

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG (4th Semester)

Name of the Paper:- IT& E-Commerce

Class: M.Com. Final

Name of the Teachers (Section wise): Prof. Vinay Bharti

| WEEK   | DATE                    | TOPICS   |
|--|-------------------------|--|
| 1  | April (19-20) , (22-24) | Introduction to E-commerce:  |
|  |                         | Meaning of electronic commerce,  |
|  |                         | business applications of e-commerce,   |
|  |                         | comparison with traditional commerce   |
| <b>HOIDAY - 21.04.2021 (Ram Navami)</b>                      |                         |  |
| <b>SUNDAY &amp; Holiday (Mahavir Jayanti) 25.04.2021</b>     |                         |  |
| 2  | April (26 -30)          | Business models in E-commerce – e-shops,   |
|  |                         | e-procurement, e-auctions, value chain integrators,  |
|  |                         | information brokerage telecommunication,   |
|  |                         | collaboration platforms, etc.; Electronic payment system;                                      |
|  | May (1st)               | E-Banking – concept, operations.   |
|  |                         | Seminar  |
| <b>SUNDAY - 02.05.2021</b>                                   |                         |  |
| 3  | May (03 - 08 )          | Online fund transfer – RTGC, ATM, etc.,  |
|  |                         | Online share market operations   |
|  |                         | Revision   |
|  |                         | Seminar  |
| <b>SUNDAY - 09.05.2021</b>                                   |                         |  |
| 4  | May (10-13 ) (15)       | Online marketing, Web-based advertising – concept, advantages; Types of online advertisements; |
|  |                         | Search engine – as an advertising media  |
|  |                         | Seminar  |
| <b>HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti)</b> |                         |  |
| <b>SUNDAY - 16.05.2021</b>                                   |                         |  |
| 5  | May (17-22)             | search engine optimisation – concept and techniques; Email marketing; Social Networking and    |
|  |                         | Techniques; Email marketing; Social Networking and   |
|  |                         | Conditional Test   |
|  |                         | Seminar  |

| <b>SUNDAY - 23.05.2021</b>                                       |                            |   |
|--|----------------------------|---|
| 6  | May<br>(24-29)             | Viral Marketing, E-retailing- concept,                  |
|  |                            | advantages, limitations; CDM and information Technology |
|  |                            | Seminar   |
|  |                            |   |
| <b>SUNDAY - 30.05.2021</b>                                       |                            |   |
| 7  | May (31)<br>June (1 - 5)   | Tools to conducting online research –                   |
|  |                            | secondary research, online focus groups,                |
|  |                            | web based surveys                                       |
|  |                            | Seminar   |
| <b>SUNDAY - 06.06.2021</b>                                       |                            |   |
| 8  | June (7-12)                | Revision  |
|  |                            | Data mining from social networking sites;               |
|  |                            | Cloud computing - Concept, uses in business             |
|  |                            | Seminar   |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                            |   |
| 9  | June (14 -19)              | Revision  |
|  |                            | Seminar   |
|  |                            | Seminar   |
|  |                            | Seminar   |
|  |                            | Seminar   |
|  |                            | Seminar   |
| <b>SUNDAY - 20.06.2021</b>                                       |                            |   |
| 10   | June (21-23)<br>(25 - 26)  | Enterprise Resource Planning                            |
|  |                            | Seminar   |
|  |                            |   |
|  |                            |   |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                            |   |
| <b>SUNDAY - 27.06.2021</b>                                       |                            |   |
| 11   | June (28-30)<br>July (1-3) | Security issues in e-commerce –                         |
|  |                            | Online frauds, Privacy issues                           |
|  |                            | Seminar   |
|  |                            |   |

| <b>SUNDAY - 04.07.2021</b>  |                      |  |
|-----------------------------|----------------------|--|
| <b>12</b>                   | <b>July (5 - 10)</b> | Cyber laws including information Technology Act. |
|                             |                      | Revision   |
|                             |                      | Seminar  |
|                             |                      | Revision   |
|                             |                      | Revision   |
|                             |                      | Revision   |
| <b>SUNDAY - 11 .07.2021</b> |                      |  |
| <b>13</b>                   | <b>July (12)</b>     | Revision   |

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG (4th Semester)

Name of the Paper:- Multinational Financial Management Class: M.Com Final

Name of the Teachers (Section wise): Prof. Aakansha Sharma

| WEEK   | DATE                          | TOPICS   |
|--|-------------------------------|--|
| 1  | April<br>(19-20) ,<br>(22-24) | Introduction about syllabus                            |
|  |                               | Introduction Of International Markets and Instruments: |
|  |                               | Continue   |
|  |                               | Continue   |
|  |                               | Features Of Intrnational Capital Market                |
| <b>HOIDAY - 21.04.2021 (Ram Navami)</b>                      |                               |  |
| <b>SUNDAY &amp; Holiday (Mahavir Jayanti) 25.04.2021</b>     |                               |  |
| 2  | April<br>(26 -30)             | Continue   |
|  |                               | Features of International Money Market                 |
|  |                               | Continue   |
|  |                               | Integration of Markets                                 |
|  | May (1st)                     | Continue   |
|  |                               | Role of Financial Intermediaries                       |
| <b>SUNDAY - 02.05.2021</b>                                   |                               |  |
| 3  | May<br>(03 - 08 )             | Continue   |
|  |                               | Revision   |
|  |                               | Presentation by students                               |
|  |                               | Presentation by students                               |
|  |                               | International Capital and Money Market Instruments     |
|  |                               | GDRs   |
| <b>SUNDAY - 09.05.2021</b>                                   |                               |  |
| 4  | May<br>(10-13 ) (15)          | ADRs   |
|  |                               | IDRs   |
|  |                               | Continue   |
|  |                               | Revision   |
|  |                               | Group Discussion                                       |
| <b>HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti)</b> |                               |  |
| <b>SUNDAY - 16.05.2021</b>                                   |                               |  |
| 5  | May<br>(17-22)                | Euro Bonds   |
|  |                               | Euro Loans   |
|  |                               | Repos and Cps  |
|  |                               | Continue   |
|  |                               | Presentation by students                               |
|  |                               | Presentation by students                               |

| <b>SUNDAY - 23.05.2021</b>                                       |                           |  |
|--|---------------------------|--|
| 6  | May<br>(24-29)            | Floating Rates Instruments               |
|  |                           | Continue                                 |
|  |                           | Continue                                 |
|  |                           | Loan Syndication                         |
|  |                           | Continue                                 |
|  |                           | Conditional Test (1st)                   |
| <b>SUNDAY - 30.05.2021</b>                                       |                           |  |
| 7  | May (31)                  | Euro Deposits                            |
|  | June (1 - 5)              | Continue                                 |
|  |                           | Multilateral Financial Institutions      |
|  |                           | Continue                                 |
|  |                           | IMF                                      |
|  |                           | IBRD                                     |
| <b>SUNDAY - 06.06.2021</b>                                       |                           |  |
| 8  | June (7-12)               | European Monetary system                 |
|  |                           | Continue                                 |
|  |                           | Presentation by students                 |
|  |                           | Presentation by students                 |
|  |                           | Introduction Of Foreign Exchange Markets |
|  |                           | Exchange Rate Theories                   |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                           |  |
| 9  | June (14 -19)             | Continue                                 |
|  |                           | Determining Exchange Rates               |
|  |                           | Fixed and Flexible Exchange Rate System  |
|  |                           | Continue                                 |
|  |                           | Exchange Rate Quotes                     |
|  |                           | Spot Rates, Forward exchange rates       |
| <b>SUNDAY - 20.06.2021</b>                                       |                           |  |
| 10   | June (21-23)<br>(25 - 26) | Forward Exchange Contracts               |
|  |                           | Continue                                 |
|  |                           | Foreign Exchange and Currency Futures    |
|  |                           | Continue                                 |
|  |                           | Conditional Test-2                       |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                           |  |
| <b>SUNDAY - 27.06.2021</b>                                       |                           |  |
| 11   | June (28-30)              | Exchange Rate Management In india        |
|  | July (1-3)                | Continue                                 |
|  |                           | Foreign Exchange Management act          |
|  |                           | Continue                                 |
|  |                           | Introduction Of Foreign Exchange Risks   |
|  |                           | Management of Exposures                  |

| <b>SUNDAY - 04.07.2021</b>  |                      |                          |
|-----------------------------|----------------------|--------------------------|
| <b>12</b>                   | <b>July (5 - 10)</b> | Continue                 |
|                             |                      | Revision                 |
|                             |                      | Presentation by students |
|                             |                      | Presentation by students |
|                             |                      | Presentation by students |
|                             |                      | Revision                 |
| <b>SUNDAY - 11 .07.2021</b> |                      |                          |
| <b>13</b>                   | <b>July (12)</b>     | Revision                 |

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG (4th Semester)

Name of the Paper:- Stock Market Operations Class: M.com Final

Name of the Teachers (Section wise): Prof. Ruchika Batra

| WEEK   | DATE                          | TOPICS  |
|--|-------------------------------|---|
| 1  | April<br>(19-20) ,<br>(22-24) | Primary Market-Introduction,Nature & Functions              |
|  |                               | Capital Market Structure(Gilt Edged Market)                 |
|  |                               | Corporate Security Market(NIM),Functions Of NIM             |
|  |                               | Methods Of NIM  |
|  |                               | Capital Market Instrument                                   |
| <b>HOIDAY - 21.04.2021 (Ram Navami)</b>                      |                               |   |
| <b>SUNDAY &amp; Holiday (Mahavir Jayanti) 25.04.2021</b>     |                               |   |
| 2  | April<br>(26 -30)             | Debt Security Market  |
|  |                               | Intermediate Of NIM   |
|  |                               | Introduction Of Secondary Market & Regulations              |
|  | May (1st)                     | Procedure Of Stock Dealing,Factors Affecting Price On Stock |
|  |                               | Types Of Speculators & Provisions Of Stock Exchange         |
|  |                               | Listing Of Securities-Merit & Demerits Of Listing           |
| <b>SUNDAY - 02.05.2021</b>                                   |                               |   |
| 3  | May<br>(03 - 08 )             | Insider Trading,Factors & Problems Of Secondary Market      |
|  |                               | Trading Mechanism Of BSE & BSE Online Trading               |
|  |                               | Basket Trading System & Process Of Placing Order            |
|  |                               | Screen Based Trading,Settlement Of Trade & Short Selling    |
|  |                               | Risk Management Measures At BSE                             |
|  |                               | Risk Management Measures At NSE                             |
| <b>SUNDAY - 09.05.2021</b>                                   |                               |   |
| 4  | May<br>(10-13 ) (15)          | Internet Trading,Clearing & Settlement In Trading           |
|  |                               | BSE & NSE (Management)                                      |
|  |                               | Role Of BSE & Listing At BSE                                |
|  |                               | NSE, Introduction & Organization Of NSE                     |
|  |                               | Listing Procedure At NSE                                    |
| <b>HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti)</b> |                               |   |
| <b>SUNDAY - 16.05.2021</b>                                   |                               |   |
| 5  | May<br>(17-22)                | Presentation By Students                                    |
|  |                               | Investor,Investor Protection Fund & Subdiaries Of NSE       |
|  |                               | Nature Of Transactions -Cash & Forward                      |
|  |                               | Share Price Indices-Need & Importance                       |
|  |                               | Group Discussion On The Topic NSE & BSE                     |
|  |                               | Depository System-Role & Need                               |

| <b>SUNDAY - 23.05.2021</b>                                       |                           |  |
|--|---------------------------|--|
| 6  | May<br>(24-29)            | Benefits Of Depository System                        |
|  |                           | Charges In NSDL,Nature Of Transaction-Cash & Forward |
|  |                           | SEBI & Its Regulation                                |
|  |                           | Regulation 1 to 10                                   |
|  |                           | Regulation 11 to 24                                  |
|  |                           | Custodian Of Securities Regulation 1996              |
| <b>SUNDAY - 30.05.2021</b>                                       |                           |  |
| 7  | May (31)                  | Introduction Of NSDL & Its Management                |
|  | June (1 - 5)              | Introduction & Meaning Of Derivatives                |
|  |                           | SEBI Regulation 2015                                 |
|  |                           | Types Of Derivatives(Future & Forward)               |
|  |                           | Conditional Test -1                                  |
|  |                           | Options & Swaps                                      |
| <b>SUNDAY - 06.06.2021</b>                                       |                           |  |
| 8  | June (7-12)               | Warrants,Convertibles & Credit Derivatives           |
|  |                           | Uses Of Derivatives & Shortcomings In Derivatives    |
|  |                           | Presentation By Students                             |
|  |                           | Presentation By Students                             |
|  |                           | Futures,Introduction & Meaning Of Future             |
|  |                           | Difference Between Future,Forward & Option           |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                           |  |
| 9  | June (14 -19)             | Pricing & Valuation Of Future                        |
|  |                           | Continue   |
|  |                           | Types Of Options & Its Benefits                      |
|  |                           | Conditional Test -2                                  |
|  |                           | Valuation Of Option(Boundaries & Key Factors)        |
|  |                           | Valuation Models(Risk Neutral Valuation)             |
| <b>SUNDAY - 20.06.2021</b>                                       |                           |  |
| 10   | June (21-23)<br>(25 - 26) | Presentation By Students                             |
|  |                           | Presentation By Students                             |
|  |                           | Introduction & Meaning Of International Market       |
|  |                           | Meaning Of FDI & Types Of Investors In FDI           |
|  |                           | Incentives In FDI                                    |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                           |  |
| <b>SUNDAY - 27.06.2021</b>                                       |                           |  |
| 11   | June (28-30)              | Meaning Of FII                                       |
|  |                           | Meaning Of Euro Issues & FCCB                        |
|  |                           | Meaning Of GDR & Procedure Of Issuing GDR            |
|  | July (1-3)                | Meaning Of ADR & Types Of ADR                        |
|  |                           | Guidelines Of ADR                                    |
|  |                           | Presentations By Students                            |



| <b>SUNDAY - 04.07.2021</b>  |                      |                           |
|-----------------------------|----------------------|---------------------------|
| <b>12</b>                   | <b>July (5 - 10)</b> | Presentations By Students |
|                             |                      | Presentations By Students |
|                             |                      | Revision                  |
|                             |                      | Presentations By Students |
|                             |                      | Presentations By Students |
|                             |                      | Presentations By Students |
| <b>SUNDAY - 11 .07.2021</b> |                      |                           |
| <b>13</b>                   | <b>July (12)</b>     | Revision                  |

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG (4th Semester)

Name of the Paper : Consumer Behaviour Class: M.Com Final

Name of the Teachers (Section wise): Prof. Reena Rani

| WEEK  | DATE                    | TOPICS  |
|---|-------------------------|---|
| 1   | April (19-20) , (22-24) | discussion of syllabus                                    |
|   |                         | consumer behaviour: theory and applications               |
|   |                         | continue  |
|   |                         | continue  |
|   |                         | continue  |
| HOIDAY - 21.04.2021 (Ram Navami)                      |                         |   |
| SUNDAY & Holiday (Mahavir Jayanti) 25.04.2021         |                         |   |
| 2   | April (26 -30)          | continue  |
|   |                         | consumer buying process                                   |
|   |                         | continue  |
|   | May (1st)               | continue  |
|   |                         | continue  |
|   |                         | extensive, limited and routine problem solving behaviours |
| SUNDAY - 02.05.2021                                   |                         |   |
| 3   | May (03 - 08 )          | continue  |
|   |                         | continue  |
|   |                         | continue  |
|   |                         | Need , motivation and involvement                         |
|   |                         | continue  |
|   |                         | continue  |
| SUNDAY - 09.05.2021                                   |                         |   |
| 4   | May (10-13 ) (15)       | information processing                                    |
|   |                         | continue  |
|   |                         | continue  |
|   |                         | consumer perception                                       |
|   |                         | continue  |
| HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti) |                         |   |
| SUNDAY - 16.05.2021                                   |                         |   |
| 5   | May (17-22)             | continue  |
|   |                         | learning  |
|   |                         | continue  |
|   |                         | continue  |
|   |                         | attitude and attitude change                              |
|   |                         | continue  |
| SUNDAY - 23.05.2021                                   |                         |   |

|  |                           |  |
|--|---------------------------|--|
| 6  | May<br>(24-29)            | continue   |
|  |                           | continue   |
|  |                           | personality, psychographic, values and life style              |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | continue   |
| <b>SUNDAY - 30.05.2021</b>                                       |                           |  |
| 7  | May (31)                  | external determination s of buying behaviour: family           |
|  | June (1 - 5)              | continue   |
|  |                           | conditional test 1   |
|  |                           | continue   |
|  |                           | reference group and social class                               |
|  |                           | presentation   |
| <b>SUNDAY - 06.06.2021</b>                                       |                           |  |
| 8  | June (7-12)               | continue   |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | influence of culture, subculture aspects of consumer behaviour |
|  |                           | continue   |
|  |                           | presentation   |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                           |  |
| 9  | June (14 -19)             | continue   |
|  |                           | opinion leadership-process                                     |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | innovation, diffusion and adaptation process                   |
|  |                           | presentation   |
| <b>SUNDAY - 20.06.2021</b>                                       |                           |  |
| 10   | June (21-23)<br>(25 - 26) | continue   |
|  |                           | conditional test 2   |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | presentation   |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                           |  |
| <b>SUNDAY - 27.06.2021</b>                                       |                           |  |
| 11   | June (28-30)              | models of buyer behaviour                                      |
|  | July (1-3)                | continue   |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | continue   |
|  |                           | presentation   |

| SUNDAY - 04.07.2021  |               |          |
|----------------------|---------------|----------|
| 12                   | July (5 - 10) | continue |
|                      |               | revision |
|                      |               | revision |
|                      |               | revision |
|                      |               | revision |
|                      |               | revision |
| SUNDAY - 11 .07.2021 |               |          |
| 13                   | July (12)     | revision |

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG (4th Semester)

Name of the Paper:- Rural Marketing Class: M.Com. (Final)

Name of the Teachers (Section wise): Prof. Ruhani Sharma

| WEEK   | DATE                   | TOPICS  |
|--|------------------------|---|
| 1  | April (19-20), (22-24) | Introduction to Rural Marketing                         |
|  |                        | Meaning, Def. & Features and Evolution                  |
|  |                        | Opportunities, Role & Difference Urban and Rural Market |
|  |                        | Rural Mkg. Env't. Meaning Definition and Features       |
|  |                        | Factors Affecting Rural Mkg. Env't.                     |
| <b>HOIDAY - 21.04.2021 (Ram Navami)</b>                      |                        |   |
| <b>SUNDAY &amp; Holiday (Mahavir Jayanti) 25.04.2021</b>     |                        |   |
| 2  | April (26 -30)         | Role of Dept. of Rural Mkg, Env't.                      |
|  |                        | Importance and Conclusion                               |
|  |                        | Group Discussion and Revision                           |
|  | May (1st)              | Rural Consumer Behaviour-Meaning and Features           |
|  |                        | Process, Reasons for studying Consumer Behaviour        |
|  |                        | Determinants of Rural Consumer Behaviour                |
| <b>SUNDAY - 02.05.2021</b>                                   |                        |   |
| 3  | May (03-08)            | Problems and Con. Buyer Behaviour Decisions             |
|  |                        | Product Adoption Process and Conclusion                 |
|  |                        | Segmenting Rural Markets-Def. Criteria                  |
|  |                        | Degree, basis for Segmenting Rural Markets              |
|  |                        | cont.   |
|  |                        | Importance and Strategies                               |
| <b>SUNDAY - 09.05.2021</b>                                   |                        |   |
| 4  | May (10-13) (15)       | Cont.   |
|  |                        | Targeting and Positioning                               |
|  |                        | cont.   |
|  |                        | Group Discussion and Revision                           |
|  |                        | Rural Marketing Mix Strategies-An Introduction          |
| <b>HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti)</b> |                        |   |
| <b>SUNDAY - 16.05.2021</b>                                   |                        |   |
| 5  | May (17-22)            | Meaning, def. & Strategies                              |
|  |                        | cont.   |
|  |                        | Rural Pricing Strategies                                |
|  |                        | cont.   |
|  |                        | Diff. Distribution Strategies for Rural people          |
|  |                        | cont.   |

| <b>SUNDAY - 23.05.2021</b>                                       |                           |   |
|--|---------------------------|---|
| 6  | May<br>(24-29)            | Conditional Test-I                                  |
|  |                           | Diff. Promotional Strategies by Rural Marketer      |
|  |                           | Revision  |
|  |                           | New Product Development of Rural Markets            |
|  |                           | Meaning, definition and Objectives                  |
|  |                           | Process of New Product Development in Rural Markets |
| <b>SUNDAY - 30.05.2021</b>                                       |                           |   |
| 7  | May (31)                  | cont.   |
|  | June (1 - 5)              | Challenges and Conclusion                           |
|  |                           | Presentation by Students Start                      |
|  |                           | Rural Marketing Mix Introduction P's & A's Approach |
|  |                           | Process and Importance                              |
|  |                           | Problems and Factors of Rural Marketing Mix         |
| <b>SUNDAY - 06.06.2021</b>                                       |                           |   |
| 8  | June (7-12)               | Presentation by Students                            |
|  |                           | Rural communication-meaning,definition,process      |
|  |                           | Problems and Strategies                             |
|  |                           | Challenges and Steps for Developing Rural Comm.     |
|  |                           | Media planning for rural markets                    |
|  |                           | Traditional and Personalised Media                  |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                           |   |
| 9  | June (14 -19)             | Process and factors                                 |
|  |                           | Importance and problems in Media Planning           |
|  |                           | Presentation by Students                            |
|  |                           | Personal selling in rural markets                   |
|  |                           | cond.   |
|  |                           | Marketing of Consumer Durables and Non- durables    |
| <b>SUNDAY - 20.06.2021</b>                                       |                           |   |
| 10   | June (21-23)<br>(25 - 26) | cond.,  |
|  |                           | Presentation by Students                            |
|  |                           | Unconventional Media -Cond.                         |
|  |                           | Conditional Test-II                                 |
|  |                           | Presentation by Students                            |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                           |   |
| <b>SUNDAY - 27.06.2021</b>                                       |                           |   |
| 11   | June (28-30)              | Marketing of Consumer Produce, def. features        |
|  | July (1-3)                | Functions , Importance and Problems in Agr. Mkg.    |
|  |                           | Diff., Suggestions and steps taken by Government    |
|  |                           | Presentation by Students                            |
|  |                           | E-Commerce in rural markets-Need, Role              |
|  |                           | Advantages, tools and techniques                    |

| <b>SUNDAY - 04.07.2021</b>  |                      |                                       |
|-----------------------------|----------------------|---------------------------------------|
| <b>12</b>                   | <b>July (5 - 10)</b> | E-Initiatives in Rural India          |
|                             |                      | Challenges and Issues                 |
|                             |                      | Presentation by Students              |
|                             |                      | Presentation by Students and Revision |
|                             |                      | Presentation by Students and Revision |
|                             |                      | Presentation by Students and Revision |
| <b>SUNDAY - 11 .07.2021</b> |                      |                                       |
| <b>13</b>                   | <b>July (12)</b>     | Discussion of past papers             |

# I.B. (PG) COLLEGE, PANIPAT

SESSION 2020-2021

Weekly Lesson Plan (Even Semester) PG ( 4th Semester)

Name of the Paper:-International Human Resource Management

Class: M.Com Final

Name of the Teachers (Section wise): Prof. Sakshi Munjal

| WEEK   | DATE                   | TOPICS   |
|--|------------------------|--|
| 1  | April (19-20), (22-24) | International Management- Concept and Nature                                 |
|  |                        | Trends in International Management   |
|  |                        | Needs of International Management, Reasons for International Business Growth |
|  |                        | Problems of International Business   |
|  |                        | Schools Of Thought of International Management                               |
| <b>HOIDAY - 21.04.2021 (Ram Navami)</b>                      |                        |  |
| <b>SUNDAY &amp; Holiday (Mahavir Jayanti) 25.04.2021</b>     |                        |  |
| 2  | April (26 -30)         | Meaning, Importance and Scope of Comparative Management                      |
|  |                        | Models of Comparative Management   |
|  |                        | Continue   |
|  | May (1st)              | Issues in Comparative Management   |
|  |                        | Continue   |
|  |                        | Management, Styles and Practises in U.S                                      |
| <b>SUNDAY - 02.05.2021</b>                                   |                        |  |
| 3  | May (03 - 08 )         | Meaning and Different types of Management Styles                             |
|  |                        | Meaning of U.S styles and it's Features                                      |
|  |                        | Basis of American Management and it's Functions                              |
|  |                        | Continue   |
|  |                        | Management Styles and Practises in Japan                                     |
|  |                        | Origin and Features of Japanese HRM  |
| <b>SUNDAY - 09.05.2021</b>                                   |                        |  |
| 4  | May (10-13 ) (15)      | Styles of Japanese Management  |
|  |                        | Basis and Functions  |
|  |                        | Management Styles and Practises in China and Korea                           |
|  |                        | Meaning and Features   |
|  |                        | Styles and Basis   |
| <b>HOLIDAY - 14.05.2021 (Id-ul-Fitr / Parshuram Jayanti)</b> |                        |  |
| <b>SUNDAY - 16.05.2021</b>                                   |                        |  |
| 5  | May (17-22)            | Functions  |
|  |                        | Korea : Introduction in Traditional Culture                                  |
|  |                        | Unique Features of Korean Management System                                  |
|  |                        | Management Styles and Practises in Korea and Europe                          |
|  |                        | Management Styles and Practises of Korea                                     |
|  |                        | Continue   |



| <b>SUNDAY - 23.05.2021</b>                                       |                           |  |
|--|---------------------------|--|
| 6  | May<br>(24-29)            | Europe : Meaning and Features  |
|  |                           | Styles of European Management  |
|  |                           | Management Styles and Practises in India and Organisational designs in Different Countries |
|  |                           | Management Styles and Practises in India : Meaning and Features                            |
|  |                           | Continue   |
|  |                           | Different Styles of Indian Management  |
| <b>SUNDAY - 30.05.2021</b>                                       |                           |  |
| 7  | May (31)                  | 1st Conditional Test   |
|  | June (1 - 5)              | Organizational Design in Different Countries: Meaning and Theories                         |
|  |                           | Classical Organization Theories  |
|  |                           | Modern Organisation Theories   |
|  |                           | Continue   |
|  |                           | Transnational OB and HRM   |
| <b>SUNDAY - 06.06.2021</b>                                       |                           |  |
| 8  | June (7-12)               | Motivation : Meaning and Imporance   |
|  |                           | Techniques of Motivation + Presentation  |
|  |                           | Theories of Motivation   |
|  |                           | Continue + Presentation  |
|  |                           | Perception : Meaning and Process   |
|  |                           | Perceptual Selectivity and Perceptual Org.   |
| <b>SUNDAY &amp; Holiday (Maharana Pratap Jayanti) 13.06.2021</b> |                           |  |
| 9  | June (14 -19)             | Inter Personal Perception, Managerial application of Perception                            |
|  |                           | Developing Perceptual Skills   |
|  |                           | Continue+ Presentation   |
|  |                           | Leadership : Meaning and Imporance   |
|  |                           | Theories of Leadership   |
|  |                           | Styles of Leadership   |
| <b>SUNDAY - 20.06.2021</b>                                       |                           |  |
| 10   | June (21-23)<br>(25 - 26) | Communication : Meaning,Nature , Process and Barriers                                      |
|  |                           | Essentials and steps of effective communication  |
|  |                           | 2nd Conditional Test   |
|  |                           | Job Satisfaction: Meaning and Imporance  |
|  |                           | Understanding Job Satisfaction   |
| <b>HOLIDAY - 24.06.2021 (Sant Kabir Jayanti)</b>                 |                           |  |
| <b>SUNDAY - 27.06.2021</b>                                       |                           |  |
| 11   | June (28-30)              | Attitude : Concept, Theories   |
|  | July (1-3)                | Factors and Theories of Attitude Formation   |
|  |                           | Continue+ Presentation   |
|  |                           | Performance Appraisal: Meaning, Features and Objectives                                    |
|  |                           | Uses, Limitations and Process  |
|  |                           | Methods of Performance Appraisal and Suggestions to improve Performance Appraisal          |

| <b>SUNDAY - 04.07.2021</b>  |                      |  |
|-----------------------------|----------------------|--|
| <b>12</b>                   | <b>July (5 - 10)</b> | Issues in Performance Appraisal and Presentation of Students |
|                             |                      | Continue+ Presentation                                       |
|                             |                      | Managing Multinational Business Operations: Concept, Finance |
|                             |                      | Managing Multinational Business Operations: Marketing        |
|                             |                      | Continue+ Presentation                                       |
|                             |                      | Negotiation across Culture                                   |
| <b>SUNDAY - 11 .07.2021</b> |                      |  |
| <b>13</b>                   | <b>July (12)</b>     | Revision   |