

LESSON PLAN

MTOB

Contact Hour	Unit. No	Topic	Teaching Methodology	Remarks
1	I	Nature of Management: definitions, scope and importance –	CR	
2	I	managerial roles and functions–	CR	
3	I	development of management thought - -	CR	
4	I	approaches to management	CR	
5	I	Managing for competitive advantage - the Challenges of Management.	CR	
6	II	Planning: Nature and principles of planning:..	LCD	
7	II	The Planning Process-MBO	LCD	
8	II	Decision-making	LCD	
9	II	Decision-making	LCD	
10	II	Decision-making	LCD	
11	II	role significance-process-modern approaches under uncertainty	LCD	
12	II	role significance-process-modern approaches under uncertainty	LCD	
13	II	Coordination - principles	LCD	
14	II	Coordination - principles.	LCD	
15	III	Nature of organizing: principles – organization levels – types	LCD	
16	III	Nature of organizing: principles – organization levels – types	LCD	
17	III	Nature of organizing: principles – organization levels – types	LCD	
18	III	span of management-	LCD	
19	III	span of management-	LCD	
20	III	Organizational design and structure, approaches–delegation of authority -	LCD	

LESSON PLAN

40	V	Group dynamics – group formation and development -conflict management and negotiatio skills.	LCD	
Contact Hour	Unit. No	Topic	Teaching Methodology	Rem
41	VI	Organizational culture and Effectiveness: Definition –	LCD	
42	VI	creating organizational culture	LCD	
43	VI	approaches to organizational culture	LCD	
44	VI	approaches to organizational culture	CR	
45	VI	learning of organizational culture	CR	
46	VI	learning of organizational culture	CR	
47	VI	measurement of organizational culture	CR	
48	VI	organizational effectiveness – nature and importance	CR	
49	VI	CASE STUDY	CR	
50	VI	CASE STUDY	CR	

SIGNATURE OF THE FACULTY

SIGNATURE OF T



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Concept of Business Environment	Black Board	
2		Definition, Characteristics	"	
3		Environmental Factors	"	
4		Importance at National & Intl level	"	
5		Problems & challenges	"	
6		Environmental Scanning Importance	"	
		Process of Scanning	"	
7		NITI AAYOG - Role in Eco. Dev of India	"	
8		Technological Environment - Features, Impact on Business	"	
9		Restrictions on Technological Growth	"	
10	II	Concept - Definition of Economic Environment	"	
11		Economic Systems - Market & Demand	"	
12		Economic Policies - Monetary & Fiscal	"	
13		Industrial Policies Since Independence	"	
		Significance	"	
14		Regulatory & Promotional Framework	"	
15		Structure of Indian Economy	"	
16		Nature, Significance	"	

LESSON PLAN

Act Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
19	III	Business Law - meaning, scope	Blackboard	
20		Need for Business Law	"	
21		Sources of Business Law	"	
22, 23		Indian Contract Act 1872 - Essentials	"	
24		Breach of Contract & Remedies	"	
25		Intellectual Property Rights	"	
26		Negotiable Instruments Act 1881	"	
27	IV	Contracts of Indemnity, Guarantee - meaning, nature	"	
28		Rights & liabilities	"	
29		Discharge of Surety from his liability	"	
30		Agency - Agent & Principal	"	
31		Creation of Agency	"	
32		Relationship between Principal & Agent	"	
33		Agent's Authority	"	
34, 35		Rights, Duties, & liabilities of Agent & Principal	"	
36		Termination of Agency	"	
37	V	Sale of Goods Act 1930	"	
38		Sale - Agreement to Sale	"	
39		Implied Conditions & warranties	"	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
42		Competition Act	Black Board	
43.44		Enigamers (Protection) Act 1986	"	
45		Foreign Exchange Mgt Act (FEMA)	"	
46	VI	Company Act 2013	"	
47		Memorandum of Association	"	
48		Article of	"	
49		Partnership Act 1932	"	
50		Duties of Partners	"	
51		Dissolution of Partnership	"	
52.53		IT Act 2008	"	
54		Digital Signature, Cyber frauds	"	
Total 54 hours				
			Black	

AFM LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks	Contact Hour (Cumulative)	Date	Unit No.
01	I	Financial Accounting - Concept	BS		01		1
02	"	Importance	"		02		
03	"	Scope	"		03		
04	"	Accounting Principles	"		04		
05	"	" Cycle	"		05		
06	"	Accounting Cycle Journal	"		06		
07	"	"	"		07		
08	"	Ledger	"		08		
09	"	"	"		09		
10	"	Trial Balance	"		10		
11	"	Preparation of final Accounts	"		11		
12	"	" "	"		12		
13	II	Financial Statements - Analysis & Interpretation	"		13		
14	"	meaning, importance, Techniques	"		14		
15	"	Comparative Statements - P/L A/c	"		15		
16	"	" " B/L	"		16		
17	"	Common Size Statement P/L A/c	"		17	29/11	
18	"	" " B/L	"		18	30/11	
19	"	Trend Analysis	"		19	01/12	
20	"	Ratio Analysis	"		20	02/12	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rem:
21	II	Retrod Analysis	BD	
22	III	Cash Flow Analysis (AS-3)	"	
23	"	" "	"	
24	"	Accounting Standards Indian	"	
25	"	" International	"	
26	"	Reporting practice	"	
27	"	" "	"	
28	"	Analyzing published financial statements	"	
29	"	" "	"	
30	"	" "	"	
31	IV	Cost Accounting Meaning, importance	"	
32	"	Classification of costs	"	
33	"	Cost Sheet	"	
34	"	Inventory valuation " " method	"	
35	"	Inventory valuation Method	"	
36	"	" " LIFO	"	
37	"	" " FIFO	"	
38	"	" " WAM	"	
39	"	Activity Based Costing	"	
40	"	" "	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Ref
41	V	Management Accounting — Concept, need	BB	
42	"	Budget " importance, Scope	"	
43	"	Budgetary Control / means	"	
44	"	" " — need	"	
45	"	" " objective	"	
46	"	Essentials of Budgeting	"	
47	"	Different types of Budgets	"	
48	"	" " "	"	
49	"	Preparation of Budgets	"	
50	"	" " "	"	
51	VI	Standard Costing: — Introduction	"	
52	"	Variance Analysis: Material	"	
53	"	" " — Labour	"	
54	"	Marginal Costing	"	
55	"	" " — Application	"	
56	"	Case Study, 1	"	
57	"	" " — 2	"	
58	"	" " — 3	"	
59	"	" " — 4	"	
60	"	" " — 5	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour	Unit. No	Topic	Teaching Methodology	Remarks
1	I	Meaning and concepts of Managerial Economics: Definition.	CR	
2	I	Nature and Scope Relationship with other areas in Economics;	CR	
3	I	The Role of Managerial Economist	CR	
4	I	Concept of opportunity cost, Incremental concept, Time Perfective.	CR	
5	I	Discounting Principle, Risk & uncertainty	CR	
6	II	CASE STUDY	LCD	
7	II	Meaning and Determinants of Demand; Law of Demand;	LCD	
8	II	Elasticity of demand Price, Income, Cross and Promotional Elasticity of demand;	LCD	
9	II	Measurement of Elasticity Price, Income, Cross and Promotional Elasticity of demand; Measurement of Elasticity	LCD	
10	II	Demand Forecasting; Types of Demand forecasting; Criteria of a good Demand forecasting method;	LCD	
11	II	Supply Analysis; The Law of Supply and Elasticity Concepts.	LCD	
12	II	CASE STUDY	LCD	
13	III	Cost Analysis: Cost Concepts; Determinants of Cost;	LCD	
14	III	Cost – output Relationship in Short run and Long run	LCD	
15	III	Modern development in cost theory; Saucer shaped short run Average cost curves	LCD	
16	III	Modern development in cost theory; Saucer shaped short run Average cost curves	LCD	
17	III	Cost - Volume – Profit analysis	LCD	
18	III	Cost - Volume – Profit analysis	LCD	
19	III	Cost - Volume – Profit analysis	LCD	
20		CASE STUDY	LCD	

Contact Hour	Unit. No	Topic	Teaching Methodology	Remarks
21	IV	Production Analysis: Theory of Production: Meaning and Factors of Production;	LCD	
22	IV	Production Analysis: Theory of Production: Meaning and Factors of Production;	LCD	
23	IV	; Production functions with one variable input, Production Function with two variables inputs	LCD	
24	IV	Returns to Scale and Laws of returns, Marginal Rate of Technical Substitution Cobb-Douglas Production Function	LCD	
25	IV	Production Analysis: Theory of Production: Meaning and Factors of Production;	LCD	
26	IV	Production functions with one variable input, Production Function with two variables inputs	LCD	
27	IV	Returns to Scale and Laws of returns, Marginal Rate of Technical Substitution Cobb-Douglas Production Function	LCD	
28	IV	CASE STUDY	LCD	
29	V	Market Analysis: Features and Types of different Markets	LCD	
30	V	Market Analysis: Features and Types of different Markets	LCD	
31	V	Price- Output determination in Perfect competition; Monopoly	LCD	
32	V	Price Output determination in Perfect competition; Monopoly	CR	
33	V	Price Output determination in Perfect competition; Monopoly	LCD	
34	V	Monopolistic competition and Oligopoly both in the long run and short run;	LCD	
35	V	Monopolistic competition and Oligopoly both in the long run and short run;	LCD	
36	V	Pricing methods and practice.	LCD	
37	V	Pricing methods and practice.	LCD	
38	V	Market Analysis: Features and Types of different Markets	LCD	
39	V	Monopolistic competition and Oligopoly both in the long run and short run;	LCD	
40	V	Monopolistic competition and Oligopoly both in the long run and short run;	LCD	

LESSON PLAN

Contact Hour	Unit. No	Topic	Teaching Methodology	Remarks
41	VI	Macro concepts for Business decisions: National income	LCD	
42	VI	Concepts & various methods of measurements	LCD	
43	VI	Inflation: types & cause of inflation and steps to control inflation;	LCD	
44	VI	Inflation: types & cause of inflation and steps to control inflation;	CR	
45	VI	Inflation: types & cause of inflation and steps to control inflation;	CR	
46	VI	Business cycles: causes and measures to control business cycle	CR	
47	VI	Macro concepts for Business decisions: National income:.	CR	
48	VI	Concepts & various methods of measurements;	CR	
49	VI	ANALYSIS OF ALL SYLLABUS	CR	
50	VI	PREVIOUS YEAR QUESTION PAPERS	CR	

Pamnas

SIGNATURE OF THE



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rema
1 (2)	I	Concept of Random Variable and its Properties	CR	
2 (1)		Probability dist and density fn and its Properties	CR	
3 (6)		Problems on discrete Random Variables	CR	
4 (5)		Problems on discrete Random Variables	CR	
5 (3)		Problems on Continuous Random Variables	CR	
6 (2)		Problems on Continuous Random Variables	CR	
7 (1)		Concept of Binomial dist and its Problems		
8 (6)		Problems on Binomial dist	CR	
9 (5)		Concept of Poisson dist and its Problems	CR	
10 (3)		Problems on Poisson dist	CR	
11 (3)	II	Concept of Normal dist	CR	
12 (1)		Problems on Normal dist	CR	
13 (6)		Problems on Normal dist	CR	
14 (5)		Concept of Linear programming problems and its definitions	CR	
15 (3)		Concept of Graphical method and its Problems	CR	
16 (3)		Problems on Graphical method of LPP	CR	
17 (1)		Problems on Graphical method of LPP	CR	
18 (6)		Concept of Simplex algorithm of LPP	CR	
19 (5)		Problems on Simplex method of LPP (Maximization)	CR	
20 (3)		Problems on Simplex method of LPP (Minimization)	CR	

*Black Board / LCD / OHP / Other Method

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology
			CR
21 (3)	III	Concept of Transportation	CR
22 (1)		Problems on IBPS of T.P	CR
23 (6)		Problems on IBPS of T.P	CR
24 (5)		Problems on IBPS of TP	CR
25 (3)		Concept MODI method of its problem (Optimum solution)	CR
26 (3)		Problems on MODI method (Optimum solution)	CR
27 (1)		Problems on unbalanced T.P	CR
28 (6)		Concept of Assignment Problem and its problems	CR
29 (5)		Problems on Assignment Problem	CR
30 (3)		Problems on Variation of assignment Problem	CR
31 (3)		Concept and Problems of Traveling Sales Man Problem	CR
32 (1)	IV	Concept and definitions of Game theory	CR
33 (6)		Games with Saddle point problems	CR
34 (5)		Games without Saddle point Problems on Rectangular method	CR
35 (3)		Concept and problems on Dominance property	CR
36 (3)		Problems on Dominance property	CR
37 (1)		Concept and problems on Graphical method	CR
38 (6)		Problems on Graphical method	CR
39 (5)		Problems on Graphical method	CR
40 (3)	V	Concept and Various definitions of Queuing theory	CR

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rem
41 (3)	V	Characteristics of M/M/1:∞ FIFO model	CR	
42 (1)		Problems on Single channel Queueing model	CR	
43 (6)		Problem on Single channel Queueing model	CR	
44 (5)		Characteristics of M/M/1: N/ FIFO model	CR	
45 (3)		Problems on finite finite Population Queueing model	CR	
46 (3)	VI	Problem on finite Population Queueing model	CR	
47 (1)		Concept of network scheduling and its definitions	CR	
48 (6)		Concept of network basic Components	CR	
49 (5)		Practice of network diagram	CR	
50 (3)		Concept of Critical path and its problems	CR	
51 (3)		Problems on Critical path	CR	
52 (1)		Concept of PERT and its problems	CR	
53 (6)		Problems on PERT	CR	
54 (5)		Problems on PERT	CR	
55 (3)		Problems on PERT	CR	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology
1,2	1	Fundamentals of Communication	CRT
3,4	1	Importance	CRT
5	1	Process	CRT
6	1	Forms	CRT
7	1	Types	LCD
8	1	Barriers	LCD
9	1	Overcoming Barriers	LCD
10	1	Verbal and Non Verbal Communication	LCD
11,12	2	Organisational Communication	CRT
13,14	2	Internal - Types - channels	CRT
15	2	Diversity and	LCD
16	2	Intercultural Communication	LCD
17	2	External Communication	LCD
18	2	Types - channels	LCD
19	2	Use of Technology	LCD
20	2	Negotiation Skills	LCD

*Black Board / LCD / OHP / Other Method

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rem
21, 22	3.	Time Management	CRT	
23, 24	3.	Goal Setting	CRT	
25	3.	Time log	CRT	
26	3.	Self Awareness	CRT	
27	3.	Self Motivation	Interactive	
28	3.	Planning - Scheduling	Interactive	
29	3.	Delegating	LCD	
30	3.	Communicating	LCD	
31	3.	Decision Making	LCD	
32	3.	Listening	LCD	
34, 35, 36	4.	Presentation Skills	Interactive	
37, 38, 39, 40		Power point presentation	activity based	
41, 42, 43, 44	5.	Group Discussion - JAM -	activity based	
45, 46, 47, 48		Debate	activity Based	
49, 50, 51	6.	Essential skills for interview	Activity based	
52, 53, 54	6	Covering Letter and Resume	Activity based	
55, 56	6	CV writing - Mock Interview	Activity based	

*Black Board / LCD / OHP / Other Method

Blaw

Power



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	R
01	1	Defining Objectives Goals Targets		
02	01	Types of Plans & Strategy	Lecture	
03	01	Strategic Decision Making operational "	Lecture	
04	01	Strategic Management Process	"	
05	01	Strategic Management Process	"	
06	01	Strategic Intent - VISION MISSION & Goals	"	
07	01	Objective setting	"	
08	01	Role of Manager & Role of Strategist	"	
09	01	Role of Board of Directors CEO & Executives in SM	"	
10	01	Case study	Case Discussion	
11	02	Types of Environment Relevant Environment	Lecture	
12	02	External Environment Analysis STEBEL	"	
13	02	External Environment ETOP	"	
14	02	Industry Analysis and Competitor Analysis	"	
15	02	Internal Environmental Analysis - Porter, Finance, HR & Mktg	"	
16	02	Internal Environmental Analysis - SAP, 7S Framework	"	
17	02	Value chain Analysis and 7S Framework	"	
18	02	SWOT Analysis		
19	02	Case study on SWOT	Case Study discussion	
20			case study	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology
21	3	Corporate level Strategy Business level strategy & Functional level strategy	Lecture
22	3	Stability Strategies	"
23	3	Expansion & Retrenchment Strategies	"
24	3	Combination strategies and Strategic Alliances	"
25	3	Business level strategies - Cost Leadership, differentiation & Focus	"
26	3	Functional level strategies - Production, R&D, Finance, HR, etc.	"
27	3	Core competencies & competitive Advantage	"
28	3	Strategic choice by SWOT Analysis, PLC & Industry Analysis	"
29	3	BCG Matrix & Nine cell Matrix	"
30	3	Case study on SWOT Analysis	Case study discussion
31	3	Case study on strategies	Case study discussion
32	4	Strategy implementation & issues	Lecture
33	4	Objectives, goals, Targets, Policy, Procedure, Programmes	"
34	4	Strategy and Organizational structure	Budget-
35	4	Strategy & Organization culture	"
36	4	Strategic Leadership	"
37	4	Strategy Evaluation and control process	"
38	4	Types of control Quantitative & Qualitative	Criteria
39	4	Strategic information system & Strategic Audit	"
40	4	Case study	Case

*Please refer to the syllabus for details.



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	4	Case Study	case discussion	
42	5	Nature and Scope of Business Ethics	Lecture	
43	5	Types of Ethics, Rights and Sources	"	
44	5	Theories of Business Ethics	"	
45	5	Arguments Against FOR Business Ethics	"	
46	5	Ethical decision making process - 8 steps	"	
47	5	Challenges in Ethical Decision making	"	
48	5	Role of Ethics and Personal values in Decision Making	"	
49	5	Major Indian Scams & Whistle Blowing	"	
50	5	Case Study	case discussion	
51	6	Ethics in Financial Mgt	Lecture	
52	6	Ethics in Marketing Mgt	"	
53	6	Ethics in HR Mgt	"	
54	6	Frauds of Insurance & Banking and control strategies	"	
55	6	Case Study	case discussion	
56	6	Case Study	case discussion	
			Buku	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rem
1	I	Forecasting ^{Overview} Nature & Importance	Lecture	
2	"	Forecasting Considerations	Lecture	
3	"	Forecasting Object.	Lecture	
4	"	Information Set	PPT	
5	"	Forecast Horizon	PPT	
6	"	Forecast Statement	Lecture	
7	"	The Decision Environment	Lecture	
8	"	Loss function	Lecture	
9	"	Model Complexity	Lecture	
10	"	Limits for forecasting	PPT	
11	"	Case studies	Case	
12	II	EDA - Definition-Importance	Lecture	
13	"	Tools & Types of EDA	PPT	
14	"	EDA Techniques	PPT	
15	"	Understanding Variables	Lecture	
16	"	Data cleaning	Lecture	
17	"	EDA assumptions	Lecture	
18	"	use of Graphical presentations	PPT	
19	"	Stem & leaf, Barplot, Histogram	PPT	
20	"	Case studies	Case	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Res
21	III	Regression Analysis - Definition	Lecture	
22		use of Regression in Business	Lecture	
23		Interpretation of P-values and Co-efficients	Lecture	
24		Linear Regression	Case	
25		Multiple Regression	Case	
26		Logistic Regression - Application	Case	
27		Case studies / problems	Case	
28		Case studies / problems	Case	
29	IV	Time Series forecasts - Definition	Lecture	
30		Applications - Importance	Lecture	
31		Components of Time Series	PPT	
32		Method of isolating trends	Case	
33		Method of least square	Case	
34		Additive and Multiplicative Model	Case	
35		Smoothing technique	Case	
36		Exponential Smoothing	Lecture	
37		Moving Average Smoothing	Lecture	
38		Other techniques	PPT	
39		ARIMA Model	Lecture	
40		Case studies	Case	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	R _g
41	V	Life time value - Definition	Lecture	
42		Importance of CLTV	Lecture	
43		CLTV	Case	
44		Improvements of CLTV & AOV	Case	
45		Customer Acquisition CAC	Case	
46		Optimizing CAC	Case	
47		Case studies	Case	
48	VI	Credit Score Models	Lecture	
49		Credit Score - Definition	Lecture	
50		Importance of Credit Score	PPT	
51		FICO Score Model	PPT	
52		Calculation of FICO Scores	Case	
53		Vantage Score Model	PPT	
54		Benefits of Score Models	PPT	
55		Case studies	Case	
56		Case studies	Case	
Roller				

ADM LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Introduction to Digital Mkt	Lecture	
2		Definition, Importance platforms	Lecture	
3		organic & paid DM	Lecture	
4		Difference between Traditional Marketing & DM	PPT	
5		Advantages of DM	PPT	
6		DM - Role & function	Lecture	
7		Significance of DM.	Lecture	
8	II	SEO - Definition Meaning	Lecture	
9		Scope of SEO	Lecture	
10		onpage optimisation	PPT	
11		off page optimisation	Gaming	
12		preparation of Reports	Gamification	
13		Keywords, title, Meta tags	Brainstorming	
14	III	Social Media Optimisation (SMO)	Case study	
15		Meaning Scope & Importance	Lecture	
16		Facebook twitter linkedin	Lecture	
17		Tumblr pinterest	PPT	
18		Other Social Media	PPT	
19		Social Media optimisation	Lecture	
20		Case studies	Case study	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	IV	SEM - Definition - Meaning	Gameplay	
22		SEM Know Adwords	Lab	
23		Keyword selection	Lab	
24		Creating Text Ads	Lecture	
25		CPC Bidding	Lecture	
26		Navigation of Ad words	Lecture	
27		SEM Metrics	PPT	
28		SEM optimization	PPT	
29		JOBS in SEM	PPT	
30	V	Lead management & DM	Lecture	
31		Web to lead forms	Lecture	
32		Web to Case forms	Lecture	
33		Lead generation Techniques	Lecture	
34		Leads are everywhere	PPT	
35		Social media and Lead generation tools for DM	PPT	
36		IP Tracker	PPT	
37		CPC Reduction	Gameplay	
38		Group posting on Social Media	Brain Storming	
39		Case studies	Case	
40		Case study	Case	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

[illegible]

*Black Board / 100

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	1	AN Introduction to money	Black Board	
2		Structure of commercial Banks in India	"	
3		managerial functions in Banking	"	
4		" Training	"	
5,6		Nationalization of Banks with effects	"	
7		classification of Banking Institutions	"	
8		The Reserve Bank of India	"	
9		E- Banking	"	
10	II	The Banking Regulation Act 1949	"	
11		Privatization of Banks	"	
12		Narasimham Committee Report	"	
13		Banking Sector Reforms in India	"	
14		management of Finance	"	
15		Approach of Loan Application	"	
16,17		Development Banking in India (IFCI, IDBI, ICICI)	"	
18		Export credit Guarantee corp of Ltd	"	
19	III	Bank Business & the market	"	
20		Bank Business and capital	"	
21		customer service & mktg for Bank products	"	
22		Credit Assessment & managing credit risk	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Res
23		The money market	Black Board	
24,25		The yield curve	"	
26,27		Introduction to money market dealing & Hedging	"	
28	IV	Asset-liability mgt	"	
29		liquidity Risk	"	
30		Bank Asset liability mgt	"	
31,32		Bank liquidity Risk management	"	
33		liquidity Risk measurement	"	
34		Basel norms - liquidity	"	
35		liability strategies	"	
36		Stress testing	"	
37	V	Collateral management - Butcher Best Practice	"	
38		Bank Interest Funds	"	
39		Transfer Pricing Policy	"	
40		Net Interest Income	"	
41		Net " margin	"	
42		management of Interest Rate Risk	"	
43		Strategy setting	"	
44		Bank Regulatory Capital	"	
45		Basel norms, ICAAP, mgt of Operational Risk	"	

*Black Board / LCD / OHP / Other Method



JAP LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
1	I	Introduction Security Analysis & Portfolio Mgt	BB.	
2	"	Investment	"	
3	"	Investment vs Speculation	"	
4	"	Security vs. Non Security forms of Investment	"	
5	"	Investment Environment in India	"	
6	"	Investment Process	"	
7	"	Source of Investment Information	"	
8	"	Security Markets: — Primary — Secondary	"	
9	"	Types of Securities in Indian Capital Market	"	
10	"	Market Indices Calculation of Sensex & Nifty	"	
11	II	Meaning and Measurement of Security returns	"	
12	"	" "	"	
13	"	Meaning and types of Security risks	"	
14	"	" "	"	
15	"	Systematic Risk	"	
16	"	" "	"	
17	"	Non-Systematic Risk	"	
18	"	" "	"	
19	"	Measurement of Total Risk	"	
20	"	" "	"	

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	III	Valuation Models: Intrinsic Value Approach to	• LCP	
22	"	Valuation of Bonds	"	
23	"	"	"	
24	"	Preference Shares	"	
25	"	"	"	
26	"	Equity Shares	"	
27	"	"	"	
28	"	"	"	
29	IV	Fundamental Analysis	"	
30	"	Economic Analysis	"	
31	"	Industry	"	
32	"	Company	"	
33	"	Technical — Concept, tools & techniques	"	
34	"	"	"	
35	"	Technical Analysis vs Fundamental Analysis	"	
36	"	Efficient Market Hypothesis	"	
37	"	"	"	
38	"	Concept and forms of Market Efficiency	"	
39	"	"	"	
40	"	"	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	V	Elements of Portfolio Mgt. Portfolio Models	BD	
42	"	Markowitz Model	"	
43	"	" " "	"	
44	"	Efficient frontier	"	
45	"	Selection of optimal portfolio	"	
46	"	Sharpe Single Index Model	"	
47	"	" " "	"	
48	"	Capital Asset Pricing Model	"	
49	"	" " "	"	
50	"	Arbitrage Pricing Theory	"	
51	"	" " "	"	
52	VI	Performance Evaluation of Portfolios	"	
53	"	Sharpe Model of PF Evaluation	"	
54	"	Penner's Model	"	
55	"	Sen Sen's Model	"	
56	"	" " "	"	
57	"	Evaluation of Mutual Funds	"	
58	"	" " "	"	
59	"	Case Study	"	
60	"	" " "	"	

*Black Board / LCD / OHP / Other Method

File



E-Com

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching Methodology	Remarks
1	I	E-Marketplaces Overview of Electronic Commerce and Social Commerce Electronic Commerce:	CLASS ROOM TEACHING	
2	I	Definitions and Concept Defining Electronic Commerce Defining E- Business	CLASS ROOM TEACHING	
3	I	The Electronic Commerce Field: Growth, Content, Classification	CLASS ROOM TEACHING	
4	I	The Content and Framework of E- Commerce	CLASS ROOM TEACHING	
5	I	An EC Framework Classification of EC	CLASS ROOM TEACHING	
6	I	Nature of the Transactions and the Relationships Among	CLASS ROOM TEACHING	
7	I	CASE STUDY	CLASS ROOM TEACHING	
8	II	The Drivers of E-Commerce The Benefits of E-Commerce.	CLASS ROOM TEACHING	
9	II	Social Computing and Commerce Social	CLASS ROOM TEACHING	
10	II	Computing Web 2.0 Social Media Social Networks and Social Network Services	CLASS ROOM TEACHING	
11	II	Enterprise Social Networks Social Commerce	CLASS ROOM TEACHING	
12	II	The Digital and Social Worlds: Economy, Enterprises, and Society	CLASS ROOM TEACHING	
13	II	The Digital Economy The Digital Enterprise The Social Business (Enterprise)	CLASS ROOM TEACHING	
14	II	The Digital Revolution and Society Electronic Commerce Business Models	CLASS ROOM TEACHING	
15	II	The Structure and Properties of Business Models	CLASS ROOM TEACHING	
16	III	Typical EC Business Models Classification of Business Models in E- Commerce	CLASS ROOM TEACHING	
17	III	E-Commerce: Mechanisms, Platforms, and Tools Opening Case: Pinterest—A New Kid on the E- Commerce Block	CLASS ROOM TEACHING	
18	III	Electronic Commerce Mechanisms:	CLASS ROOM TEACHING	
19	III	An Overview EC Activities and Support Mechanisms	CLASS ROOM TEACHING	
20	III	The Online Purchasing Process E- Marketplaces Electronic Markets	CLASS ROOM TEACHING	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching Methodology	Remarks
21	III	The Components and Participants in E-Marketplaces	CLASS ROOM TEACHING	
22	III	Disintermediation and Re intermediation	CLASS ROOM TEACHING	
23	III	CASE STUDY	CLASS ROOM TEACHING	
24	IV	Types of E-Marketplaces Customer Shopping Mechanisms: Web stores, Malls, and Portals Web stores	CLASS ROOM TEACHING	
25	IV	Electronic Malls Web (Information) Portals	CLASS ROOM TEACHING	
26	IV	The Roles and Value of Intermediaries in E-Market places Merchant Solutions:	CLASS ROOM TEACHING	
27	IV	Electronic Catalogs, Search Engines, and Shopping Carts Electronic Catalogs	CLASS ROOM TEACHING	
28	IV	EC Search Activities, Types, and Engines Shopping Carts.	CLASS ROOM TEACHING	
29	IV	CASE STUDY	CLASS ROOM TEACHING	
30	V	Fulfillment along Supply Chains Solutions to Order Fulfillment	CLASS ROOM TEACHING	
31	V	Problems along the Supply Chain Improvements in the Order-	CLASS ROOM TEACHING	
32	V	Taking Activity Warehousing and Inventory Management Improvements	CLASS ROOM TEACHING	
33	V	Changing the Structure and Process of the Supply Chain	CLASS ROOM TEACHING	
34	V	Speeding Up Deliveries: From Same Day to a Few Minutes.	CLASS ROOM TEACHING	
35	V	CASE STUDY	CLASS ROOM TEACHING	
36	VI	Partnering Efforts and Outsourcing Logistics Integrated Global Logistics Program	CLASS ROOM TEACHING	
37	VI	Order Fulfillment in Make-to-Order (MTO) and Mass Customization	CLASS ROOM TEACHING	
38	VI	Handling Returns (Reverse Logistics)	CLASS ROOM TEACHING	
39	VI	Order Fulfillment in B2B Innovative	CLASS ROOM TEACHING	
40	VI	E-Fulfillment Strategies	CLASS ROOM TEACHING	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching Methodology	Remarks
41	VI	Supply Chain Planning and Execution Software	CLASS ROOM TEACHING	
42	VI	E-Commerce Strategy and Implementation	CLASS ROOM TEACHING	
43	VI	CASE STUDY	CLASS ROOM TEACHING	
44	VI	ANALYSIS OF E-COMMERCE PLATFORMS AMAZON	CLASS ROOM TEACHING	
45	VI	ANALYSIS OF E-COMMERCE PLATFORMS FLIPKART	CLASS ROOM TEACHING	
46	VI	ANALYSIS OF E-COMMERCE PLATFORMS MYNTHRA	CLASS ROOM TEACHING	
47	VI	ANALYSIS OF E-COMMERCE PLATFORMS MEESHO	CLASS ROOM TEACHING	
48	VI	ANALYSIS OF E-COMMERCE PLATFORMS PEPPERFRY	CLASS ROOM TEACHING	
49	VI	REVIEW OF ALL UNITS	CLASS ROOM TEACHING	
50	VI	QUESTION PAPER REVIEW	CLASS ROOM TEACHING	


FACULTY SIGN


HOD SIGN

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1,2	1.	The People Analytics Age.	CRT	
3,4	1	The People Analytics Advantage	CRT	
5,6	1	How to migrate from BA to PA.	CRT	
7,8	1	Advanced BA & Advanced PA.	CRT	
9,10	2	The Seven Pillars of PA. Success.	LCD	
11,12	2.	Data and Tools Challenges	LCD	
13,14	2.	The Seven pillars of People Analytics Success.	LCD	
15	2.	Workforce Planning Analytics pillar	Interactive	
16	2.	Acquisition/Hiring Analytics pillar	Interactive	
17	2.	Onboarding, Culture Fit	LCD	
18	2.	Engagement Pillar Assessment &	LCD	
19	2.	Development		
20	2.	Employee Life-time Value pillar	LCD	
21	3.	Workforce Planning Analytics	Interactive	
22	3.	Key components of workforce Planning Analytics	LCD	

*Black Board / LCD / OHP / Other Method

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Rem
23	3	Making an IMPACT with	LCD	
24,25	3	Workforce Planning Analytics	LCD	
26,27	4	Talent Sourcing Analytics	Interactive	
28,29	4	Talent sourcing in the Era of	LCD	
30,31	4	Big Data and Advanced Technology	Interactive	
32,33	4	The Mobile Impact of Talent Sourcing	Interactive	
34,35	4	Putting the IMPACT cycle into Action	LCD	
36	4	Talent Acquisition Analytics Phases	LCD	
37,38	5	On-boarding and Culture Fit Analysis		
39	5	On-boarding Process	LCD	
40,41	5	Stages of On-boarding	LCD	
42,43	5	Early employee Needs	LCD	
44	5	OPEN Analytical Frameworks	Analysis	
45,46		for Effective On Boarding	LCD	
47	5	Time to productivity	LCD	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
48,49	5	Other Outcome Measures	LCD	
50	5	Analytical Performance Management	LCD	
51,52	6	Talent Engagement Analytics	Interactive	
53,54	6	Deploying Retention Analytics	Interactive	
55,56	6	Implement Proactive Talent	LCD	
57		Retention Models	LCD	
58	6	Data for Talent Attrition	LCD	
59	6	Predictive Modeling	LCD	
60	6	The Fragmented Strategy of Talent Retention Model.	LCD	
	Rew		Personalized	
			p/v	
			p/d	
			p/r	
			p/b	
			p/a	
			p/e	
			p/t	
			A/A	

*Black Board / LCD / OHP / Other Method

HR Analytics LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1,2	1	Meaning of Analytics	CRT	
3,4	1	classification	CRT	
5,6	1	Importance of HCM	LCD	
7,8	1	Role and Perspective of HCM	LCD	
9,10	2.	The HCM Model	LCD	
11,12	2.	The Employee Value Proposition	LCD	
13,14	2.	Compensation	Interactive	
15,16	2.	Attracting, Motivating and	Interactive	
17,18		retaining employees now & in the future	Interactive LCD	
19	2.	Case study	Analysis	
20	3.	Staffing, Training and Compensation	BB	
21	3.	Staffing, Training and rewards metrics	BB	
22	3.	HR Functions and the	Interactive	
23	3	role of recruiting, hiring, and	Interactive	
24	3	retaining quality hires, L&D	LCD	
25	3	L&D strategy and Total Rewards	LCD	
26	3	Employee Relations	LCD	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
27	3	the overall HR Organization	Interactive	
28	4	The new-face of workforce planning	LCD	
29,30	4	Segmentation of Skills	LCD	
31,32	4	The business play book.	LCD	
33,34	4	The contents and process of creating a playbook.	LCD	
35,36				
37,38	5	Quality employee engagement	LCD	
39,40	5	Definition and Measurement	Interactive	
41,42	5	Engagement Drivers	LCD	
43,44	5	Disorder and Disengagement	LCD	
45,46	5	Behavior Based Signs of Departure	LCD	
47	5	Event based Signs of Departure	LCD	
48	5	Data based Signs of Departure.	LCD	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

[illegible]

*Black Board / LCD / OHP / Other Method