

GOVT. COLLEGE BARWALA (HISAR)

Lesson Plan (2025-2026) Odd Semester

Name: - Mrs. Pinki Devi

Class: - B.B.A 1st Sem.

Subject: - Management concept & Principles (DSC)

Paper Code – (Course Code): C24BBA101T

Weeks	Dates	Topics
Week 1	14-07-2025 to 19-07-2025	Introduction to Management: meaning, Nature
Week 2	21-07-2025 to 26-07-2025	Scope & Significance of management
Week 3	28-07-2025 to 02-08-2025	Process of Mgt.,Managerial roles and skills,
Week 4	04-08-2025 to 08-08-2025	Levels of Management, Principles of Management
Week 5	11-08-2025 to 14-08-2025	Approaches to Management:-Classical Approach
Week 6	18-08-2025 to 23-08-2025	Neoclassical and Contingency approach of Management
Week 7	25-08-2025 to 30-08-2025	Planning: meaning, nature and importance of planning, Effective planning
Week 8	01-08-2025 to 06-08-2025	Planning process, types of plans, management by objectives
Week 9	08-09-2025 to 13-08-2025	Decision Making: Concept,Nature,Types,Process and techniques of decision making
Week 10	15-09-2025 to 20-09-2025	Organizing:Nature,Importance,Principles and process
Week 11	24-09-2025 to 27-09-2025	Authority and responsibility, Delegation of authority
Week 12	29-09-2025 to 04-10-2025	Departmentalization, Centralization and decentralization,Minor Test
Week 13	06-10-2025 to 11-10-2025	Line,Staff & Functional Organisation,Formal Vs.Informal Organisation
Week 14	13-10-25 to 18-10-2025	Leadership: Meaning, Nature and Theory
Week 15	19-10-2025 to 26-10-2025	Diwali Break
Week 16	27-10-2025 to 31-10-2025	Motivation:Meaning,Nature,Process and content theory of Motivation,Minor Test
Week 17	03-11-2025 to 08-11-2025	Control:-Nature,Process &Significance, Presentation
Week 18	10-11-2025 to 15-11-2025	Control Methods:-Pre Action Control,Steering control and post action control, Viva
Week 19	17-11-2025 to 21-11-2025	Revision

GOVT. COLLEGE BARWALA (HISAR)

Lesson Plan(2025-2026) Odd Semester

Name: - Pinki Devi

Subject: -Human Resource Management

Paper Code – BCOM 506 (iii)

Class: - B. Com 3rd

Semester-5th(All)

Weeks	Dates	Topics
Week 1	14-07-2025 to 19-07-2025	Human Resource Management: Meaning, Concept and Importance of HRM, Evolution of HRM,
Week 2	21-07-2025 to 26-07-2025	Functions, Role and responsibilities of HR Manager
Week 3	28-07-2025 to 02-08-2025	Emerging Challenges of Human Resource Management.
Week 4	04-08-2025 to 08-08-2025	Human resource planning: objectives and importance of HRP, Job Analysis: Process of Job analysis,
Week 5	11-08-2025 to 14-08-2025	Recruitment and Selection; Orientation and Socialization;
Week 6	18-08-2025 to 23-08-2025	Human resource retention strategies: HR Outsourcing, Opportunities in India.
Week 7	25-08-2025 to 30-08-2025	Human Resource Training and Development: Training Process, Methods of Manpower Training,
Week 8	01-08-2025 to 06-08-2025	Difference between Training and Development
Week 9	08-09-2025 to 13-08-2025	Potential and Performance Appraisal: Process, need,
Week 10	15-09-2025 to 20-09-2025	Methods and importance of Potential and Performance Appraisal. Career Planning and Development.
Week 11	24-09-2025 to 27-09-2025	Compensation Management for Human Resources:
Week 12	29-09-2025 to 04-10-2025	Concept of Wages and Salaries, Factors affecting development of a sound compensation system
Week 13	06-10-2025 to 11-10-2025	Types of wage rate systems.
Week 14	13-10-25 to 18-10-2025	Group incentive plans: meaning and categories. Employee Health, Safety and Welfare.
Week 15	19-10-2025 to 26-10-2025	Vacations (Diwali)
Week 16	27-10-2025 to 31-10-2025	Revision
Week 17	03-11-2025 to 08-11-2025	Revision
Week 18	10-11-2025 to 15-11-2025	Revision
Week 19	17-11-2025 to 21-11-2025	Revision

GOVT. COLLEGE BARWALA (HISAR)

Lesson Plan(2025-2026) Odd Semester

Name: - Pinki Devi

Subject: -Sales & Distribution Management

Paper Code – MCM-324

Class: - M. Com Final

Semester- 3rd

Weeks	Dates	Topics
Week 1	14-07-2025 to 19-07-2025	Sales Management: Role of Sales Management in Marketing, Nature and Responsibilities of Sales Management,
Week 2	21-07-2025 to 26-07-2025	Modern Roles and Required Skills for Sales Managers. Theories of Selling.
Week 3	28-07-2025 to 02-08-2025	Sales Planning: Importance, approaches and process of sales planning;
Week 4	04-08-2025 to 08-08-2025	Sales forecasting; Sales budgeting. Sales Organization: Purpose, principles and process of setting up a sales organization;
Week 5	11-08-2025 to 14-08-2025	Sales organizational structures; Field sales organization; Determining size of sales force.
Week 6	18-08-2025 to 23-08-2025	Territory Management: Need, procedure for setting up sales territories; Time management; Routing.
Week 7	25-08-2025 to 30-08-2025	Sales Quotas: Purpose, types of quotas, administration of sales quotas. Managing the Sales-force:
Week 8	01-08-2025 to 06-08-2025	Recruitment, selection, training, compensation, motivating and leading the sales-force; Sales meetings and contests
Week 9	08-09-2025 to 13-08-2025	Control Process: Analysis of sales, costs and profitability; Management of sales expenses;
Week 10	15-09-2025 to 20-09-2025	Evaluating sales force performance; Ethical issues in sales management.
Week 11	24-09-2025 to 27-09-2025	Distribution Channels: Role of Distribution Channels, Number of Channels,
Week 12	29-09-2025 to 04-10-2025	Factors Affecting Choice of Distribution Channel,
Week 13	06-10-2025 to 11-10-2025	Channel Behavior and Organization, Channel Design Decision;
Week 14	13-10-25 to 18-10-2025	Channel Management Decisions; Distribution Intensity; Partnering Channel Relationship.
Week 15	19-10-2025 to 26-10-2025	Vacations (Diwali)
Week 16	27-10-2025 to 31-10-2025	Revisions
Week 17	03-11-2025 to 08-11-2025	Revisions
Week 18	10-11-2025 to 15-11-2025	Revisions
Week 19	17-11-2025 to 21-11-2025	Revisions

GOVT. COLLEGE BARWALA (HISAR)

Lesson Plan(2025-2026) Odd Semester

Name: - Pinki Devi_____ **Subject: -Consumer Behaviour**

Paper Code – MCM-322

Class: - M. Com Final (3rd semester)

Weeks	Dates	Topics
Week 1	14-07-2025 to 19-07-2025	Consumer Behaviour- Introduction to consumer behaviour; Its Roots in Various Disciplines,
Week 2	21-07-2025 to 26-07-2025	Interrelationship between Consumer Behaviour and Marketing Strategy,
Week 3	28-07-2025 to 02-08-2025	Consumer Research:-Process, Research Methods & Tools, Types and its Relevance.
Week 4	04-08-2025 to 08-08-2025	Consumer as an Individual -Consumer Needs and Motivation; Goals, Dynamics of Motivation ,Measurement of Motives

Week 5	11-08-2025 to 14-08-2025	Personality and Consumer Behaviour; Nature, Theories of Personality and Self Concept
Week 6	18-08-2025 to 23-08-2025	Consumer Perception and Information Processing; Dynamics of Perception, Consumer Imagery, and Perceived Risk,
Week 7	25-08-2025 to 30-08-2025	Learning & Consumer Involvement:-Meaning, Behavioural & Cognitive Learning Theories and application to marketing
Week 8	01-08-2025 to 06-08-2025	Consumer Attitude; Meaning, Attitude Formation & Change, Relationship in Behaviour & Attitude Formation, and Structural Models.
Week 9	08-09-2025 to 13-08-2025	Group dynamics :- reference group meaning , types, affects, Relevance and Applications, The Family; Functions, Decision Making and Family Life Cycle,
Week 10	15-09-2025 to 20-09-2025	Social Class; Meaning, Types of Status, Lifestyle Profiles and Mobility in Social Classes,
Week 11	24-09-2025 to 27-09-2025	Measurements, Influence of Culture; Characteristics, Measurements & Core Values of Culture Sub Cultural Aspects on Consumer' Mind Set; Meaning, Types & Understanding of Multiple Sub cultural Membership Interaction &Influence,
Week 12	29-09-2025 to 04-10-2025	Consumer Decision Making Process- Personal Influence and the Opinion Leadership; Meaning and Dynamics of Opinion Leadership Process, Measurement of Opinion Leadership
Week 13	06-10-2025 to 11-10-2025	Diffusion of Innovations: Process of Diffusion & Adoption, Profile of Consumer Innovator,
Week 14	13-10-25 to 18-10-2025	Consumer Decision Making: Meaning of Decision, Levels of Decision Making. Consumer Behaviour Models
Week 15	19-10-2025 to 26-10-2025	Vacations (Diwali)
Week 16	27-10-2025 to 31-10-2025	Current trends and ethical issues in Consumer Behavioural Studies.
Week 17	03-11-2025 to 08-11-2025	Revision
Week 18	10-11-2025 to 15-11-2025	Revision
Week 19	17-11-2025 to 21-11-2025	Revision

GOVT. COLLEGE BARWALA (HISAR)

Lesson Plan (2025-2026) Odd Semester

Name: -Pinki Devi

Subject: - Managemrnt process & Organisational behaviour (DSC)

Paper Code – (Course Code): U25MOC101T

Class: - M.Com. 1st

Weeks	Dates	Topics
Week 1	01-08-2025 to 02-08-2025	Meaning, nature and scope of management
Week 2	04-08-2025 to 08-08-2025	Managerial skills; Social responsibility of managers. Management thoughts; Approaches to management:
Week 3	11-08-2025 to 14-08-2025	Scientific process, Decisions theory school, Quantitative and system school, , Contingency theory of management

Week 4	18-08-2025 to 23-08-2025	Managerial Functions: Planning – concepts, significance, types; Organizing – concept principles, types of organizations
Week 5	25-08-2025 to 30-08-2025	Authority, responsibility, power, delegation, decentralization, Staffing;
Week 6	01-08-2025 to 06-08-2025	Directing (Leading, Motivating and Communicating);
Week 7	08-09-2025 to 13-08-2025	Coordinating; controlling, process and techniques
Week 8	15-09-2025 to 20-09-2025	Organizational Behaviour: concepts, determinants, challenges and opportunities of OB; contributing disciplines to the OB, Factors affecting OB;
Week 9	24-09-2025 to 27-09-2025	Organizational culture and climate;
Week 10	29-09-2025 to 04-10-2025	Understanding and managing individual behavior, Personality, Perception,
Week 11	06-10-2025 to 11-10-2025	Values, Attitudes and Learning.
Week 12	13-10-25 to 18-10-2025	Understanding and managing group behavior: Interpersonal and group dynamics;
Week 13	19-10-2025 to 26-10-2025	Diwali Vacation
Week 14	27-10-2025 to 31-10-2025	Transactional Analysis
Week 15	03-11-2025 to 08-11-2025	Applications of Emotional Intelligence in organizations. . Communication: process, models of communication, issues in organizational communication
Week 16	10-11-2025 to 15-11-2025	Organizational Change; to analyze the major concepts of organizational behaviour in business Organizational Development;
Week 17	17-11-2025 to 21-11-2025	Conflict Management and Stress Management.