

Lesson Plan

Name of faculty : Ms. Palkin Bhalla
Discipline : BBA
Semester : 4th
Subject : Human Behaviour at Work
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Behavior At Workplace		
	2.	Nature of Behavior At Workplace		
	3.	Meaning of Behavior At Workplace		
2.	4.	Group As A Medium Of Learning		
	5.	Test 1		
	6.	Assignment 1		
3.	7.	Group Development Process		
	8.	Group Dynamics In Workplaces		
	9.	Test 2		
4.	10.	Assignment 2		
	11.	Concept of Group Cohesiveness		
	12.	Concept of Group Think		
5.	13.	Concept of Group Conformity		
	14.	Test 3		
	15.	Assignment 3		
6.	16.	Concept of Group Obedience		
	17.	Concept of Group Morale		
	18.	Concept of Group Performance		
7.	19.	Test 4		
	20.	Assignment 4		
	21.	Concept of Group Decision Making		
8.	22.	Concept of Group Synergy		
	23.	Concept of Team Building		
	24.	Test 5		
9.	25.	Assignment 5		
	26.	Interpersonal Influence Processes		
	27.	Concept of Social Loafing		
10.	28.	Concept of Social Facilitation		
	29.	Test 6		
	30.	Assignment 6		
11.	31.	Concept of Interpersonal Communication		
	32.	Concept of Interpersonal Awareness		
	33.	Feedback Process		
12.	34.	Test 7		
	35.	Assignment 7		
	36.	Meaning and concept of Interpersonal Trust		
13.	37.	Career Roles		
	38.	Identity		
	39.	Test 8		
14.	40.	Assignment 8		
	41.	Competition		
	42.	Cooperation		
15.	43.	Role And Importance		
	44.	Functions		
	45.	Test 9		

Lesson Plan

Name of faculty : Mr. Virender Mehta
Discipline : BBA
Semester : 4th
Subject : Macro Business Environment
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Economic Reforms		
	2.	Liberalisation		
	3.	Privatization		
2.	4.	Globalization		
	5.	Industrial Policy Of India		
	6.	Current Industrial Policy		
3.	7.	Test 1		
	8.	Assignment 1		
	9.	Foreign Capital		
4.	10.	Technology used		
	11.	Foreign Investment Policy		
	12.	Role Of Foreign Policy		
5.	13.	Importance Of Foreign Policy		
	14.	Test 2		
	15.	Assignment 2		
6.	16.	Multinational Corporations		
	17.	Meaning And Working Of MNC		
	18.	Drawbacks Of MNC		
7.	19.	Growth Factors Of MNC		
	20.	Foreign Investment In India		
	21.	Types And Importance Of FII		
8.	22.	Regulation relating to FII		
	23.	Promotion Of Foreign Trade		
	24.	Meaning And Importance Of Foreign Trade		
9.	25.	Nature & Operations Of Multilateral Economic Institutions		
	26.	Test 3		
	27.	Assignment 3		
10.	28.	World Bank		
	29.	Role And Working Of World Bank		
	30.	World Trade Organization		
11.	31.	Role And Working Of World Trade Organization		
	32.	International Monetary Fund		
	33.	Role And Working Of Organizations		
12.	34.	Monetary Policy Of India		
	35.	Importance Of Monetary Policy		
	36.	Fiscal Policy Of India		
13.	37.	Meaning And Significance & Latest Policy		
	38.	Test 4		
	39.	Assignment 4		
14.	40.	Exim Policy Of India		
	41.	Meaning And Nature		
	42.	Rules And Laws Of Exim Policy		
15.	43.	Its Impact On Indian Exports & Imports In Various Sectors		
	44.	Test 5		
	45.	Assignment 5		

Lesson Plan

Name of faculty : Mrs. Riya Dua
Discipline : BBA
Semester : 4th
Subject : Business Statistics-II
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Introduction to Correlation		
	2.	Introduction to Correlation		
	3.	Importance of Correlation		
2.	4.	Types Of Correlation		
	5.	Methods Of Studying Correlation		
	6.	Linear Regression Method of Correlation		
3.	7.	Linear Regression Method of Correlation		
	8.	Importance of Linear Regression Method of Correlation		
	9.	Comparison Of Correlation And Regression Analysis		
4.	10.	Methods Of Studying Regression		
	11.	Properties Of Regression Lines		
	12.	Test 1		
5.	13.	Assignment 1		
	14.	Error Of Estimate		
	15.	Total Variance		
6.	16.	Explained Variance		
	17.	Unexplained Variance		
	18.	Coefficient Of Determination		
7.	19.	Test 2		
	20.	Assignment 2		
	21.	Probability		
8.	22.	Introduction And Significance of Probability		
	23.	Definition Of Probability		
	24.	Joint Marginal And Conditional Probabilities		
9.	25.	Test 3		
	26.	Assignment 3		
	27.	Independent Probability		
10.	28.	Dependent Probability		
	29.	Mutually Exclusive Probability		
	30.	Exhaustive And Complementary Events		
11.	31.	Theories Of Probabilities		
	32.	Test 4		
	33.	Assignment 4		
12.	34.	Bayes's Theories		
	35.	Introduction to Time Series		
	36.	Definition; Components of Time Series		
13.	37.	Analysis; Measurement Of Trend		
	38.	Seasonal Cyclical And Random Variation		
	39.	Test 5		
14.	40.	Assignment 5		
	41.	Hypothesis Testing		
	42.	Procedure For Testing Hypothesis Tests In Attributes		
15.	43.	Tests In Variables		
	44.	Computation Of Above Mentioned Statistical Techniques With Microsoft Excel		
	45.	Test 6		

Lesson Plan

Name of faculty : Dr. Pankaj Sharma
Discipline : BBA
Semester : 4th
Subject : Marketing Management
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Marketing Management		
	2.	Meaning of Marketing Management		
	3.	Nature And Scope of Marketing Management		
2.	4.	Concepts Of Marketing		
	5.	Marketing Environment		
	6.	Marketing Mix		
3.	7.	Segmenting, Targeting And Positioning		
	8.	Approach To Marketing		
	9.	Test 1		
4.	10.	Assignment 1		
	11.	Marketing Information System		
	12.	Meaning And Components of Marketing Information System		
5.	13.	Marketing Research		
	14.	Consumer Behavior		
	15.	Meaning of Consumer Behavior		
6.	16.	Importance Of Study For Marketers		
	17.	Test 2		
	18.	Assignment 2		
7.	19.	Product –Meaning		
	20.	Levels And Product Mix		
	21.	New Product Development		
8.	22.	Product Life Cycle		
	23.	Branding		
	24.	Packaging Decision		
9.	25.	Test 3		
	26.	Assignment 3		
	27.	Pricing-Meaning		
10.	28.	Procedure For Setting A Price		
	29.	Price Variation		
	30.	Importance Of Price Variation		
11.	31.	Factors Affecting Price Variation		
	32.	Distribution Channels		
	33.	Levels And Roles		
12.	34.	Management Of Physical Distribution		
	35.	Promotion- Promotion Mix		
	36.	Advertising		
13.	37.	Sales Promotion		
	38.	Test 4		
	39.	Assignment 4		
14.	40.	Personal Selling		
	41.	Direct Marketing		
	42.	Public Relations		
15.	43.	Marketing Organization And Control		
	44.	Test 5		
	45.	Assignment 5		

Lesson Plan

Name of faculty : Ms. Meenu Bhutani
Discipline : BBA
Semester : 4th
Subject : Financial Management
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Financial Management		
	2.	Meaning of Financial Management		
	3.	Nature of Financial Management		
2.	4.	Scope of Financial Management		
	5.	Objectives of Financial Management		
	6.	Finance Functions of Financial Management		
3.	7.	Financial Planning		
	8.	Meaning of Financial Planning		
	9.	Nature of Financial Planning		
4.	10.	Features of Financial Planning		
	11.	Determinants of Financial Planning		
	12.	Process of Financial Planning		
5.	13.	Test 1		
	14.	Assignment 1		
	15.	Investment Decisions		
6.	16.	Capital Budgeting		
	17.	Nature of Capital Budgeting		
	18.	Significance of Capital Budgeting		
7.	19.	Process of Capital Budgeting		
	20.	Methods Of Evaluation of Capital Budgeting		
	21.	Test 2		
8.	22.	Assignment 2		
	23.	Cost Of Capital		
	24.	Concept of Cost Of Capital		
9.	25.	Significance of Cost Of Capital		
	26.	Computation Of Cost Of Capital		
	27.	Weighted Average Cost Of Capital		
10.	28.	Test 3		
	29.	Assignment 3		
	30.	Financial Decisions		
11.	31.	Capitalization		
	32.	Capital Structure Decisions		
	33.	Theories Of Capital Structure		
12.	34.	Test 4		
	35.	Assignment 4		
	36.	Dividend Decisions: Nature & Concept		
13.	37.	Dividend Decisions: Nature & Concept		
	38.	Significance of Dividend Decisions		
	39.	Dividend Models		
14.	40.	Working Capital Management: Concept		
	41.	Nature, Significance, Components of Working Capital Management		
	42.	Sources Of Finance: Short Term		
15.	43.	Medium Term & Long Term		
	44.	Test 5		
	45.	Assignment 5		

Lesson Plan

Name of faculty : Ms. Preeti Gupta
Discipline : BBA
Semester : 4th
Subject : Principal of Material Management
Lesson Plan during : 15 Weeks (From January 2018 to April, 2018)

**** Work load (Lecture / practical) per week (In hours): lectures-03, practical – 00**

WEEK	THEORY		PRACTICAL	
	LECTURE DAY	TOPIC (INCLUDING ASSIGNMENT/ TEST)	PRACTICAL DAY	TOPIC
1.	1.	Material Management: Meaning		
	2.	Objectives of Material Management		
	3.	Nature And Scope of Material Management		
2.	4.	Organization Of Material Management		
	5.	System Approach To Material Management		
	6.	The Process Of Management		
3.	7.	The Material Function		
	8.	An Overview Of The System Concept		
	9.	Benefits Of The Integrated Systems Approach		
4.	10.	Test 1		
	11.	Assignment 1		
	12.	Material Planning		
5.	13.	Making The Material Plan Work		
	14.	The Material Cycle		
	15.	Flow Control System		
6.	16.	Material Budget		
	17.	Test 2		
	18.	Assignment 2		
7.	19.	Purchasing		
	20.	Principles of Purchasing		
	21.	Procedure of Purchasing		
8.	22.	Practices of Purchasing		
	23.	Fundamental Objectives of Purchasing		
	24.	Test 3		
9.	25.	Assignment 3		
	26.	Legal Aspects Of Purchasing		
	27.	Value Analysis		
10.	28.	Value Engineering		
	29.	Quality Assurance		
	30.	Incoming Quality Control		
11.	31.	Statistical Quality Control		
	32.	Test 4		
	33.	Assignment 4		
12.	34.	Purchasing Capital Equipment		
	35.	Plant And Machinery		
	36.	Government Purchasing Practices And Procedures		
13.	37.	Inventory Management		
	38.	Control System		
	39.	Stores Management And Operation		
14.	40.	Material Handling		
	41.	Physical Distribution Logistics		
	42.	Transportation		
15.	43.	Operation Research		
	44.	Material Management Information System		
	45.	Test 5		