

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Definition of Management by different Authors & concept related	Lecture	
2	I	Difference between Mgt and Administration	"	
3	I	Management as a science or Art	"	
4	I	Management as a Profession	"	
5	I	Managerial Skills	"	
6	I	Manager/ Roles	"	
7	I	functions of Management	"	
8	I	functions of Management	"	
9	I	Principles of Management	"	
10	I	Scope and Importance	"	
11	I	Development Management Thought - History	"	
12	I	Approaches to Mgt - Traditional/ classical	"	
13	I	Modern/ Neoclassical approaches	"	
14	I	Managing for competitive Advantage	"	
15	I	challenges of Management	"	
16	II	Planning process steps	"	
17	II	MBO	"	
18	II	MBO	"	
19	II	Decision making Process	"	
20	II	Decision making Under certainty	"	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
21	<u>II</u>	Decision making under uncertainty	Lecture	
22	<u>II</u>	Decision making under Risk	"	
23	<u>II</u>	Coordination	"	
24	<u>II</u>	Principles of coordination	"	
25	<u>II</u>	Case study - I	Case Analysis	
26	<u>II</u>	Case study - I	case study	
27	<u>II</u>	Case study - II	Case Analysis	
28	<u>II</u>	Case study - II	Case Analysis	
29	<u>II</u>	Case study - III	Case discussion	
30	<u>II</u>	Case study III	Case discussion	
31	<u>III</u>	Nature of organising	Lecture Method	
32	<u>III</u>	organising Level-types	"	
33	<u>III</u>	types of organisations Formal & Informal organisation	"	
34	<u>III</u>	Span of management	"	
35	<u>III</u>	organisation structure	"	
36	<u>III</u>	Delegation & Authority centralisation, Decentralisation	"	
37	<u>III</u>	controlling - nature & importance Process & Feedback System	"	
38	<u>III</u>	Requirement for effective control	"	
39	<u>III</u>	control Techniques	"	
40	<u>III</u>	Case study - IV	Case discussion	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
41	<u>IV</u>	Organisational Behaviour Nature and scope Linkages with other social sciences	Lecture method	
42	<u>IV</u>	Perception Process	"	
43	<u>IV</u>	values, Attitudes	"	
44	<u>IV</u>	Learning Theories	"	
45	<u>IV</u>	Personality - types & Model	"	
46	<u>IV</u>	Transaction Analysis Johari Window	"	
47	<u>IV</u>	Approaches to OB & Models	"	
48	<u>IV</u>	Organisational culture & Development	"	
49	<u>IV</u>	Case Study	Case Discussion	
50	<u>V</u>	Leadership - styles & skills	Lecture method	
51	<u>V</u>	women & corporate Leadership	"	
52	<u>V</u>	Group dynamics	"	
53	<u>V</u>	Conflict Management	"	
54	<u>V</u>	Negotiation skills	"	
55	<u>V</u>	Case study	Case Discussion	
56	<u>VI</u>	Approaches to Organisational Culture	Lecture method	
57	<u>VI</u>	Measurement of OC	Lecture method	
58	<u>VI</u>	Organisational Effectiveness nature & importance	"	
59	<u>VI</u>	Case Study	Case Discussion	
60	<u>VI</u>	Case Study		

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LBE

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	1.	Concept of Business Environment - Definition	GRT	
2		Characteristics	"	
3		Environmental Factors	"	
4		Importance at National & Int'l. Level	"	
5		Problems & Challenges	"	
6		Environmental Scanning, Importance	"	
7		Process of Scanning	"	
8		NITI AAYOG - Role in Economic Dev't India	"	
9		Technological Environment - Features	"	
		Impact on Business	"	
		Reluctance on Technological Growth	"	
10	2.	Economic Environment - Def	"	
11		Economic System - Merits & Demerits	"	
12		Economic Policies - Monetary, Fiscal	"	
13		Industrial Policies Since Independence	"	
14		Regulatory & Promotional Framework	"	
15		Structure of Indian Economy	"	
16		Nature & Sustainability	"	
17		Economic Planning - Objectives, Merits & Limitations	"	
18		Concept & Meaning of Political Environment	"	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
19	3	Burmer Law - meaning, scope, Need	Black Board	
20		Source of Burmer Law	"	
21,22		Indian Contract Act 1872	"	
23		IFA essentials	"	
24		Breach of Contract & Remedies	"	
25,26		Intellectual Property Rights	"	
27		Negotiable Instruments Act 1881	"	
28	4	Contract of Indemnity - Guarantee meaning, Nature	"	
29		Rights & liabilities	"	
30		Discharge of Surety from his liability	"	
31		Agency - Agent & Principal	"	
32		Creation of Agency	"	
33		Relationship between Principal & Agent	"	
34		Agent's Authority, Rights, duties & liabilities	"	
35		of Agent & Termination of Agency	"	
36		Termination of Agency	"	
37	5	Sale of Goods Act 1930	"	
38		Sale & Agreement to Sale	"	
39,40		Implied Conditions & Warranties	"	
41		Consumer Protection Act 1986	"	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
42		Confederation Act	Black Board	
43-44		Enhancement Protection Act 1986	"	
45		Footage Exchange Mkt Act	"	
46	6	Company Act 2013	"	
47		Memorandum of Assn	"	
48		Articles of Assn	"	
49		Partnership Act 1932	"	
50		Duties of Partners	"	
51		Dissolution of Partnership	"	
52		IT Act 2000	"	
53		Digital Signature	"	
54		Cyber Fraud	"	
<u>54 Hours</u>				

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AFM

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
01	I	Financial Accounting concept	80	
02	"	Importance & Scope	"	
03	"	Accounting Principles	"	
04	"	Accounting Cycle	"	
05	"	Journal	"	
06	"	Ledger	"	
07	"	Trial Balance	"	
08	"	Final Accounts	"	
09	"	" with Adjustments	"	
10	"	" " "	"	
11	II	Analysis and interpretation of financial statements	"	
12	"	Meaning	"	
13	"	Importance & Techniques	"	
14	"	Comparative Statements	"	
15	"	" "	"	
16	"	Common Size Statements	"	
17	"	" "	"	
18	"	Trend Analysis	"	
19	"	Ratio Analysis	"	
20	"	" "	"	

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LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	<u>III</u>	Financial Reporting:	BB	
22	"	Cashflow Analysis (AS-3)	"	
23	"	" "	"	
24	"	" "	"	
25	"	Accounting Standards	"	
26	"	Reporting Practices	"	
27	"	Analyzing published financial statements	"	
28	"	" "	"	
29	"	" "	"	
30	"	" "	"	
31	<u>IV</u>	Cost Accounting: methods importance, meaning, Technique	"	
32	"	classification of Costs	"	
33	"	Cost Sheet	"	
34	"	" "	"	
35	"	Inventory valuation methods:	"	
36	"	LIFO	"	
37	"	FIFO	"	
38	"	HIFO	"	
39	"	Weighted Average Method	"	
40	"	Job/Activity based Costing	"	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	V	Management Accounting; Concept, need	BB	
42	"	" Importance and Scope	"	
43	"	Budgetary Control - meaning	"	
44	"	" Need, objectives	"	
45	"	Essentials of Budgeting	"	
46	"	Different types of Budgets	"	
47	"	" "	"	
48	"	" "	"	
49	"	Preparation of Budgets	"	
50	"	" "	"	
51	VI	Standard Costing; Variance Analysis	"	
52	"	Materials, Labour Variances	"	
53	"	" "	"	
54	"	" "	"	
55	"	Marginal Costing	"	
56	"	" "	"	
57	"	Application in Managerial decision making	"	
58	"	" "	"	
59	"	Problems	"	
60	"	" "	"	

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LESSON PLAN -ME				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Definition, Nature	PPL LCD	
2	II	Scope, Relationship	LCD	
3	III	Relationship with other Subject Role of Managerial Economics	LCD	
④		Principles of Economics	LCD	
⑤		Case Study/Review	B-LCD	
6	II	Demand, Determinants.	LCD	
7		Law of Demand	LCD	
8		Law of Demand	LCD	
9		Elasticity of Demand	LCD	
10		Price Elasticity	LCD	
11		Income Elasticity	LCD	
12		Cross Elasticity	LCD	
13		Demand forecasting Types	LCD	
14		Demand forecasting Criteria of a good forecast	LCD	
15		Supply Analysis law of supply	LCD	
16	IV	Cost Concepts	LCD	
17		Determination of Cost	LCD	
18		Cost output relationship	LCD	
19		Short Run & Long Run	LCD	
20		Short run Cost Curves, Average Cost Curve	LCD	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	<u>III</u>	Cost ^{Total} Average Cost Curves,	LCD	
22		Cost Volume - Profit Analysis	LCD	
23		Cost-Profit Analysis	LCD	
24		Cost Profit Analysis	LCD	
25		Case Studies	LCD	
26	IV	Production Analysis	LCD	
27		Theory of Production,	LCD	
28		Production functions with one variable	LCD	
29		Production functions with two variables	LCD	
30		Production cost functions with two variable	LCD	
31		Return to Scale,	LCD	
32		Law of Returns	LCD	
33		MRTS,	LCD	
34		Cobb-douglas Prod ⁿ function	LCD	
35		Case Study	LCD	
36	V	Market Definitions Types	LCD	
37		Perfect Market Competition	LCD	
38		Price & Output determination under Perfect market	LCD	
39		Price & Output determination under Monopoly	LCD	
40		Price & Output determination under Monopolistic Comp.	LCD	

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LESSON PLAN -BC

Contact Hour	Unit. No	Topic	Teaching Methodology	Remarks
1	I	Fundamentals of Communication	CR	
2	I	Fundamentals of Communication	CR	
3	I	Importance of Business communication	CR	
4	I	Communication process	CR	
5	I	Different form of Business Communication	CR	
6	I	Types of business communication	CR	
7	I	Types of business communication	CR	
8	I	Barriers to Business communication	CR	
9	I	Barriers to Business communication	CR	
10	I	Verbal Communication	CR	
11	I	Non verbal Communication	CR	
12	II	Internal communication in organization and its type s	CR	
13	II	Internal communication in organization and its type s	CR	
14	II	Internal Channels of organizational communication	CR	
15	II	Diversity and Intercultural Communication	CR	
16	II	Diversity and Intercultural Communication	CR	
17	II	External Communication of the	CR	

LESSON PLAN

		organization and its types		
18	II	External Communication of the organization and its types	CR	
19	II	External Channels of organizational communication	CR	
20	II	Use of Technology in organizational communication	CR	
21	II	Business Negotiation skills	CR	
22	III	Time Management skill	CR	
23	III	Setting of individual goals and organizational goals	CR	
24	III	recyclability and self-regulation in nature	CR	
25	III	Improving skills of accumulation of self awareness	CR	
26	III	Self motivation	CR	
27	III	Planning – Scheduling – Delegating of activities	CR	
28	III	Planning – Scheduling – Delegating of activities	CR	
29	III	Improving decision making skill	CR	
30	III	Improving listening skill	CR	
31	III	Improving listening skill	CR	
32	IV	The Art of Storytelling in Presentations	CR(PPT)	
33	IV	Engaging Your Audience	CR(PPT)	
34	IV	Visual Design for Impactful Presentations	CR(PPT)	

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35	IV	Mastering Public Speaking Anxiety	CR(PPT)	
36	IV	Designing Visually Engaging PowerPoint Slides	CR(PPT)	
37	IV	Incorporating Infographics and Data Visualization	CR(PPT)	
38	IV	Using Animations and Transitions	CR(PPT)	
39	IV	Incorporating Multimedia Elements (Images, Audio, Video)	CR(PPT)	
40	V	Tips and techniques for preparation for JAM and Debate	CR	
41	V	Guideline to maintain Eye Contact and Positive Body Language	CR	
42	V	Topic selection tips	CR	
43	V	Focus on Facts and Logical Arguments	CR	
44	VI	Crafting a Winning Cover Letter	CR	
45	VI	Essential Sections of a Professional Résumé	CR	
46	VI	Tips for Writing a Strong Career Objective or Summary	CR	
47	VI	How to Highlight Soft Skills on a Résumé	CR	
48	VI	Mastering Common Interview Questions	CR	
49	VI	Interview Etiquette	CR	

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MBA I-I QTM Lesson Plan

Contact Hour (Cumulative)	Unit No	Topic	Teaching Methodology	Remarks
1	I	Introduction to Random variables	LM	
2	I	Concept of Probability distribution and mass functions and its properties	LM & PSM	
3	I	Problems on discrete random variables	LM & PSM	
4	I	Problems on discrete random variables	LM & PSM	
5	I	Concept of Probability density function and its properties	LM	
6	I	Problems on continuous random variables	LM & PSM	
7	I	Problems on continuous random variables	PSM	
8	I	Concept of Binomial distribution and its problems	LM & PSM	
9	I	Problems on Binomial distribution	LM	
10	I	Concept of Poisson distribution and its problems	LM & PSM	
11	I	Problems on Poisson distribution	PSM	
12	I	Concept of Normal distribution and its problems	LM	
13	I	Problems on Normal distribution	LM & PSM	
14	II	Introduction to Linear programming problem	PSM	
15	II	Concept of Graphical solution of LPP and its problems	LM	
16	II	Problems on Graphical solution of LPP	LM	
17	II	Graphical solution for some exceptional cases	PSM	
18	II	Concept of simplex method and its problems	PSM	
19	II	Problems on simplex method	LM & PSM	
20	II	Problems on simplex method	LM & PSM	
21	III	Introduction to Transportation problem	LM & PSM	
22	III	Initial basic feasible solution TP using NWCM method	PSM	
23	III	Initial basic feasible solution TP	PSM	

Contact Hour (Cumulative)	Unit No	Topic	Teaching Methodology	Remarks
		using Least cost entry method		
24	III	Initial basic feasible solution TP using Vogel's approximation method	LM & PSM	
25	III	Concept and problems on Transportation algorithm (MODI method)	PSM	
26	III	Problems on MODI method and unbalanced transportation problem	LM & PSM	
27	III	Concept of Assignment problem and its problems	LM & PSM	
28	III	Problems on Assignment problem	LM	
29	III	Concept of Travelling salesman problem and its problems	PSM	
30	IV	Introduction to Game theory and its concepts	LM	
31	IV	Problems of game with saddle point	LM	
32	IV	Concept of Game without saddle point	LM	
33	IV	Problems on game without saddle point	LM & PSM	
34	IV	Concept and problems on Dominance property	LM & PSM	
35	IV	Concept and problems on Graphical method	PSM	
36	IV	Problems on Graphical method	LM & PSM	
37	V	Introduction to Queuing theory and its concepts	LM & PSM	
38	V	Problems on M/M/1:∞/FIFO model	PSM	
39	V	Problems on M/M/1:∞/FIFO model	LM	
40	V	Concept and problems on M/M/1:N/FIFO model	PSM	
41	V	Problems on M/M/1:N/FIFO model	LM	
42	VI	Introduction to Network Scheduling and its concepts	PSM	
43	VI	Problems on Network diagram	LM & PSM	
44	VI	Concept and problems on Critical Path Method (CPM)	PSM	
45	VI	Problems on CPM method	LM & PSM	
46	VI	Concept and Problems on Program Evaluation Review Technique	PSM	

Contact Hour (Cumulative)	Unit No	Topic	Teaching Methodology	Remarks
		(PERT)		
47	VI	Problems on PERT method	LM & PSM	
48	VI	Problems on PERT method	LM	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	1	Defining Objectives Goals, Targets	Lecture	
2	1	Types of Plans & Strategy	Lecture	
3	1	Strategic Decision making Operational Decision Making	"	
4	1	Strategic Mgt Process	"	
5	1	Strategic Mgt Process	"	
6	1	Strategic Intent - Vision Mission & Goals	"	
7	1	Objective setting	"	
8	1	Role of Managers & Strategist	"	
9	1	Role of Board of Directors CEO & Executives in SM	"	
10	1	Case Study	Case Discussion	
11	02	Types of Environment Relevant Environment	Lecture	
12	02	External Environment Analysis STEPEL	"	
13	02	External Environment ETOP	"	
14	02	Industry Analysis and Competitor Analysis	"	
15	02	Internal Environmental Analysis - Functional	"	
16	02	Internal Environment Analysis - SAB, 7S framework	"	
17	02	Value chain Analysis and 7S framework	"	
18	02	SWOT Analysis	"	
19	02	Case study on SWOT Analysis	Case Discussion	
20	02	Case study Analysis	Case Discussion	

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LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	3	Corporate level strategy Business level strategy - Functional strategies	Lecture	
22	3	Stability strategies	"	
23	3	Expansion & Refinement strategies	"	
24	3	Combination strategies or Strategic Alliances	"	
25	3	Business level strategies Cost Leadership, differentiation	"	
26	3	Functional level strategies	"	
27	3	Core competence & CA	"	
28	3	Strategic choice by SWOT Analysis, PLC & Industry Analysis	"	
29	3	BCG Matrix, nine cell matrix	"	
30	3	Case Study on SWOT	Case Analysis	
31	3	Case Study on Strategy	"	
32	4	Strategy implementation issues	Lecture	
33	4	Objectives, Goals, Targets Policy, Procedure, Programmes, Budget	Lecture	
34	4	Strategy and organisational structure	"	
35	4	Strategic organisational culture	"	
36	4	Strategic Leadership	"	
37	4	Strategy Evaluation or Control Process	"	
38	4	Types of control Quantitative Qualitative	Lecture criteria	
39	4	Strategic Information System & Strategic Audit	"	
40	4	Case study	Case Analysis	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	4	Case Study	Case Analysis	
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	Argument for & Against Business Ethics	"	
46	5	Ethical Decision Making Process - 8 Steps	"	
47	5	Challenges in Ethical Decision Making	"	
48	5	Role of Ethics & Personal Values in Decision Making	"	
49	5	Major Indian Scams & Whistle Blowing	"	
50	5	Case Study	Case Analysis	
51	6	Ethics in FM	Lecture	
52	6	Ethics in RM	"	
53	6	Ethics in HR	"	
54	6	Frauds & Control Strategies	"	
55	6	Case Study	Case Analysis	
56	6	Case Study	Case Analysis	
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LESSON PLAN - DABF

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Nature and Importance of Forecasting	Lecture	
2	"	Forecasting Considerations	Lecture	
3	"	Forecast object	Lecture	
4	"	Information Set	Lecture	
5	"	Forecast Horizon	Lecture	
6	"	Forecast Statement	Lecture	
7	"	The Decision Environment & Loss function	PPT	
8	"	Model Complexity	PPT	
9	"	Limits for Forecasting	PPT	
10	"	Case studies	Case	
11	"	Case studies	Case	
12	II	Exploratory Data Analysis	PPT	
13	"	Definition & Importance	PPT	
14	"	Tools	PPT	
15	"	Types & Techniques	Lecture	
16	"	Understanding Variables	Lecture	
17	"	Data Cleaning	Lecture	
18	"	EDA Assumptions	Lecture	
19	"	Graphical presentations	PPT	
20	"	Stem & leaf / Bar plot / Histogram etc	PPT	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
21	II	Case study	Case	
22	II	Case study	Case	
23	III	Regression Analysis	Lecture	
24	"	Definition & use of RA in Business	Lecture	
25	"	Interpretation of P Values	Lecture	
26	"	Coefficients	Lecture	
27	"	Linear Regression	Lecture	
28	"	Multiple Regression	Lecture	
29	"	Logistic Regression	PPT	
30	"	Application of LR	PPT	
31	"	Case study	Case	
32	"	Case study	Case	
33	IV	Time Series Forecasting - Definition	Lecture	
34		Importance Application in Business organization	Lecture	
35		Component of Time Series	Lecture	
36		Secular / Trend - Methods	Case	
37		Seasonal - Methods	Case	
38		Cyclical - Methods	Case	
39		Erratic - Methods	Case	
40		Methods of LS	Case	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
41	IV	Additive & Multiplicative	Lecture	
42	IV	Smoothing - Exponential Smoothing	Lecture	
43	IV	Moving Average Smoothing	Lecture	
44	IV	ARIMA Model	PPT	
45	IV	Case Studies	Case	
46	V	Lifetime Value - Definition Importance	PPT	
47	V	CLTV	PPT	
48	VI	Improvements of LTV & AOV	Case	
49	V	CAC, optimising CAC	Lecture	
50	VI	Credit Score Models Definition Importance	Lecture	
51	VI	FICO Score Model	PPT	
52	VI	Calculation of FICO Scores	PPT	
53	VI	Vantage Score Model	Lecture	
54	VI	other Score Models	Lecture	
55	VI	Benefits of Score Models	Lecture	
56	VI	Case Study	Lecture Case	
57	VI	Case Study	Case	

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Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Introduction to Digital Marketing - Definition	Lecture	
2	I	Purpose - platforms. Advantages	Lecture	
3	I	Organic & paid Digital Marketing	Lecture	
4	I	Traditional Marketing Vs Digital Marketing	PPT	
5	I	DM Manager Role & Functions	Case	
6	I	Significance of DM Manager in Managing Health & Safety.	Lecture	
7	I	Case - Study	Case	
8	II	SEO - Introduction	Lecture	
9	II	Definition & Meaning of SEO	Lecture	
10	II	On page optimisation	PPT	
11	II	Off page optimisation	Tools	
12	II	Preparation of Reports through Keywords	Online	
13	II	Titles	Lecture	
14	II	Meta tags	Lecture	
15	II	Case Studies	Case	
16	III	Social Media Optimisation	Lecture	
17	III	Meaning Scope & Importance	Lecture	
18	III	Different Social Media	Training	
19	III	Facebook, Twitter, LinkedIn	Online	
20	III	Tumblr, Pinterest,	Online	

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21	III	Social Media Service optimization	PPT	
22	III	Case study	Case	
23	III	(Case study)	Case	
24	IV	SEM (Search Engine Mktg)	Lecture	
25	IV	Ad words	PPT	
26	IV	Keyword Selection	PPT	
27	IV	Text Ads	PPT	
28	IV	CPC Bidding	Lecture	
29	IV	Navigation of Ad words	Lecture	
30	IV	SEM Metrics	PPT	
31	IV	SEM optimization	PPT	
32	IV	Jobs in SEM	Lecture	
33	IV	Case studies	Case	
34	IV	(Case studies)	Case	
35	V	Lead Management	Lecture	
36	V	web to lead forms	Lecture	
37	V	web to case forms	Lecture	
38	V	Lead generation techniques	PPT	
39	V	Leads are everywhere	PPT	
40	V	Social Media & lead generation in built tools	Gaming	

*Black Board / LCD / OHP / Other Method

LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	<u>I</u>	IP Tracker	Tool	
42	<u>I</u>	CPC Reduction	Lecture	
43	<u>V</u>	Group position on SM platform	Lecture	
44	<u>I</u>	Case Studies	case	
45	<u>I</u>	Case Studies	Case	
46	<u>VI</u>	Digital Innovation & Trends	Lecture	
47	<u>VI</u>	The Contemporary digital revolution	Lecture	
48	<u>VI</u>	Digital Transformation Framework	Lecture	
49	<u>VI</u>	Security & privatization issue	PPT	
50	<u>VI</u>	Trends in Digital Marketing <i>Indian & Global Context</i>	PPT	
51	<u>VI</u>	Online Communities	PPT	
52	<u>VI</u>	Co-creation	Case	
53	<u>III</u>	Case study	Case	
54	<u>VI</u>	Case Study	Case	
55	<u>VI</u>	Case study	Case	
	.			
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LESSON PLAN - MBOFI

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	Introduction Bank - An Introduction	CRM	
2		creation of money	"	
3		Structure of CB'S In India	"	
4		monetary functions In Bank, Treasury	"	
5,6		Nationalization of Banks & its effect	"	
7		consolidation of Banking Institutions	"	
8		The Reserve Bank of India	"	
9		E - Banking	"	
10	<u>II</u>	The Banking Regulation Act 1949	"	
11		Practification of Banks	"	
12,13		Narasimham committee report	"	
14		Banking Sector reforms In India	"	
15		management of Finance	"	
16		Appraisal of Loan applications	"	
17		Development Banks In India IFCI, IDBI, ICICI	"	
18		Export credit guarantee company	"	
19	<u>III</u>	Bank Business, capacity	"	
20		customer service	"	
21		marketing for Bank products	"	
22		Credit Assessment	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
23.24	III	Managing Credit Risk	CRM	
25		The money market	"	
26		The yield curve	"	
27		Introduction to money derivatives	"	
28.29	IV	Bank Asset Liquidity Mgt	"	
30		Bank liquidity Risk Mgmt	"	
31.32		liquidity Risk management	"	
33.34		BASEL NORM	"	
35		liquidity	"	
36		liquidity Strategy	"	
		Stress Testing	"	
37	V	Collateral management	"	
38		Business Best Practice	"	
39		Bank Interest Funds	"	
		Transfer Pricing Policy	"	
40		Net Interest Income (NII)	"	
		" " margin (NIM)	"	
41		management of Interest Rate Risk	"	
42		Strategy Setting	"	
43		Bank Regulatory Capital	"	

*Black Board / LCD / OHP / Other Method



LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
44		Basel Rules	CRM	
45		ICAAP	"	
		Managing Operational Risk	"	
46	<u>VI</u>	RBI- Central Banking	"	
47		A Brief Historical Perspective	"	
48		A update on the performance of	"	
49		IDBI	"	
50		ICICI	"	
51		IFCI	"	
52		SFC	"	
53		LIC	"	
54		GIC	"	
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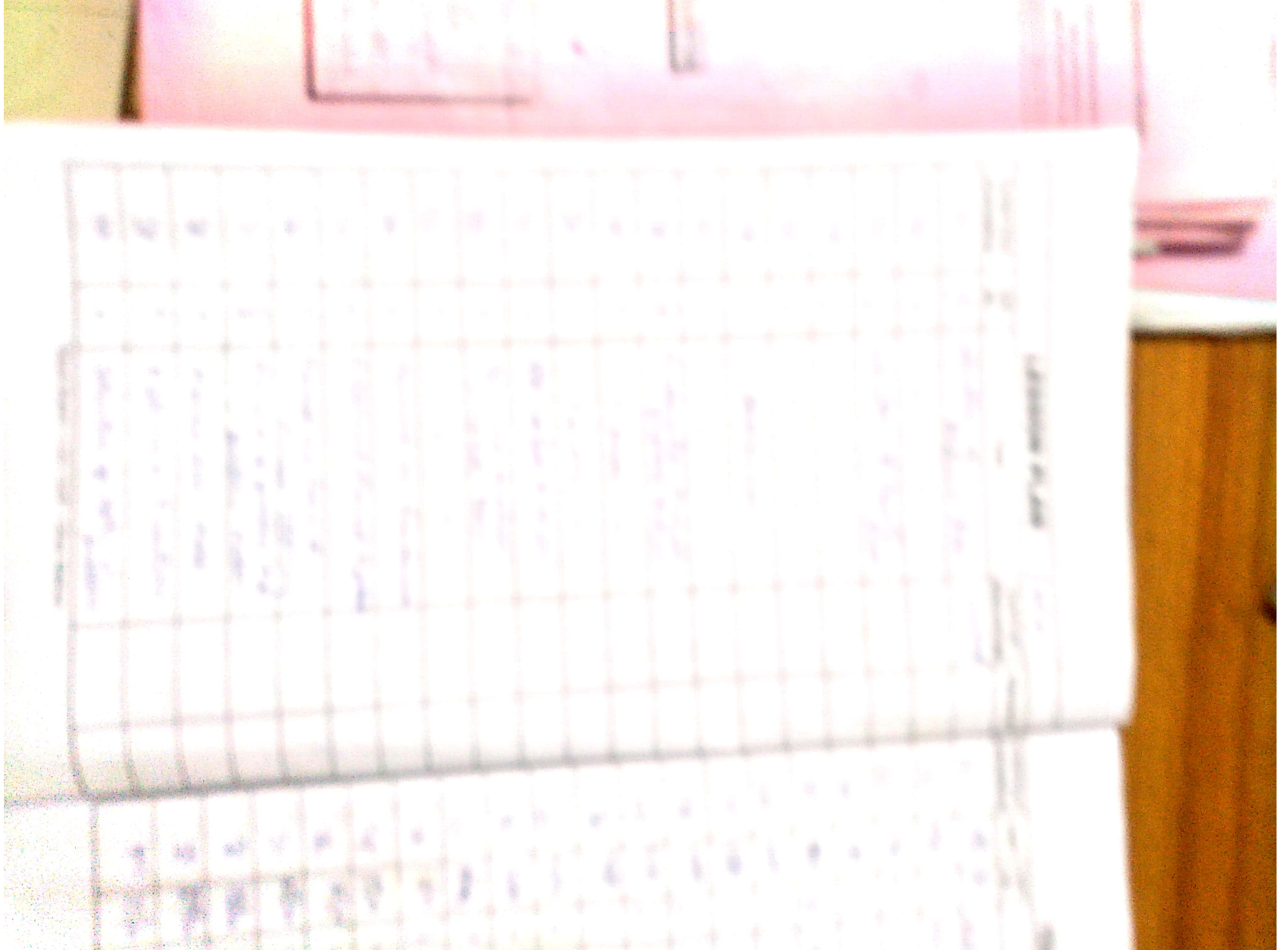
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LESSON PLAN - IAPM

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	<u>III</u>	valuation of preference share.	LCD/OHP	
22	"	" "		
23	"	valuation of Equity share		
24	"	" "		
25	"	" "		
26	"	problems on		
27	"	" "		
28	<u>IV</u>	Fundamental Analysis: Economy Analysis		
29	"	Industry "		
30	"	Company "		
31	"	Technical Analysis		
32	"	Technical Analysis: - Concept, tools		
33	"	" "		
34	"	Technical vs Fundamental		
35	"	Efficient Market Hypothesis		
36	"	Concept and Forms of Market Efficiency		
37	<u>V</u>	elements of portfolio mgt: portfolio models		
38	"	Markowitz model.		
39	"	Efficient Frontier		
40	"	Selection of optimal portfolio		

*Black Board / LCD / OHP / Other Method



LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Re
01	I	Investment: - Concept	LCD/over	
02	"	Investment vs Speculation	"	
03	"	Security Investment	"	
04	"	Non Security ^{forms of} Investments	"	
05	"	Investment Environment in India	"	
06	"	Investment Pools	"	
07	"	Sources of Investment information	"	
08	"	Security Markets — Primary vs Secondary	"	
09	"	Types of Securities in Indian Capital Market	"	
10	"	Market Indices Calculation of Sensex and Nifty.	"	
11	II	Return and Risk.	"	
12	"	Meaning and Measurement of Security returns	"	
13	"	Meaning and the Types of Security risks.	"	
14	"	Systematic Risk	"	
15	"	Non-systematic Risk	"	
16	"	Measurement of Total Risk.	"	
17	"	"	"	
18	"	"	"	
19	III	Index Sec. Value, Approach of valuation of bonds		

LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
41	V	Sharpe Single Index Model	LCD/OHP	
42	"	" "	"	
43	"	Capital Asset Pricing Model	"	
44	"	" "	"	
45	"	Arbitrage Pricing theory	"	
46	"	" "	"	
47	47 "	problems	"	
48	"	" "	"	
49	VI	performance Evaluation of Portfolios	"	
50	"	Sharpe Model.	"	
51	"	Sharpe " Model	"	
52	"	Jensen Model.	"	
53	"	Evaluation of Mutual funds	"	
54	"	" "	"	
55 hours				
Review				

*Black Board / LCD / OHP / Other Method

LESSON PLAN — E-Commerce				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1	I	e-Market places Overview of e-commerce e-commerce	LCD	
2	I	Definitions & concept Defining Electronic commerce Defining E-Business	LCD	
3	I	The e-commerce field: Growth, Content, Classification.	LCD	
4	I	The content and framework of E-Commerce	LCD	
5	I	An EC framework classification of EC	LCD	
6	I	Nature of the transactions and the Relationships Among participants	LCD	
7	I	Case Study.	LCD	
8	II	The Drivers of E-commerce The Benefits of e-Commerce	LCD	
9	II	Social computing and commerce social	LCD	
10	II	Computing web 2.0 social Media, social Networks & social Network service	LCD	
11	II	Enterprise social Networks social Commerce.	LCD	
12	II	The Digital and social worlds: Economy, enterprise and society	LCD	
13	II	The Digital economy The Digital Enterprise The social Business	LCD	
14	II	The Digital Revolution and society Electronic commerce Business Model	LCD	
15	II	The Structure and properties of Business Models	LCD	
16	III	Typical EC Business Model Classification of Business Model in EC	LCD	
17	III	e-commerce: Mechanisms platforms & Tools opening case: Pinterest-A new kind of EC Block	LCD	
18	III	Electronic Commerce Mechanisms	LCD	
19	III	An overview EC Activities and Support Mechanisms	LCD	
20	III	The online purchasing process E- Marketplaces Electronic Markets	LCD	

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LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
21	III	The components and participants in E - Market places	LCD	
22	III	Disintermediation and Re - Intermediation	LCD	
23	IV	Case Study	LCD	
24	IV	Types of E-Marketplace Customer Shopping Mechanisms: webstores, malls and portals, webstores	LCD	
25	IV	Economic malls (Information) portals.	LCD	
26	IV	The Role and value of intermediaries in E - market place Merchant solutions:	LCD	
27	IV	Electronic catalogs, search engine, and shopping carts Electronic catalogs	LCD	
28	IV	EC search Activities, Types and engines Shopping Carts	LCD	
29	IV	Case Study	LCD	
30	V	Fulfillment along supply chains solution to order fulfillment	LCD	
31	V	problems along the supply chain improvements in the order -	LCD	
32	V	Tackling Activity warehousing and Inventory Management Improvements	LCD	
33	V	Changing the structure and process of the Supply chain	LCD	
34	V	Speeding up Deliveries: From same Day to a few minutes	LCD	
35	V	Case Study.	LCD	
36	VI	Partnering efforts & outsourcing logistics Integrated Global logistics program	LCD	
37	VI	order fulfillment in Make to order (MTO) and Mass customization	LCD	
38	VI	Handling Returns (Reverse Logistics)	LCD	
39	VI	Order fulfillment in B2B innovative	LCD	
40	VI	E-fulfillment Strategies.	LCD	

*Black Board / LCD / OHP / Other Method

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LESSON PLAN - HRMA

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1, 2	1	Unit I		
1, 2	1	The People Analytise Age	CRT	
3	1	The People Analytics Advantage	LCD	
4, 5	1	How to migrate from business	LCD	
6	1	Analytics to People Analytics	LCD	
7	1	Advanced Business Analytics	LCD	
8	1	and Advanced People Analytics	LCD	
		Unit II		
9, 10	2	The Seven Pillars of People	CRT	
11	2	Analytics Success - Data and	BB	
12	2	Tools challenges	LCD	
13	2	The Seven Pillars of People	CRT	
		Analytics Success		
14, 15	2	Workforce Planning Analytics	CRT	
		Pillar		
16	2	Onboarding Culture fit	Interactive	
		and Engagement pillar	Interactive	
17	2	Performance Assessment and	CRT & LCP	
		development		

*Black Board / LCD / OHP / Other Method

LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remark
		Unit - III		
18,19	3	work-force planning Analytics	CRT	
20	3	Key components of work force planning Analytics	LCD	
21	3	Making an IMPACT with	LCD	
22	3	work-force Planning Analytics	Interactive	
		Unit - IV		
23	4	Talent Sourcing Analytics	CRT	
24,25	4	In the Era of Big Data and Advanced Technology	LCD	
26,27	4	The mobile Impact on Talent Sourcing	Interactive	
28	4	Putting the IMPACT cycle in to Action	BB LCD	
29	4	Talent Acquisition Analytics	LCD	

*Black Board / LCD / OHP / Other Method

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
		Unit - V		
30	5	On boarding and culture fit.	Interactive	
31, 32	5.	On boarding Process	BB	
33	5.	Stages of on boarding	LCD	
34	5.	Early employee needs	LCD	
35	5.	Open Analytics framework for effective on boarding	LCD	
36, 37	5.	Time to productivity and other outcome measures	Practice BB	
38	5.	Analytical PM	Practice	
		Unit - 6		
39, 40	6	Talent engagement Analytics	BB	
41	6	Deploying Retention Analytics	LCD	
42	6	Implement Proactive	LCD	
43	6	Talent Retention Models	LCD	
44	6	Data for Talent attrition	LCD	
45	6	Predictive modelling	LCD	

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LESSON PLAN - HRA

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
		Unit - I		
1, 2, 3	1.	Meaning of Analytics	LCD	
4, 5, 6	1.	Classification	LCD	
7, 8	1.	Importance of HCM	LCD	
9	1.	Role and Perspective of HCM	BB	
		Unit - II		
10, 11	2.	The HCM Model	LCD	
12, 13	2.	The Employee Value Proposition	LCD	
14, 15	2.	Compensation		
16	2.	Attracting, Motivating and	LCD	
		retaining employee now and	Interactive	
		and in the future	BB	
		Unit - III		
17, 18	3.	Staffing, Training and	Interactive	
		Compensation.		
19, 20	3.	Staffing, training and	BB	
		rewards & metrics	BB	
21, 22	3.	HR functions and the	Interactive	
		role of recruiting, hiring	BB	

*Black Board / LCD / OHP / Other Method



LESSON PLAN				
Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
23, 24	3	and retaining quality hires	LCD	
25	3	LED Strategy and Total Rewards.	LCD	
26	3	Employee Relations & the	LCD	
27, 28	3	Overall HR Organization		
		Unit - IV		
29, 30	4	The new face of work force Planning	LCD	
31, 32	4	The workforce planning	LCD	
33	4	Segmentation of skills	LCD	
34	4	The business play book	LCD	
35	4	The contents and process of creating a playbook.	LCD	
		Unit - V		
36	5	Quality employee engagement	Interactive	
37	5	Employee Engagement	LCD	
38, 39	5	Definition and Measurement	LCD	

*Black Board / LCD / OHP / Other Method

LESSON PLAN

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
40	5	Engagement Drivers	LCD	
41	5	Disorder and Disengagement	LCD	
42	5	Behavior based signs of	LCD	
		departure		
43, 44	5	Event based signs of departure	LCD	
45	5	Data based signs of departure	LCD	
		Unit - VI		
46	6	Meaning of Metrics	LCD	
47	6	The Human Capital Performance	LCD	
48		metrics		
48	6	The Second generation and	LCD	
49	6	Third generation Metrics	LCD	
50	6	Connecting the metrics	LCD	
51	6	Predictive Analytics - For HCM	LCD	
Now				

*Black Board / LCD / OHP / Other Method



LESSON PLAN

- IR

Contact Hour (Cumulative)	Unit No	Topic	Teachning Methodology	Remarks
1	1	Concept on Employee Relation & Constitution of India		
2	1	History & Growth in India		
3	1	Theoretical Perspectives of IR		
4	1	Industrial Relations in Modern Era		
5	1	Growth & Size of Indian labour force		
6	1	Distributions of sectors & major occupations in India		
7	1	Employment in emerging sectors		
8	1	Labour Administration Machinery		
9	1	CASE STUDY		
				UNIT 1 Completed
10	2	Definition of Trade union and Objectives		
11	2	Types of trade union		
12	2	Evolution of Trade union in India		
13	2	Evolution of Trade union in India		
14	2	Central Trade Unions		
15	2	Problems & Contemporary Issues		
16	2	Employer's Organisations		
17	2	Trade Union Act , 1926		
18	2	Union Act, 1926		
				UNIT 2 Completed
19	3	Concept & Definition of Collective Bargaining		
20	3	Collective Bargaining Significance, Levels, Process		
21	3	Prerequisite of successful bargaining		
22	3	Objectives & Needs of worker's participation in management		
23	3	Objectives & Needs of worker's participation in management		
24	3	Types of WPM		

LESSON PLAN

25	3	Level WPM		
26	3	Worker's participation in management in India		
27	3	Worker's participation in management in India		
28	3	CASE STUDY		
				UNIT 3 Completed
29	4	Introduction to industrial discipline		
30	4	Manifestation of conflict		
31	4	Effect of industrial disputes		
32	4	Settlements of Industrial Disputes		
33	4	The industrial Disputes Act, 1947		
34	4	The industrial Disputes Act, 1947		
35	4	Backdops and administarion of Industrail dicipline		
36	4	Backdops and administarion of Industrail dicipline		
37	4	CASE STUDY		
				UNIT 4 Completed
38	5	Concept of Social Security in India		
39	5	Concept of Health and Occupational Safety programs		
40	5	Salient features of Workmen Compensation Act		
41	5	Employees' State Insurance Act; Workers' education objectives		
42	5	Rewarding; Role of CBWE; Wage and Salary Administration		
43	5	Essentials; Minimum wage, Fair wage, Living Wage, Real wage		
44	5	Incentives and fringe benefits		
45	5	Issues on wage determination in India.		
46	5	CASE STUDY		
				UNIT 5 Completed
47	6	Industrial Relations and Technological Change		
48	6	Adjustment Processes and Voluntary Retirement Schemes		

LESSON PLAN

49	6	International Labour Organization (ILO)		
50	6	Objectives, Structure and Policy framework		
51	6	International Dimensions of Industrial Relations		
52	6	International Dimensions of Industrial Relations		
53	6	Future Direction of IR		
54	6	Industrial Relations		UNIT 6 Completer

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LESSON PLAN -TPC

Contact Hour (Cumulative)	Unit No.	Topic	Teaching(*) Methodology	Remarks
1 hr	1	Leadership Skills	Black Board	
1 hr	1	Goal Setting Skills	Black Board	
1 hr	1	Time management Skills	Activity & Blackboard	
1 hr	1	Problem Solving skills	Black Board	
1 hr	1	Persuasive skills	Black Board	
2 hrs	1	SWOT Analysis & JOHARI WINDOW	Black Board & LCD	
2 hrs	2	Interpersonal and Intrapersonal Skills	Black Board	
1 hr	2	Role of Emotion	Black Board	
2 hrs	2	Social Exchange theory	Activity	
3 hours	3	Non-Verbal Communication & Body Language	Black Board & LCD	
4 hrs	3	Kinesics, proxemics, Haptics, Paralanguage	LCD	
3 hrs	3	Mannerisms in Interviews and Group discussions.	LCD	
2 hrs	3	Business Etiquettes across different cultures.	LCD	
2 hrs	4	Report writing	Black Board & Activity	
2 hrs	4	Business Letter writing	Activity	
3 hrs	4	Resume writing & Cover letter writing	Activity	
2 hrs	4	E-mail writing	Activity	
2 hrs	5	Presentation skills and awareness	Black Board & Activity	
2 hrs	5	Group Discussion	LCD & Activity	
4 hrs	5	Interview techniques	LCD	

*Black Board / LCD / OHP / Other Method

LESSON PLAN

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