

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 1st semester

Subject : MC 105 ACCOUNTING FOR MANAGERIAL DECISIONS

Sr. No	Period	Topics
01.	September 2022	Management Accounting: Meaning, objectives, nature, tools& techniques of management accounting; Installation of management accounting system; Role of management accountant. Management Information System and Reporting: Objectives, types and methods of reporting, reporting needs at different levels of management; Designing and installation of a reporting system. Class test
02.	October 2022	Responsibility Accounting and Divisional Performance Measurement: Meaning, significance and fundamental aspects of responsibility accounting; Responsibility centers; Divisional performance evaluation: Measures of performance - Return on Investment vs. residual Income; Methods and Problem of transfer pricing Assignment-1
03.	November 2022	Budgeting: Essentials of budgeting; Kinds of budgets; Budgetary control; Zero-base budgeting. Standard Costing and Variance Analysis: Types of standards, Setting of standards and their revision; Variance analysis – Material, labour and overheads, control of variances. Assignment-2
04.	December 2022	Marginal Costing and Break-even Analysis: Concept, Marginal costing versus absorption costing, Preparation of income statements, Break-even analysis & Cost-Profit- volume analysis; Composite break-even-point, managerial applications of marginal costing. Class test Revision

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Class : M.COM 1st semester

Subject : MC 106 MARKETING MANAGEMENT

Sr. No	Period	Topics
01.	September 2022	Marketing: meaning, scope and importance; Evolution of marketing; Understanding marketing in new perspective. Managing the marketing mix, Marketing environment. Class test
02.	October 2022	Information system and marketing research: importance, scope and steps of marketing research process. Understanding consumer behaviour, Analysing business markets; Customer relationship management. Assignment-1
03.	November 2022	Product: concept and classification; New product development; Product-mix and product line strategies; Product life cycle strategies; Branding, packaging, labeling and warranty. Price determination; Pricing policies and strategies. Promotion programme: advertising, sales promotion, public relations, publicity and personal selling. Assignment-2
04.	December 2022	Distribution logistics and supply chain management; Marketing channels, Retailing, Wholeselling and physical distribution. Social, ethical and legal aspects of marketing. Marketing and information economy; Direct and online marketing. Class test Revision

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 3rd semester

Subject : MC-304 FINANCIAL INSTITUTIONS AND MARKETS

Sr. No	Period	Topics
01.	September 2022	Introduction: Nature and role of financial system; Financial system and Financial markets; Financial system and economic development; Indian Financial System- an overview. Class test
02.	October 2022	Money Market; Capital Market: primary and secondary markets; Government securities market; Recent developments in Indian capital market; Role of SEBI- an overview. Assignment-1
03.	November 2022	Development Banks: Concept, objectives and functions of development banks; Operational and promotional activities of development banks; IFCI, ICICI, IDBI, IRBI, SIDBI, State development banks and state financial corporations. Assignment-2
04.	December 2022	Mutual Funds: Concept, performance appraisal and regulation of mutual funds; Designing and marketing of mutual funds schemes; Latest mutual fund schemes in India- an overview. Class test Revision

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 3rd semester

Subject : MC-316 HUMAN RESOURCE DEVELOPMENT

Sr. No	Period	Topics
01.	September 2022	Human Resource Development: Concept, goals, scope, principles and functions; approaches to Human Resource Development; Human Resource Management and Human Resource Development; Qualities, role and responsibilities of HRD manager; Designing HRD System, organizational effectiveness; HRD strategies; Emerging trends and challenges in HRD Class test
02.	October 2022	Knowledge Management: meaning and forms of knowledge, meaning, importance, process and tools of knowledge management, barriers to knowledge management; Learning and HRD: meaning, principles, process and theories of learning, learning styles and strategies Assignment-1
03.	November 2022	Employee Socialization and Orientation: concept, categories and content of learning in socialization, socialization approaches; Assessing HRD needs; Designing Training and Development programme; Implementation of training and development programmes; Evaluation of training and development programmes. Assignment-2
04.	December 2022	Organisation health, Organisation climate. Class test Revision

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 2nd semester

Subject : MC 201 HUMAN RESOURCE MANAGEMENT

Sr. No	Period	Topics
01.	February 2023	Human Resource Management (HRM): Concept, evolution, scope, importance, objectives and functions, HRM in dynamic environment; Building up skills for effective HR manager. Class test
02.	March 2023	Global HRM; Human resource planning; Human resource information system; Human Resource policy; Job analysis; Recruitment; Selection; Induction and Placement. Assignment-1
03.	April 2023	Work Force: Promotion, transfer and separation; Employee training and executive development; Career planning and development; performance and potential appraisal. Assignment-2

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Assistant Professor of Commerce

Class : M.COM 2nd semester

Subject : MC 204 FINANCIAL MANAGEMENT & POLICY

Sr. No	Period	Topics
01.	February 2023	Financial Management: Nature, significance, objectives and scope of financial management, functions of finance executive in an organization, Time value of money and recent developments in financial management. Class test
02.	March 2023	Financial Planning and forecasting: Need & importance of financial planning; financial planning process, drafting a financial plan; Financial forecasting; meaning, benefits and techniques of financial forecasting; Sources of finance. Assignment-2
03.	April 2023	Working Capital Management and Control: Need, Types & determinants, assessment of working capital requirements; Management of cash, marketable securities & receivables, financing of working capital – banking norms. Assignment-2
04.	May 2023	Capital Budgeting Decisions: Nature & importance, factors influencing capital expenditure decisions, capital budgeting process, Evaluation criteria and risk analysis, capital expenditure control. Class test Revision

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 4th semester

Subject : MC 403 PROJECT PLANNING AND CONTROL

Sr. No	Period	Topics
01.	February 2023	Identification of Investment Opportunities; Project ideas generation and screening, project analysis; Project feasibility study; Project planning, Government Regulatory framework. Class test
02.	March 2023	Financial Analysis: Cost of project and means of financing; Major cost components; Planning capital structure; Financing schemes of financial institutions. Profitability and Financial Projections: Cost of production; Break-even analysis; Projected balance sheet, profit and loss account and cash flow statement. Assignment-1
03.	April 2023	Appraisal Criteria and Process: Methods of appraisal under certainty, uncertainty and risk; Investment appraisal in practice; Appraisal process of financial institutions; Social Cost Benefit Analysis: Meaning and methodology; L&M and UNIDO approach; SCBA in India. Assignment-2
04.	May 2023	Project Review/control- Evaluation of project. PERT/CPM. Problem of time and cost overrun, Project implementation practices in India. Class test Revision

Lesson Plan
Session 2022-23

Ms. Rimple
Assistant Professor of Commerce

Class : M.COM 4th semester

Subject : MC 415 INTERNATIONAL HUMAN RESOURCE MANAGEMENT

Sr. No	Period	Topics
01.	February 2023	International Management: Nature, concept and trends; Schools of thought of international management; Comparative Management; importance and scope; Models of comparative management; Issues in comparative management: legal, political, ethical and cultural. Class test
02.	March 2023	Management styles and practices in US, Japan, China, Korea, Europe and India; Organisational design in different countries. Assignment-1
03.	April 2023	Trans-national Organizational Behaviour and human resource management; motivation, perception, leadership, communication. Assignment-2
04.	May 2023	Job satisfaction, attitudes, performance appraisal etc; managing multinational business operation: finance, marketing, etc; negotiating across cultures. Class test Revision