

Lesson Plan (Session: 2024-25)

Name of Assistant Professor- Dr. Suman

Class- B.com 1st, 1st Semester

Subject- Business Management

WEEK	Name of Topic
22/07/2024-27/07/2024	Business Management Introduction
29/08/2024-03/08/2024	Scope Of Business Activities
05/08/2024-10/08/2024	Development Of Management Thoughts
12/08/2024-17/08/2024	Planning and Types Of Plans, Organising Concept
19/08/2024-24/09/2024	Forms Of Organisation Structure
26/08/2024-31/08/2024	Staffing: Concept and Scope
02/09/2024-07/09/2024	Recruitment
09/09/2024-14/09/2024	Selection
16/09/2024-21/09/2024	Motivation
23/09/2024-28/09/2024	Theories Of Motivation
30/09/2024-05/10/2024	Leadership
07/10/2024-12/10/2024	Theories Of Leadership
14/10/2024-19/10/2024	Controlling, Controlling Techniques
21/10/2024-26/10/2024	Management By Objectives
04/11/2024-09/11/2024	Management Of Change
11/11/2024-16/11/2024	Revision & Test
18/11/2024-23/11/2024	Revision & Test

Suman

Lesson Plan (Session: 2024-25)

Name of Assistant Professor- Dr. Suman
Class- B.com 3rd, 5th Semester
Subject- Advertising and Sales Management

WEEK	Name of Topic
15/07/2024-20/07/2024	Introduction of Advertising, Meaning, Importance, Nature, Feature
22/07/2024-27/07/2024	Integrated Marketing Communication and Marketing planning
29/08/2024-03/08/2024	Role of Advertising and Promotion, Advertising Agency-Role and Types
05/08/2024-10/08/2024	Sales Management, Sales Planning
12/08/2024-17/08/2024	Salesmanship and Theory of Selling
19/08/2024-24/09/2024	Sales Planning, Sales Quotas and sales Territories
26/08/2024-31/08/2024	Sales Force Management, Recruitment, Selection and sales Personal
02/09/2024-07/09/2024	Training of Sales Personal
09/09/2024-14/09/2024	Control Process and Distribution Channel
16/09/2024-21/09/2024	Sales Force Management: evaluating Sales Personal
23/09/2024-28/09/2024	Ethical Issues in Sales Management
30/09/2024-05/10/2024	Web Marketing
07/10/2024-12/10/2024	Emerging Issues in Advertising and Sales Management
14/10/2024-19/10/2024	Revision & Test
21/10/2024-26/10/2024	Revision & Test
04/11/2024-09/11/2024	Revision & Test
11/11/2024-16/11/2024	Revision & Test
18/11/2024-23/11/2024	Revision & Test

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Lesson Plan (Session: 2024-25)

Name of Assistant Professor- Dr. Suman
Class- B.com 3rd, 5th Semester
Subject- Cost Accounting - I

WEEK	Name of Topic
15/07/2024-20/07/2024	Cost Accounting Introduction, Meaning, Nature, Features, Charactersticks
22/07/2024-27/07/2024	Cost Element, Concept and Classification
29/08/2024-03/08/2024	Material Costing
05/08/2024-10/08/2024	Material Costing
12/08/2024-17/08/2024	Material Costing
19/08/2024-24/09/2024	Labour Costing
26/08/2024-31/08/2024	Labour Costing
02/09/2024-07/09/2024	Labour Costing
09/09/2024-14/09/2024	Overheads
16/09/2024-21/09/2024	Overheads
23/09/2024-28/09/2024	Unit Or Output Costing
30/09/2024-05/10/2024	Unit Or Output Costing
07/10/2024-12/10/2024	Revision & Test
14/10/2024-19/10/2024	Revision & Test
21/10/2024-26/10/2024	Revision & Test
04/11/2024-09/11/2024	Revision & Test
11/11/2024-16/11/2024	Revision & Test
18/11/2024-23/11/2024	Revision & Test

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Lesson Plan (Session: 2023-24)

Name of Assistant Professor- Dr. Suman

Class- B.com 3rd, 5th Semester

Subject- Yoga Health And Nutritions *[Open Elective]*

WEEK	Name of Topic
15/07/2024-20/07/2024	Meaning, dimensions & Determinants of Health
22/07/2024-27/07/2024	Role of Physical Activities in maintaing Health
29/08/2024-03/08/2024	Health Problems in india
05/08/2024-10/08/2024	Preventive Strategies for Various Health Problems
12/08/2024-17/08/2024	Meaning And Role of Food & Nutrition& Balanced Diet in daily Life
19/08/2024-24/09/2024	Basis Guidelines for Nutrition ,Diet And Weight Management
26/08/2024-31/08/2024	Yoga: Mening , Types & Yogic Practice
02/09/2024-07/09/2024	Asana: Meaning, Types & Principles
09/09/2024-14/09/2024	Pranayam: Meaning, Types & Principles
16/09/2024-21/09/2024	Kriyas: Meaning, Types & Principles
23/09/2024-28/09/2024	Bandhas: Meaning, Types & Principles
30/09/2024-05/10/2024	Surya Namaskar: Methods & Benefits
07/10/2024-12/10/2024	Revision &Test
14/10/2024-19/10/2024	Revision &Test
21/10/2024-26/10/2024	Revision &Test
04/11/2024-09/11/2024	Revision &Test
11/11/2024-16/11/2024	Revision &Test
18/11/2024-23/11/2024	Revision &Test

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