

SUMMARY OF LESSON PLAN OF COMMERCE FACULTY

Semester: Even

Subject: Financial Management

For the month of February to May

Class: M.com First Year

Name of Assistant Professor: Mrs.Nancy

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	Feb	Unit 1. Introduction: goals and functions of financial management, finance and other business functions, financial planning: objectives, benefits, guidelines, factors affecting financial planning, estimation of financial requirement .	Oral Test	
2	March	Unit 1. capitalisation: over capitalisation, under capitalisation, time value of money. Unit 2. cost of capital: meaning and importance, cost of different sources of finance, weightage average cost of capital. leverage: operating leverage financial leverage combined leverage. Unit 3. capital structure: features and factors affecting capital structure, ideal capital structure.	Written Test presentation	<u>For Test :-</u> Unit 3 For assignment: 1st unit
3	April	Unit 3. theories of capital structure. dividend decisions: theories of dividend decisions, factors affecting, stability of dividend, legal and procedural aspect of dividend, forms of dividend. Unit 4. capital budgeting: process, importance, complications, investment analysis: various methods. risk and uncertainty, capital Rationing.	Written test presentation	<u>For Test :</u> capital structure and dividend policy Assignment: 2nd unit cost of capital and leverage
4	May	Unit 5. corporate restructuring: merger, acquisition, amalgamation, takeover, corporate liquidation and failures.	Oral Test and Written	For test : unit 3 th

SUMMARY OF LESSON PLAN OF COMMERCE FACULTY

Semester: Even

Subject: Human Resource Management

For the month of February to May

Class: M.com 2nd Sem

Name of Assistant Professor: Mrs. Nancy

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	Feb	<ol style="list-style-type: none"> 1. Introduction of HRM: Concept, function, role of HR manager 2. HRD vs. HRM, Challenges of HRM, VRS 3. Workforce diversity 4. Empowerment, Downsizing and HR information system 	Oral Test	
2	March	<ol style="list-style-type: none"> 1. HR Planning 2. Job Analysis 3. Recruitment and selection process 4. Placement and induction 5. Carrier development 	Group Discussions	For assignment:- Job Analysis
3	April	<ol style="list-style-type: none"> 1. Concept of Training 2. Role specific and competency based training 3. Management development 4. Performance appraisal 5. Transfer and Promotion 6. Methods of job evaluation 7. Methods of wage payment and incentive plans 8. Fringe benefits 	Power Point Presentation	<u>For Test</u> :-3rd unit Training and Development <u>For Assignment:-</u> 1st and 2nd unit
4	May	<ol style="list-style-type: none"> 1. Employee health and safety 2. Employee welfare 3. Grievance handling and redressal 4. Industrial disputes 	Oral Test	Revision and Practice

SUMMARY OF LESSON PLAN OF COMMERCE FACULTY

Semester: Even

Subject: Service Marketing

For the month of February to May

Class: M.com 4th Sem

Name of Assistant Professor: Mrs.

Nancy

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	Feb	<ol style="list-style-type: none"> 1. Introduction of service marketing 2. Difference in Goods and service marketing 3. Emergence of service economy 4. Role of service sector 5. Marketing challenges in service business 	Oral Test	
2	March	<ol style="list-style-type: none"> 1. Service mix and service marketing triangle 2. Concept of design and classification of services 3. Customer contact, service blueprint and service quality 4. Definition of quality and standards 5. Gap model and Servqual scale 	Group Discussions	For assignment:- 1st Unit
3	April	<ol style="list-style-type: none"> 1. Service Encounter as theatre and script 2. Emotional labour and deviant employees 3. Dysfunctional customer and critical incident technique 4. Demand and capacity management 5. Waiting and queuing 6. Integrated marketing communication 7. Corporate indemnity and branding services 8. Monitoring and evaluating the services 9. Service profit chain 	Power Point Presentation	<u>For Test :-</u> Service communication <u>For Assignment:-</u> The concept of design
4	May	<ol style="list-style-type: none"> 1. Marketing of services with reference to financial services, hospitality services, education services, hotel and tourism and health services 2. Qualities associated with service leaders 3. Change management, evolution vs Turner of 4. Leadership potential climate and culture 	Oral Test	Revision and Practice

SUMMARY OF LESSON PLAN OF COMMERCE FACULTY

Semester: Even

Subject: Entrepreneurship Development

For the month of February to May

Class: B.com 4th sem.

Name of Assistant Professor: Mrs. Nancy

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	Feb	<p>1.Entrepreneur: Meaning, Characteristics Classification, functions of entrepreneur, qualities of a successful entrepreneur, Role of entrepreneurs in economic development, Problems of entrepreneurs</p> <p>2. Entrepreneurship: Meaning, Conceptual model of entrepreneurship, Characteristics of entrepreneurship Difference between entrepreneurship and intrapreneurship, entrepreneurship and economic development, barriers of entrepreneurship, Entrepreneurship as a Process</p>	Oral Test	
2	March	<p>3. Setting Up of a new business project: Classification, Objectives of a project, methods and procedure to start and expand one's own business, contents of a project report</p> <p>4.Life cycle of a new business: Relationship of large enterprises with small enterprises, Relationship of small Enterprises with large Enterprises</p> <p>5. Environmental factors affecting a new business, Reasons for the failure / visible problems for business problems, Suggestions to overcome these problems</p> <p>6.Project planning: Meaning, Characteristics of feasibility study, preparation of feasibility: Economics, technical, financial and factory location</p> <p>7. Market and Demand Analysis: Collection of data, Steps in sample survey, Characterization of market, Demand forecasting, Market planning</p> <p>8.Capital and project cost: Estimation of project capital cost, Estimation of project operating cost, Working Capital requirements, types of working capital, factors determining requirements of working capital, working capital forecast</p>	Group Discussions	For assignment: 1st Unit
3	April	<p>9.Source of finance: Long term and short term finance</p> <p>10.Profit and tax planning: Introduction, Estimation of sales and production, Profitability projections, tax planning</p> <p>11.Entrepreneurship development programmes: Concept, definition,</p>	<p>Presentation</p> <p>Oral test</p> <p>Written test</p>	<p>For Test: Public and private system of stimulation</p> <p>For Assignment: Entrepreneurship and micro ,small and medium Enterprises</p>

		<p>objectives, Phases, importance in entrepreneurship development programmes, Problem faces in entrepreneurship development programmes, suggestions to make entrepreneurship development program</p> <p>12. Institutional support to entrepreneurship development: Non Financial Institutions organizing entrepreneurship development programs and their functions, role of Financial Institutions in entrepreneurship development</p> <p>13. Government support and incentives to new Enterprises: Meaning of incentives and subsidy, Different forms of incentive, Different forms of subsidies, Need, Advantages of incentive and subsidy, Government support for promotion of enterprises, Ministry of Micro, Small and Medium Enterprises</p>		
4	May	<p>14. Startup India: Meaning, Provisions regarding startup India, Current status of startup India</p> <p>15. Skill India: Introduction, National policy for skill development and Entrepreneurship 2015, it's objectives, Governance structure, Skill India schemes</p>	Oral Test Revision	