

# I.B. (PG) COLLEGE, PANIPAT

## LESSON PLAN

SESSION 2022-23 (01.02.2023 to 16.05.2023)

Weekly Lesson Plan Even Semester)

PG ( IV - Semester)

Name of the Paper:- IT & E-commerce

Class: Mcom

Name of the Teachers (Section Wise) : Prof. Mohit

WEEK	DATE	TOPICS
1	February (1-4)	Introduction to E-commerce: Meaning of electronic commerce,
		business applications of e-commerce,
		comparison with traditional commerce,
		Business models in E-commerce-e-shop,
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February (6-11)	e-pocurement,
		e-auctions,
		continue...
		value chain integrators,
		continue...
<b>SUNDAY - 12.02.2023</b>		
3	February (13-17)	information brokerage,
		telecommunication,
		collaboration platforms, etc.
		Electronic payment system,
		continue...
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February (20-25)	E-banking - concept,operations.
		continue...
		continue...
		continue...
		Revise
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	Online fund transfer -RTGC,ATM etc.
		continue...
		continue...
		continue...
		online share market operations.
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	continue...
		continue...
		Revise
		online marketing,
		continue...
<b>SUNDAY - 19.03.2023</b>		

8	March (20-25)	continue...
		Types of online advertisements,
		continue...
		continue...
Search engine- as an advertising media,		
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		
9	March (27-31) April (1)	continue...
		continue...
		Revise
		search engine optimization- concepts and techniques,
continue...		
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>		
<b>SUNDAY - 02.04.2023</b>		
9	April (3-8)	Email marketing,
		continue...
		continue...
		Social networking and marketing- promotion, opinion formulation etc.
continue...		
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>		
<b>SUNDAY - 09.04.2023</b>		
10	April (10-15)	Viral marketing, E-retaining concepts,
		continue...
		continue...
		advantages,limitations,
continue...		
<b>SUNDAY - 16.04.2023</b>		
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>		
11	April (17-21)	Revise
		CRM and information Technology,
		continue...
		Tools to conducting online research-secondary research,
continue...		
<b>SUNDAY - 23.04.2023</b>		
<b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b>		
12	April (24-29)	online focus groups,
		continue...
		continue...
		web based surveys,
continue...		
data mining from social networking sites,		
<b>SUNDAY - 30.04.2023</b>		
13	May (1-6)	continue...
		cloud computing - concepts, uses in business,
		continue...
		Enterprise Resources Planning ,
Revise		
Security issues in e-commerce- online frauds,		
<b>SUNDAY - 07.05.2023</b>		
14	May (8-13)	continue...
		Privacy issues ,
		cyber laws including information technology act.
		continue...
continue...		
continue...		
<b>SUNDAY - 14.05.2023</b>		
14	May (15-16)	continue...
		Revise
<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)

PG ( IV - Semester)

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

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

WEEK	DATE	TOPICS
1	February (1-4)	Introduction about syllabus
		Introduction Of International Markets and Instruments:
		Continue
		Continue
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February (6-11)	Features Of Intrnational Capital Market
		Continue
		Features of International Money Market
		Continue
		Integration of Markets
<b>SUNDAY - 12.02.2023</b>		
3	February (13-17)	Role of Financial Intermediaries
		Continue
		Revision
		Presentation by students
		Presentation by students
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February (20-25)	International Capital and Money Market Instruments
		GDRs
		ADRs
		IDRs
		Continue
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	Group Discussion
		Euro Bonds
		Euro Loans
		Repos and Cps
		Continue
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	Presentation by students
		Floating Rates Instruments
		Continue
		Continue
		Loan Syndication
<b>SUNDAY - 19.03.2023</b>		

8	March (20-25)	Conditional Test (1st)
		Euro Deposits
		Continue
		Multilateral Financial Institutions
Continue		
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		
9	March (27-31)	IMF
		IBRD
	April (1)	European Monetary system
		Continue
Presentation by students		
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>		
<b>SUNDAY - 02.04.2023</b>		
9	April (3-8)	Presentation by students
		Introduction Of Foreign Exchange Markets
		Exchange Rate Theories
		Continue
Determining Exchange Rates		
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>		
<b>SUNDAY - 09.04.2023</b>		
10	April (10-15)	Fixed and Flexible Exchange Rate System
		Continue
		Exchange Rate Quotes
		Continue
Spot Rates, Forward exchange rates		
<b>SUNDAY - 16.04.2023</b>		
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>		
11	April (17-21)	Forward Exchange Contracts
		Continue
		Foreign Exchange and Currency Futures
		Continue
Continue		
<b>SUNDAY - 23.04.2023</b>		
<b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b>		
12	April (24-29)	Exchange Rate Management In india
		Continue
		Continue
		Conditional Test-2
		Foreign Exchange Management act
Continue		
<b>SUNDAY - 30.04.2023</b>		
13	May (1-6)	Continue
		Continue
		Introduction Of Foreign Exchange Risks
		Management of Exposures
		Continue
Continue		
<b>SUNDAY - 07.05.2023</b>		
14	May (8-13)	Presentation by students
		Presentation by students
		Presentation by students
		Presentation by students
		Presentation by students
Presentation by students		
<b>SUNDAY - 14.05.2023</b>		
14	May (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)

PG ( IV - Semester)

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

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

WEEK	DATE	TOPICS
1	February (1-4)	Primary Market-Introduction,Nature & Functions
		Capital Market Structure(Gilt Edged Market)
		Corporate Security Market(NIM)
		Functions Of NIM
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February (6-11)	Methods Of NIM
		Capital Market Instrument
		Debt Security Market
		Intermediate Of NIM
		Introduction Of Secondary Market & Regulations
		Procedure Of Stock Dealing
<b>SUNDAY - 12.02.2023</b>		
3	February (13-17)	Factors Affecting Price On Stock
		Types Of Speculators
		Provisions Of Stock Exchange
		Listing Of Securities
		Merits & Demerits Of Listing
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February (20-25)	Inside Trading,factors Of Secondary Market
		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
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	Risk Management Measures At NSE
		Internet Trading,Clearing & Settlement In Trading
		BSE & NSE (Management)
		Role Of BSE & Listing At BSE
		NSE,Introduction & Organisation Of NSE
		Listing Procedure At NSE
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	Presentation By Students
		Presentation By Students
		Investor,Investor Protection Fund & Subsidiaries Of NSE
		Nature Of Transaction-Cash & Forward
		Share Price Indices-Need & Importance
		Group Discussion On The Topic NSE & BSE
<b>SUNDAY - 19.03.2023</b>		

8	March (20-25)	Depository System-Role & Need
		Benefits Of Depository System
		Charges In NSDL
		Nature Of Transaction-Cash & Forward
		SEBI & Its Regulation
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		
9	March (27-31) April (1)	Regulation 1 To 10
		Regulation 11 To 24
		Custodian Of Securities Regulation 1996
		Introduction Of NSDL & Its Management
		Introduction & Meaning Of Derivatives
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>		
<b>SUNDAY - 02.04.2023</b>		
9	April (3-8)	SEBI Regulation 2015
		Types Of Deivatives(Future & Forward)
		Conditional Test-1
		Options & Swaps
		Presentation By Students
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>		
<b>SUNDAY - 09.04.2023</b>		
10	April (10-15)	Warrants,Convertibles & Credit Derivatives
		Uses Of Derivatives & Shortcomings In Derivatives
		Presentation By Students
		Presentation By Students
		Presentation By Students
<b>SUNDAY - 16.04.2023</b>		
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>		
11	April (17-21)	Futures,Introduction & Meaning Of Future
		Difference Between Future,Forward & Option
		Pricing & Valuation Of Future
		Contd.
		Types Of Options & Its Benefits
<b>SUNDAY - 23.04.2023</b>		
<b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b>		
12	April (24-29)	Conditional Test-2
		Valuation Of Option(Boundaries & Key Factors)
		Valuation Models(Risk Neutral Valuation)
		Presentation By Students
		Presentation By Students
<b>SUNDAY - 30.04.2023</b>		
13	May (1-6)	Introduction & Meaning Of International Market
		Meaning Of FDI & Types Of Invesotrs In FDI
		Incentives In FDI
		Meaning Of FII
		Meaning Of Euro Issues & FCCB
		Meaning Of GDR & Procedure Of Issuing GDR
<b>SUNDAY - 07.05.2023</b>		
14	May (8-13)	Meaning Of ADR & Types Of ADR
		Guidelines Of ADR
		Presentation By Students
		Presentation By Students
		Presentation By Students
		Revision
<b>SUNDAY - 14.05.2023</b>		
14	May (15-16)	Presentation By Students
		Presentation By Students
<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)

PG ( IV - Semester)

Name of the Paper:- Consumer Behaviour

Class: M.Com Final

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

WEEK	DATE	TOPICS
1	February (1-4)	introduction to syllabus
		consumer behaviour theory and applications
		continue
		consumer buying process
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February (6-11)	continue
		continue
		extensive, limited and routine problem -solving behaviours
		continue
		continue
		internal determinants of consumer behaviour:need, motivation and involvement
<b>SUNDAY - 12.02.2023</b>		
3	February (13-17)	continue
		continue
		information processing
		continue
		continue
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February (20-25)	consumer perception
		continue
		continue
		learning
		continue
		attitude and attitude change
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	continue
		personality
		continue
		continue
		values and lifestyle
		continue
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	continue
		external determinants of buying behaviour
		family, reference Group and social class
		continue
		presentation by students
		continue
<b>SUNDAY - 19.03.2023</b>		

8	March (20-25)	influence of culture,sub culture aspects of consumer behaviour
		continue
		presentation by students
		presentation by students
		conditional test 1
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		
9	March (27-31) April (1)	opinion leadership process, measurement, profile.
		continue
		continue
		presentation by students
		presentation by students
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>		
<b>SUNDAY - 02.04.2023</b>		
9	April (3-8)	innovation
		continue
		continue
		presentation by students
		presentation by students
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>		
<b>SUNDAY - 09.04.2023</b>		
10	April (10-15)	diffusion and adaptation process
		continue
		continue
		continue
		presentation by students
<b>SUNDAY - 16.04.2023</b>		
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>		
11	April (17-21)	profile of consumer innovation
		continue
		continue
		presentation by students
		presentation by students
<b>SUNDAY - 23.04.2023</b>		
<b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b>		
12	April (24-29)	models of buyer behaviour
		continue
		continue
		conditional test 2
		presentation by students
		presentation by students
<b>SUNDAY - 30.04.2023</b>		
13	May (1-6)	revision
		revision
		revision
		revision
		revision
		revision
		revision
<b>SUNDAY - 07.05.2023</b>		
14	May (8-13)	revision
		revision
		revision
		revision
		revision
		revision
<b>SUNDAY - 14.05.2023</b>		
14	May (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)

PG ( IV - Semester)

Name of the Paper:- Rural Marketing

Class: M.Com (F)

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

WEEK	DATE	TOPICS
1	February (1-4)	Discussion of Syllabus
		Introduction to Rural Marketing
		Conti.
		Conti.
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February (6-11)	Conti.
		Conti.
		Conti.
		Conti.
		Rural Marketing Environment
		Conti.
<b>SUNDAY - 12.02.2023</b>		
3	February (13-17)	Conti.
		Conti.
		Conti.
		Rural Marketing Research
		Conti.
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February (20-25)	Conti.
		Conti.
		Conti.
		Group Discussion
		Rural Consumer Behaviour
		Conti.
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	Conti.
		Conti.
		Conti.
		Conti.
		Segmenting Rural Markets
		Conti.
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	Conti.
		Conti.
		Conti.
		Conti.
		Conti.
		Revision
<b>SUNDAY - 19.03.2023</b>		

8	March (20-25)	Rural Marketing Strategies
		Conti.
		Conti.
		Conti.
		Conti.
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		
9	March (27-31) April (1)	New Product Development for Rural Markets
		Ist Conditional Test
		Topic Continued
		Conti.
		Rural Marketing Mix and Presentation by Students
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>		
<b>SUNDAY - 02.04.2023</b>		
9	April (3-8)	Topic Continued and Presentation by Students
		Topic Continued and Presentation by Students
		Topic Continued and Presentation by Students
		Rural Communication and Presentation by Students
		Topic Continued and Presentation by Students
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>		
<b>SUNDAY - 09.04.2023</b>		
10	April (10-15)	Topic Continued and Presentation by Students
		IInd Conditional Test
		Topic Continued and Presentation by Students
		Media Planning for Rural Markets and Presentation
		Topic Continued and Presentation by Students
<b>SUNDAY - 16.04.2023</b>		
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>		
11	April (17-21)	Topic Continued and Presentation by Students
		Topic Continued and Presentation by Students
		Personal Selling in Rural Markets
		Topic Continued and Presentation by Students
		Topic Continued and Presentation by Students
<b>SUNDAY - 23.04.2023</b>		
<b>Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturday)</b>		
12	April (24-29)	Topic Continued and Presentation by Students
		Marketing of Consumer Durables and Non Durables
		Topic Continued and Presentation by Students
		Marketing of Agricultural Products
		Topic Continued and Presentation by Students
<b>SUNDAY - 30.04.2023</b>		
13	May (1-6)	E- Commerce in Rural Marketing
		Topic Continued
		Topic Continued
		Discussion of Extra Questions
		Group Discussion
<b>SUNDAY - 07.05.2023</b>		
14	May (8-13)	Revision
		Revision
		Revision
		Revision
		Revision
<b>SUNDAY - 14.05.2023</b>		
14	May (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)

PG ( IV - Semester)

Name of the Paper:- International HRM

Class: M.com(f)

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

WEEK	DATE	TOPICS
1	February (1-4)	Discussion about syllabus
		International Management:its meaning
		concept and trends
		continued
<b>SUNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti )</b>		
2	February 11)	continued
		schools of thoughts of International Management
		continued
		continued
		comparative Management
<b>SUNDAY - 12.02.2023</b>		
3	February 17)	Importance and Scope
		continued
		continued
		Models of comparative Management
<b>continued</b>		
<b>HOLIDAY - 18.02.2023 (Maha Shivratri)</b>		
<b>SUNDAY - 19.02.2023</b>		
4	February 25)	continued
		continued
		Issues in comparative Management: legal,political ethical and cultural
		continued
		continued
<b>SUNDAY - 26.02.2023</b>		
5	February (27-28) March (1-4)	continued
		revision
		Management styles and practices in US
		continued
<b>continued</b>		
<b>SUNDAY - 05.03.2023</b>		
<b>Holi Vacations - 05.03.2023 to 12.03.2023</b>		
7	March (13-18)	Management style and practices in Japan
		continued
		continued
		presentation
		presentation
<b>SUNDAY - 19.03.2023</b>		
8	March (20-25)	Management style and practices in China
		continued
		continued
		Management style and practices in korea
<b>continued</b>		
<b>SUNDAY - 26.03.2023</b>		
<b>HOLIDAY 23.03.2023 Shaheedi Diwas</b>		

9	March April	(27-31) (1)	conditional test-1
			presentation
			Management style and practices in Europe
			continued
			continued
<b>HOLIDAY - 30.03.2023 (Ram Navmi )</b>			
<b>SUNDAY - 02.04.2023</b>			
9	April	(3-8)	Management style and practices in India
			continued
			organisational design in different countries
			continued
			presentation
<b>HOLIDAY - 04.04.2023 (Mahavir Jayanti)</b>			
<b>SUNDAY - 09.04.2023</b>			
10	April	(10-15)	Transnational organisational behaviour and HRM
			Motivation
			continued
			continued
			perception
<b>SUNDAY - 16.04.2023</b>			
<b>HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)</b>			
11	April	(17-21)	continued
			leadership
			continued
			continued
			presentation
<b>SUNDAY - 23.04.2023</b>			
<b>Holiday Id-UI-Fitr/Parshuram Jayanti (Saturday)</b>			
12	April	(24-29)	communication
			continued
			job satisfaction
			continued
			conditional test-2
			Attitudes
<b>SUNDAY - 30.04.2023</b>			
13	May (1-6)		performance appraisal
			continued
			managing multinational business operations:finance, marketing etc
			continued
			negotiating across cultures
			continued
<b>SUNDAY - 07.05.2023</b>			
14	May (8-13)		revision
			revision
			revision
			revision
			revision
			revision
<b>SUNDAY - 14.05.2023</b>			
14	May	(15-16)	revision
			revision
<b>Examination 17.05.2023 Onwards.</b>			