/S
04.08.21	10	Miss Shweta	B I	Advertising Planning	Broadcasting Media
04.08.21	10	Sri.Chandan Kumar Thakur	B III	International Marketing	International Marketing Envestment
05.08.21	5	NANDAN SHARMA	C II	Concept of Strategy	Approaches to Strategy
05.08.21	5	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Buying Process
06.08.21	6	NANDAN SHARMA	C II	Concept of Strategy	Strategic Decision Making
06.08.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
07.08.21	-	NANDAN SHARMA	C II	Class Teaching	
07.08.21	6	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Buying Process, Internal & External Determination
09.08.21	11	Sri Chandan kumar Thakur	C I	Analysis & interpetation of F.A.	Concept of Financial Statement
09.08.21	11	Miss Shweta	B I	Advertising Planning	Non Media Advertising
09.08.21	11	Sri.Chandan Kumar Thakur	B III	International Marketing	Various Component of International Marketing Environment
10.08.21	12	Sri Chandan kumar Thakur	C I	Analysis & interpetation of F.A.	Technique of Analysis & Interpatition of F.A.
10.08.21	12	Miss Shweta	B I	Advertising Planning	Media Planning & Scheduling
10.08.21	12	Sri.Chandan Kumar Thakur	B III	International Marketing	Impact on Marketing Decision
11.08.21	13	Sri Chandan kumar Thakur	C I	Ratio Analysis	Concept, Classification of Ratio
11.08.21	13	Miss Shweta	B I	Advertising Planning	Advertising on Internet
11.08.21	13	Sri.Chandan Kumar Thakur	B III	International Marketing	Global Market Segmentation
12.08.21	7	NANDAN SHARMA	C II	Strategic Decision Making	Mission & Purpose

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12.08.21	7	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Opinion Leadership & Innovation
14.08.21	8	NANDAN SHARMA	C II	Strategic Decision Making	Mission & Purpose
14.08.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
16.08.21	-	NANDAN SHARMA	C II	Class Teaching	
16.08.21	8	Sri Siddhartha Kumar Shukla	B II	Consumer Behaviour	Opinion Leadership & Innovation
17.08.21	14	Sri Chandan kumar Thakur	C I	Ratio Analysis	Profitability Ratio
17.08.21	14	Miss Shweta	B I	Advertising Planning	Media Selection Decision
17.08.21	14	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Global Market Segmentation
18.08.21	15	Sri Chandan kumar Thakur	C I	Ratio Analysis	Example of General Profitability Ratio
18.08.21	15	Miss Shweta	B I	Advertising Planning	Advertising Budget
18.08.21	15	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Selection Process
20.08.21	16	Sri Chandan kumar Thakur	C I	Ratio Analysis	Activity Ratio- Stock Turnover Ratio
20.08.21	16	Miss Shweta	B I	Message Design & Development	Meaning of Message Design & Development
20.08.21	16	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	International Positioning
21.08.21	9	NANDAN SHARMA	C II	Strategic Decision Making	Objective and Goals
21.08.21	9	Sri Siddhartha Kumar Shukla	B II	Stimulus Response	Models of Consumer Behavior
23.08.21	10	NANDAN SHARMA	C II	Strategic Decision Making	Objective & Goals
23.08.21	-	Sri Siddhartha Kumar Shukla	B II	Monthly Evaluation	
24.08.21	-	NANDAN SHARMA	C II	Monthly Evaluation	
24.08.21	10	Sri Siddhartha Kumar Shukla	B II	Stimulus Response	Models of Consumer Behaviour
25.08.21	17	Sri Chandan kumar Thakur	C I	Ratio Analysis	Dr. Turnover Ratio/ Tred Reviabile Ratio
25.08.21	17	Miss Shweta	B I	Message Design & Development	Copy Development
25.08.21	17	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Various Issues in International Market Planning
26.08.21	18	Sri Chandan kumar Thakur	C I	Ratio Analysis	Average Collection PR, Creditors Turnover Ratio
26.08.21	18	Miss Shweta	B I	Message Design & Development	Types of Appeal
26.08.21	18	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Various Issues in International Market Planning
27.08.21	19	Sri Chandan kumar Thakur	C I	Ratio Analysis	Liquidity Ratio
27.08.21	19	Miss Shweta	B I	Message Design & Development	Copy Testing

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27.08.21	19	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	International MIS
31.08.21	11	NANDAN SHARMA	C II	Strategic Decision Making	Strategic Business Units (SBU)
31.08.21	11	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Models of Cosumer Behaviour
01.09.21	12	NANDAN SHARMA	C II	Strategic Decision Making	Strategic Business Units (SBU)
01.09.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
02.09.21	-	NANDAN SHARMA	C II	Class Teaching	
02.09.21	12	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Models of Cosumer Behaviour
03.09.21	20	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Concept Technique & Prepration of Fund Statement
03.09.21	20	Miss Shweta	B I	Message Design & Development	Revision
03.09.21	20	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	International MIS
04.09.21	21	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Statement of Source & Uses of Funds
04.09.21	21	Miss Shweta	B I	Measuring Adv. Effectivness	Meaning Adv. Agency
04.09.21	21	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	International Marketing Opertaion
06.09.21	22	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Examples of Decrease or Increase in Fixed Assets
06.09.21	22	Miss Shweta	B I	Measuring Adv. Effectivness	Client Relationship
06.09.21	22	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	International Marketing Opertaion
07.09.21	13	NANDAN SHARMA	C II	Strategic Decision Making	Function Level Strategies
07.09.21	13	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Models of Cosumer Behaviour
08.09.21	14	NANDAN SHARMA	C II	Strategic Decision Making	Function Level Strategies
08.09.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
09.09.21	-	NANDAN SHARMA	C II	Class Teaching	
09.09.21	14	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Models of Cosumer Behaviour
10.09.21	23	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Example of Decreas or Increase Long Term Investment
10.09.21	23	Miss Shweta	B I	Measuring Adv. Effectivness	Techniques for Testing Adv. Effectiveness
10.09.21	23	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Product Planning for Global Market
11.09.21	24	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Profit Term Opertaion
11.09.21	24	Miss Shweta	B I	Selling & Sales Planning	Concept

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11.09.21	24	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Product Planning for Global Market
13.09.21	25	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Example Solved
13.09.21	25	Miss Shweta	B I	Selling & Sales Planning	Objectives
13.09.21	25	Sri.Chandan Kumar Thakur	B III	Foreign Market Selection	Standardization V/S Product Adaptation
14.09.21	15	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Concept of Environment
14.09.21	15	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Models of Cosumer Behaviour
15.09.21	16	NANDAN SHARMA	C II	Strategic Decision Making	Environment & Its Components
15.09.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
16.09.21	-	NANDAN SHARMA	C II	Class Teaching	
16.09.21	16	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Industrial Buying Behaviour
18.09.21	26	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Example Solved
18.09.21	26	Miss Shweta	B I	Selling & Sales Planning	Function of Sales Management
18.09.21	26	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	New Product Development
20.09.21	27	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Concept
20.09.21	27	Miss Shweta	B I	Selling & Sales Planning	Importance & Types of Sales Planning
20.09.21	27	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	Management of International Brand
21.09.21	28	Sri Chandan kumar Thakur	C I	Fund Flow Statement	Classification of Cash Flow
21.09.21	28	Miss Shweta	B I	Selling & Sales Planning	Importance & Types of Sales Planning
21.09.21	28	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	Packaging & Labeling
22.09.21	17	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Environmental & Its Components
22.09.21	17	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE	Industrial Buying Behaviour
23.09.21	18	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Environmental Scanning & Appraisal
23.09.21	-	Sri Siddhartha Kumar Shukla	B II	Monthly Evaluation	
25.09.21	-	NANDAN SHARMA	C II	Monthly Evaluation	
25.09.21	18	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Industrial Buying Behaviour
27.09.21	29	Sri Chandan kumar Thakur	C I	Cash Flow Statement	Cash Flow from Operating Activity (Direct Method)
27.09.21	29	Miss Shweta	B I	Selling & Sales Planning	Process of Sales Planning

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27.09.21	29	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	Provision of Sales Related Services
29.09.21	30	Sri Chandan kumar Thakur	C I	Cash Flow Statement	Indirect Method
29.09.21	30	Miss Shweta	B I	Selling & Sales Planning	Sales for Casting
29.09.21	30	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	International Pricing
30.09.21	31	Sri Chandan kumar Thakur	C I	Cash Flow Statement	Cash Flow Term Investing Activity
30.09.21	31	Miss Shweta	B I	Selling & Sales Planning	Sales Quotas
30.09.21	31	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	Environmental Influence on Pricing Decision
01.10.21	19	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	SWOT Analysis
01.10.21	19	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Globlisation of Consumers Market
04.10.21	20	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Organizational Appraisal
04.10.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
05.10.21	-	NANDAN SHARMA	C II	Class Teaching	
05.10.21	20	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Market Implications
07.10.21	32	Sri Chandan kumar Thakur	C I	Cash Flow Statement	Cash Flow Term Financial Action
07.10.21	32	Miss Shweta	B I	Selling & Sales Planning	Sales Budget
07.10.21	32	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	International Pricing Policies & Strategies
08.10.21	33	Sri Chandan kumar Thakur	C I	Cash Flow Statement	Example of Cash Flow Statement
08.10.21	33	Miss Shweta	B I	Sales Organization & Sales Force Management	Setting up a Sales Organization
08.10.21	33	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	International Pricing Policies & Strategies
09.10.21	34	Sri Chandan kumar Thakur	C I	Accounting Report for Management	Concept, Objective Type
09.10.21	34	Miss Shweta	B I	Sales Organization & Sales Force Management	Planning Process
09.10.21	34	Sri.Chandan Kumar Thakur	B III	Product & Pricing Decision	International Pricing Policies & Strategies
11.10.21	21	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Strategic Advantage Analysis
11.10.21	21	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Impact on IT on Consumer Behaviour
18.10.21	22	NANDAN SHARMA	C II	E.A & D	Strategic Advantage Diagnosis
18.10.21	-	Sri Siddhartha Kumar Shukla	B II	Class Teaching	
20.10.21	-	NANDAN SHARMA	C II	Class Teaching	
20.10.21	22	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Impact of IT on C.B.

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21.10.21	35	Sri Chandan kumar Thakur	C I	Budget & Budgeting	Concept & Type of Budget
21.10.21	35	Miss Shweta	B I	Sales Organization & Sales Force Management	Principles of Determining Sales Organization
21.10.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
22.10.21	36	Sri Chandan kumar Thakur	C I	Budget & Budgeting	Concept
22.10.21	-	Miss Shweta	B I	Class Teaching	
22.10.21	35	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Issues & Complexities
23.10.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	
23.10.21	36	Miss Shweta	B I	Sales Organization & Sales Force Management	Estimating Man Power Requirement For Sales
23.10.21	36	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	International Advertising
25.10.21	23	NANDAN SHARMA	C II	Environmental Analysis & Diagnosis	Stratigic Advertising and Diganosis
25.10.21	23	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Impact of IT on C.B.
26.10.21	24	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Modernization
26.10.21	24	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Impact of IT on C.B.
27.10.21	25	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Modernization
27.10.21	25	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Revision
28.10.21	37	Sri Chandan kumar Thakur	C I	Budgetary Control	Zero Based Budgeting & Performance Budgeting
28.10.21	37	Miss Shweta	B I	Sales Organization & Sales Force Management	Planning for Man Power Recruitment
28.10.21	-	Sri.Chandan Kumar Thakur	B III	Monthly Evaluation	
29.10.21	38	Sri Chandan kumar Thakur	C I	Managerial Costing	Concept
29.10.21	-	Miss Shweta	B I	Monthly Evaluation	
29.10.21	37	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Personal Selling
30.10.21	-	Sri Chandan kumar Thakur	C I	Monthly Evaluation	
30.10.21	38	Miss Shweta	B I	Sales Organization & Sales Force Management	Planning for Man Power Sellalection
30.10.21	38	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Sales Promotion
08.11.21	26	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Diversification
08.11.21	26	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Revision

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09.11.21	27	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Diversification
09.11.21	27	Sri Siddhartha Kumar Shukla	B II	STIMULUS RESPONSE.	Revisions of Models
11.11.21	28	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Integration, Merger
11.11.21	28	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Importance
12.11.21	39	Sri Chandan kumar Thakur	C I	Absorption Costing	Concept & Difference B/W MC & AC
12.11.21	39	Miss Shweta	B I	Sales Organization & Sales Force Management	Planning for Man Power Tranning
12.11.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
13.11.21	40	Sri Chandan kumar Thakur	C I	Absorption Costing	When Production & Sales are Equal
13.11.21	-	Miss Shweta	B I	Class Teaching	
13.11.21	39	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Public Relation
16.11.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	
16.11.21	40	Miss Shweta	B I	Sales Organization & Sales Force Management	Planning for Man Power Development
16.11.21	40	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Function & Type of Channels
17.11.21	29	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Take Over
17.11.21	29	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Nature & Scope of Marketing Research
18.11.21	30	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Joint Strategies
18.11.21	30	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Marketing Research in India
20.11.21	31	NANDAN SHARMA	C II	Formulation & Choice of Strategy	Turn Around
20.11.21	31	Sri Siddhartha Kumar Shukla	B II	Marketing Research	MIS & Marketing Research
22.11.21	41	Sri Chandan kumar Thakur	C I	Absorption Costing	When Closing & Opening Stock are Given
22.11.21	41	Miss Shweta	B I	Sales Organization & Sales Force Management	Placement & Induction
22.11.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
23.11.21	42	Sri Chandan kumar Thakur	C I	Cost Volience Profit Analysis/ BEP	Concept
23.11.21	-	Miss Shweta	B I	Class Teaching	
23.11.21	41	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Channel Sellation Decision
25.11.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	

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25.11.21	42	Miss Shweta	B I	Sales Organization & Sales Force Management	Motivating Sales Force
25.11.21	42	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Selection of Foreign Distribution
26.11.21	32	NANDAN SHARMA	C II	Formulation & Choice	Disinvestment
26.11.21	32	Sri Siddhartha Kumar Shukla	B II	Marketing Research	MIS & Marketing Research
27.11.21	33	NANDAN SHARMA	C II	Formulation & Choice	Liquidation Strategies
27.11.21	33	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Marketing Research Process
29.11.21	34	NANDAN SHARMA	C II	Formulation & Choice	Process of Strategy Choice
29.11.21	34	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Marketing Research Process
30.11.21	43	Sri Chandan kumar Thakur	C I	Break Evenpoint Analysis	Use of P/V Ratio
30.11.21	43	Miss Shweta	B I	Sales Organization & Sales Force Management	Leading the Sales Force
30.11.21	-	Sri.Chandan Kumar Thakur	B III	Monthly Evaluation	
01.12.21	44	Sri Chandan kumar Thakur	C I	Break Evenpoint Analysis	Calculation of BEP
01.12.21	-	Miss Shweta	B I	Monthly Evaluation	
01.12.21	43	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	Manage Relation with Foreign Agent
02.12.21	-	Sri Chandan kumar Thakur	C I	Monthly Evaluation	
02.12.21	44	Miss Shweta	B I	Sales Organization & Sales Force Management	Compensation Policies
02.12.21	44	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	International Logistics
03.12.21	35	NANDAN SHARMA	C II	Formulation & Choice	Cometition & Swot Analysis
03.12.21	35	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Marketing Research Process
07.12.21	36	NANDAN SHARMA	C II	Formulation & Choice	Factor Affecting Strategic Choice
07.12.21	36	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Problem Identification & Defination
08.12.21	37	NANDAN SHARMA	C II	Formulation & Choice	Generic Competitive Strategies
08.12.21	37	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Developing a Research Praposal
09.12.21	45	Sri Chandan kumar Thakur	C I	BEP	Calculation of BEP
09.12.21	45	Miss Shweta	B I	Sales Organization & Sales Force Management	Promotion Policies
09.12.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
11.12.21	46	Sri Chandan kumar Thakur	C I	BEP Analysis	Example Solved
11.12.21	-	Miss Shweta	B I	Class Teaching	

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11.12.21	45	Sri.Chandan Kumar Thakur	B III	Promotional & Logistic Decision	International Logistic Decision
13.12.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	
13.12.21	46	Miss Shweta	B I	Sales Organization & Sales Force Management	Sales Meeting
13.12.21	46	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	Ethical Issues
14.12.21	38	NANDAN SHARMA	C II	Formulation & Choice	Cost Leadership Differentiation
14.12.21	38	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Developing a Research Proposal
15.12.21	39	NANDAN SHARMA	C II	Formulation & Choice	Value Chain Analysis
15.12.21	39	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Research Type
16.12.21	40	NANDAN SHARMA	C II	Formulation & Choice	Bench Marking Techniques
16.12.21	40	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Research Type
17.12.21	47	Sri Chandan kumar Thakur	C I	Standard Costing	Concept
17.12.21	47	Miss Shweta	B I	Sales Organization & Sales Force Management	Sales Contests
17.12.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
18.12.21	48	Sri Chandan kumar Thakur	C I	Standard Costing	Determination of S.C.
18.12.21	-	Miss Shweta	B I	Class Teaching	
18.12.21	47	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	Social Issues
20.12.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	
20.12.21	48	Miss Shweta	B I	Sales Organization & Sales Force Management	Revision
20.12.21	48	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	International Marketing of Services
21.12.21	41	NANDAN SHARMA	C II	Formulation & Choice	Blue Print
21.12.21	41	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Exploratory Research
22.12.21	42	NANDAN SHARMA	C II	Formulation & Choice	Inter Relationship B/W Blueprint Formulation & Importance
22.12.21	42	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Descriptive Research
23.12.21	43	NANDAN SHARMA	C II	Formulation & Choice	Inter Relationship B/W Blueprint Formulation & Importance
23.12.21	43	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Conclusive Research
24.12.21	49	Sri Chandan kumar Thakur	C I	Variance Analysis	Concept & Kind
24.12.21	49	Miss Shweta	B I	Control Process	Analysis of Sales Values

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24.12.21	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
27.12.21	50	Sri Chandan kumar Thakur	C I	Variance Analysis	Material Cost Variance
27.12.21	-	Miss Shweta	B I	Class Teaching	
27.12.21	49	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	International Marketing of Services
28.12.21	-	Sri Chandan kumar Thakur	C I	Class Teaching	
28.12.21	50	Miss Shweta	B I	Control Process	Analysis of Cost
28.12.21	50	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	Impact of IT on International Marketing
29.12.21	44	NANDAN SHARMA	C II	Strategy Implementation	Issues in Strategy Implementation
29.12.21	44	Sri Siddhartha Kumar Shukla	B II	Marketing Research	Expermental Designe
30.12.21	45	NANDAN SHARMA	C II	Strategy Implementation	Issues in Strategy Implementation
30.12.21	45	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Primary & Secondary Data Source
31.12.21	46	NANDAN SHARMA	C II	Strategy Implementation	Resource Allocation
31.12.21	46	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Primary & Secondary Data Source
01.01.22	51	Sri Chandan kumar Thakur	C I	Variance Analysis	Material Quantity Varence
01.01.22	51	Miss Shweta	B I	Control Process	Analysis of Profitibility
01.01.22	-	Nandan Sharma	B III	Monthly Evaluation	
03.01.22	52	Sri Chandan kumar Thakur	C I	Variance Analysis	Material Price Mixed Variance
03.01.22	-	Miss Shweta	B I	Monthly Evaluation	
03.01.22	51	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	Impact of IT on International and Marketing
04.01.22	-	Sri Chandan kumar Thakur	C I	Monthly Evaluation	
04.01.22	52	Miss Shweta	B I	Control Process	Meaning Expenses by Sales Personals
04.01.22	52	Sri.Chandan Kumar Thakur	B III	Emerging Issues in International Market	Impact of Globlization
05.01.22	47	NANDAN SHARMA	C II	Strategy Implementation	Structural Resource Allocation
05.01.22	47	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Online Data Sources
06.01.22	48	NANDAN SHARMA	C II	Strategy Implementation	Non Structural Resource Allocation
06.01.22	48	Sri Siddhartha Kumar Shukla	B II	Data Resource	Data Collection Method
07.01.22	49	NANDAN SHARMA	C II	Strategy Evaluation	Overview of Strategic Evaluation
07.01.22	49	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Organization of Field Work

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08.01.22	53	Sri Chandan kumar Thakur	C I	Variance Analysis	Labour Cost Varance
08.01.22	43	Miss Shweta	B I	Control Process	Meaning Expenses by Sales Personals
08.01.22	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
10.01.22	54	Sri Chandan kumar Thakur	C I	Variance Analysis	Overhead Cost Variance
10.01.22	-	Miss Shweta	B I	Class Teaching	
10.01.22	53	Sri.Chandan Kumar Thakur	B III	WTO	WTO
11.01.22	-	Sri Chandan kumar Thakur	C I	Class Teaching	
11.01.22	54	Miss Shweta	B I	Control Process	Evaluating Sales Force Performance Marketing
11.01.22	54	Sri.Chandan Kumar Thakur	B III	WTO	WTO
12.01.22	50	NANDAN SHARMA	C II	Strategy Evaluation & Control	Strategic Control
12.01.22	50	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Survey
13.01.22	51	NANDAN SHARMA	C II	Strategy Evaluation & Control	Techniques of Control
13.01.22	51	Sri Siddhartha Kumar Shukla	B II	Data Resource & Collection	Sampling & Non Sampling Error
17.01.22	52	NANDAN SHARMA	C II	Strategy Evaluation & Control	Techniques of Evaluation
17.01.22	52	Sri Siddhartha Kumar Shukla	B II	Sampling Plan	Univers, Sample Frame
18.01.22	55	Sri Chandan kumar Thakur	C I	Responsibility Accounting	Concept
18.01.22	55	Miss Shweta	B I	Control Process	Evaluating Sales Force Performance
18.01.22	-	Sri.Chandan Kumar Thakur	B III	Class Teaching	
19.01.22	56	Sri Chandan kumar Thakur	C I	Human Resource A/C	Concept
19.01.22	-	Miss Shweta	B I	Class Teaching	
19.01.22	55	Sri.Chandan Kumar Thakur	B III	WTO	WTO
20.01.22	-	Sri Chandan kumar Thakur	C I	Class Teaching	
20.01.22	56	Miss Shweta	B I	Control Process	Revision
20.01.22	56	Sri.Chandan Kumar Thakur	B III	WTO	WTO
21.01.22	53	NANDAN SHARMA	C II	Strategy Evaluation & Control	Strategy Evaluation
21.01.22	53	Sri Siddhartha Kumar Shukla	B II	Sampling Plan	Sampling Unit Technique
22.01.22	54	NANDAN SHARMA	C II	Strategy Evaluation & Control	Control of Technique

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22.01.22	54	Sri Siddhartha Kumar Shukla	B II	Sampling Plan	Sample Size Determination
24.01.22	55	NANDAN SHARMA	C II	Strategy Evaluation & Control	Control of Technique
24.01.22	55	Sri Siddhartha Kumar Shukla	B II	Data Analysis	Uni Variate, Bivariate & Multi Variate
27.01.22	57	Sri Chandan kumar Thakur	C I	Inflation A/C	Concept
27.01.22	57	Miss Shweta	B I	Control Process	Revision
27.01.22	-	Sri.Chandan Kumar Thakur	B III	Monthly Evaluation	
28.01.22	58	Sri Chandan kumar Thakur	C I	Value Added A/C	Concept
28.01.22	-	Miss Shweta	B I	Monthly Evaluation	
28.01.22	57	Sri.Chandan Kumar Thakur	B III	WTO	WTO
29.01.22	-	Sri Chandan kumar Thakur	C I	Monthly Evaluation	
29.01.22	58	Miss Shweta	B I	Control Process	Revision
29.01.22	58	Sri.Chandan Kumar Thakur	B III	WTO	WTO
30.01.22	56	NANDAN SHARMA	C II	Strategy Evaluation & Control	Evaluation Technique
30.01.22	56	Sri Siddhartha Kumar Shukla	B II	Data Analysis	Previous
31.01.22	57	NANDAN SHARMA	C II	Revision	Revision
31.01.22	57	Sri Siddhartha Kumar Shukla	B II	Data Analysis	Report Prepration & Presentation
	58	NANDAN SHARMA	C II	Revision	Revision
	58	Sri Siddhartha Kumar Shukla	B II	Data Analysis	Report Prepration & Presentation