LESSON PLAN

MANAGEMENT PRINCIPLES AND APPLICATIONS (BCOM-BCH-101/COG-101-V)

UNIT	TOPIC	NO. OF LECTURES
I	Meaning and importance of management	1
	Coordination mechanisms in organisations	2
	Management theories- classical, neo-classical and modern	3
	Managerial functions	1
	Managerial roles (Mintzberg)	2
	Managerial competencies	1
II	Organisational objective setting	1
	Decision making environment (certainty, risk, uncertainty)	1
	Techniques for individual and group decision-making	2
	Strategy- meaning and elements of business	1
	Firm environment- micro, and macro;	2
	Industry structure	1
	Business-level strategic planning	2
III	Decentralization and Delegation	1
	Factors affecting organisational design	1
	Departmentalization	1
	Organisational structures	2
	formal- informal organisations'	1
	Motivation- meaning, importance, theories and factors affecting	2
	Leadership- meaning, importance and factors affecting leadership	1
	leadership styles, and theories;	2
	Controlling.- Principles of controlling; Measures of controlling and	2
IV	Management challenges of the 21st Century	1
	knowledge management	1
	Digitalisation	1
	Entrepreneurship & innovation	1
	Values & ethics	1
	Workplace diversity	1
	Corporate governance	1
Total		40

Leeson Plan		
Course	**B.com**	**Credit: 4**
Subject	**Microeconomics** (BCOM-BCH-102/COG-103-V)	
Unit	**Topic**	**Duration (in hours)**
I	Definition & Scope of Economics,	1
	Nature and scope of micro economics	1
	Determinants of demand and law of demand	1
	Price elasticity of demand	2
	Income elasticity of demand	1
	Cross elasticity of demand	1
	Law of supply, elasticity of supply	1
	Consumer equilibrium	1
	Consumer's equilibrium-utility approach	1
	Consumer's equilibrium: indifference curve approach	2
II	Short run production functions	2
	Long-run production functions	1
	Laws of returns, optimal input combination	1
	Classification of costs	1
	Short run cost curves	2
	Long run cost curvesand their inter relationship	1
	Internal and external economies of scale	1
	Revenue curves	1
	Optimum size of the firm; factors affecting the optimum size, location of firms	2
III	Equilibrium of the firm	1
	Equilibrium of the industry	1
	Perfect competition	1
	Monopoly	1
	Monopolistic competition	1
	Discriminating monopoly, aspects of non-price competition	1
	Oligopolistic behaviour.	2
IV	Characteristics of various factors of production	2
	Marginal productivity theory	1
	Modern theory of distribution	1
	Determination of rent,quasi rent	2
	Alternative theories of interest	1
	Alternative theories of wages.	1
	Total	40

Lecture Plan
Financial Accounting (COG-105-V)

Unit	Topic	Hours
Unit I	Introduction to Accounting Information System	1
	Overview of Artificial Intelligence and Data Analytics in Accounting	1
	Fundamentals of Accounting: Functions	1
	Fundamentals of Accounting: Advantages and Limitations	1
	Branches of Accounting	1
	Basis of Accounting: Cash Basis vs Accrual Basis	1
	Financial Accounting Principles and GAAP	2
	Fundamental Accounting Assumptions (AS 1)	1
	Overview of Accounting Standards: Ind AS and IFRS	1
	Accounting Process: Steps from Recording to Financial Statements	1
	Application of GAAP in Financial Transactions	1
	Accounting Treatment of GST	1
	Revision & Practice: Theoretical Framework & Process	1
Unit II	Concept of Revenue and Business Income	1
	Measurement and Objectives of Business Income	1
	Accounting Period, Continuity Doctrine, Matching Concept	1
	Revenue Recognition with reference to AS 9	1
	Accounting for Property, Plant, and Equipment (AS 10)	2
	Depreciation and its Impact on Business Income	1
	Accounting for Intangible Assets (AS 26)	1
	Valuation of Inventory (AS 2)	1
	Inventory Valuation Methods	2
	Inventory Valuation Methods: Weighted Average & Impact on Business Income	1
Unit III	Preparation of Financial Statements of Sole Proprietorship – Trading & P/L A/c	1
	Preparation of Balance Sheet for Sole Proprietorship	1
	Introduction to Not-for-Profit Organisations	1
	Preparation of Income & Expenditure Account (NPO)	1
	Preparation of Balance Sheet for NPO	1
Unit IV	Concept and Accounting for Inland Branches	1
	Dependent Branches – Debtors System	1
	Stock and Debtors System	2
	Accounting for Departments (Excluding Mark-up A/c)	1
	Introduction to Lease Accounting – AS 19	1
	Accounting for Leases – AS 19 (Continued)	1
	Revision – All Units Overview and Integration	2
	Total	40

LESSON PLAN

FINANCE FOR EVERYONE (BCOM-BCH-104A/COG-121-V)

UNIT	TOPIC	NO. OF LECTURES
I	Meaning, importance, prerequisites scope of financial literacy	1
	Financial institutions: banks, insurance, post office, mobile app services	1
	Need of availing financial services	1
	Meaning/need of financial planning	1
	Personal, family, business, national budget	1
	Procedure for Financial planning & budget	1
	Budget surplus/deficit, sources for deficit	1
II	Types of banks, banking products & services	1
	Deposit accounts: savings, term, current, recurring	1
	PAN card, address proof, KYC norm	1
	Types of loans & interest rates	1
	Cashless banking, e-banking, IMPS, ECS, debit/credit card, app payments	1
	CIBIL, ATM, RTGS, NEFT	1
	Bank complaints, ombudsman	1
III	Post office savings schemes	1
	Recurring, term deposit, monthly income scheme	1
	Senior citizen savings & Sukanya Samriddhi Yojana	1
IV	1. Stock market terms, SENSEX, NIFTY, primary/secondary markets, IPO, DEMAT, market value, SEBI	1
	2. Trading session, opening/closing, stock split, dividend, bull, bear, risk, stop loss, derivatives	1
	3. Equity/preference shares, face value, bonus shares, buybacks, recap/case studies	1
Total		20

Lesson Plan		
Course	B.Com	
Subject	Business Communication (BCOM-BCH-105A / COG-131-V)	Credit : 3
Unit	Topic	Duration (in hours)
I	Meaning, nature and importance	1
	Communication process	1
	Models of communication: linear communication model; Berlo's SMCR model, Shannon and Weaver communication model, interactive communication model	2
	Seven C's of effective communication	1
	Barriers of communication and gateways to communication; Grapevine communication	1
II	Verbal communication: Oral communication and Written Communication: difference between oral and written communication	2
	Non-Verbal Communication: meaning and types; difference between verbal and non verbal communication; formal and informal communication	2
	Meaning and types; difference between formal and informal communication. Interpersonal and Intrapersonal communication	2
	Effective Listening: meaning and types	1
III	Effective negotiation: elements, process and general guidelines; Cross-Cultural Dimensions of Business Communication	2
	Role of technology in communication, video conferencing, Net etiquettes	2
	Ethical & Legal Issues in Business Communication	1
	Mass Communication: Promotion Strategies, Advertisements, Publicity, and Press Releases. Media Mix, Public Relations, Newsletters	2
IV	Telephonic conversation	1
	Conducting & facing interviews. Conducting & participating in group decisions	2
	Creating and Delivering Online Presentations; Features of a good presentation	3
	Group Discussions & Interviews	4
	Total	30

Lesson Plan		
Course	B.Com	Credit : 3 (2L + 2P)
Subject	Computer Applications in Business (BCOM-BCH-106B / COG-143-V)	
Unit	Topic	Duration (in hours)
I	Computing: Concept of computing, Data and information; Computing Interfaces: Graphical User Interface (GUI), Command Line Interface(CLI), Touch Interface, Natural Language Interface(NLI)	2
	Data processing; applications of computers in business. Computer Networks: Meaning of computer network; objectives/needs for networking; Applications of networking	2
	Basic Network Terminology; Types of Networks; Network Topologies; Distributed Computing: Client Server Computing, Peer- to- peer Computing; Wireless Networking; Securing Networks: firewall	3
	Basic Internet Terminology: I.P.Address, Modem, Bandwidth, Routers, Gateways, Internet Service Provider (ISP),World Wide Web(www),Browsers, Search Engines, Proxy Server	2
	Intranet and Extranet; Basic Internet Services; Internet Protocols: TCP/IP, FTP, HTTP(s), Uses of Internet to Society; Cyber Security: Cryptography, digital signature	3
II	Introduction to word Processing, Word processing concepts, Use of Templates and styles	2
	Working with word document: Editing text, Find and replace text, Formatting, spell check, Autocorrect, Auto-text; Bullets and numbering, Tabs, Paragraph Formatting, Indent, Page Formatting, Header and footer, page break	2
	Table of contents, Tables: Inserting, filling and formatting a table; Inserting Pictures and Video; Mail Merge (including linking with spreadsheet files as data source)	2
	Printing documents; Citations, references and Footnotes	1
III	Basics of presentations: Slides, Fonts, Drawing, Editing; Inserting	3
	Tables, Images, texts, Symbols, hyperlinking	2
	Media; Design; Transition; Animation; and Slideshow	2
	Exporting presentations as PDF handouts and videos	1
IV	Spreadsheet concepts, Managing worksheets; Formatting, conditional formatting, Entering data, Editing, and Printing and Protecting worksheets	3
	Organizing Charts and graphs; Flash-fill; Working with Multiple worksheets; controlling worksheet views, naming cells and cell ranges	3
	Spreadsheet functions: Mathematical, Statistical, Financial, Logical, Date and Time, Lookup and reference,Text functions and Error functions	3
	Working with Data: Sort and filter; Consolidate; Tables; Pivot tables; What–if-analysis: Goal seek, Data tables and Scenario manager	3
	Total	40

LESSON PLAN

INTERACTIVE ENGLISH – I (BCOM-BCH-107 A/ AEC-110-V)

UNIT	TOPIC	NO OF LECTURES
I	Detailed study of nouns and Pronouns	1
	Adjectives	1
	Articles	1
	Verbs and Adverbs	1
	Prepositions	1
	Conjunctions and their correct usage	1
	Tenses	1
	Active and Passive voice	1
	Transformation of sentences from simple to compound/Complex Sentences	1
	Narration and Reported speech	1
II	Antonyms and Synonyms	1
	Words often Confused	1
	Important Latin and English Prefixes and Affixes	1
	Common Legal terms (Their Meaning and Usage	1
	Punctuation	1
	Writing Short Narratives/Essay(100 words);;;	1
	Notice Writing	1
	Poster Making;	1
	Paragraph Writing	1
	Preparing advertisement for sale and purchase	1
Total		20

Lesson Plan		
Course	**B.com**	**Credit: 2**
Subject	**Environment and Ecology(Code: MCEVS-01)**	
Unit	**Topic**	**Duration (in Hours)**
I	Definition and Components of Environment, Relationship between Components of Environment	2
	Concept of Biosphere, Atmosphere, Lithosphere, Hydrosphere and Components of Atmosphere	1
	Man and Environment Relationship and Impact of technology on environment	1
	Multidisciplinary Nature of Environmental Studies	1
	Definition, Scope, and Importance and Need for Public Awareness	1
II	Population Growth and Variation Among Nations	1
	Population Explosion: Causes, Effects, and Control	1
	Family Welfare Programme	1
	Human Rights, Value Education, Women and Child Welfare	1
	Population Interactions: Neutralism, Positive & Negative Interactions, Invasive Species and Pest Control	2
III	Concept and Definition of Ecosystem, Scope and Significance of Ecology	2
	Concept of Habitat and Ecological Niche	1
	Structure and Function of Ecosystem: Producers, Consumers, Decomposers	1
	Energy Flow, Ecological Succession, Food Chains, Food Web, Pyramids	1
IV	Concept and Types of Biomes	1
	Forest, Grassland, Desert, Aquatic Ecosystems (Pond, Lake, River, Ocean, Estuary): Features, Structure, Function	2

LESSON PLAN

BRAND MANAGEMENT (COG-213-V)

UNIT	TOPIC	NO. OF LECTURES
I	Introduction to Brands and Brand Management	1
	Concept of a Brand	1
	Evolution of a Brand	1
	Challenges and Opportunities	2
	Brand Identity	1
	Brands and Consumers	2
	IMC: Evolution and Growth	2
II	Brand Building,	1
	Identifying and Establishing Brand Positioning and Values	1
	Brand Repositioning	1
	Life Stages of a Brand	1
	Brand Personality	1
	Brand Image	1
	Brand Management Process	1
	Designing And Implementing Brand Actions	1
	Brand Extensions,	1
	Brand Reinforcement Strategies	1
III	Customer-based Brand Equity	2
	Understanding Brand Performance	2
	Brand Equity Management System	2
	New Media Environment	2
	Growing and Sustaining Brand Equity	2
IV	Managing Strong Brands	2
	Managing Brands in the Digital Era	2
	Contemporary Scene: storytelling, Internet and Social Media	2
	Brands amplifiers	2
	Legal and Ethical aspects in Brand Management	2
Total		40

LESSON PLAN

INCOME TAX LAW AND PRACTICE (COG-203-V)

UNIT	TOPIC	NO. OF LECTURES
I	Income	1
	Agricultural income	1
	Person, Assessee	1
	Assessment year, Previous year	1
	Gross Total Income, Total income	2
	Maximum marginal rate of tax	1
	PAN, Residential status (scope, basis)	1
	Exempted incomes section 10	1
II	Salary income concepts, exemptions	1
	Computation of income from salaries	3
	HRA, Perquisites (detail + practice)	1
	Computation of income from house property	2
III	Business/profession concepts & basics	1
	Computation from business	3
	Capital gains	4
	Income from other sources	3
IV	Clubbing of income	2
	Set-off (losses, aggregation)	1
	Deductions from gross total income	2
	Rebates, Reliefs	1
	Computation of total income	2
	Tax liability computation: individuals	2
	Online filing of returns & eTDS basics	1
	eTDS, Online return practical/faq	1
	Full revision, doubts & sample papers	1
Total		40

LESSON PLAN

FINANCIAL MANAGEMENT (COG-201-V)

UNIT	TOPIC	NO. OF LECTURES
I	Nature, scope and objectives of financial management	1
	Overview of time value of money	1
	Overview of risk and return	1
II	Capital Budgeting Process	1
	Cash Flow Estimation	1
	Payback Period Method	1
	Discounted Payback Period Method	1
	Accounting Rate of Return	1
	Net Present Value (NPV)	2
	Internal Rate of Return (IRR)	2
	Profitability Index	1
III	Estimation of cost of equity	1
	Estimation of retained earnings	1
	Cost of debt	1
	Cost of preference capital	1
	Weighted Average Cost of Capital (WACC)	2
	Incremental (Marginal) Cost of Capital	2
	Capital Structure Theories (Net Income)	2
	Capital Structure Theories (Net Operating Income)	2
	Capital Structure Theories (MM Hypothesis)	2
	Capital Structure Theories (Traditional Approach)	2
	Operating, Financial and Combined Leverage	2
	EBIT-EPS Analysis	2
	Determinants of Capital Structure	1
IV	Dividend relevance/irrelevance theories	4
	Determinants of Dividend Policy	2
Total		40

COG-247-V

Leeson Plan		
Course	**B.com**	**Credit: 3**
Subject	**Analysis of Financial Statements**	
Unit	**Topic**	**Duration (in hours)**
I	Introduction to Corporate Financial Statements,Financial/Accounting information contained in the Financial Statements	2
	Financial Statements: Meaning, objectives, and limitations of Financial Statement Analysis	2
	Considerations for the economic and financial analysis	2
II	Techniques of Financial Statement Analysis– Comparative Financial Statements	4
	Common-size Financial Statement	4
	Trend Analysis	2
III	Meaning, objectives, and classification of Accounting Ratios	2
	Ratio Analysis: Computation and application of accounting ratios for evaluation of performanceActivity analysis	3
	Profitability Analysis	3
	Evaluation of financial health-Liquidity andSolvencyanalysis	4
	Structural Analysis and market ratios	
	EVA analysis. Intra-firm and inter-firm comparison using ratio analysis. DuPont analysis.	4
	Revision	1
IV	Meaning of Cash Flow: Objectives and Importance of Statement of Cash Flows	2
	Preparation of Statement of Cash Flows as per AS3 and IndAS7.	4
	Revision	1
	Total	40

Lecture Plan
Indian Economy (COG-205-V)

Unit	Topic	Hours
Unit I	Features of the Indian Economy	1
	Size and Structure of the Indian Economy	1
	Natural Resources: Land and Water	1
	Natural Resources: Forest and Energy	1
	Infrastructure: Meaning, Importance and Types	1
	Infrastructure Development Programmes in India	1
	Issues in Infrastructure Development	1
Unit II	Features and Importance of Indian Agriculture	1
	Agricultural Production and Productivity	1
	Rural Indebtedness: Causes and Impact	1
	Agricultural Marketing: Problems and Reforms	1
	Agricultural Finance: Sources and Issues	1
	Agricultural Policy in India	1
	New Developments in Agriculture: Contract Farming	1
	Organic and Corporate Farming	1
Unit III	Overview of Industrial Development during the Planning Period	1
	Industrial Policy: Evolution and Major Features	1
	National Manufacturing Policy: Objectives and Challenges	1
	MSMEs: Role and Importance in Indian Economy	1
	Problems Faced by MSMEs	1
	Government Policy for MSMEs	1
	Large Scale Industries: Iron and Steel Industry	1
	Large Scale Industries: Cement Industry	1
	Large Scale Industries: Petrochemical Industry	1
	Growth of Service Sector in India	1
	Major Areas of Service Sector: IT, Banking, Tourism, etc.	1
Unit IV	Composition of India's Foreign Trade	1
	Direction of India's Foreign Trade	1
	Population: Trends and Challenges	1
	Poverty in India: Causes, Types, and Government Measures	1
	Unemployment: Types, Causes, and Employment Schemes	1
	Inflation: Causes and Control Measures	1
	Unequal Distribution of Income and Wealth	1
	Inter-State Disparities in Development	1
	Case Study: Agriculture or Industry Issues	1
	Case Study: Service Sector or Trade	1
	Practice Session: Indian Economy Indicators and Trends	1
	Practice Session: Government Schemes & Policy Interventions	1
	Recap of All Units: Integration of Key Concepts	2
	Total	40

Lecture Plan
Hindi Language-I (AEC-113-V)

व्याख्यान क्रमांक	विषय	इकाई	घंटे
1	वर्ण परिचय (स्वर, व्यंजन), तद्भव-तत्सम शब्द	इकाई क	1
2	संधि (स्वर, व्यंजन, विसर्ग)	इकाई क	1
3	उपसर्ग, प्रत्यय और समास (मुख्यतः द्वंद्व, तत्पुरुष, बहुव्रीहि)	इकाई क	1
4	संज्ञा, सर्वनाम, विशेषण	इकाई क	1
5	क्रिया, क्रिया विशेषण, कारक और काल	इकाई क	1
6	पर्यायवाची, विलोम, अनेक शब्दों के लिए एक शब्द	इकाई क	1
7	मुहावरे और लोकोक्तियाँ	इकाई क	1
8	अभ्यास - व्याकरण आधारित प्रश्न	इकाई क	1
9	पाठ: *नमक का दारोगा* – लेखक परिचय, कथावस्तु	इकाई ख	1
10	*नमक का दारोगा* – पात्र, भाषा शैली, नैतिक संदेश	इकाई ख	1
11	*धूप का एक टुकड़ा* – लेखक परिचय, भावार्थ	इकाई ख	1
12	*धूप का एक टुकड़ा* – शैली, विश्लेषण	इकाई ख	1
13	*लेन-देन* – लेखक शरतचन्द्र, कथावस्तु, पात्र	इकाई ख	1
14	*लेन-देन* – सामाजिक संदेश, भाषा, शैली	इकाई ख	1
15	तीनों पाठों का तुलनात्मक अध्ययन	इकाई ख	1
16	लेखन अभ्यास: अनुच्छेद, संवाद, पत्र लेखन	लेखन अभ्यास	1
17	भाषा संशोधन और व्याकरण त्रुटियाँ	लेखन अभ्यास	1
18	प्रश्नोत्तरी अभ्यास - पाठ्य आधारित और व्याकरण आधारित	पुनरावृत्ति	1
19	समग्र पाठ्यक्रम का पुनरावलोकन	पुनरावृत्ति	1
20	अंतिम टेस्ट / उत्तर लेखन का मूल्यांकन	पुनरावृत्ति	1

Lesson Plan		
Course	**B.Com**	**Credit: 3**
Subject:	**Human Resource Management** (BCOM - BCH - 305E / COG - 229 - V)	
Unit	**Topic**	**Duration (in hours)**
I	Concept and functions; Role, status and competencies of HR manager; HR policies; Evolution of HRM	2
	Emerging challenges of HRM-Work place diversity, empowerment, downsizing, VRS, work life balance.	2
	Human resource planning-Quantitative and qualitative dimensions; Job analysis–Job description and job specification	2
	Recruitment – concept and sources; Selection – concept and process; Test and interview	2
	Placement, induction and socialization; Retention of employees.	1
II	Concept and significance; Role specific and competency-based training	1
	Training and development methods–Apprenticeship, under study, job rotation, vestibule training	2
	Case study, role playing, hand son, shadowing, e-learning, sensitivity training, In-basket, management games, conferences and seminars, coaching and mentoring	2
	Management development programs; Training process outsourcing. Scope of training; on board, soft skills, technical skills, product & service, quality, anti-harassment, legal.	2
III	Performance appraisal- Nature, objectives and process; Performance management; Methods of performance appraisal; Potential appraisal; Job Transfer and promotion.	3
	Compensation-concept and policies, Base and supplementary compensation; Individual, group and organisation incentive plans;	2
	Fringe benefits; Performance linked compensation; Employee stock option; Payband compensation system; Job evaluation.	2
IV	Employee health and safety; Employee welfare; Social security(excluding legal provisions);Employer-employee relations; Grievance handling and redressal	2
	Industrial disputes: Causes and settlement machinery, Stress-free environment, Rejuvenation breaks and leisure activities.	2
	Emerging Horizons; Redundant manpower, e-HRM; Human Resource Information System (HRIS); HR Audit, Emerging job opportunities, Talent management, Employee burnout, Work life balance, Work from Home.	3
	Total	30

BCOM- BCH-501

Lesson Plan		
Course	**B.com**	**Credit: 4**
Subject	**Cost Accounting**	
Unit	**Topic**	**Duration (in hours)**
I	Meaning, scope, and objectives of cost accounting, Advantages of cost accounting, Difference between financial and cost accounting, Cost concepts and classifications	1
	Overview of elements of cost and preparation of Cost Sheet for manufacturing sector, Role of a cost accountant in an organisation.	1
	Cost Accounting Standards- CAS – 4on Cost of Production / Acquisition / Supply of Goods / Provision of Services, CAS – 22 on Manufacturing Cost	2
II (a)	Materials: Accounting and control of purchases, storage and issue of materials, Techniques of inventory control,Periodic and perpetual systems of maintaining inventory records	3
	An overview of methods of pricing of materials issues- FIFO, LIFO, Weighted Average price method	3
	Valuation of materials as per CAS – 6 on Material CosT	2
	Accounting treatment of losses— Wastage, scrap, spoilage and defectives	2
(b)	Employee (Labour) Cost: Accounting and Control of employee cost.	2
	Time-keeping and time-booking. Employee turnover: meaning, methods of measurement and accounting treatment	3
	Concept and treatment of idle time and overtime, Methods of wage payment and Incentive schemes- Halsey, Rowan, and Taylor's differential piece wage	3
III	Classification, allocation, apportionment and absorption of overheads, Under and over absorption of overheads; Capacity Levels and Costs	3
	Treatments of certain items in costing like interest and financing charges, packing expenses, bad debts, research and development costs.	3
IV	Job costing	2
	Contract costing	3
	Process costing	3
	Service costing	2
	An overview of integral and non-integral systems, Reconciliation of cost accounting profit with financial profits	2
	Total	40

Lecture Plan
International Business (BCOM-BCH-502)

Unit	Topic	Hours
Unit I	Concept of Globalization	1
	Significance and Impact of Globalization on International Business	1
	International vs Domestic Business	1
	Complexities of International Business	1
	Internationalization Stages and Orientations	1
	Modes of Entry into International Business – Part I	1
	Modes of Entry into International Business – Part II	1
Unit II	Role of Political Systems in International Business	1
	Role of Legal Systems in International Business	1
	Cultural Environment of International Business – Part I	1
	Cultural Environment – Hofstede's Dimensions of Culture	1
	Implications of Economic Environment for International Business	1
Unit III	Theory of Absolute Advantage and Comparative Advantage	1
	Factor Proportions Theory and Leontief Paradox	1
	Product Life Cycle Theory	1
	Theory of National Competitive Advantage	1
	Instruments of Trade Control – Tariffs, Quotas, Subsidies, etc. – Part I	1
	Instruments of Trade Control – Part II	1
	Balance of Payments (BOP): Structure and Current Account	1
	BOP: Capital Account and Errors & Omissions	1
Unit IV	Forms of Regional Economic Integration	1
	EU: Formation, Institutions and Impacts	1
	NAFTA/USMCA: Objectives and Benefits	1
	SAARC and ASEAN: Objectives and Limitations	1
	Costs and Benefits of Regional Economic Integration	1
	WTO: Structure, Functions and Principles	1
	World Bank: Objectives and Operations	1
	IMF: Objectives and Role in Global Economy	1
	Types of FDI: Greenfield Investment and Mergers & Acquisitions	1
	Strategic Alliances: Benefits and Drawbacks of FDI	1
	Overview of Exchange Rate Systems	1
	Contemporary Issues: Outsourcing and Its Potential for India	1
	International Business and Sustainable Development – Part I	1
	International Business and Sustainable Development – Part II	1
	Case Study: Global Company Expansion	1
	Case Study: Cultural Conflict in International Business	1
	Practice Questions and Problem Solving – Trade and BOP	1
	Practice Session: Regional Integration and Institutions	1
	Recap and Integration of All Units	2
	Total	40

LESSON PLAN

FOREIGN EXCHANGE MANAGEMENT (BCOM-BCH-503)

UNIT	TOPIC	NO. OF LECTURES
I	Nature, participants and structure	1
	Exchange rate: meaning, quotations	1
	Direct and indirect rates	1
	Cross currency rates	1
	Spot rate, forward rates	1
	Bid ask spread	1
	Official and free market rates	1
	Nominal, real and effective exchange rates	2
	Exchange rate regimes	2
II	Exchange rate determination theories	4
	Factors affecting exchange rate	2
	Four way equivalence model	2
	Sticky price theory of volatility	2
	Exchange rate overshooting	1
	J curve effect	1
III	Introduction, nature and magnitude	1
	Types of exposure: transaction, translation, economic	2
	Measurement of exposure	2
	Regulatory framework in India	2
IV	Internal and external hedging techniques	1
	Derivatives: Currency Forwards	2
	Currency Futures and Currency Options	2
	Currency Swaps	2
	Currency Forwards vs. Futures Contracts	2
	Final revision, recap and major doubts	1
Total		40

LESSON PLAN

HUMAN RESOURCE DEVELOPMENT (CBCOM-BCH-504E)

UNIT	TOPIC	NO. OF LECTURES
I	Human Resource Development (HRD)- concept	1
	Components, evolution, need and significance	2
	Difference between human resource management and human	1
	Role of HR manager	2
	HRD culture and climate	2
	Contemporary issues in HRD	2
II	Concept of Strategic HRD	1
	HRD Interventions-Performance Appraisal	1
	Potential Appraisal	1
	Performance Coaching and Feedback	1
	Career Planning	1
	Training, Systems Development	1
	Rewards	1
	Employee Welfare and Work Life balance	1
	Roles of HR Developer	1
	Physical and Financial Resources for HRD	1
	HR Accounting	1
	HRD Audit	1
III	Learning and HRD	1
	Models and Curriculum	1
	Principles of Learning	1
	Individual and Group Learning	1
	Assessment Centre	1
	Transactional Analysis	1
	Behaviour Modeling and Self Directed Learning	1
	Evaluating the HRD	1
IV	Concept and Importance	1
	Assessing Training Needs, Designing and Evaluating Training &	2
	Role, Responsibilities and challenges to Training Managers	1
	Training within Industry: On the Job & Off the Job Training	2
	Management Development: Lecture Method, Role Play, In-basket	2
	Strategies of Training Program	1
	Review on T&D Programmes in India	1
Total		40