

## Lesson Plan

**Name of faculty** : Ms. Jagpreet Kaur  
**Discipline** : BBA  
**Semester** : 6th  
**Subject** : ENTREPRENEURSHIP DEVELOPMENT  
**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 Entrepreneurship		
	2.	Meaning of Entrepreneurship		
	3.	Nature of Entrepreneurship		
2.	4.	Scope of Entrepreneurship		
	5.	Characteristics of Entrepreneurship		
	6.	Qualities Of A Successful Entrepreneur		
3.	7.	Test 1		
	8.	Assignment 1		
	9.	Relationship Between Entrepreneurship Development And Economic Development		
4.	10.	Factor Responsible For The Growth Of Entrepreneurship		
	11.	Challenges For The Entrepreneurship		
	12.	Entrepreneurship And Society		
5.	13.	Social And Economic Factor Responsible For Entrepreneurship		
	14.	Impact Of Society On Entrepreneurship		
	15.	New Venture Development		
6.	16.	Test 2		
	17.	Assignment 2		
	18.	Reason And Important Factor For Venture Development		
7.	19.	Policy And Process To Develop Ventures		
	20.	Meaning And Stages of Ventures		
	21.	Hurdles And Blockages of Ventures		
8.	22.	Sources Of Financing Entrepreneurship		
	23.	Internal And External Sources Of Finance		
	24.	Financial Institutions By Government For Financing		
9.	25.	Test 3		
	26.	Assignment 3		
	27.	Evaluation Of Role Of Government		
10.	28.	Importance And Implications Of Government		
	29.	Recent Development For Entrepreneurship		
	30.	Non-Government Agencies In Promoting Entrepreneurship In India		
11.	31.	NGOs And Other Funding Agencies For Promotion Of Entrepreneurship		
	32.	Benefits Of Non-Government Agencies		
	33.	Entrepreneurial Strategies		
12.	34.	Types Of Strategies		
	35.	Process Of Development Of Strategies		
	36.	Evaluation Of Entrepreneurship Strategies		
13.	37.	Test 4		
	38.	Assignment 4		
	39.	Business Plan		
14.	40.	Meaning And Nature of Business Plan		
	41.	Types And Approval of Business Plan		
	42.	Evaluation Of Business Plan		
15.	43.	Future Of Entrepreneurship In India		
	44.	Start-Ups In India		
	45.	Test 5		

## Lesson Plan

**Name of faculty** : Mrs. Riya Dua  
**Discipline** : BBA  
**Semester** : 6th  
**Subject** : BUSINESS LAW-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.	Indian Companies Act 1956		
	2.	Meaning And Scope Of Indian Companies Act		
	3.	Important Provision Of Companies Act		
2.	4.	History Of Companies Act		
	5.	Legal Aspects Relating To Promotion And Establishment Of Joint Stock Companies In India		
	6.	Meaning Of Joint Stock Companies		
3.	7.	Form Of Joint Stock Companies		
	8.	Rules To Establish Joint Stock Companies		
	9.	Test 1		
4.	10.	Assignment 1		
	11.	Memorandum Of Association		
	12.	Meaning of Memorandum Of Association		
5.	13.	Features And Important Laws Of MOA		
	14.	Essentials Of MOA		
	15.	Article Of Association		
6.	16.	Meaning of Article Of Association		
	17.	Features And Important Laws Of AOA		
	18.	Test 2		
7.	19.	Assignment 2		
	20.	Prospectus		
	21.	Shares And Share Capital		
8.	22.	Types Of Shares And Distribution Of Share Capital		
	23.	Allotment Of Shares		
	24.	Rules And Regulation Regarding Allotment Of Shares		
9.	25.	Legal Rules Regarding Membership And Borrowing Powers		
	26.	Meaning And Role Of Borrowing Powers		
	27.	Regulation And Law Regarding Memberships		
10.	28.	Test 3		
	29.	Assignment 3		
	30.	Debentures -Their Issue		
11.	31.	Meaning of Debenture		
	32.	Types Of Debentures		
	33.	Floating And Fixed Charges		
12.	34.	Regulations Regarding Debentures		
	35.	Powers, Functions And Duties Of Directors And Managing Directors		
	36.	Various Provisions About Directors Of Companies		
13.	37.	Prevention Of Mismanagement And Oppression		
	38.	Meaning And Importance		
	39.	Various Act Regarding Oppression		
14.	40.	Winding Up Of Company		
	41.	Aspects Relating To Company Meetings		
	42.	Securities Exchange Board Of India Act 1992		
15.	43.	Important Legal Provisions And Implications		
	44.	Test 4		
	45.	Assignment 4		

## Lesson Plan

**Name of faculty** : Ms. Sonika Dhiman  
**Discipline** : BBA  
**Semester** : 6th  
**Subject** : LOGISTICS 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.	Logistics		
	2.	Definition of Logistics		
	3.	Concept of Logistics		
2.	4.	Scope of Logistics		
	5.	Role & Importance of Logistics		
	6.	Coordination Function Of Logistics		
3.	7.	Meaning And Importance Of Coordination		
	8.	Role Of Coordination		
	9.	Objectives Of Logistics Management		
4.	10.	Roles Of Objectives		
	11.	Test 1		
	12.	Assignment 1		
5.	13.	Customer Service		
	14.	Concept of Customer Service		
	15.	Practices of Customer Service		
6.	16.	Meaning And Types Of Practices		
	17.	Supply Chain Management		
	18.	Meaning And Nature Of Supply Chain Management		
7.	19.	Definition of Supply Chain Management		
	20.	Components of Supply Chain Management		
	21.	Role Of Logistics In Supply Chain Management		
8.	22.	Test 2		
	23.	Assignment 2		
	24.	Difference Between Physical Distribution		
9.	25.	Use Of Physical Distribution		
	26.	Importance Of Physical Distribution		
	27.	Logistics & SCM		
10.	28.	Meaning And Nature Of SCM		
	29.	Order Processing		
	30.	Warehousing: Meaning		
11.	31.	Types & Functions of Warehousing		
	32.	Test 3		
	33.	Assignment 3		
12.	34.	Inventory Management: Definition		
	35.	Functions of Inventory Management		
	36.	Cost And Cost Control		
13.	37.	Transportation: Types		
	38.	Transportation Networks		
	39.	Logistics Packaging		
14.	40.	Packaging Material		
	41.	Packaging Cost		
	42.	Role Of Technology In Logistics		
15.	43.	Logistics Performance Measurement & Control		
	44.	Test 4		
	45.	Assignment 4		

## Lesson Plan

**Name of faculty** : Dr. Pankaj Sharma  
**Discipline** : BBA  
**Semester** : 6th  
**Subject** : PRINCIPLES OF INSURANCE  
**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.	Insurance-Concept		
	2.	Nature of Insurance		
	3.	Classification of Insurance		
2.	4.	Life & Non-life of Insurance		
	5.	Functions of Insurance		
	6.	Importance of Insurance		
3.	7.	Evolution of Insurance		
	8.	Principles of Insurance		
	9.	Test 1		
4.	10.	Assignment 1		
	11.	Life Insurance –Concept		
	12.	Public & Pvt. Sector companies in India		
5.	13.	Products of Life Insurance		
	14.	Schemes & plans of Life Insurance		
	15.	LIC Act 1956		
6.	16.	General Insurance		
	17.	Concept of General Insurance		
	18.	Types of General Insurance		
7.	19.	Public & Pvt. Sector companies in India		
	20.	Products of General Insurance		
	21.	schemes & plans of General Insurance		
8.	22.	IRDA Act 1999		
	23.	Test 2		
	24.	Assignment 2		
9.	25.	Organization		
	26.	Guidelines for life insurance		
	27.	Non-life insurance		
10.	28.	Distribution channel in Insurance		
	29.	Introduction & Individual Agents		
	30.	Appointment of Agent		
11.	31.	Functions & code of conduct of Agent		
	32.	Test 3		
	33.	Assignment 3		
12.	34.	Remuneration of Agent		
	35.	Eligibility of Agent		
	36.	Functions of Agent		
13.	37.	code of conduct of Agent		
	38.	remuneration of corporate agents and brokers		
	39.	Life Insurance		
14.	40.	Documentation in Life insurance contract		
	41.	Claims settlement in Life Insurance		
	42.	Documentation in General insurance contract		
15.	43.	Claims settlement in General Insurance		
	44.	Test 4		
	45.	Assignment 4		

## Lesson Plan

**Name of faculty** : Ms. Preeti Gupta  
**Discipline** : BBA  
**Semester** : 6th  
**Subject** : INTRODUCTION TO FINANCIAL SERVICES  
**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.	Meaning Of Financial Services		
	2.	Importance Of Financial Services		
	3.	Types Of Financial Services		
2.	4.	Financial Services		
	5.	Economic Environment		
	6.	Players In Financial Services		
3.	7.	Test 1		
	8.	Assignment 1		
	9.	Merchant Banking		
4.	10.	Functions of Merchant Banking		
	11.	Activities of Merchant Banking		
	12.	Issues Management		
5.	13.	Managing New Issues		
	14.	Equity Issues		
	15.	Rights Issues		
6.	16.	Underwriting		
	17.	Functions of Underwriting		
	18.	Bankers To An Issue		
7.	19.	Book Building		
	20.	Reverse Book Building		
	21.	Test 2		
8.	22.	Assignment 2		
	23.	Debenture Trustees		
	24.	Portfolio Managers		
9.	25.	An Overview Of Role Of SEBI		
	26.	Leasing		
	27.	Hire Purchase		
10.	28.	Concepts of Hire Purchase		
	29.	Features of Hire Purchase		
	30.	Types Of Lease Accounts		
11.	31.	Test 3		
	32.	Assignment 3		
	33.	Factoring		
12.	34.	Forfaiting		
	35.	Mutual Funds		
	36.	Structure Of Mutual Funds		
13.	37.	Types Mutual Funds		
	38.	Advantages Of Mutual Funds		
	39.	Exchange Traded Funds		
14.	40.	Credit Rating		
	41.	Stock Broking		
	42.	Consumer Finance		
15.	43.	Credit Cards		
	44.	Test 4		
	45.	Assignment 4		