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		
		Introduction to E-commerce: Meaning of electronic commerce,		
	February			
1	(1-4)	business applications of e-commerce,		
	, ,	comparison with traditional commerce,		
		Business models in E-commerce-e-shop,		
	St	JNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti)		
		e-pocureement,		
	_	e-auctions,		
2	February	continue		
_	(6-11)	value chain integrators,		
		continue		
		Revise		
		SUNDAY - 12.02.2023		
		information brokerage,		
	February	telecommunication,		
3	(13-17)	collaboration platforms, etc.		
	(13-17)	Electronic payment system,		
		continue		
HOLIDAY - 18.02.2023 (Maha Shivratri)				
		SUNDAY - 19.02.2023		
		E-banking - concept, operations.		
		continue		
4	February	continue		
4	(20-25)	continue		
		continue		
		Revise		
		SUNDAY - 26.02.2023		
		Online fund transfer -RTGC,ATM etc.		
	February	continue		
_	(27-28)	continue		
5	March	continue		
	(1-4)	online share market operations.		
		continue		
		SUNDAY - 05.03.2023		
		Holi Vacations - 05.03.2023 to 12.03.2023		
		continue		
		continue		
_	March	Revise		
7	(13-18)	online marketing,		
	(=3 =3,	continue		
		web-based advertising- concept, advantages,		
	SUNDAY - 19.03.2023			
		5011DA1 151051E0E5		

		continue		
8	March	Types of online advertisements,		
	(20-25)	continue		
	(20-23)	continue		
		Search engine- as an advertising media,		
	•	SUNDAY - 26.03.2023		
	HOLL	DAY 23.03.2023 Shaheedi Diwas		
		continue		
	March	continue		
9	(27-31)	Revise		
	April	search engine optimization- concepts and techniques,		
	(1)	continue		
		HOLIDAY - 30.03.2023 (Ram Navmi)		
		SUNDAY - 02.04.2023		
		Email marketing,		
		continue		
9	April	continue		
	(3-8)	Social networking and marketing- promotion, opinion formulation etc.		
		continue		
		HOLIDAY - 04.04.2023 (Mahavir Jayanti)		
		SUNDAY - 09.04.2023		
		Viral marketing, E-retaining concepts,		
	A	continue		
10	April	continue		
	(10-15)	advantages, limitations,		
		continue		
	•	SUNDAY - 16.04.2023		
		HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)		
		Revise		
		CRM and information Technology,		
11	April	continue		
	(17-21)	Tools to conducting online research-secondary research,		
		continue		
		SUNDAY - 23.04.2023		
		Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturaday)		
		online focus groups, continue		
	April	continue		
12	-			
	(24-29)	web based surveys,		
		continue data mining from social networking sites,		
		SUNDAY - 30.04.2023		
	I			
		continue		
1	N/	cloud computing - concepts, uses in business,		
13	May	continue		
	(1-6)	Enterprise Resources Planning ,		
		Revise		
		Security issues in e-commerce- online frauds,		
		SUNDAY - 07.05.2023		
		continue		
		Privacy issues ,		
14	May	cyber laws including information technology act.		
	(8-13)	continue		
		continue		
		continue		
		SUNDAY - 14.05.2023		
14	May	continue		
14	(15-16)	Revise		
		Examination 17.05.2023 Onwards.		

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

		Conditional Test (1st)
8	l	
	March	Euro Deposits Continue
8	(20-25)	
		Multilateral Financial Institutions
		Continue
		SUNDAY - 26.03.2023
	HOLI	DAY 23.03.2023 Shaheedi Diwas
	March	IMF
9	(27-31)	IBRD
9	April	European Monetary system Continue
	(1)	Presentation by students
		HOLIDAY - 30.03.2023 (Ram Navmi)
		SUNDAY - 02.04.2023
		Presentation by students
		Introduction Of Foreign Exchange Markets
9	April	Exchange Rate Theories
	(3-8)	Continue
		Determining Exchange Rates
		HOLIDAY - 04.04.2023 (Mahavir Jayanti)
		SUNDAY - 09.04.2023
		Fixed and Flexible Exchange Rate System
		Continue
10	April	Exchange Rate Quotes
	(10-15)	Continue
		Spot Rates, Forward exchange rates
		SUNDAY - 16.04.2023
		HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)
		Forward Exchange Contracts
	April	Continue
11	(17-21)	Foreign Exchange and Currency Futures
	(17-21)	Continue
		Continue
		SUNDAY - 23.04.2023
		Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturaday)
		Exchange Rate Management In india
	April	Continue
12		Continue
	(24-29)	Conditional Test-2
		Foreign Exchange Management act
		Continue SUNDAY - 30.04.2023
		Continue
		Continue
	May	Introduction Of Foreign Exchange Risks
13	(1-6)	Management of Exposures
	(= 0)	Continue
		Continue
		SUNDAY - 07.05.2023
		Presentation by students
		Presentation by students
14	May	Presentation by students
1-4	(8-13)	Presentation by students
		Presentation by students
		Presentation by students
		SUNDAY - 14.05.2023
14	May	Revision
	(15-16)	Revision
		Examination 17.05.2023 Onwards.

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

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		Depository System-Role & Need
_	March	Benefits Of Depository System
8	(20-25)	Charges In NSDL
	(25 25)	Nature Of Transaction-Cash & Forward
		SEBI & Its Regulation
		SUNDAY - 26.03.2023
	HOLI	DAY 23.03.2023 Shaheedi Diwas
	March	Regulation 1 To 10
	(27-31)	Regulation 11 To 24
9	April	Custodian Of Securities Regulation 1996
	(1)	Introduction Of NSDL & Its Management
	(-)	Introduction & Meaning Of Derivatives
		HOLIDAY - 30.03.2023 (Ram Navmi)
	I	SUNDAY - 02.04.2023
		SEBI Regulation 2015
	April	Types Of Deivatives(Future & Forward)
9	(3-8)	Conditional Test-1
		Options & Swaps
		Presentation By Students
		HOLIDAY - 04.04.2023 (Mahavir Jayanti)
	I	SUNDAY - 09.04.2023
		Warrants, Convertibles & Credit Derivatives
	April	Uses Of Derivatives & Shortcomings In Derivatives
10	(10-15)	Presentation By Students
		Presentation By Students
		Presentation By Students
		SUNDAY - 16.04.2023
	1	HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)
		Futures, Introduction & Meaning Of Future
4.4	April	Difference Between Future, Forward & Option
11	(17-21)	Pricing & Valuation Of Future
		Contd.
		Types Of Options & Its Benefits SUNDAY - 23.04.2023
		Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturaday)
Conditional Test-2		
		Valuation Of Option(Boundaries & Key Factors)
	April	Valuation Models(Risk Neutral Valuation)
12	(24-29)	Presentation By Students
	(24-23)	Presentation By Students
		Presentation By Students
		SUNDAY - 30.04.2023
		Introduction & Meaning Of International Market
		Meaning Of FDI & Types Of Invesotrs In FDI
	May	Incentives In FDI
13	(1-6)	Meaning Of FII
	(= 0)	Meaning Of Euro Issues & FCCB
		Meaning Of GDR & Procedure Of Issuing GDR
		SUNDAY - 07.05.2023
		Meaning Of ADR & Types Of ADR
		Guidelines Of ADR
	May	Presentation By Students
14	(8-13)	Presentation By Students
		Presentation By Students
		Revision
		SUNDAY - 14.05.2023
4.4	May	Presentation By Students
14	(15-16)	Presentation By Students
		Examination 17.05.2023 Onwards.

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

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		influence of culture, sub culture aspects of consumer behaviour
8	March	continue
	(20-25)	presentation by students
	(====,	presentation by students
		conditional test 1
		SUNDAY - 26.03.2023
	HOLI	DAY 23.03.2023 Shaheedi Diwas
	March	opinion leadership process, measurement, profile.
	(27-31)	continue
9	April	continue
	(1)	presentation by students
	(1)	presentation by students
		HOLIDAY - 30.03.2023 (Ram Navmi)
		SUNDAY - 02.04.2023
		innovation
		continue
9	April	continue
	(3-8)	presentation by students
		presentation by students
		HOLIDAY - 04.04.2023 (Mahavir Jayanti)
		SUNDAY - 09.04.2023
		diffusion and adaptation process
		continue
10	April	continue
10	(10-15)	continue
		presentation by students
	<u> </u>	SUNDAY - 16.04.2023
		HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti)
		profile of consumer innovation
		continue
11	April	continue
11	(17-21)	
		presentation by students
		presentation by students SUNDAY - 23.04.2023
		Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturaday)
	T	models of buyer behaviour
		·
	A!	continue
12	April	continue
	(24-29)	conditional test 2
		presentation by students
		presentation by students
		SUNDAY - 30.04.2023
		revision
		revision
13	May	revision
	(1-6)	revision
		revision
		revision
		SUNDAY - 07.05.2023
		revision
		revision
14	May	revision
] -:	(8-13)	revision
		revision
		revision
		SUNDAY - 14.05.2023
14	May	revision
	(15-16)	revision
		Examination 17.05.2023 Onwards.

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

March (20-25) Conti. SUNDAY - 26.03.2023 HOLIDAY 23.03.2023 Shaheedi Diwas March (27-31) Topic Continued Topic Continued Topic Continued Conti. Rural Marketing Mix and Presentation by Students Topic Continued and Prese		1	D I NA Cl Cl L		
8 March (20-25) Conti. SUNDAY - 26.03.2023 HOLIDAY 23.03.2023 Shaheedi Diwas New Product Development for Rural Markets Ist Conditional Test Tropic Continued Conti. Rural Marketing Mix and Presentation by Students HOLIDAY - 30.03.2023 (Ram Navmi) SUNDAY - 02.04.2023 Topic Continued and Presentation by Students Topic Continued and Presentation by Students Tropic Continued and Presentation by Students Rural Communication and Presentation by Students Rural Communication and Presentation by Students Topic Continued and Presentation by Students HOLIDAY - 00.40.2023 (Mahawir Jayanti) SUNDAY - 00.40.2023 (Mahawir Jayanti) 10			Rural Marketing Strategies		
8 (20-25) Conti. Conti. Conti. Conti. Conti. SUNDAY - 26.03.2023 HOUDAY 23.03.2023 Shaheedi Diwas March April (1) Rural Marketing Mix and Presentation by Students HOUDAY - 30.03.2023 (Ram Navmi)) SUNDAY - 02.04.2023 Topic Continued and Presentation by Students HOUDAY - 04.04.2023 (Mahavir Jayanti) SUNDAY - 09.04.2023 Topic Continued and Presentation by Students HOUDAY - 10.04.02.023 Topic Continued and Presentation by Students Ilid Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students HOUDAY - 10.04.2023 (Mahavir Jayanti) Topic Continued and Presentation by Students SUNDAY - 15.04.2023 HOUDAY - 10.04.2023 (Mahavir Jayanti) Topic Continued and Presentation by Students SUNDAY - 15.04.2023 HOUDAY - 10.04.2023 (Mahavir Jayanti) Topic Continued and Presentation by Students SUNDAY - 23.04.2023 Holiday Id-UI-Fitr/Parshuram Jayanti (Saturaday) Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students SUNDAY - 23.04.2023 Revision	8				
Conti. C					
HOLIDAY 23.03.2023 Shaheed Diwas March (27-31) April (1) Rural Marketing Mix and Presentation by Students HOLIDAY - 20.03.2023 (Ram Navmi) SUNDAY - 20.04.2023 Topic Continued and Presentation by Students HOLIDAY - 0.04.2023 (Mahavir Jayanti) SUNDAY - 0.04.2023 (Mahavir Jayanti) Topic Continued and Presentation by Students Ind Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students SUNDAY - 16.04.2023 HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students SUNDAY - 30.02.023 Holiday Id-Ul-Hitr/Parshuram Jayanti (Saturaday) Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students Topic Continued and		(20 20)	Conti.		
HOUDAY 23.03.2023 Shaheedi Diwas March April (27-31) April (1) Paril (1) April (3-8) April (3-8) April (10-15) April (10			Conti.		
New Product Development for Rural Markets St Conditional Test Topic Continued Conti.			SUNDAY - 26.03.2023		
St. Conditional Test Topic Continued Topic		HOLII	DAY 23.03.2023 Shaheedi Diwas		
Section Topic Continued		March	New Product Development for Rural Markets		
April (1) Continued Contin			Ist Conditional Test		
(1) Continued and Presentation by Students HOLIDAY - 30.03.2023 (Ram Navmi) SUNDAY - 02.04.2023 Topic Continued and Presentation by Students	9		Topic Continued		
HOLDAY - 10.03.2023 (Ram Name) SUNDAY - 20.04.2023 Topic Continued and Presentation by Students HOLIDAY - 04.04.2023 (Mahawir Jayanti) SUNDAY - 09.04.2023 Topic Continued and Presentation by Students Ilind Conditional Test Topic Continued and Presentation by Students Ilind Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students Fersonal Selling in Rural Markets Topic Continued and Presentation by Students Topic Continued and Presentation by Students SUNDAY - 23.04.2023 Holiday Id-UI-Fitr/Parshuram Jayanti (Saturaday) Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students Topic Continued and Presentation by		_	Conti.		
SUNDAY - 02.04.2023 April (3-8)		(1)	Rural Marketing Mix and Presentation by Students		
April (3-8) April (10-15) April (HOLIDAY - 30.03.2023 (Ram Navmi)		
April (3-8) Topic Continued and Presentation by Students Topic Continued and Presentation by Students Rural Communication and Presentation by Students Topic Continued and Presentation by Students **HOLIDAY - 04.04.2023 (Mahavir Jayanti) **SUNDAY - 09.04.2023 Topic Continued and Presentation by Students Indiconditional Test			SUNDAY - 02.04.2023		
9 April (3-8) Topic Continued and Presentation by Students Rural Communication and Presentation by Students Topic Continued and Presentation by Students HOLIDAY - 04.04.2023 (Mahavir Jayanti) SUNDAY - 09.04.2023 April (10-15) Topic Continued and Presentation by Students Ilind Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students SUNDAY - 16.04.2023 HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students SUNDAY - 3.04.2023 E- Commerce in Rural Marketing Topic Continued Revision			Topic Continued and Presentation by Students		
10 Injuic Continued and Presentation by Students					
Rural Communication and Presentation by Students	9	_	Topic Continued and Presentation by Students		
Topic Continued and Presentation by Students HOLIDAY - 04.04.2023 (Mahavir Jayanti) SUNDAY - 09.04.2023 Topic Continued and Presentation by Students Ilind Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students Topic Continued and Presentation by Students Personal Selling in Rural Markets Topic Continued and Presentation by Students Holiday Id-Ul-Fitr/Parshuram Jayanti (Saturaday) 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 SUNDAY - 30.4.2023 E- Commerce in Rural Marketing Topic Continued Topic Continued Discussion of Extra Questions Group Discussion Revision		(3-8)	·		
HOLIDAY - 04.04.2023 (Mahavir Jayanti) SUNDAY - 09.04.2023 Topic Continued and Presentation by Students Ilnd Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students Personal Selling in Rural Markets Topic Continued and Presentation by Students Topic Continued and Presentation by Students 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 Marketing of Agricultural Products Topic Continued and Presentation by Students Topic Continued and Presentation by Students SUNDAY - 30.04.2023 E- Commerce in Rural Marketing Topic Continued			,		
SUNDAY - 09.04.2023 Topic Continued and Presentation by Students Ilnd Conditional Test Topic Continued and Presentation by Students Media Planning for Rural Markets and Presentation Topic Continued and Presentation by Students SUNDAY - 16.04.2023 HOLIDAY - 14.04.2023 (DR.B.R.Ambedkar Jayanti) Topic Continued and Presentation by Students Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students Topic Continued Topic C		1			
Topic Continued and Presentation by Students Inid Conditional Test					
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April (24-29) April (24-29) April (24-29) Marketing of Consumer Durables and Non Durables Topic Continued and Presentation by Students SUNDAY - 30.04.2023 E- Commerce in Rural Marketing Topic Continued Topic Continued Topic Continued Discussion of Extra Questions Group Discussion Revision		1			
April (24-29) Topic Continued and Presentation by Students					
Marketing of Agricultural Products Topic Continued and Presentation by Students Topic Continued and Presentation by Students SUNDAY - 30.04.2023 E- Commerce in Rural Marketing Topic Continued Topic Continued Topic Continued Discussion of Extra Questions Group Discussion Revision		A			
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SUNDAY - 30.04.2023					
E- Commerce in Rural Marketing Topic Continued Topic Continued Topic Continued Discussion of Extra Questions Group Discussion Revision Revision Revision		1			
Topic Continued		1			
13 May (1-6) Discussion of Extra Questions Group Discussion Revision SUNDAY - 07.05.2023 Revision					
13		Mari	· ·		
Group Discussion	13	_			
Revision		(1-6)			
Nay (8-13) Revision Revisio					
Revision Revision					
May Revision					
14 May (8-13) Revision Revision Revision Revision Revision 14 May (15-16) Revision Revision					
14 (8-13) Revision Revision Revision SUNDAY - 14.05.2023 14 May Revision (15-16) Revision		3.5			
Revision	14	_			
Revision		(8-13)			
SUNDAY - 14.05.2023 14					
14 May Revision Revision					
14 (15-16) Revision		T			
(15-16) Revision	14	_			
Examination 17.05.2023 Onwards.		(15-16)			
			Examination 17.05.2023 Onwards.		

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			
VVLLIN	DAIL	Discussion about syllabus			
		International Management:its meaning			
1	February (1-4)	concept and trends			
		continued			
	<u> </u>	JNDAY - 05.02.2023 Holiday (Guru Ravidass Jayanti)			
		continued			
		schools of thoughts of International Management			
	February (6-	continued			
2	11)	continued			
	,	comparative Management			
		continued			
		SUNDAY - 12.02.2023			
		Importance and Scope			
		continued			
3	February (13-	continued			
	17)	Models of comparative Management			
		continued			
		HOLIDAY - 18.02.2023 (Maha Shivratri)			
		SUNDAY - 19.02.2023			
		continued			
		continued			
_	February (20-	Issues in comparative Management: legal,political ethical and cultural			
4	25)	continued			
	,	continued			
		continued			
		SUNDAY - 26.02.2023			
		continued			
	Fohruary	revision			
5	February (27-28) March	Management styles and practices in US			
3	(1-4)	continued			
	(1-4)	continued			
		continued			
		SUNDAY - 05.03.2023			
		Holi Vacations - 05.03.2023 to 12.03.2023			
		Management style and practices in Japan			
		continued			
7	March (13-18)	continued			
'	(13-10)	continued			
		presentation			
		presentation			
	SUNDAY - 19.03.2023				
		Management style and practices in China			
		continued			
8	March (20-25)	continued			
		Management style and practices in korea			
		continued			
	SUNDAY - 26.03.2023				
	HOLIDAY 23.03.2023 Shaheedi Diwas				

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