**lesson Plan**

**Name :** Mrs. Seema Devi

**Subject**: Commerce

**Lesson Plan**: January 2018 – April 2018

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| Week | Date | B.Com 4th Sem. (Business Law) | B.Com 6th Sem. (International Marketing) | B.Com 6th Sem. (Retail Management) | M.Com 4th Sem. (Strategic Management) |  |  |
| 1 | 1-Jan-18 | Introduction | Introduction | Concept of Retailing | Concept of Strategy |
| 2-Jan-18 | Partnership act | International marketing | Characteristics | Strategic Management |  |  |
| 3-Jan-18 | Definitions | Nature & Evaluations | Nature & Scope | Fundamentals |  |  |
| 4-Jan-18 | Characteristics | International marketing mix | Growth in India | Approaches |  |  |
| 5-Jan-18 | Touchstone | Difference | Oral Test | Evaluation |  |  |
| 6-Jan-18 | Differences Kinds | Scopes & Approaches | Group Discussion | Oral Test |  |  |
| 7-Jan-18 |  **Sunday** |
| 2 | 8-Jan-18 | Rights, Duties, Liabilities | Oral Test | Presentation | Strategic Management Process |  |  |
| 9-Jan-18 | Implied Authority | International Marketing Environment | Retailer & Classification | Strategists |  |  |
| 10-Jan-18 | Incoming Partner | Components | Function | Presentations |  |  |
| 11-Jan-18 | Outgoing Partner | Importance | Services | Process Implications |  |  |
| 12-Jan-18 | Dissolution | Group Discussion | Importance | Limitations |  |  |
| 13-Jan-18 | Methods of Dissolution | Presentation | Oral Test | Group Discussion |  |  |
| 14-Jan-18 | **Sunday** |
| 3 | 15-Jan-18 | Settlements of Affairs | Assignment-1st | Presentations | Assignment-1st |  |  |
| 16-Jan-18 | Liabilities of Partners | Foreign Market Strategies | Organized & Unorganized Retailing | Concept of Mission & Goals |  |  |
| 17-Jan-18 | Settlements of Accounts | Foreign Market Strategies Continued | Theories | Objectives & its Features |  |  |
| 18-Jan-18 | Registration | Oral Test | Oral Test | Significance & Factors |  |  |
| 19-Jan-18 | Advantages | Main Factors | Development of Retailing | Presentations |  |  |
| 20-Jan-18 | Partnership Deed | Evaluation Matrix | Assignment-1st | Areas |  |  |
| 21-Jan-18 |  **Sunday** |
| 4 | 22-Jan-18 | [**Vasant Panchami**](http://www.officeholidays.com/countries/india/vasant_panchami.php) |
| 23-Jan-18 | Class Test | Written Test | Strategy- Introduction | Written Test |  |  |
| 24-Jan-18 | [**Sir Chhotu Ram Jayanti**](http://www.officeholidays.com/countries/india/haryana/2016.php) |
| 25-Jan-18 | FENA-2002 | Product & Its Classification | Strategy Planning | Environment |  |  |
| 26-Jan-18 | [**Republic Day**](http://www.officeholidays.com/countries/india/india_republic_day.php) |
| 27-Jan-18 | Objects Definition | Process of Product Development | Retail Mark. Strategy | Components |  |  |
| 28-Jan-18 |  **Sunday** |
| 5 | 29-Jan-18 | Regulation And Manage | Oral Test | Group Discussion | Industry Environment |  |  |
| 30-Jan-18 | Regulation And Manage Continued | Factors & Strategies | Written Test | Environmental Scanning |  |  |
| 31-Jan-18 | Regulation And Manage Continued | Test Marketing | Presentations | Significance & Factors |  |  |

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|  | 1-Feb-18 | Regulation And Manage Continued | Assignment-2nd | Retail Store Location | Techniques |  |  |
| 2-Feb-18 | Authorised Person | Group Discussion | Process & Methods | Internal Analysis |  |  |
| 3-Feb-18 | Oral Test | Presentation | Assignment-2nd | Steps |  |  |
| 4-Feb-18 |  **Sunday** |
| 6 | 5-Feb-18 | RBI Powers And Penalties | Concept of Branding | Presentations | Written Test |  |  |
| 6-Feb-18 | Contravention | Strategies | Factors | Group Discussion |  |  |
| 7-Feb-18 | Adjudicating Authority | Evaluation | Types | Synergy |  |  |
| 8-Feb-18 | Spetial director-appeals | Concept of Packaging | Requirements | Strategy- Classification |  |  |
| 9-Feb-18 | Presentations | Functions & Types | Oral Test | Direction & Mechanism |  |  |
| 10-Feb-18 | [**Maharshi Dayanand Saraswati Jayanti**](http://www.officeholidays.com/countries/india/haryana/2016.php) |
| 11-Feb-18 |  **Sunday** |
| 7 | 12-Feb-18 | Appellate Tribunal | Labelling, Marketing & Trademark | Presentations | Mergers & Acquisitions |  |  |
| 13-Feb-18 | [**Maha Shivratri**](http://www.officeholidays.com/countries/india/maha_shivarati.php) |
| 14-Feb-18 | Composition | Written Test | Store Layout | Modes |  |  |
| 15-Feb-18 | Directrate of Enforcement | International Pricing | Types | Assignment-2nd |  |  |
| 16-Feb-18 | Assignment-1st | Objectives & Factors | Factors | Strategic Choice |  |  |
| 17-Feb-18 | Miscellaneous Provisions | Process & Strategies | Process | Factors & Approaches |  |  |
| 18-Feb-18 |  **Sunday** |
| 8 | 19-Feb-18 | Problem Solution | Oral Test | Written Test | Oral Test |  |  |
| 20-Feb-18 | Assignment Test | Dumping & Transfer Pricing | Material Handling | Consideration |  |  |
| 21-Feb-18 | Presentations | Group Discussion | Types & Principles | Strategy Implementation |  |  |
| 22-Feb-18 | IT Act-2000 | Int. Price Quotations | Formula | Approaches |  |  |
| 23-Feb-18 | Definitions | Payment Terms & Factors | Material Handling Equipment | 7-S Model |  |  |
| 24-Feb-18 | Electronic Signature | Methods | Oral Test | Resource Allocation |  |  |
| 25-Feb-18 |  **Sunday** |
| 9 | 26-Feb-18 | Electronic Governance | Oral Test | Retail Organization & Process | Corporate Structure |  |  |
| 27-Feb-18 | Electronic Governance Continued | Mechanism of Payment | Classification | Importance |  |  |
| 28-Feb-18 |  **Holiday** |
|  | 1-Mar-18 | [**Guru Ravidas Birthday**](http://www.officeholidays.com/countries/india/guru_ravidas.php) |
| 2-Mar-18 | [**Holi**](http://www.officeholidays.com/countries/india/holi.php) |
| 3-Mar-18 |  **Holiday** |
| 4-Mar-18 |  **Sunday** |
| 10 | 5-Mar-18 | Certifying Authority | Written Test | Written Test | Written Test |  |  |
| 6-Mar-18 | Appointment & Fuction | Promotion of Product | Non-Store Retailing | Integration Mechanism |  |  |
| 7-Mar-18 | Application for license | Components | Types | Organizational Systems |  |  |
| 8-Mar-18 | Rejection of license | Trade Fairs & Exhibitions | Evaluation | Oral Test |  |  |
| 9-Mar-18 | Duties of Subscriber | Nail & Sales Literature | Difference | Corporate Culture |  |  |
| 10-Mar-18 | Penalties, Compensation | Group Discussion | Oral Test | Organizational Change |  |  |
| 11-Mar-18 |  **Sunday** |
| 11 | 12-Mar-18 | Assignment-2nd | Oral Test | Service Retailing | Group Discussion |  |  |
| 13-Mar-18 | Cybre Appelate Tribunal | International Advertising | Types & Importance | Management Conflict |  |  |
| 14-Mar-18 | Composition | Factors & Process | Presentations | Difference |  |  |
| 15-Mar-18 | Procedure & Powers | Types of Adv. Media | Foreign Direct Investment | Marketing Policies |  |  |
| 16-Mar-18 | Offences | Importance | Policy & Routes | Marketing Mix |  |  |
| 17-Mar-18 | Punishment | Difficulties & Guidelines | Importance | Positioning Strategies |  |  |
| 18-Mar-18 |  **Sunday** |
| 12 | 19-Mar-18 | Power of Controller | Presentation | Written Test | Written Test |  |  |
| 20-Mar-18 | Cyber Security | Personal Selling | Group Discussion | Production Policies |  |  |
| 21-Mar-18 | National Nodal Agency | Importance & Methods | Retail Store Management | Factors |  |  |
| 22-Mar-18 | Other Provisions & Penalties | Selling Process | Process Of Blue-Printing | Quality Management |  |  |
| 23-Mar-18 | [**Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev**](http://www.officeholidays.com/countries/india/haryana/2016.php) |
| 24-Mar-18 | Group Discussion | Written Test | Oral Test | Sirc Sigma Strategy |  |  |
| 25-Mar-18 |  **Sunday/** [**Ram Navami**](http://www.officeholidays.com/countries/india/ram_navami.php) |
| 13 | 26-Mar-18 | Class Test | Physical Distribution | Store Layout Method | Presentations |  |  |
| 27-Mar-18 | Competition Act 2001 | Components & Importance | Energy Management | Human Resource Policies |  |  |
| 28-Mar-18 | Objectives | Distribution Channels | Inventory Management | Financial Plans |  |  |
| 29-Mar-18 | [**Mahavir Jayanti**](http://www.officeholidays.com/countries/india/mahavir_jayanti.php) |
| 30-Mar-18 | Sailent Features | Oral Test | Oral Test | Presentations |  |  |
| 31-Mar-18 | Definitions | Importance & Distribution Network | Security Issues | Integration Mechanism |  |  |
| 14 | 1-Apr-18 |  **Sunday** |
| 2-Apr-18 | Provisions | Presentation | Presentations | Written Test |  |  |
| 3-Apr-18 | Anti-Competitive Agreement | Agency | Information Technology | Strategy Education |  |  |
| 4-Apr-18 | Abuse of dominant Position | Factors | Factors | Barriers & Suggestions |  |  |
| 5-Apr-18 | Combination | Evaluation | Importance | Strategic Control |  |  |
| 6-Apr-18 | Competition Commission | Sources | Types | Process |  |  |
| 7-Apr-18 | Composition | Contract | Group Discussion | Techniques |  |  |
| 8-Apr-18 |  **Sunday** |
| 15 | 9-Apr-18 | Duties, Powers, Functions | Written Test | Oral Test | Oral Test |  |  |
| 10-Apr-18 | Directorate General | Group Discussion | Merits | Evaluation Techniques |  |  |
| 11-Apr-18 | Inquiry: Dominant Position | Motivating Agents | Demerits | Importance |  |  |
| 12-Apr-18 | Inquiry: Combination | Oral Test | India Retail Study | Group Discussion |  |  |
| 13-Apr-18 | Inquiry on Complaints | Presentation | Group Discussion | Presentations |  |  |
| 14-Apr-18 | [**Dr Ambedkar Jayanti**](http://www.officeholidays.com/countries/india/ambedkar_jayanti.php) **/** [**Vaisakhi**](http://www.officeholidays.com/countries/india/haryana/2016.php) |
| 15-Apr-18 |  **Sunday** |
| 16 | 16-Apr-18 | Procedure for Investigation | Revision | Written Test | Written Test |  |  |
| 17-Apr-18 | orders of Commission | Presentations | Group Discussion | Revision |  |  |
| 18-Apr-18 | [**Parashurama Jayanti**](http://www.officeholidays.com/countries/india/2016.php) |
| 19-Apr-18 | Panalties | Revision | Revision | Revision |  |  |
| 20-Apr-18 | Duties of Director General | Revision | Revision | Revision |  |  |
| 21-Apr-18 | Competition Appelate Tribunal | Revision | Oral Test | Revision |  |  |
| 22-Apr-18 |  **Sunday** |
| 17 | 23-Apr-18 | Miscellaneous Provisions | Oral Test | Revision | Group Discussion |  |  |
| 24-Apr-18 | Problem Solution | Presentations | Presentations | Presentations |  |  |
| 25-Apr-18 | Oral Test | Revision | Presentations Continued | Revision |  |  |
| 26-Apr-18 | Revision | Oral Test | Group Discussion | Revision Continued |  |  |
| 27-Apr-18 | Revision | Revision | Revision | Revision Continued |  |  |
| 28-Apr-18 | Revision | Revision | Revision | Revision Continued |  |  |