

SUMMARY OF LESSON PLAN OF COLLEGE FACULTY

Semester: Odd/Even

Subject : Retailing

For the month of August to November

Class: M.com 1st year (1sem.)

Name of Assistant Professor: Mrs. Poonam Bhardwaj

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	21 Aug. To 31 Aug.	Unit -I Introduction: Meaning, nature, scope, importance, growth and present size of distribution and retail industry. Career in retailing and distribution, Future of retailing and distribution in India Distribution channels - concept and role; types of distribution channels; Factors affecting choice of distribution channel;	Oral Test	
2	September	Unit- 2 II Retailer and wholesaler; Physical distribution of goods, Transportation ; Warehousing; Inventory control ; Order Processing, Marketing Channels: Definition & Importance, Functions of Marketing Channels – Intensive, Selective & Exclusive distribution strategies, Decisions in Channel Management Wholesaling: Concept, Importance, Functions – Wholesaler Marketing Decisions – Trends in Wholesaling	Group Discussions	Assignment given to the student on different topics: 1. Marketing channels and their functions 2. Wheels of retailing 3. Retailing management and TPM

3	October	Unit -3 Types of Retailing; Stores classified by owners; Stores classified by merchandising categories; Wheel of retailing; Traditional retail formats vs. modern retail formats in India; Store and non-store based formats; Cash and carry business - Meaning, nature and scope; Retailing models – Franchiser franchisee, directly owned; Wheel of retailing and retailing life cycle; Co-operation and conflict with other retailers	Mid - term Exams	<u>For Test :</u> Test on the topic of Unit - 1
4	November	Unit -4 Management of Retailing Operations: Retailing management and "the total performance model; Functions of retail management; Retail planning - importance and process; Developing retailing strategies, An overview of online Retailing		

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	August	Unit -I Strategy: Concept, characteristics, importance and levels; Strategic decision making: Concept, significance and approaches; Strategic management process; Developing a strategic vision, mission and setting objectives.		
2	September	Unit-2 Strategy formulation: Environmental appraisal: Concept and components of environment; Analyzing the external (general and industry) environment; Organizational appraisal; Dynamics of internal environment, methods and techniques of organizational appraisal; Porter' generic strategies.	Group Discussions	Assignment given to the student on different topics Strategic choice And E- commerce and strategy
3	October	Unit -3 Strategy alternatives: Stability, expansion, retrenchment and combination strategies; Variations strategy; Internal and external alternatives, related and unrelated alternatives, horizontal and vertical alternatives; Competitive business strategy, Cost	Mid - Term Exams	<u>For Test :</u> Strategy Alliance

		leadership focus and differentiation strategy, international level strategic alternatives; Strategic choice: Process, choice models, managerial factors.		
4	November	Unit-4 Strategy implementation: Challenges of change and organizational learning; Strategy and structural decisions; Behavioural issues in implementation; Operational decisions in implementation; Strategic evaluation and control: Need, process and techniques; Strategic issues in technological era; Strategic management for new entrepreneurial ventures.	Presentation	Oral test

SUMMARY OF LESSON PLAN OF COLLEGE FACULTY

Semester: Odd/Even

Subject : Human Resources Development

For the month : August to November

Class: M.com final year (3rd sem)

Name of Assistant Professor: Mrs. Poonam Bhardwaj

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students

1	August	Unit first Human resource development: Concept and evolution, relationship between HRD and HRM; HRD process and framework: Assessing HRD needs, designing training and development programme, implementation of programme and evaluation; Strategic interventions in HRD, HRD functions, role and competencies of HRD professionals, emerging trends and challenges in HRD.	Oral Test	
2	September	Unit- 2 HRD activities: Employee development activities, leadership development, action learning, assessment and development canterers; HRD culture and climate, elements of HRD climate; Determinant needs and role of trade unions; Employee socialization and orientation: Concept, categories and content of learning in socialization, realistic job review, career management and development; HRD audit.	Group Discussions	Assignment given to the students on different topics : Knowledge management, HRD culture and climate, Evolution and relationships between HRD & HRM
3	October	Unit -3 Knowledge management: Concept, process, tools and barriers to knowledge management; Learning and HRD: Concept, principles, process and theories of learning, learning styles and strategies; Role analysis, simulations, T-Groups and transactional analysis.	PowerPoint presentation activity on different topic	<u>For Test :</u> Test on the topic of Emerging trend and challenges in HRD & HRD Activities
4	November	Unit 4 HRD in organizations: Organizational health and organizational	Oral Test	Test on the topic of HRD : Nature , scopes , process and framework

		climate; Management development; Employee counselling and wellness services, assessing the impact of HRD programs and applications, organizational strategies based on human resources.		
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SUMMARY OF LESSON PLAN OF COLLEGE FACULTY

Semester: Odd/Even

Subject : Investment Management

For the month of August to November
of Assistant Professor: Poonam Bhardwaj

Class: M.com final year (3rd sem.) Name

S.No.	Month	Topic /Chapter to be covered	Academic activity to be organized	Topic of Assignment / Test to be given to students
1	August	Unit -I Investment analysis: Concept, nature & scope; Approaches to investment analysis; Investment process; Security return and risk analysis: Systematic & non-systematic risk, default risk, foreign exchange risk, interest rate risk, purchasing power risk; Diversification and hedging; Socially responsible investing; Ethical investing and other contemporary issues in investment management.	Oral Test	
2	September	Unit- 2 Securities market: Organization and functioning of securities market in India, regulation of securities market in India, role of SEBI; Depository: Role & functions, depositories Act, 1996; Valuation of securities, bonds, debentures, preference shares & equity	Group Discussions	Assignment given to the student on different topics: Security Market , Capital market theory , Binomial option pricing model

		shares; Fundamental & technical analysis, EMH; Behavioural finance: Prospect theory and behavioural biases; Stock market anomalies.		
3	October	Unit -3 Capital market theory: CAPM, CAPM for ascertaining overpriced/ under-priced securities; Arbitrage pricing theory; Markowitz theory, optimum portfolio construction; Investment strategies- Value investing, momentum and contrarian strategies.	PowerPoint presentation activity on different topic	<u>For Test :</u> Test on the topic of Fundamental Analysis & Technical Analysis
4	November	Unit 4 Portfolio revision, Portfolio performance evaluation: Sharpe's Treynor & Jensen Models, FAMA decomposition of portfolio performance; Financial derivatives: Stock options & futures- features, types and payoffs, trading strategies for options, exotic options and other innovations in derivatives market; Binomial Option Pricing Model & Black Scholes Option Pricing Model.	Oral Test	Test on the topic of Risk and Return And Security Analysis