

# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2022-23 (01.02.2023 to 16.05.2023)

Weekly Lesson Plan Even Semester)

UG ( II / IV / VI - Semester) : VI

Name of the Paper:- Entrepreneurship Development

Class: BBA-III (VI Semester)

Name of the Teacher: Prof. Nisha

| WEEK                                                        | DATE                                  | TOPICS                                                      |
|-------------------------------------------------------------|---------------------------------------|-------------------------------------------------------------|
| 1                                                           | February<br>(1-4)                     | Discussion about syllabus                                   |
|                                                             |                                       | Introduction to an entrepreneur                             |
|                                                             |                                       | Entrepreneur: Meaning, Concept, Characteristics             |
|                                                             |                                       | Qualities and importance of an entrepreneur                 |
| <b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b> |                                       |                                                             |
| 2                                                           | February<br>(6-11)                    | Types of an entrepreneur                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Function of an entrepreneur                                 |
|                                                             |                                       | Role of an entrepreneur                                     |
|                                                             |                                       | Concept of intrapreneur                                     |
| <b>SUNDAY - 12.02.2023</b>                                  |                                       |                                                             |
| 3                                                           | February<br>(13-17)                   | Entrepreneurship: Meaning and nature                        |
|                                                             |                                       | Scope of entrepreneurship                                   |
|                                                             |                                       | Role of entrepreneurship                                    |
|                                                             |                                       | factor affecting entrepreneurship                           |
|                                                             |                                       | Problem for entrepreneurship                                |
| <b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>                |                                       |                                                             |
| <b>SUNDAY - 19.02.2023</b>                                  |                                       |                                                             |
| 4                                                           | February<br>(20-25)                   | Remedial Measures and Suggestions                           |
|                                                             |                                       | Theories of entrepreneurship                                |
|                                                             |                                       | Relation between entrepreneurship and Society               |
|                                                             |                                       | Model for entrepreneurship                                  |
|                                                             |                                       | Revision                                                    |
| <b>SUNDAY - 26.02.2023</b>                                  |                                       |                                                             |
| 5                                                           | February<br>(27-28)<br>March<br>(1-4) | New venture Development: Meaning, stages                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Revision                                                    |
| <b>SUNDAY - 05.03.2023</b>                                  |                                       |                                                             |
| <b>Holi Vacations - 05.03.2023 to 12.03.2023</b>            |                                       |                                                             |
| 7                                                           | March<br>(13-18)                      | Environmental factors affecting the success of new business |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Sources of finance                                          |
|                                                             |                                       | Continue                                                    |
| <b>SUNDAY - 19.03.2023</b>                                  |                                       |                                                             |
| 8                                                           | March<br>(20-25)                      | Revision                                                    |
|                                                             |                                       | Assignment-1 on Introduction to an Entrepreneur             |
|                                                             |                                       | Support and Incentives to Entrepreneurs                     |
|                                                             |                                       | Continue                                                    |
| <b>SUNDAY - 26.03.2023</b>                                  |                                       |                                                             |
| <b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>                    |                                       |                                                             |

|                                                        |                                  |                                                                            |
|--------------------------------------------------------|----------------------------------|----------------------------------------------------------------------------|
| 9                                                      | March<br>(27-31)<br>April<br>(1) | Role of Government & Non Government agencies in promoting Entrepreneurship |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
| Role of financial and promotional institutes           |                                  |                                                                            |
| <b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>               |                                  |                                                                            |
| <b>SUNDAY - 02.04.2023</b>                             |                                  |                                                                            |
| 9                                                      | April<br>(3-8)                   | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Entrepreneurship development programme                                     |
| Continue                                               |                                  |                                                                            |
| <b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>          |                                  |                                                                            |
| <b>SUNDAY - 09.04.2023</b>                             |                                  |                                                                            |
| 10                                                     | April<br>(10-15)                 | Conditional Test on Entrepreneur & Entrepreneurship                        |
|                                                        |                                  | Entrepreneurial strategies and plans                                       |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
| Continue                                               |                                  |                                                                            |
| <b>SUNDAY - 16.04.2023</b>                             |                                  |                                                                            |
| <b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>  |                                  |                                                                            |
| 11                                                     | April<br>(17-21)                 | State Govt. Schmes realted to Entrepreneurship Development                 |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
| Continue                                               |                                  |                                                                            |
| <b>SUNDAY - 23.04.2023</b>                             |                                  |                                                                            |
| <b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b> |                                  |                                                                            |
| 12                                                     | April<br>(24-29)                 | Relation between entrepreneur and Society                                  |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Feasibility and it's types                                                 |
|                                                        |                                  | Continue                                                                   |
| Assignment-II on Entrepreneurship & Revision           |                                  |                                                                            |
| <b>SUNDAY - 30.04.2023</b>                             |                                  |                                                                            |
| 13                                                     | May<br>(1-6)                     | Demand Analysis and market potential measurement                           |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
|                                                        |                                  | Continue                                                                   |
| Continue                                               |                                  |                                                                            |
| <b>SUNDAY - 07.05.2023</b>                             |                                  |                                                                            |
| 14                                                     | May<br>(8-13)                    | Revision                                                                   |
|                                                        |                                  | Revision                                                                   |
|                                                        |                                  | Revision                                                                   |
|                                                        |                                  | Revision                                                                   |
|                                                        |                                  | Revision                                                                   |
| Revision                                               |                                  |                                                                            |
| <b>SUNDAY - 14.05.2023</b>                             |                                  |                                                                            |
| 14                                                     | May<br>(15-16)                   | Revision                                                                   |
|                                                        |                                  | Revision                                                                   |
| <b>Examination 17.05.2023 Onwards.</b>                 |                                  |                                                                            |

# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2022-23 (01.02.2023 to 16.05.2023)

Weekly Lesson Plan Even Semester)

UG ( II / IV / VI - Semester)

Name of the Paper:- Business Law-II

Class: BBA Final (6th Semester)

Name of the Teachers (Section Wise) : Prof. Pooja Dudeja

| WEEK                                                        | DATE                                  | TOPICS                                                      |
|-------------------------------------------------------------|---------------------------------------|-------------------------------------------------------------|
| 1                                                           | February<br>(1-4)                     | Introduction of company law                                 |
|                                                             |                                       | Ch.History and administration of company legislation        |
|                                                             |                                       | Introduction and characteristics of a company               |
|                                                             |                                       | Lifting the corporate veil and exceptions of this principle |
| <b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b> |                                       |                                                             |
| 2                                                           | February<br>(6-11)                    | Difference between joint stock company and partnership      |
|                                                             |                                       | Advantages and disadvantages of joint stock companies       |
|                                                             |                                       | Types of companies                                          |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
| <b>SUNDAY - 12.02.2023</b>                                  |                                       |                                                             |
| 3                                                           | February<br>(13-17)                   | Privilage and exemption of private companies                |
|                                                             |                                       | Conversion of companies                                     |
|                                                             |                                       | Documents to be submitted to registrar                      |
|                                                             |                                       | In corporation of joint stock company                       |
|                                                             |                                       | One man company, defunct company and illegal company        |
| <b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>                |                                       |                                                             |
| <b>SUNDAY - 19.02.2023</b>                                  |                                       |                                                             |
| 4                                                           | February<br>(20-25)                   | Meaning of promotion and promoters and their functions      |
|                                                             |                                       | Right and duties of promoter                                |
|                                                             |                                       | Liabilities and remuneration of promoters                   |
|                                                             |                                       | Preliminary contracts                                       |
|                                                             |                                       | Memorandum of association                                   |
| <b>SUNDAY - 26.02.2023</b>                                  |                                       |                                                             |
| 5                                                           | February<br>(27-28)<br>March<br>(1-4) | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Articles of association                                     |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
| <b>SUNDAY - 05.03.2023</b>                                  |                                       |                                                             |
| <b>Holi Vacations - 05.03.2023 to 12.03.2023</b>            |                                       |                                                             |
| 7                                                           | March<br>(13-18)                      | Ch. Prospectus                                              |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Continue                                                    |
|                                                             |                                       | Assignment-1                                                |
| <b>SUNDAY - 19.03.2023</b>                                  |                                       |                                                             |

|                                                        |                                  |                                                               |
|--------------------------------------------------------|----------------------------------|---------------------------------------------------------------|
| 8                                                      | March<br>(20-25)                 | Shares and share capital of the company                       |
|                                                        |                                  | Kinds of share capital                                        |
|                                                        |                                  | Methods of alteration in share capital                        |
|                                                        |                                  | Conversion of debentures into shares                          |
|                                                        |                                  | Allotment of shares                                           |
| <b>SUNDAY - 26.03.2023</b>                             |                                  |                                                               |
| <b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>               |                                  |                                                               |
| 9                                                      | March<br>(27-31)<br>April<br>(1) | Membership of company                                         |
|                                                        |                                  | Methods of acquiring membership, termination of membership    |
|                                                        |                                  | Right and liability of member                                 |
|                                                        |                                  | Borrowing powers of debentures                                |
|                                                        |                                  | Kinds of debentures                                           |
| <b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>               |                                  |                                                               |
| <b>SUNDAY - 02.04.2023</b>                             |                                  |                                                               |
| 9                                                      | April<br>(3-8)                   | Power, function and duties of directors and managing director |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Provisions regarding the appointment of managing director     |
|                                                        |                                  | Continue                                                      |
| <b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>          |                                  |                                                               |
| <b>SUNDAY - 09.04.2023</b>                             |                                  |                                                               |
| 10                                                     | April<br>(10-15)                 | conditional test                                              |
|                                                        |                                  | Aspects related to company meeting                            |
|                                                        |                                  | Legal provisions regarding the statutory meeting              |
|                                                        |                                  | Meeting of director's committees, resolution                  |
|                                                        |                                  | Continue                                                      |
| <b>SUNDAY - 16.04.2023</b>                             |                                  |                                                               |
| <b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>  |                                  |                                                               |
| 11                                                     | April<br>(17-21)                 | Continue                                                      |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Requisites of valid meeting                                   |
|                                                        |                                  | voting and poll                                               |
| <b>SUNDAY - 23.04.2023</b>                             |                                  |                                                               |
| <b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b> |                                  |                                                               |
| 12                                                     | April<br>(24-29)                 | Assignment-2                                                  |
|                                                        |                                  | Legal provision regarding poll                                |
|                                                        |                                  | Winding up of the company                                     |
|                                                        |                                  | Modes of winding up                                           |
|                                                        |                                  | Duties & powers of liquidator                                 |
|                                                        |                                  | Contributory and its liabilities                              |
| <b>SUNDAY - 30.04.2023</b>                             |                                  |                                                               |
| 13                                                     | May<br>(1-6)                     | Voluntary winding up                                          |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | SEBI Act-1992                                                 |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | Continue                                                      |
| <b>SUNDAY - 07.05.2023</b>                             |                                  |                                                               |
| 14                                                     | May<br>(8-13)                    | Continue                                                      |
|                                                        |                                  | Continue                                                      |
|                                                        |                                  | revision                                                      |
|                                                        |                                  | revision                                                      |
|                                                        |                                  | revision                                                      |
|                                                        |                                  | revision                                                      |
| <b>SUNDAY - 14.05.2023</b>                             |                                  |                                                               |
| 14                                                     | May<br>(15-16)                   | revision                                                      |
|                                                        |                                  | revision                                                      |
| <b>Examination 17.05.2023 Onwards.</b>                 |                                  |                                                               |

# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2022-23 (01.02.2023 to 16.05.2023)

Weekly Lesson Plan Even Semester)

UG ( II / IV / VI - Semester) : VI

Name of the Paper:- Logistics Management

Class: BBA-III (VI Semester)

Name of the Teacher:Prof. Maneet Kaur

| WEEK                                                        | DATE                                  | TOPICS                                                     |
|-------------------------------------------------------------|---------------------------------------|------------------------------------------------------------|
| 1                                                           | February<br>(1-4)                     | DISCUSSION ABOUT SYLLABUS                                  |
|                                                             |                                       | Logistic Management:Definition and Concept                 |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Scope of logistic management                               |
| <b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b> |                                       |                                                            |
| 2                                                           | February<br>(6-11)                    | Continue                                                   |
|                                                             |                                       | Role and Importance of logistic management                 |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Coordination function of logistics                         |
|                                                             |                                       | Continue                                                   |
| <b>SUNDAY - 12.02.2023</b>                                  |                                       |                                                            |
| 3                                                           | February<br>(13-17)                   | Objectives of logistic management                          |
|                                                             |                                       | Customer services:Concept and practice                     |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Supply chain management:Definition,components              |
| <b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>                |                                       |                                                            |
| <b>SUNDAY - 19.02.2023</b>                                  |                                       |                                                            |
| 4                                                           | February<br>(20-25)                   | Continue                                                   |
|                                                             |                                       | Role of logistic in SCM                                    |
|                                                             |                                       | Diffrence between Physical Distribution, Logistics and SCM |
|                                                             |                                       | Order Processing                                           |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Continue                                                   |
| <b>SUNDAY - 26.02.2023</b>                                  |                                       |                                                            |
| 5                                                           | February<br>(27-28)<br>March<br>(1-4) | Class Activity                                             |
|                                                             |                                       | Warehousing: Meaning, Types and Functions                  |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Inventory Management                                       |
| <b>SUNDAY - 05.03.2023</b>                                  |                                       |                                                            |
| <b>Holi Vacations - 05.03.2023 to 12.03.2023</b>            |                                       |                                                            |
| 7                                                           | March<br>(13-18)                      | Continue                                                   |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Inventory Cost and Cost Control Techniques                 |
|                                                             |                                       | Continue                                                   |
|                                                             |                                       | Continue                                                   |
| <b>SUNDAY - 19.03.2023</b>                                  |                                       |                                                            |

|                                                        |                  |                                               |
|--------------------------------------------------------|------------------|-----------------------------------------------|
| 8                                                      | March<br>(20-25) | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Transportation Systems: Types                 |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
| <b>SUNDAY - 26.03.2023</b>                             |                  |                                               |
| <b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>               |                  |                                               |
| 9                                                      | March<br>(27-31) | Transportation network in India               |
|                                                        |                  | Continue                                      |
|                                                        | April<br>(1)     | ASSIGNMENT IST ON CUSTOMER SERVICE            |
|                                                        |                  | Continue                                      |
| <b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>               |                  |                                               |
| <b>SUNDAY - 02.04.2023</b>                             |                  |                                               |
| 9                                                      | April<br>(3-8)   | Transportation strategies of India            |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Logistics Packaging                           |
| <b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>          |                  |                                               |
| <b>SUNDAY - 09.04.2023</b>                             |                  |                                               |
| 10                                                     | April<br>(10-15) | Continue                                      |
|                                                        |                  | Revision                                      |
|                                                        |                  | CONDITIONAL TEST ON INVENTORY MANAGEMENT      |
|                                                        |                  | Packaging material used in Logistics          |
|                                                        |                  | Continue                                      |
| <b>SUNDAY - 16.04.2023</b>                             |                  |                                               |
| <b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>  |                  |                                               |
| 11                                                     | April<br>(17-21) | Continue                                      |
|                                                        |                  | Cost involved in Packaging material           |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
| <b>SUNDAY - 23.04.2023</b>                             |                  |                                               |
| <b>Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturday)</b> |                  |                                               |
| 12                                                     | April<br>(24-29) | ASSIGNMENT IIND ON WAREHOUSING                |
|                                                        |                  | Information technology & logistic management  |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Revision                                      |
| <b>SUNDAY - 30.04.2023</b>                             |                  |                                               |
| 13                                                     | May<br>(1-6)     | Role of Technology in logistics               |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Logistics Performance Measurement and Control |
|                                                        |                  | Continue                                      |
| <b>SUNDAY - 07.05.2023</b>                             |                  |                                               |
| 14                                                     | May<br>(8-13)    | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | Continue                                      |
|                                                        |                  | ORAL TEST                                     |
| <b>SUNDAY - 14.05.2023</b>                             |                  |                                               |
| 14                                                     | May<br>(15-16)   | Revision                                      |
|                                                        |                  | Revision                                      |
| <b>Examination 17.05.2023 Onwards.</b>                 |                  |                                               |

**I.B. (PG) COLLEGE, PANIPAT**  
**LESSON PLAN**  
**SESSION 2022-23 (01.02.2023 to 16.05.2023)**

Weekly Lesson Plan Even Semester)

UG (VI-Semester)

Name of the Paper:-Principles of Insurance

Class:BBA Final Year

Name of the Teachers (Section Wise) : Prof. Karuna Sachdeva

| WEEK                                                        | DATE                                  | TOPICS                                                                            |
|-------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------------|
| 1                                                           | February<br>(1-4)                     | Discussion about syllabus                                                         |
|                                                             |                                       | Insurance - Concept , Nature .                                                    |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
| <b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b> |                                       |                                                                                   |
| 2                                                           | February<br>(6-11)                    | Classification of Insurance- Life and Non-Life.                                   |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
| <b>SUNDAY - 12.02.2023</b>                                  |                                       |                                                                                   |
| 3                                                           | February<br>(13-17)                   | Functions,Importance And Evolution of Insurance .                                 |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
| <b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>                |                                       |                                                                                   |
| <b>SUNDAY - 19.02.2023</b>                                  |                                       |                                                                                   |
| 4                                                           | February<br>(20-25)                   | Principles Of Insurance .                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Revision<br>Class Test                                                            |
| <b>SUNDAY - 26.02.2023</b>                                  |                                       |                                                                                   |
| 5                                                           | February<br>(27-28)<br>March<br>(1-4) | Life Insurance-Concept.                                                           |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
| <b>SUNDAY - 05.03.2023</b>                                  |                                       |                                                                                   |
| <b>Holi Vacations - 05.03.2023 to 12.03.2023</b>            |                                       |                                                                                   |
| 7                                                           | March<br>(13-18)                      | Public And Private Sector Companies In India - Their Products, Schemes And Plans. |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | Continued                                                                         |
|                                                             |                                       | LIC Act,1956 - An Overview.                                                       |
|                                                             |                                       | Continued                                                                         |
| <b>SUNDAY - 19.03.2023</b>                                  |                                       |                                                                                   |
| 8                                                           | March<br>(20-25)                      | Continued                                                                         |
|                                                             |                                       | Assignment I on Insurance-An Introduction                                         |
|                                                             |                                       | General Insurance- Concept, Types.                                                |
|                                                             |                                       | Continued                                                                         |
| <b>SUNDAY - 26.03.2023</b>                                  |                                       |                                                                                   |
| <b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>                    |                                       |                                                                                   |

|                                                        |                  |                                                                                                        |
|--------------------------------------------------------|------------------|--------------------------------------------------------------------------------------------------------|
| 9                                                      | March<br>(27-31) | Public And Private Sector of General Insurance Companies In India - Their Products, Schemes And Plans. |
|                                                        |                  | Continued                                                                                              |
|                                                        | April<br>(1)     | Continued                                                                                              |
|                                                        |                  | IRDA ACT , 1999 - Organisation, Guidelines For Life And Non-Life Insurance .                           |
|                                                        |                  | Continued                                                                                              |
| <b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>               |                  |                                                                                                        |
| <b>SUNDAY - 02.04.2023</b>                             |                  |                                                                                                        |
| 9                                                      | April<br>(3-8)   | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Conditional Test on Life Insurance And General Insurance                                               |
| <b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>          |                  |                                                                                                        |
| <b>SUNDAY - 09.04.2023</b>                             |                  |                                                                                                        |
| 10                                                     | April<br>(10-15) | Distribution Channels In Insurance-Introduction, Individual Agents- Appointment, Functions .           |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Code Of Conduct and Remuneration Of Individual Agent.                                                  |
| <b>SUNDAY - 16.04.2023</b>                             |                  |                                                                                                        |
| <b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>  |                  |                                                                                                        |
| 11                                                     | April<br>(17-21) | Continued                                                                                              |
|                                                        |                  | Eligibility, Functions And Code Of Conduct And Remuneration Of Corporate Agent And Brokers .           |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Revision                                                                                               |
| <b>SUNDAY - 23.04.2023</b>                             |                  |                                                                                                        |
| <b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b> |                  |                                                                                                        |
| 12                                                     | April<br>(24-29) | Assignment II on Distribution Channels In Insurance                                                    |
|                                                        |                  | Life Insurance, Documentation In Life Insurance Contract , Claim Settlement In Life Insurance .        |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
| <b>SUNDAY - 30.04.2023</b>                             |                  |                                                                                                        |
| 13                                                     | May<br>(1-6)     | Documentation In General Insurance Contract .                                                          |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Continued                                                                                              |
|                                                        |                  | Claim Settlement In General Insurance .                                                                |
|                                                        |                  | Continued                                                                                              |
| <b>SUNDAY - 07.05.2023</b>                             |                  |                                                                                                        |
| 14                                                     | May<br>(8-13)    | Class Test                                                                                             |
|                                                        |                  | Revision                                                                                               |
|                                                        |                  | Revision                                                                                               |
|                                                        |                  | Revision                                                                                               |
|                                                        |                  | Revision                                                                                               |
| <b>SUNDAY - 14.05.2023</b>                             |                  |                                                                                                        |
| 14                                                     | May<br>(15-16)   | Revision                                                                                               |
|                                                        |                  | Revision                                                                                               |
| <b>Examination 17.05.2023 Onwards.</b>                 |                  |                                                                                                        |



# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2022-23 (01.02.2023 to 16.05.2023)

Weekly Lesson Plan Even Semester)

UG ( II / IV / VI - Semester) : VI

Name of the Paper:- Introduction To Financial Services

Class: BBA-III (VI Semester)

Name of the Teacher: Prof. Nisha

| WEEK                                                        | DATE                                  | TOPICS                                                                                    |
|-------------------------------------------------------------|---------------------------------------|-------------------------------------------------------------------------------------------|
| 1                                                           | February<br>(1-4)                     | DISCUSSION ABOUT SYLLABUS                                                                 |
|                                                             |                                       | FINANCIAL SERVICES- MEANING, CHARACTERISTICS                                              |
|                                                             |                                       | IMPORTANCE & TYPES OF FINANCIAL SERVICES                                                  |
|                                                             |                                       | CONTINUE....& FINANCIAL SERVICES AND ECONOMIC ENVIRONMENT, PLAYERS IN FIANANCIAL SERVICES |
| <b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b> |                                       |                                                                                           |
| 2                                                           | February<br>(6-11)                    | CONTINUE... & REVISION                                                                    |
|                                                             |                                       | FACTORING- MEANING, FEATURES AND GLOSSERY                                                 |
|                                                             |                                       | ADVANTAGES AND LIMITATIONS OF FACTORING                                                   |
|                                                             |                                       | TYPES AND FUNCTIONS OF FACTORING                                                          |
|                                                             |                                       | DIFFERENCE BETWEEN FACTORING AND BILL DISCOUNTING, COST/BENEFIT ANALYSIS OF FACTORING     |
| <b>SUNDAY - 12.02.2023</b>                                  |                                       |                                                                                           |
| 3                                                           | February<br>(13-17)                   | BENEFITS OF FACTORING, DIFFERENCE BETWEEN FACTORING AND FORFAITING                        |
|                                                             |                                       | PROBLEMS OF FACTORING IN INDIA, SITUATION OF FACTORING IN INDIA                           |
|                                                             |                                       | CREDIT RATING- MEANING, PROCESS & FEATURES                                                |
|                                                             |                                       | TYPES OF CREDIT RATING & IMPORTANCE OF CREDIT RATING                                      |
|                                                             |                                       | FUNCTIONS AND ADVANTAGES OF CREDIT RATING                                                 |
| <b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>                |                                       |                                                                                           |
| <b>SUNDAY - 19.02.2023</b>                                  |                                       |                                                                                           |
| 4                                                           | February<br>(20-25)                   | DISADVANTAGES AND FACTORS AFFECTING CREDIT RATING                                         |
|                                                             |                                       | CREDIT RATING METHODOLOGY, CREDIT RATING AGENCIES IN INDIA                                |
|                                                             |                                       | CONTINUE.. & REVISION                                                                     |
|                                                             |                                       | CLASS ACTIVITY                                                                            |
|                                                             |                                       | MERCHANT BANKING- MEANING, CONCEPT & EVOLUATION                                           |
| <b>SUNDAY - 26.02.2023</b>                                  |                                       |                                                                                           |
| 5                                                           | February<br>(27-28)<br>March<br>(1-4) | ROLE OF MERCHANT BANKING, RECENT DEVELOPMENTS IN MERCHANT BANKING                         |
|                                                             |                                       | FUNCTIONS OF MERCHANT BANKING, MERCHANT BANKING REGULATIONS                               |
|                                                             |                                       | GENERAL OBLIGATIONS AND RESPONSIBILITY OF MERCHANT BANKING                                |
|                                                             |                                       | ROLE OF MERCHANT BANKING IN ISSUE MANAGEMENT, MERCHANT BANKING IN INDIA                   |
|                                                             |                                       | REVISION                                                                                  |
| <b>SUNDAY - 05.03.2023</b>                                  |                                       |                                                                                           |
| <b>Holi Vacations - 05.03.2023 to 12.03.2023</b>            |                                       |                                                                                           |
| 7                                                           | March<br>(13-18)                      | DISADVANTAGES & FINANCIAL EVALUATION OF LEASING                                           |
|                                                             |                                       | TYPES OF LEASE ACCOUNTS, METHOD OF CALCULATING LEASE RENTALS                              |
|                                                             |                                       | MEANING AND LEAGAL POSITON OF HIRE PURCHASE, DIFFERENCE BETWEEN HIRE PURCHASE AND LEASING |
|                                                             |                                       | CREDIT CARDS- MEANING, ELIGIBILITY CRITERIA AND FACTORS AFFECTING CREDIT CARDS            |
|                                                             |                                       | TYPES OF CREDIT CARDS AND ADVANTAGES                                                      |
|                                                             |                                       | DISADVANTAGES OF CREDIT CARDS & REVISION                                                  |
| <b>SUNDAY - 19.03.2023</b>                                  |                                       |                                                                                           |
| 8                                                           | March<br>(20-25)                      | CONSUMER FINANCE – MEANING, PARTIES AND BENEFITS                                          |
|                                                             |                                       | MODES OF CONSUMER FINANCE                                                                 |
|                                                             |                                       | CONTINUE.. & REVISION                                                                     |
|                                                             |                                       | STOCK BROKING- MEANING, FUNCTIONS AND ROLE                                                |
|                                                             |                                       | TYPES OF BROKER AND THEIR SERVICES                                                        |
| <b>SUNDAY - 26.03.2023</b>                                  |                                       |                                                                                           |
| <b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>                    |                                       |                                                                                           |

|                                                        |                                  |                                                                                        |
|--------------------------------------------------------|----------------------------------|----------------------------------------------------------------------------------------|
| 9                                                      | March<br>(27-31)<br>April<br>(1) | BROKER TO AN ISSUE AND SEBI GUIDELINES FOR BROKER                                      |
|                                                        |                                  | ASSIGNMENT (I) ON FINANCIAL SERVICES                                                   |
|                                                        |                                  | MUTUAL FUNDS – MEANING & TYPES                                                         |
|                                                        |                                  | ADVANTAGES & PROBLEMS OF MUTUAL FUNDS                                                  |
|                                                        |                                  | CONSTITUTION AND MANAGEMENT OF MUTUAL FUNDS                                            |
| <b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>               |                                  |                                                                                        |
| <b>SUNDAY - 02.04.2023</b>                             |                                  |                                                                                        |
| 9                                                      | April<br>(3-8)                   | CONTINUE.. & DESIGNING & MARKETING AND EVALUATION OF MUTUAL FUND SCHEMS                |
|                                                        |                                  | SEBI GUIDELINES FOR MUTUAL FUNDS IN INDIA                                              |
|                                                        |                                  | EXCHANGE TRADE FUND – MEANING, FEATURES OF ETF, DIFFERENCE BETWEEN MUTUAL FUNTS & ETFs |
|                                                        |                                  | CONDITIONAL(TEST) ON LEASING AND MERCHANT BANKING                                      |
|                                                        |                                  | TYPES & ADVANTAGES OF ETFS                                                             |
| <b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>          |                                  |                                                                                        |
| <b>SUNDAY - 09.04.2023</b>                             |                                  |                                                                                        |
| 10                                                     | April<br>(10-15)                 | DISADVANTAGES OF ETFs & REVISION                                                       |
|                                                        |                                  | SECURITY EXCHANGE BOARD OF INDIA (SEBI)- MEANING, OBJECTIVES ANF ROLE                  |
|                                                        |                                  | MANAGEMENT AND POWERS OF SEBI                                                          |
|                                                        |                                  | FUNCTIONS OF SEBI, MEASURES TAKEN BY SEBI                                              |
|                                                        |                                  | REVISION                                                                               |
| <b>SUNDAY - 16.04.2023</b>                             |                                  |                                                                                        |
| <b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>  |                                  |                                                                                        |
| 11                                                     | April<br>(17-21)                 | ASSIGNMENT – II ON CREDIT RATING                                                       |
|                                                        |                                  | ISSUE MANAGEMENT –MEANING, CLASSIFICATION- PRE-ISSUE MANAGEMENT                        |
|                                                        |                                  | PRE-ISSUE MANAGEMENT-METHODS                                                           |
|                                                        |                                  | BOOK-BUILDING                                                                          |
|                                                        |                                  | REVERSE BOOK BUILDING                                                                  |
| <b>SUNDAY - 23.04.2023</b>                             |                                  |                                                                                        |
| <b>Holiday Id-Ui-Fitr/Parshuram Jayanti (Saturday)</b> |                                  |                                                                                        |
| 12                                                     | April<br>(24-29)                 | POST ISSUE MANAGEMENT – MEANING, CONCEPT & SEBI GUIDELINES FOR POST ISSUE MANAGEMENT   |
|                                                        |                                  | CONTINUE...                                                                            |
|                                                        |                                  | MANAGING NEW ISSUE: EQUITY ISSUE/PUBLIC ISSUE- MEANING , PROCESS                       |
|                                                        |                                  | TYPES OF PUBLIC ISSUE, SEBI GUIDELINES FOR PUBLIC ISSUE                                |
|                                                        |                                  | AVANTAGES AND DISADVANTAGES OF PUBLIC ISSUE                                            |
| <b>SUNDAY - 30.04.2023</b>                             |                                  |                                                                                        |
| 13                                                     | May<br>(1-6)                     | INTERMEDIARIES TO ISSUE-MEANING, TYPES                                                 |
|                                                        |                                  | UNDERWRITER                                                                            |
|                                                        |                                  | FUNCTIONS OF UNDERWRITER                                                               |
|                                                        |                                  | TYPES OF UNDERWRITER                                                                   |
|                                                        |                                  | CONTINUE....                                                                           |
| <b>SUNDAY - 07.05.2023</b>                             |                                  |                                                                                        |
| 14                                                     | May<br>(8-13)                    | CONTINUE....                                                                           |
|                                                        |                                  | PORTFOLIO MANAGERS, DEBENTURE TRUSTEE                                                  |
|                                                        |                                  | CONTINUE...                                                                            |
|                                                        |                                  | CONTINUE...                                                                            |
|                                                        |                                  | REVISION                                                                               |
| <b>SUNDAY - 14.05.2023</b>                             |                                  |                                                                                        |
| 14                                                     | May<br>(15-16)                   | REVISION                                                                               |
|                                                        |                                  | REVISION                                                                               |
| <b>Examination 17.05.2023 Onwards.</b>                 |                                  |                                                                                        |