

Lesson Plan for the Semester Starting : 16th January 2023

Name of the subject: Principles of Management, Semester-2nd, Sec (A&B)

Subject Code: BBAN201

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: Ms. Vandana Jain, Asst. Professor

Department: BBA(G)

Class Time: 1Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
April	1		Introduction	Lecture and Discussion		
	2		Nature and Process of Management	Lecture and Discussion		
	3		Basic Managerial Roles and Skills, Nature of Managerial Work	Lecture and Discussion		
	4		Approaches to Management	Lecture and Discussion		
	5		Approaches to Management	Lecture and Discussion		
	6		Contemporary Issues and Challenges	Lecture and Discussion		
	7		Presentation	Presentation		
	8		Presentation	Presentation		
	9		Presentation	Presentation		
	10		Planning- Concept and purpose	Lecture and Discussion		
	11		Process of Planning and Types of Plans	Lecture and Discussion		
	12		Goal Setting , MBO, Decision Making- Nature	Lecture and Discussion		
	13		Decision Making Process, forms of decision Making	Lecture and Discussion		
	14		Behavioural Aspects of Decision Making	Lecture and Discussion		
	15		Presentation	Presentation		
	16		Presentation	Presentation		
	17		Presentation	Presentation		

	18		Elements of organizing	Lecture and Discussion		
	19		Departmentation	Lecture and Discussion		
	20		Coordination	Lecture and Discussion		
	21		Organisation Structure and Design	Lecture and Discussion		
	22		Presentation	Presentation		
	23		Presentation	Presentation		
	24		Presentation	Presentation		
	25		Leadership- Nature and Significance	Lecture and Discussion		
	26		Leadership Styles	Lecture and Discussion		
	27		Behavioural and Situational Approach to Leadership	Lecture and Discussion		
	28		Presentation	Presentation		
	29		Presentation	Presentation		
	30		Presentation	Presentation		
	31		Management Control- Nature and Purpose	Lecture and Discussion		
	32		Process of Control, Kinds of Control System	Lecture and Discussion		
	33		Pre requisites of effective Control System	Lecture and Discussion		
	34		Resistance to control	Lecture and Discussion		
	35		Controlling Techniques	Lecture and Discussion		
	36		Social Audit	Lecture and Discussion		
	37		Presentation	Presentation		
	38		Presentation	Presentation		
	39		Revision of Important Questions	Revision of Important Questions		
	40		Revision of Important Questions	Revision of Important Questions		

Lesson Plan for Semester Starting w.e.f. 16thJan 2023

Macro Economic Analysis & Policy BBA (G) 2ndSem Sec A & B

Subject code-BBAN-202

Name of Institute: D. A. V Institute of Management

Name of Teacher: CMA Bhawna Thakur Assistant Professor

Department: BBA (G)

Class Time: 1 Hr.

Month	S. No.	Date of class taken on	Topic/ Chapter covered	Academic activity	Test/ Assignment	Deviation, if any
	1		Overview of the Subject	Group Discussion		
	2		Nature & Scope of Macro Eco	Lecture		
	3		Assumptions & Limitations of Macro Eco	Lecture		
	4		Circular Flow of Income(2,3 & 4 Sector Economy), Injections & Withdrawals)	Lecture		
	5		National Income-Concepts & Different aggregates of Income	Lecture		
	6		Measurement of NI(Income& Exp. Method)	Lecture		
	7		Measurement of NI(Product Method) ,Problem of Double Counting	Lecture		
	8		Measure of Pvt., Personal & Disposable Income	Lecture		
	9		Relation between NP,NI &NE, Stock & Flow Variables	Lecture		
	10		Concepts of Effective Demand, AD & AS	Lecture		

	11		Determinants of AD, AS & their Equilibrium	Lecture		
	12		Trade Cycles & Phases of Trade Cycles	Lecture		
	13		Consumption Function(Numerical, Tabular & graphical Presentation)	Lecture		
	14		Technical attributes of Propensity to Consume (APC & MPC)	Lecture		
	15		Savings Function (Meaning & Kinds) , APS & MPS	Lecture		
	16		Psychological Law of Consumption, Cyclical & Secular Consumption Function	Lecture		
	17		Keynesian Model of Income Determination	Lecture		
	18		Multiplier Analysis, Features , Limitations & Importance of Multiplier	Lecture		
	19		Revision of Unit 1 & 2	Group Discussion	Assignment	
	20		Meaning , Objectives & Tools of Fiscal Policy	Lecture		
	21		Fiscal Policy & Economic Development	Lecture		
	22		Methods of Fiscal Policy	Lecture		
	23		Meaning of Public Debt& Difference between Public & Pvt. Debt	Lecture		
	24		Necessity of Public Debt	Lecture		
	25		Classification of Public Debt, Effects & Redemption of Public Debt	Lecture		
	26		Revision of Unit 3	Group Discussion	Assignment	
	27		Taxes- Meaning, Features & Objectives	Lecture		

	28		Qualities of Good Taxation System & kinds of Taxes	Lecture		
	29		Incidence & Impact of Taxes	Lecture		
	30		Factors Influencing Incidence of Taxes	Lecture		
	31		Supply of Money & its components	Lecture		
	32		Supply of Money in India & Factors influencing SS of Money	Lecture		
	33		Determinants of Money SS & criticism of its concepts	Lecture		
	34		Central Bank – Functions of Central Bank	Lecture		
	35		Central Bank & Credit control	Lecture		
	36		Methods of credit control by RBI	Lecture		
	37		Credit creation & its process	Lecture		
	38		Instruments of Monetary Control	Lecture		
	39		Monetary Policy- Its objectives , types , causes & effects	Lecture		
	40		Revision of Unit 4	Discussion of previous years University Question papers	Assignment	

Lesson Plan for the Semester Starting 16th January 2023

Name of the subject: Company Accounts, 2ndSem ,Sec A&B

Subject Code:BBAN-203

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: CA Bhawna Kharbanda, Assistant Professor

Department: BBA CAM

Class Time: 1Hr

Month	Class	Date of Class Taken	Topic/ Chapter covered	Academic Activity	Test / Assignment	Deviation (if any)
January	1		Accounting for share capital transactons -Issue of shares entries	Lecture & discussion		
	2		Accounting for share capital transactons – F/F& Re-issue of share	Practical Questions		
	3		Oversubscription & Prorata of shares	Practical Questions		
	4		Prorata of shares	Practical Questions		
	5		Buy-Back of shares	Lecture & discussion		
	6		Buy-Back of shares	Practical Questions		
	7		Profit & Loss prior to incorporation	Lecture & discussion		
	8		Profit & Loss prior to incorporation	Practical Questions		
	9		Profit & Loss prior to incorporation	Practical Questions		
	10		Profit & Loss prior to incorporation	Practical Questions		

	11		Acquisition of business	Lecture & discussion		
	12		Acquisition of business	Practical Questions		
February	1		Acquisition of business	Practical Questions		
	2		Acquisition of business	Practical Questions	Assignment (Unit -1)	
	3		Issue of Debentures	Practical Questions		
	4		Issue of Debentures	Practical Questions		
	5		Issue of Debentures	Practical Questions		
	6		Redemption of debentures	Practical Questions		
	7		Redemption of debentures	Practical Questions		
	8		Redemption of debentures	Practical Questions		
	9		Redemption of debentures	Practical Questions		
	10		Underwriting of shares	Lecture & discussion		
	11		Underwriting of shares	Practical Questions		
	12		Underwriting of shares	Practical Questions	Assignment (Debentures, Underwriting)	
	13		Liquidation of companies	Lecture & discussion		

	14		Liquidation of companies	Practical Questions		
	15		Liquidation of companies	Practical Questions		
March	1		Liquidation of companies	Practical Questions		
	2		Final Accounts of companies	Practical Questions		
	3		Final Accounts of companies	Practical Questions		
	4		Final Accounts of companies	Practical Questions		
	5		Final Accounts of companies	Practical Questions		
	6		Accounting standard-4,5	Lecture & discussion		
	7		Accounting standard-15, 17	Lecture & discussion		
	8		Accounting standard-18,29	Lecture & discussion	Assignment (Unit – 3)	
	9		Valuation of Goodwill	Lecture & discussion		
	10		Valuation of Goodwill	Practical Questions		
	11		Valuation of Goodwill	Practical Questions		
	12		Valuation of shares	Lecture & discussion		
	13		Valuation of shares	Practical Questions		
	14		Valuation of shares	Practical Questions		

	15		Accounts of Banking companies	Lecture & discussion	Assignment (Valuation of Goodwill & Shares)	
April	1		Accounts of Banking companies	Practical Questions		
	2		Accounts of Banking companies	Practical Questions		
	3		Accounts of Insurance companies	Lecture & discussion		
	4		Accounts of Insurance companies	Practical Questions		
	5		Accounts of Insurance companies	Practical Questions		

Lesson Plan for the Semester Starting: 16th January 2023

Computer Applications In Management - BBA (G) 2nd Semester, Sec- (A&B)

Subject Code:BBAN-204

Name of the teacher with designation: Dr. GeetikaKhurana, Assistant Professor

Department: MCA

Class Time: 1Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
January	1		Introduction to Computers, Characteristics	Lecture & Discussion		
	2		History, Basic Anatomy	Lecture & Discussion		
	3		Continued.....	Lecture & Discussion		
	4		Operating System, Types	Lecture & Discussion		
	5		Operating System Functions	Lecture & Discussion		
	6		Memory & Its Types	Lecture & Discussion		
	7		Input & Output Devices & Discussed	Lecture & Discussion	Assignment No:1	
	8		Types of Computers	Lecture & Discussion	Assignment No:2	
	9		Classification of Computers	Lecture & Discussion		
	10		Hardware	Lecture & Discussion		
	11		Software & Its Types	Lecture &		

				Discussion		
	12		Networking & Its Types	Lecture & Discussion	Assignment No:3	
	13		Advantages & Types of Networking Devices	Lecture & Discussion		
	14		Network Connection	Lecture & Discussion		
	15		Wireless Networking	Lecture & Discussion		
	16		Virus, Its Types & protection	Lecture & Discussion		
	17		Firewalls	Lecture & Discussion		
	18		WWW, Search Engines, Components	Lecture & Discussion		
	19		Web Browsers & IP Addressing	Lecture & Discussion		
	20		Continued.....	Lecture & Discussion		
	21		Web Hosting & Web Publishing	Lecture & Discussion		
	22		Internet Applications in Business Discussed	Lecture & Discussion	Assignment No. 4	
	23		Chatting & E-mailing	Lecture & Discussion		
	24		Computer Applications in office, education, institutions & healthcare	Lecture & Discussion		
	25		Advantages & Limitations	Lecture & Discussion		
	26		Data & information & Types	Lecture & Discussion		

	27		Types-MIS, TPS	Lecture & Discussion		
	28		OAS & DSS	Lecture & Discussion		
	29		Expert System	Lecture & Discussion		
	30		Executive Information System	Lecture & Discussion	Assignment No:5	
	31		Multimedia applications in business	Lecture & Discussion		
	32		Multimedia applications in marketing	Lecture & Discussion		
	33		Multimedia applications in Advertising	Lecture & Discussion		
	34		Web Applications of Multimedia	Lecture & Discussion		
	35		PRACTICAL WORK	Lecture & Discussion		
	36		PRACTICAL WORK	Lecture & Discussion		
	37		PRACTICAL WORK	Lecture & Discussion		
	38		REVISION	Lecture & Discussion		
	39		REVISION	Lecture & Discussion		
	40		REVISION	Lecture & Discussion		

Lesson Plan for semester starting w.e.f. 16th January 2023

Organizational Behavior - BBA (G) 2nd Semester, Sec (A&B)

Paper Code: BBAN205

Name of Institute: DAV Institute Of Management, Faridabad

Name of Teacher with designation: Dr. Dhrity Ahuja (Assistant Professor)

Department: BBA

Class time: 1 Hr.

Month	Class	Date Of Class Taken	Topic/ Chapter covered	Academic activity	Test/ Assignment	Deviation/if any
Jan	1		Overview of Subject	Verbal Discussion		
	2		Concept of OB	Lecture/ Presentation		
	3		Scope of OB	Lecture/ Presentation		
	4		OB Model	Lecture/ Presentation		
	5		Historical Development of OB	Lecture/ Presentation		
	6		Emerging trends & profiles in OB	Lecture/ Presentation		
	7		Foundation of OB	Lecture/ Presentation		
	8		Challenges of OB	Lecture/ Presentation		
	9		Revision of Unit-1	Lecture/ Presentation	OB Model Assignment	
	10		Concept of Individual Behaviour	Lecture/ Presentation		
	11		Personality-overview	Lecture/ Presentation		
	12		Theories of personality	Lecture/ Presentation		

13		Values-overview	Lecture/ Presentation		
14		Types of values	Lecture/ Presentation		
15		Attitudes-Overview	Lecture/ Presentation		
16		Management of attitudes	Lecture/ Presentation		
17		Perception-Overview	Lecture/ Presentation		
18		Perceptual Selectivity	Lecture/ Presentation		
19		Learning-Overview	Lecture/ Presentation		
20		Theories of Learning	Lecture/ Presentation		
21		Motivation-Concept	Lecture/ Presentation		
22		Theories of motivation	Lecture/ Presentation		
23		Emotional Intelligence-concept	Lecture/ Presentation		
24		Implications of EI	Lecture/ Presentation		

	25		Foundations of Group Behaviour	Lecture/ Presentation		
	26		Group Cohesiveness	Lecture/ Presentation		
	27		Interpersonal Communication	Lecture/ Presentation		
	28		Group Dynamics	Lecture/ Presentation		
	29		Its formation	Lecture/ Presentation		
	30		Team formation	Lecture/ Presentation		
	31		Relevance of teamwork	Lecture/ Presentation		

	32		Conflict-concept	Lecture/ Presentation		
	33		Negotiation & its handling	Lecture/ Presentation		
	34		Power handling at workplace	Lecture/ Presentation		
	35		Organization Structure	Lecture/ Presentation		
	36		Organization design	Lecture/ Presentation		

	37		Organizational culture	Lecture/ Presentation		
	38		Organizational change	Lecture/ Presentation		
	39		Organizational development	Lecture/ Presentation		
	40		stress management	Lecture/ Presentation		

Lesson Plan for the Semester Starting w.e.f. 16th January 2023

Business Statistics- BBA (G)2nd Sem Sec A & B

Paper Code : BBAN-206

Name of the Institute: DAV INSTITUTE OF MANAGEMENT, FARIDABAD

Name of the teacher with designation: Ms. NEETU JUNEJA (Assistant Professor)

Department: BBA

Class time: 1 Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation (If any)
January	1		Introduction of the Subject	Lecture		
	2		Statistics: Evolution, Nature & Scope	Lecture		
	3		Statistics: Functions, Applications, Limitations	Lecture	Assignment on theory of Statistics	
	4		Data Classification: Meaning and Basis	Lecture		
	5		Formation of Frequency Distribution	Lecture & Practice of numericals		
	6		Role of Tabulation, parts, types and Construction of Tables, Significance,	Lecture		
	7		Types and Construction of Diagrams and Graphs and Revision	Lecture		
	8		Meaning Of Average, Types, Characteristics, Arithmetic Mean	Lecture & Practice of numericals		
	9		Arithmetic Mean : Different types of continuous series	Practice of Numericals		
	10		Practice of Arithmetic Mean and Combined Arithmetic Mean	Practice of Numericals		
	11		Weighted Arithmetic Mean	Practice of Numericals		
February	12		Median	Lecture & Practice of numerical		

	13		Median	Practice of Numericals		
	14		Partition Values	Practice of Numericals		
	15		Mode	Lecture & Practice of numerical		
	16		Practice of Mode	Practice of Numericals		
	17		Geometric Mean	Lecture & Numericals		
	18		Harmonic Mean	Lecture & Numericals		
	19		Practice from Previous year University Question Papers	Discussion	Assignment on numericals of measures of central tendency	
	20		Dispersion: Introduction and first Method : Range	Lecture & Numericals		
	21		Quartile Deviation	Lecture & Numericals		
	22		Mean Deviation	Lecture & Numericals		
	23		Standard Deviation: Individual Series	Lecture & Numericals		
	24		Standard Deviation: Discrete and Continuous Series	Practice of Numericals		
	25		Co-efficient of variation	Lecture & Numericals		
	26		Co-efficient of variation	Practice of Numericals		
	27		Skewness: Introduction, Karl Pearson Method	Practice of Numericals		
	28		Bowley and Kelly's Method	Practice of Numericals		
	29		Assignment and Previous Year University Question Papers	Practice and Discussion	Assignment on theory of dispersion	
March	30		Index number and their uses in business, Problems in construction , Unweighted Index Number	Lecture & Practice of Numericals		
	31		Weighted Index	Practice of Numericals		
	32		Quantity and Value index	Practice of		

			numbers;	Numericals		
	33		Test for an ideal index and Previous Year University Question Papers	Practice of Numericals	Assignment on the theory of Index Numbers	
	34		Introduction and components of time series, Limitations	Lecture		
	35		Methods of estimating secular trends	Practice of Numericals		
	36		Methods of estimating secular trend	Practice of Numericals		
	37		Seasonal Indices and other topics	Practice of Numericals	Assignment on the theory of time series	
	38		Correlation: Meaning, Cause and Effect Relationship, Types, Degree	Lecture		
	39		Methods: Scatter Diagram and Correlation Graph	Practice of Numericals		
	40		Karl Pearson Method	Practice of Numericals		
	41		Karl Pearson Method	Practice of Numericals		
	42		Rank Correlation	Practice of Numericals		
April	43		Properties and Coefficient of Determination, Probable Error	Lecture	Assignment on the theory of correlation to be submitted within two days	
	44		Practice from previous year University Examination Question Papers	Discussion and Practice		
	45		Introduction: lines of regression and theory	Lecture		
	46		Co-efficient of Regression	Practice of Numericals		
	47		Co-efficient of Regression	Practice of Numericals		
	48		Co-efficient of Regression	Practice of Numericals		
	49		Standard Error of Estimate and University Examination	Practice of Numericals&D		

			Questions	iscusssion		
	50		Revision			

Lesson Plan for the Semester Starting 16th JAN 2023

Financial Management – BBA 4th Sem (Sec A)

Subject Code: BBAN-401

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: Dr. Rashmi Bhargava (Assistant Professor)

Department: BBA

Class Time : 1Hr.

Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation If any
January					
1		Evolution and Scope of Fin Mgmt.	Lecture		
2		Objectives and Functions of Fin. Mgmt.	Lecture		
3		Goals of Fin. Mgmt.	Lecture		
4		Concept of TVM	Lecture		
5		Discounting and Compounding Techniques	Practical Questions		
6		Annuity, Applications of TVM	Lecture/Practical Questions	Assignment on TVM	
7		Introduction to Inv. Decisions	Lecture		
8		Class test (Unit 1)	Class test		
9		Meaning and Concept of Cost of Capital.	Lecture		
10		Significance of Cost of Capital	Lecture		
February					
11		Cost of Debenture	Practical Questions		
12		Cost of Preference	Practical Questions		
13		Cost of Equity	Practical Questions		
14		WACC	Lecture/Practical Questions	Assignment on Cost of Capital	
15		Class Test (Cost of Capital)	Class Test		

16		Practice Questions	Practical Questions		
17		Meaning, Concept, Imp. and Types of Capital Budgeting Decisions	Lecture		
18		Meaning and Types of Cash Flow	Lecture		
19		Types of Capital Budgeting Techniques	Lecture		
20		Payback Period Method	Practical Questions		
21		ARR	Practical Questions		
22		Dis. Payback Period Method	Practical Questions		
23		NPV	Practical Questions		
24		Profitability Index	Practical Questions		
25		IRR	Practical Questions		
26		Merits and Demerits of Payback and NPV	Lecture		
27		Merits and Demerits of ARR and IRR	Lecture		
28		Capital Rationing	Lecture/Practical Questions	Assignment on Capital Budgeting	
March					
29		Practice Questions	Lecture		
30		Class Test (Capital Budgeting)	Class test		
31		Concept of Leverage	Lecture		
32		Operational Leverage	Lecture/Practical Questions		
33		Financial Leverage	Lecture/Practical Questions		
34		Concept of Composite Leverage	Lecture/Practical Questions		
35		Practice Questions	Practical Questions		

36		Concept of Capital Structure, Determinants of Capital Structure	Lecture		
37		NI Approach	Lecture/Practical Questions		
38		NOI Approach	Lecture/Practical Questions		
39		Traditional Approach	Lecture/Practical Questions		
40		Comparison of three approaches	Lecture	Assignment on Capital Structure Theories	
April					
41		Dividend Decision(Meaning and Determinants)	Lecture/Practical Questions		
42		Walter Dividend Model	Lecture/Practical Questions		
43		Working Capital Management(Concept, Determinants and Components)	Lecture		
44		Cash Management, Receivables Management	Lecture		
45		Inventory Management	Lecture/Practical Questions		
47		Simple problems on Inventory Mgmt	Practical Questions		
48		Class test Unit 4	Class test		
49		Revision Class			
50		Revision Class			

Lesson Plan for the Semester Starting 16th Jan 2023

Financial management – BBA 4th Sem (Sec B)

Subject Code: BBAN-401

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: Dr.Priyanka Gaur (Assistant Professor)

Department: BBA

Class Time : 1 Hr

No. of Lectures	Date of Lecture Taken	Topic	Academic Activity	Test/Assignment	Deviation if any
January					
1		Evolution and scope of Financial Management	Lecture		
2		Function of Financial management	Lecture		
3		Objectives of Financial management	Lecture		
4		Wealth Vs Profit maximization,	Lecture		
5		Limitation of FM	Lecture		
6		Time value of Money- Background	Lecture		
7		Feature and Importance of TVM	Lecture		
8		Methods of TVM	Lecture		
9		Practical on TVM	Lecture		
10		Financing Decision	Lecture		
February					
1		Leverage-Concept and Scope	Lecture		
2		Operational and Financial Leverage	Lecture		
3		Practical on Operating Leverage	Lecture		

4		Practical on financial Leverage	Lecture		
5		Capital structure- Introduction	Lecture		
6		Importance and Determinants of CS	Lecture		
7		Theories of Capital Structure- Net Income Approach	Lecture		
8		Net operating Approach	Lecture		
9		Traditional Approach	Lecture		
10		MM Approach	Lecture		
11		Practical on NI	Lecture		
12		Practical on NOI	Lecture		
March					
1		Cost of Capital-Introduction	Lecture		
2		Practical of specific cost	Lecture		
3		Practical on WACC	Lecture		
4		Practical of Cost of capital	Lecture		
5		Practical of Cost of capital	Lecture		
6		Capital budgeting	Lecture		
7		Methods of capital budgeting- PBP,ARR	Lecture		
8		Methods of capital budgeting- NPV,IRR,PI	Lecture		
9		Determinants	Lecture		
10		Practical of IRR	Lecture		
11		Practical of NPV	Lecture		
12		Capital rationing- Introduction	Lecture		
13		Dividend Decision- Introduction			
14		Methods of DD- Walte's Model			

15		Methods of DD-Gorden's Model			
16		Working capital management			
April					
1		Determinants of WCM			
2		Practical on operating cycle			
3		Cash management- Introduction			
4		Practical on cash management			
5		Inventory management- Introduction			
6		Practical on Inventory Management			
7		Receivable management- Introduction			
8		Practical on Receivable management			
9		Revision-Unit 1			
10		Revision-Unit 2			
11		Revision-Unit 3			
12		Revision-Unit 4			

Lesson Plan for semester starting w.e.f. 16th January 2023

Human Resource Management - BBA (G) 4th Semester, Sec-(A & B)

Paper Code: BBAN402

Name Of Institute: DAV Institute Of Management, Faridabad

Name of Teacher with designation: Dr. Dhrity Ahuja, Assistant Professor

Department: BBA (General)

Class time: 1 Hr.

Month	Class	Date of Class Taken	Topic/ Chapter covered	Academic activity	Test/ Assignment	Deviation/if any
Jan	1		Overview of Subject	Verbal/Discussion		
	2		Concept of HRM	Lecture/Presentation		
	3		Scope of HRM	Lecture/Presentation		
	4		Objectives & Functions	Lecture/Presentation		
	5		HRM Policies	Lecture/Presentation		
	6		HRM in globally competitive	Lecture/Presentation		
	7		Strategic HRM	Lecture/Presentation		
	8		HR Outsourcing- BPO, KPO	Lecture/Presentation	Assignment on HR Outsourcing	
	9		Human Resource Planning	Lecture/Presentation		
	10		Job analysis-overview	Lecture/Presentation		
	11		Job design	Lecture/Presentation		
	12		Employee Involvement	Lecture/Presentation		
	13		Flexible work schedule	Lecture/Presentation		
	14		Recruitment-Overview	Lecture/Presentation		
	15		Selection & its process	Lecture/Presentation		
	16		Concept of placement	Lecture/Presentation	Assignment on Recruitment & its sources	

	17		Induction-concept & its relevance	Lecture/Presentation		
	18		Rightsizing	Lecture/Presentation		
	19		Employee Training-concept	Lecture/Presentation		
	20		TNA	Lecture/Presentation		
	21		Cross cultural training	Lecture/Presentation		
	22		Designing Executive development	Lecture/Presentation	Assignment on Training & its methods	
	23		Career Planning	Lecture/Presentation		
	24		Career Development	Lecture/Presentation		
	25		Employee Retention	Lecture/Presentation		
	26		Succession Planning	Lecture/Presentation		

	27		Performance Management System	Lecture/Presentation	Assignment on Performance appraisal & its	
	28		Methods of performance	Lecture/Presentation		
	29		Wages&Salaryadministration	Lecture/Presentation		
	30		Methods of wage payment	Lecture/Presentation		
	31		Factors affecting wage & salary administration	Lecture/Presentation		
	32		Ensuring safe & healthy work env.	Lecture/Presentation		
	33		Employee Welfare	Lecture/Presentation		
	34		Balanced Scorecard	Lecture/Presentation		
	35		Competency based HRM	Lecture/Presentation		

Lesson Plan for the Semester Starting: 16/01/2023

Name of the subject: Business Research Methods : BBA 4thSem (Sec A&B)

Subject Code:BBAN-403

Name of the teacher with designation: Dr. Deepak Sharma

Department BBA

Class Time: 1Hr.

Sr. No	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
1	1		Business Research Meaning and Basic Research Aspects	Lecture & Discussion		
2	2		Research Problem & Identification Techniques	Lecture & Discussion		
3	3		Nature of Business Research Problem	Lecture & Discussion		
4	4		Research Process & Managerial Values of Business Research	Lecture & Discussion	Assignment No:1	
5	5		Components of Research, Basic Concepts of Hypothesis & How	Lecture & Discussion		

			to frame working Hypothesis			
6	6		Meaning of Hypothesis formulation & Presentation of Research Paper related to Hypothesis	Lecture & Discussion		
7	7		Types of Research Proposal, Ingredient of Research Proposal	Lecture & Discussion		
8	8		Deductive and Inductive Theory, Generalization of Deductive and Inductive theory Research	Lecture & Discussion	Assignment No:2	
9	9		Research Design meaning and Basics of Research Design	Lecture & Discussion		
10	10		Elements of Research Design	Lecture & Discussion		
11	11		Practical aspect: how to make Research Design	Lecture & Discussion		

			and Presentation of Various types of Research Design			
12	12		Essential of Experimental Research Design and Basic Principles of Experimental Research Design	Lecture & Discussion	Assignment No:3	
13	13		Meaning of Scales and Types of Scales	Lecture & Discussion		
14	14		Validity and Reliability of Scales and Importance of Scales	Lecture & Discussion		
15	15		Sample Design and Sampling Procedure	Lecture & Discussion		
16	16		Types of Sampling	Lecture & Discussion		
17	17		Determination of Sample size	Lecture & Discussion		
18	18		Types of Data	Lecture & Discussion		

19	1		Primary Data and Secondary data	Lecture & Discussion		
20	2		Sources of Collecting Primary data	Lecture & Discussion		
21	3		Merits and Demerits of Collecting Primary data	Lecture & Discussion		
22	4		How manage and collect primary data	Lecture & Discussion		
23	5		Secondary Data Collection sources	Lecture & Discussion		
24	6		Presentation of Research Paper for Sample of Research Design and Data	Lecture & Discussion	Assignment No:4	
25	7		Constructing of Questionnaire	Lecture & Discussion		
26	8		Merits and Demerits of Questionnaire method of Data Collection	Lecture & Discussion		
27	9		Statistical	Lecture &		

			techniques of Data Analysis	Discussion		
28	10		Descriptive Analysis	Lecture & Discussion		
29	11		Frequency Distribution, Mean and Standard Deviation	Lecture & Discussion		
30	12		Correlation and Regression	Lecture & Discussion	Assignment No:5	
31	13		Uni-veriate and bi-variate analysis	Lecture & Discussion		
32	14		Analysis and test of Significance	Lecture & Discussion		
33	15		Presentation of Research paper showing Analysis	Lecture & Discussion		
34	16		Research Report	Lecture & Discussion		
35	1		Types of Research Report	Lecture & Discussion		
36	2		Difference between Interpretation and Research report	Lecture & Discussion		
37	3		Format of Research	Lecture &	Assignment No:6	

			Report	Discussion		
38	4		Revision of Unit 1	Lecture & Discussion		
39	5		Important Questions for Examination	Lecture & Discussion		
40	6		Revision of Unit 2	Lecture & Discussion		
41	7		Important Questions for Examination	Lecture & Discussion		
42	8		Revision of Unit 3	Lecture & Discussion		
43	9		Important Questions for Examination	Lecture & Discussion		
44	10		Revision of Unit 4	Lecture & Discussion		
45	11		Important Questions for Examination	Lecture & Discussion		

DAV INSTITUTE OF MANAGEMENT, FARIDABAD

Lesson Plan - Session – 2023 w.e.f. 16th January, 2023

Name of the Subject : Business Laws

Course : BBA 4th Semester Section A

Paper Code : BBAN 404

Dr. (CS) Juhi Kohli, Assistant professor (MBA Department)

Class time : 1 hour

Month	Class	Topic	Academic Activity	Deviation
January	1	UNIT-I Law of contract - Introduction	Lecture	
	2	Meaning and essentials of a valid contract	Lecture	
	3	Offer and acceptance;	Lecture	
	4	Capacity to contract	Lecture	
	5	Consent and free consent	Lecture	
	6	Consideration	Lecture	
	7	Void agreements and quasi contract	Lecture	
	8	Different modes of discharge of a contract	Lecture	
	9	Remedies for breach of a contract.	Lecture	
February	10	UNIT-II Purpose and meaning of the contract of the guarantee	Lecture	
	11	Kinds of guarantees	Lecture	
	12	Rights and obligations of creditors	Lecture	
	13	Rights, liabilities and discharge of surety	Lecture	
	14	Contract of indemnity	Lecture	
	15	Definition of bailment and its kinds	Lecture	
	16	Duties and rights of a bailer and a bailey	Lecture	
	17	Rights and duties of a pledger and pledgee	Lecture	
	18	UNIT-III Contract of agency and definition of agent and agency	Lecture	
	19	Creation of agency; duties and rights of agent and principal	Lecture	
	20	Principal's duties towards agents and third parties	Lecture	

	21	Termination of agency and power of attorney	Lecture	
	22	Law of sale of goods – definition and essentials of a contract of sale	Lecture	
March	23	Conditions and warranties	Lecture	
	24	Passing of property in goods; performance of contract		
	25	Right of unpaid seller		
	26	Remedies for breach of a contract		
	27	UNIT-IV Negotiable instrument act – Meaning and essential elements of a negotiable instruments		
	28	Types of negotiable instrument		
	29	Holder and holder in due course;		
	30	Negotiation of negotiable instruments;		
April	31	Dishonor of negotiable instruments.		
	32	Meaning and scope of information technology act, electronic governance		
	33	Digital signature, digital signature certificates and duties of subscribers		
	34	Regulation of certifying authority and Penalties adjudication and offences		
	35	RTI Act 2005 : Purpose, Definitions		
	36	Right to information and authorities under RTI Act		

Lesson Plan for the Semester Starting: 16th January 2023

Name of the subject: DATABASE MANAGEMENT SYSTEM

Subject Code: B.BA -405

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: Dr.Shobha Bhatia (Assistant Professor)

Department: BBA , Semester: 4TH SEC -A & B

Class Time: 1Hr.

Month	Class	Date of class taken	Topic/Chapter Covered	Academic Activity	Test /Assignment	Deviation if any
Jan 2023	Lec1		INTRODUCTION TO DATA AND DATABASE SYSTEM			
	Lec 2		DBMS INTRODUCTION			
	Lec3		INTRODUCTION TO FILE SYSTEM			
	Lec4		DIFF BETWEEN FILE SYSTEM AND DBMS			
	Lec 5		ADVANTAGES OF FILE SYSTEM OVER DBMS			
	Lec 6		DIFFERENCE BETWEEN DATA BASE SYSTEM AND DBMS			
	Lec 7		CHARACTERISTICS OF DBMS			
	Lec 8		ADVANTAGES & DISADVANTAGES OF DBMS			
	Lec 9				REVISION & DOUBT	
Month	Lec 10		OBJECTIVE OF DBMS, DATA DICTIONARY			
Feb 2023	Lec 11			LAB 1-MS ACCESS ASSIGNM		

				ENT 1-5		
	Lec 12		DBMS USERS			
	Lec 13		ROLE & FUNCTIONS OF DBA IN DBMS			
	Lec 14		DBMS COMPONENTS			
	Lec 15		DBMS ARCHITECTURE(DATA INDEPENDENCE)			
	Lec 16		RESPONSIBILITIES OF A DBA			
	Lec 17		NETWORK MODEL ,HIERARCHICAL AND RELATIONAL MODEL			
	Lec 18		DIFFERENCE BETWEEN MODELS			
	Lec 19		DBMS SYSTEMS			
	Lec 20		CLASSIFICATION OF DBMS SYSTEM			
	Lec 21		CONTD..			
	Lec 22				TEST 1	
	Lec 23			LAB-2 ASSIGNM ENT 6-8		
	Lec 24				REVISION & DOUBT	
March 2023	Lec 25		INTRODUCTION TO SECURITY IN DBMS			
	Lec 26		THREATS TO DATABSE SECURITY			
	Lec 27		FIREWALLS			
	Lec 28		DATA ENCRYPTION			
	Lec 29			LAB 3- ASSIG 9- 12		
	Lec 30		DATABASE RECOVERY			
	Lec 31		DATABASE RECOVERY TECHNIQUES			
	Lec 32				Test 2	

	Lec 33		TECHNIQUES OF DATABASE SECURITY			
	Lec 34		DDBMS AND CONCEPTS			
	Lec 35				REVISION & DOUBTS	
	Lec 36		DATA WAREHOUSING			
	Lec 37		DATA MINING			
April 2023	Lec 38		EMERGING DATABASE TECHNOLOGIES			
	Lec 39			LAB 4- ASSIG-13- 16		
	Lec 40		DIGITAL LIBRARIES, INTERNET DATABASE			
	Lec 41		MULTIMEDIA DATABASE			
	Lec 42		MOBILE DATABASE			
	Lec 43		SPATIAL DATABASE			
	Lec 44				REVISION & DOUBTS TEST 3	
	Lec 45			LAB 5 -17- 20		
	Lec 46			LAB DOUBTS	TEST 4	
	Lec 47			OLD QUESTION PAPER DISCUSSIONS & DOUBTS		

Lesson Plan for the Semester Starting: 16th Jan. 2023

Name of the subject: Human Rights and Values, BBA 4th Sem Sec A

Subject Code: BBAN 406

Name of the Institution: DAV Institute of Management

Name of the teacher with designation: Dr. Anjali Ahuja

Department: BBA

Class Time: 1Hr. (4 Hrs./Week)

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
Jan.	1		Overview of Syllabus	Lecture		
	2		Concept of value, Types of Values	Lecture & ppt		
	3		Concept of Human Values	Lecture & ppt		
	4		Evolution of value-oriented education	Lecture & ppt		
	5		Evolution of value-oriented education	Lecture & ppt		
	6		Concept of Value education	Lecture & ppt		
	7		Components of Value Education	Lecture & ppt		
	8		Character Formation	Lecture & ppt		
Feb.	9		Character Formation	Lecture & ppt		
	10		National integration and International Understanding	Lecture & ppt		
	11		Revision-Unit I	Lecture	Assignment	
	12		Concept of Human Rights, Indian perspective of human rights	Lecture & ppt		
	13		International perspective of human rights	Lecture & ppt		
	14		Evolution of Human Rights	Lecture & ppt		
	15		Human Rights movement in India	Lecture & ppt		
	16		Classification of Human Rights	Lecture & ppt		
	17		Right to life, liberty and dignity	Lecture & ppt		
	18		Right to equality	Lecture & ppt		
March	19		Right against exploitation	Lecture & ppt		

	20		Cultural and Educational Rights	Lecture & ppt		
	21		Economic, political and social rights	Lecture & ppt		
	22		Revision Unit-II	Lecture	Assignment	
	23		Core Issues: Poverty, overpopulation	Lecture & ppt		
	24		Illiteracy, Problems of Unsustainable Development	Lecture & ppt		
	25		Disadvantaged group- Women	Lecture & ppt		
	26		Children	Lecture & ppt		
	27		Scheduled Castes and Scheduled Tribes	Lecture & ppt		
	28		Homeless and Slum Dwellers	Lecture & ppt		
April	29		Physically and Mentally Handicapped	Lecture & ppt		
	30		Refugees and Internally Displaced Persons	Lecture & ppt		
	31		Revision Unit-III	Lecture	Assignment	
	32		Violation of Human Rights by State	Lecture & ppt		
	33		Violation of Human Rights by individuals and groups	Lecture & ppt		
	34		Nuclear weapons	Lecture & ppt		
	35		Terrorism	Lecture & ppt		
	36		Government systems for Redressal, Judiciary	Lecture & ppt		
	37		National Human Rights Commission	Lecture & ppt		
	38		Other Statutory Commissions	Lecture & ppt		
	39		Media Advocacy, Creation of Human Rights Literacy and Awareness	Lecture & ppt		
	40		Revision Unit-IV	Lecture	Assignment	

Lesson Plan for the Semester Starting w.e.f. 16th January 2023

Human Rights and Values- BBA (G) 4th Sem Sec B

Paper Code : BBAN-406

Name of the Institute: DAV INSTITUTE OF MANAGEMENT, FARIDABAD

Name of the teacher with designation: Ms. NEETU JUNEJA (Assistant Professor)

Department: BBA

Class time: 1 Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation (If any)
January	1		Introduction of the Subject	Lecture & ppt		
	2		Value concept and Types of value	Lecture & ppt		
	3		Concept of Human Value	Lecture & ppt		
	4		Value Education	Lecture & ppt		
	5		Components of Value Education	Lecture & ppt		
	6		Components of Value Education	Lecture & ppt		
	7		Evolution of value oriented Education	Lecture & ppt		
	8		Evolution of value oriented Education	Lecture & ppt		
	9		Character Formation	Lecture & ppt		
February	10		Character Formation	Lecture & ppt	Assignment	

	11		National Integration	Lecture & ppt		
	12		International Understanding	Lecture & ppt	Previous Year University Exam questions discussion	
	13		Concept of Human Rights	Lecture & ppt		
	14		Indian Perspective	Lecture & ppt		
	15		Evolution of Human Rights	Lecture & ppt		
	16		Human Rights Movement in India	Lecture & ppt, Quiz	Assignment	
	17		Types of Human Rights	Lecture & ppt		
	18		Constitutional Provisions to Right to Life, Liberty and Dignity	Lecture & ppt		
	19		Constitutional Provisions to Right to Equality	Lecture & ppt		
	20		Constitutional Provisions to Right against Exploitation	Lecture & ppt	Assignment	
	21		Constitutional Provisions to Cultural and Educational Rights	Lecture & ppt		
	22		Constitutional Provisions to Economic, Political and social rights	Lecture & ppt		
	23		Revision	Discussion	Previous Year University Exam questions discussion	

	24		Deprivation of human Rights: Core Issues	Lecture & ppt		
	25		Disadvantaged Groups: Women	Lecture & ppt, Group Discussion		
March	26		Disadvantaged Groups: Children	Lecture & ppt, Group Discussion		
	27		Disadvantaged Groups:Schedule Caste and Schedule Tribes	Lecture & ppt, Group Discussion		
	28		Disadvantaged Groups: Homeless and Slum Dwellers	Lecture & ppt, Group Discussion	Test	
	29		Disadvantaged Groups:Physically and Mentally Handicapped	Lecture & ppt, Group Discussion		
	30		Disadvantaged Groups: Refugees and Internally Displaced Persons	Lecture & ppt, Group Discussion		
	31		Revision	Discussion	Previous Year University Exam questions discussion	
	32		Violation of Human Rights by State	Lecture & ppt		
	33		Violation of Human Rights by Individuals and Groups	Lecture & ppt		
	34		Nuclear Weapons and Terrorism	Lecture & ppt		
April	35		Government System for Redressal	Lecture & ppt	Test	
	36		Government System for Redressal	Lecture & ppt		
	37		Government System for Redressal	Lecture & ppt		

	38		Media Advocacy	Lecture & ppt		
	39		Creation of Human Rights Literacy and Awareness	Lecture & ppt		
	40		Revision	Discussion	Previous Year University Exam questions discussion	

Lesson Plan for the Semester Starting : 16/01/2023

Name of the Subject: Income Tax

Subject Code: BBAN-601

Name of the teacher with designation: Dr.Bhawna Sharma

Department: BBA 6th Sem

Class Time: 1Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
January	1		Introduction to Income Tax	Lecture & Discussion		
	2		Basic Concepts of Income Tax	Lecture & Discussion		
	3		Residential status and tax incidence	Lecture & Discussion		
	4		Residential status and tax incidence	Lecture & Discussion		
	5		Income Exempted From tax	Lecture & Discussion		
	6		Income from salaries-Allowances	Lecture & Discussion		
	7		Income from salaries-Allowances	Lecture & Discussion		
	8		Income from salaries-Retirement Benefits	Lecture & Discussion		

	9		Income from salaries- Retirement Benefits	Practical		
	10		Income from salaries- Perquisites	Lecture & Discussion		
February	1		Income from salaries- Perquisites	Lecture & Discussion		
	2		Income From house Property-Basis of Charge	Lecture & Discussion		
	3		Income From house Property-Deductions	Practical		
	4		Income From house Property-Annual Value	Lecture & Discussion		
	5		Income From house Property-Annual Value	Practical		
	6		PGBP-Basis of Charge	Lecture & Discussion		
	7		PGBP-Admissible Expenses	Lecture & Discussion		
	8		PGBP-Specific Expenses	Lecture & Discussion		
	9		PGBP-Practical	Practical		
	10		Review	Lecture & Discussion	Assignment No:1	
	11		Capital Gain-Basis of Charge	Lecture & Discussion		

	12		Capital Gain-Special Cases	Lecture & Discussion		
March	1		Capital Gain-Special Cases	Practical		
	2		Capital Gain-Exemptions	Lecture & Discussion		
	3		Capital Gain-Exemptions	Practical		
	4		Income From other Sources-Basis of Charge	Lecture & Discussion		
	5		Income From other Sources-Basis of Charge	Lecture & Discussion		
	6		Clubbing of Income-Provisions	Lecture & Discussion		
	7		Set off and Carry Forward of Losses	Lecture & Discussion		
	8		TDS	Lecture & Discussion		
	9		Advance payment of tax	Lecture & Discussion		
	10		Deductions-80C, To 80U	Lecture & Discussion		
	11		Deductions-80C, To 80U	Practical		
	12		Deductions-80C, To 80U	Practical	Assignment No:2	

	13		Assessment of Individual	Practical		
	14		Assessment of Companies	Practical		
	15		Computation of Tax Liability	Lecture & Discussion		
	16		Revision of Unit 1	Lecture & Discussion		
April	1		Revision of Unit 1	Lecture & Discussion		
	2		Revision of Unit 2	Lecture & Discussion		
	3		Revision of Unit 2	Lecture & Discussion		
	4		Revision of Unit 3	Lecture & Discussion		
	5		Revision of Unit 3	Lecture & Discussion		
	6		Revision of Unit 4	Lecture & Discussion		
	7		Revision of Unit 4	Lecture & Discussion		

Lesson Plan for Semester starting w.e.f. 16th January 2023

Name of the Subject : System Analysis and Design

Subject Code: BBAN-602

Name of Teacher With Designation: Dr. Priti Bali (Assistant Professor)

Department: BBA (General)

Class Time: 1 Hour

Month	Class	Date of Class Taken	Topic/Chapter Covered	Academic Activity	Test / Assignment	Deviations (if any)
Jan	1		Introduction to system analysis and design (Basic terms: system analyst, software developer, data entry operators, IT staff turnover, manual system, computerized system, comparison of manual system and computerized system etc.)	Lecture/PPT		
	2		Introduction to system analysis and design	Lecture/PPT		
	3		System and its characteristics	Lecture/PPT		
	4		System and its components	Lecture/PPT		
	5		System environment	Lecture/PPT		
	6		System classification	Lecture/PPT		
	7		System Development Life Cycle	Lecture/PPT		

			(Introduction)			
	8		Preliminary investigation, Feasibility study	Lecture/PPT		
	9		System analysis / System design	Lecture/PPT		
Feb	10		Implementation and testing	Lecture/PPT		
	11		Post-implementation and maintenance	Lecture/PPT		
	12		Revision: SDLC	Lecture/PPT	Assignment on System Development Life Cycle (SDLC)	
	13		Case tools for system analyst	Lecture/PPT		
	14		Role of system analyst	Lecture/PPT		
	15		Entity-Relationship data models	Lecture/PPT		
	16		Feasibility study – economical feasibility, technical feasibility, operational feasibility	Lecture/PPT		
	17		System conversion / File conversion / Training Methods	Lecture/PPT		
	18		Structured chart	Lecture/PPT		
	19		Form design, Screen Design	Lecture/PPT		
	20		Report design	Lecture/PPT		
	21		Structured Analysis: Data Flow Diagrams	Lecture/PPT		
	22		Data dictionary / Structured English	Lecture/PPT		

March	23		Decision tables / Decision trees	Lecture/PPT		
	24		Revision: Tools of Structured Analysis	Lecture/PPT	Assignment on Tools of Structured Analysis	
	25		Equipment specification and selection: Hardware selection / Software selection / Vendor selection	Lecture/PPT		
	26		Project Selection	Lecture/PPT		
	27		Personnel estimates, I/O design	Lecture/PPT	Assignment on Equipment specification and selection	
	28		Introduction to database and DBMS	Lecture/PPT		
	29		Database Concepts	Lecture/PPT		
	30		Logical design and Physical implementation	Lecture/PPT		
	31		Logical design to physical implementation	Lecture/PPT		
	32		Introduction to distributed database and distributed data processing	Lecture/PPT		
April	33		Replication / Fragmentation	Lecture/PPT		
	34		Designing / Evaluation of distributed database system	Lecture/PPT		
	35		Introduction to real time system	Lecture/PPT		
	36		Event based real time analysis tools	Lecture/PPT		

	37		State transition diagrams	Lecture/PPT		
	38		Revision: Real time analysis tools and STDs	Lecture/PPT		
	39		Revision: Distributed Database	Lecture/PPT	Assignment on Distributed Database	
	40		Revision: Unit-1	Lecture/PPT		
	41		Revision: Unit-1	Lecture/PPT		
	42		Revision: Unit-2	Lecture/PPT		
	43		Revision: Unit-2	Lecture/PPT		
	44		Revision: Unit-3	Lecture/PPT		
	45		Revision: Unit-4	Lecture/PPT		

Lesson Plan for the Semester Starting : 16th January 2023

Name of the Subject: Foundations of International Business

Subject Code: BBAN 603

Name of the Teacher With Designation: Dr. Neelam Gulati

Department: BBA(General) 6th sem.

Time: 1 Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity(Online)	Test/ Assignment	Deviation if any
January	1		Introduction Of IB	Class Teaching & E- content		
	2		Types Of IB	Class Teaching & E- content		
	3		Basic Structure Of IB	Class Teaching & E- content		
	4		Motives Of IB, Barriers To IB	Class Teaching & E- content		
	5		Risk In IB	Class Teaching & E- content		
	6		Global Trading	Class Teaching & E- content		
	7		Financial System	Class Teaching & E- content	Assignment of Unit I	
	8		Foreign Market Entry Modes	Class Teaching & E- content		
	9		Factors Of Country Evaluation And Selection	Class Teaching & E- content		
	10		Factors Of Country Evaluation And Selection Contd..	Class Teaching & E- content		

February	11		Decisions Concerning Foreign Direct And Portfolio Investment	Class Teaching & E- content		
	12		Decisions Concerning Foreign Direct And Portfolio Investment Contd..	Class Teaching & E- content		
	13		Control Methods In IB	Class Teaching & E- content		
	14		Control Methods In IB Contd..	Class Teaching & E- content	Assignment of Unit II	
	15		Basic Foreign Manufacturing And Sourcing Decisions	Class Teaching & E- content		
	16		Basic Foreign Manufacturing And Sourcing Decisions Contd..	Class Teaching & E- content		
	17		Basic Foreign Manufacturing And Sourcing Decisions Contd..	Class Teaching & E- content		
	18		Basic Foreign Manufacturing And Sourcing Decisions Contd..	Class Teaching & E- content		
	19		Product Branding Decisions	Class Teaching & E- content		
	20		---Do---	Class Teaching & E- content		
	21		Approaches To International Pricing	Class Teaching & E- content		
	22		---Do----	Class Teaching & E- content		
	23		Foreign Channel Decisions	Class Teaching & E- content		
	24		Foreign Channel Decisions	Class Teaching & E- content		
	25		Foreign Channel Decisions	Class Teaching & E- content		
March	26		Logistical Decisions	Class Teaching & E- content	Assignment of Unit III	
	27		Accounting Differences Across The	Class Teaching & E- content		

			Countries			
	28		Cross Cultural Challenges	Class Teaching & E- content		
	29		International Staffing	Class Teaching & E- content		
	30		Compensation Decisions	Class Teaching & E- content		
	31		Risk In IB	Class Teaching & E- content		
	32		Risk Management	Class Teaching & E- content		
	33		Risk Management Contd..	Class Teaching & E- content	Assignment of Unit IV	
	34		Revision	Class Teaching & E- content		
	35		Revision	Class Teaching & E- content		
	36		Revision	Class Teaching & E- content		
	37		Revision	Class Teaching & E- content		
April	38		Revision	Class Teaching & E- content		
	39		Revision	Class Teaching & E- content		
	40		Revision	Class Teaching & E- content		

Lesson Plan for the Semester Starting w.e.f. 16th January, 2023

Name of the Subject : Consumer Protection

Subject Code : BBAN 604

Name of the Teacher with Designation : Dr. (CS) Juhi Kohli, Assistant professor

Department : MBA

Class time : 1 hour

Month	Class	Topic	Academic Activity	Test/ Assignment	Deviation (If Any)
Jan	1	Unit 2 Introduction	Lecture		
	2	Measures for consumer protection in India	Lecture		
	3	Basic provisions of the CPA, 1986	Lecture		
	4	Organizational set up for consumer protection	Lecture	Assignment - Redressal machinery	
	5	Procedure of filing a complaint	Lecture		
	6	Reliefs available	Lecture		
	7	Latest amendments in CP Act, 1986	Lecture		
	8	Unit I Concept and types of consumer	Lecture		
Feb	9	Need for consumer protection	Lecture		
	10	Approaches to consumer protection			
	11	Consumer buying motives	Lecture		
	12	Doctrine of caveat emptor	Lecture		
	13	Doctrine of Caveat Venditor			
	14	Concept of consumer's sovereignty	Lecture		
	15	Basic consumer rights.			
	16	UNIT-III Competition Act – Introduction	Lecture		

	17	Important definitions	Lecture		
	18	Provisions relating to consumer protection	Lecture		
	19	Role of voluntary consumer organizations	Lecture	Assignment - Role of VCO	
	20	Formation and registration of a voluntary consumer organization	Lecture		
March	21	Role of VCO	Lecture		
	22	Business self-regulation			
	23	Consumer awareness – role of media	Group Discussion		
	24	Consumer awareness – role of Government	Lecture		
	25	UNIT-IV Recent developments in consumer protection movement	Lecture		
April	26	Consumer information and knowledge as means of protection	Lecture		
	27	Sources of consumer information	Lecture		
	28	Ethical marketing as an instrument of consumer protection	Lecture		
	29	Role of Advertising Standard Council of India in consumer protection.	Lecture		
	30	Consumer Complaints Council	Lecture		
	31	Revision			

Lesson Plan for the Semester Starting: 10 February, 2023

Name of the subject: E-COMMERCE

Subject Code: BBA-605

Name of the Teacher with designation: Ms. Nisha Bansal (Assistant Professor)

Department: BBA-II

Class Time: 1Hr.

Month	Class	Date of Class taken	Topic/Chapter Covered	Academic Activity	Test/Assignment	Deviation if any
Feb	1		Intro to subject and Use & Overview of Electronic Commerce			
	2		Meaning & Nature of E-Commerce			
	3		Concepts of E-Commerce			
	4		Advantages and reasons for transacting online			
	5		Categories of E-Commerce			
	6		Planning Online Business		Assignment	
	7		Nature & Dynamics of Internet			
	8		Pure online vs. Brick and click Business			
	9		Assessing Requirement for an Online Business			
	10		Designing, Developing and Deploying the system			
	11		One-to-One Enterprise			
	12		Doubt Class of Unit-1			
	13		Test		Test	
	14		Applications of E-commerce			
	15		E-Commerce Applications in Manufacturing			
	16		E-Commerce Applications in Wholesale			

Mar	17		E-Commerce Applications in Wholesale		Assignment	
	18		E-Commerce Applications in Retail			
	19		E-Commerce Applications in Service Sector			
	20		Revision and Doubt Class of Unit-3			
	21		Test		Test	
	22		Technology for Online Business: Internet			
	23		IT Infrastructure			
	24		Middleware Contents: text and integrating e-business applications			
	25		Mechanism of making payment through Internet: Online Payment Mechanism		Assignment	
	26		Electronic Payment Systems & Payment Gateway			
	27		Visitors to Website & Tools for Promoting Website			
	28		Plastic Money: Debit Card & Credit Card			
	29		Laws relating to Online Transactions			
	30		Doubt Class			
	31		Test		Test	
	32		Virtual Existence-Concepts & Working			
	33		Advantages and Pitfalls of Virtual Organizations			
	34		Workface, Work Zone and Workspace and Staff Less Organization		Assignment	
	35		Design on E-Commerce Model for a Middle Level Organization			
	36		The Conceptual Design			
April	37		Giving Description of Transaction Handling			
	38		Infrastructure and Resources required and System Flowchart		Assignment	
	39		Security in E-Commerce: Digital Signatures			

	40		Network Security			
	41		Data Encryption Secret Keys			
	42		Data Encryption			
	43		Test		Test	
	44		Revision			
	45		Revision			