

I.B. (PG) COLLEGE, PANIPAT

LESSON PLAN

SESSION 2023-24 (01.01.2024 to 30.04.2024)

Weekly Lesson Plan (Even Semester)

PG (IV - Semester)

Name of the Paper:- Consumer behaviour

Class:M.COM Final

Name of the Teachers : Prof Reena Rani

WEEK	DATE	TOPICS
1	January (1-6)	
		discussion of syllabus
SUNDAY - 07.01.2024		
2	January (8-13)	consumer behaviour: nature and determinants
		continue
		continue
		process and importance of consumer behaviour
		continue
		consumer buying process
SUNDAY - 14.01.2024		
3	January (15-16)	continue
		continue
		continue
	January (18-20)	continue
		consumer behaviour models
		continue
HOLIDAY - 17.01.2024-SHRI GURU GOBIND SINGH JI JAYANTI		
SUNDAY - 21.01.2024		
4	January (22-25)	continue
		continue
		continue
	January (27)	consumer motivation, needs and buying behaviour
		continue
HOLIDAY - 26.01.2024 - REPUBLIC DAY		
SUNDAY - 28.01.2024		
5	January (29-31)	continue
		continue
		continue
	February (1-3)	continue
		consumer perception and buying behaviour
		continue
SUNDAY - 04.02.2024		
		continue
		continue

6	February (5-10)	continue
		learning and consumer behaviour
		continue
		continue
SUNDAY - 11.02.2024		
7	February (12-13)	continue
		continue
	February (15-17)	continue
		consumer attitude, change and consumer behaviour
		continue
HOLIDAY 14.02.2024 - BASANT PANCHMI/SIR CHHOTU RAM JAYANTI		
SUNDAY - 18.02.2024		
8	February (19-24)	continue
		continue
		continue
		personality and consumer behaviour
		continue
		continue
SUNDAY - 25.02.2024		
9	February (26-29)	continue
		continue
		continue
	March (1-2)	life style and consumer behaviour
		continue
		Presentation
SUNDAY - 03.03.2024		
10	March (4-7)	presentation
		self concept, psychographics and consumer behaviour
		continue
	March (9)	continue
		continue
		Presentation
HOLIDAY - 08.03.2024 - MAHA SHIVRATRI		
SUNDAY - 10.03.2024		
11	March (11-16)	group influence and consumer behaviour
		continue
		continue
		Presentation
		culture, subculture and consumer behaviour
		continue
SUNDAY - 17.03.2024		
12	March (18-22)	continue
		continue
		continue
		Presentation
		social class and consumer behaviour
		continue
HOLI VACATION - 23.03.2024 - 31.03.2024 (SHAHEEDI DIWAS - 23.03.2024)		

13	April (1-6)	continue
		continue
		cross cultural dimensions and consumer behaviour
		continue
		Presentation
		Presentation
SUNDAY - 07.04.2024		
14	April (8-10)	opinion leaders influence consumer behaviour
		continue
		continue
	April (12-13)	Presentation
		diffusion of innovation and adoption process
		continue
HOLIDAY - 11.04.2024 - ID-UL-FITR		
SUNDAY - 14.04.2024		
15	April (15-16)	continue
		profile of consumer innovation
	April (18-20)	continue
		presentation
		Indian consumer culture and buying behaviour
HOLIDAY - 17.04.2024 - RAM NAVMI		
SUNDAY - 21.04.2024		
16	April (22-27)	continue
		continue
		revision
		revision
		revision
		revision
SUNDAY - 28.04.2024		
17	April (29-30)	revision
		revision
		revision
		revision
University Examinations w.e.f. 01.05.2024		

I.B. (PG) COLLEGE, PANIPAT

LESSON PLAN

SESSION 2023-24 (01.01.2024 to 30.04.2024)

Weekly Lesson Plan (Even Semester)

PG (IV - Semester)

Name of the Paper:- International Human Resource Management Class: M.COM Final

Name of the Teachers : Prof. Sakshi Munjal

WEEK	DATE	TOPICS
1	January (1-6)	
		Discussion about syllabus
SUNDAY - 07.01.2024		
2	January (8-13)	Concept of international management
		nature of international management
		continued
		trends of international management
		continued
		continued
SUNDAY - 14.01.2024		
3	January (15-16)	schools of thought of international management
		continued
	January (18-20)	continued
		continued
		continued
		revision
HOLIDAY - 17.01.2024-SHRI GURU GOBIND SINGH JI JAYANTI		
SUNDAY - 21.01.2024		
4	January (22-25)	Comparative management
		nature
	January (27)	importance
		continued
		scope
HOLIDAY - 26.01.2024 - REPUBLIC DAY		
SUNDAY - 28.01.2024		
5	January (29-31)	continued
		Models of comparative management
	February (1-3)	continued
		continued
		Issues in comparative management
SUNDAY - 04.02.2024		
		continued
		continued

6	February (5-10)	continued
		continued
		continued
		revision
SUNDAY - 11.02.2024		
7	February (12-13)	Management styles and practices in US
		continued
	February (15-17)	continued
		presentation of students
HOLIDAY 14.02.2024 - BASANT PANCHMI/SIR CHHOTU RAM JAYANTI		
SUNDAY - 18.02.2024		
8	February (19-24)	presentation of students
		Management styles and practices in Japan
		continued
		continued
		continued
SUNDAY - 25.02.2024		
9	February (26-29)	management styles and practices in china
		continued
		continued
	March (1-2)	management styles and practices in korea
		continued
		continued
SUNDAY - 03.03.2024		
10	March (4-7)	management styles and practices in Europe
		continued
		continued
	March (9)	presentation of students
		presentation of students
		presentation of students
HOLIDAY - 08.03.2024 - MAHA SHIVRATRI		
SUNDAY - 10.03.2024		
11	March (11-16)	management styles and practices in India
		continued
		continued
		Organisational design in different countries
		continued
		continued
SUNDAY - 17.03.2024		
12	March (18-22)	Transnational organisational behaviour and human resource ma
		Motivation
		continued
		continued
		presentation of students
HOLI VACATION - 23.03.2024 - 31.03.2024 (SHAHEEDI DIWAS - 23.03.2024)		

13	April (1-6)	perception
		continued
		continued
		Conditional test -1
		presentation of students
		presentation of students
SUNDAY - 07.04.2024		
14	April (8-10)	Leadership
		continued
		continued
	April (12-13)	Communication
		continued
		continued
HOLIDAY - 11.04.2024 - ID-UL-FITR		
SUNDAY - 14.04.2024		
15	April (15-16)	Job satisfaction
		continued
		continued
	April (18-20)	attitudes
		continued
		continued
HOLIDAY - 17.04.2024 - RAM NAVMI		
SUNDAY - 21.04.2024		
16	April (22-27)	continued
		performance appraisal
		continued
		continued
		continued
		Conditional test -2
SUNDAY - 28.04.2024		
17	April (29-30)	Managing multinational operations
		continued
		Negotiating across cultures
		continued
University Examinations w.e.f. 01.05.2024		

I.B. (PG) COLLEGE, PANIPAT

LESSON PLAN

SESSION 2023-24 (01.01.2024 to 30.04.2024)

Weekly Lesson Plan (Even Semester)

PG (IV - Semester)

Name of the Paper:- Multinational Financial Management

Class: M.COM Final

Name of the Teachers : Prof. Jagriti Rani

WEEK	DATE	TOPICS
1	January (1-6)	Hawan Ceremony
		Discussion of Syllabus
		Introduction Of International Markets and Instruments:
		Continue
		Continue
Features Of Intrnational Capital Market		
SUNDAY - 07.01.2024		
2	January (8-13)	Continue
		Features of International Money Market
		Continue
		Integration of Markets
		Continue
Role of Financial Intermediaries		
SUNDAY - 14.01.2024		
3	January (15-16)	Continue
		Continue
	January (18-20)	SHRI GURU GOBIND SINGH JI JAYANTI
		International Capital and Money Market Instruments
		GDRs
ADRs		
HOLIDAY - 17.01.2024-SHRI GURU GOBIND SINGH JI JAYANTI		
SUNDAY - 21.01.2024		
4	January (22-25)	IDRs
		Continue
	January (27)	Revision
		Group Discussion
		Euro Bonds
HOLIDAY - 26.01.2024 - REPUBLIC DAY		
SUNDAY - 28.01.2024		
5	January (29-31)	Euro Loans
		Repos,Cps
	February (1-3)	Continue
		Continue
		Revision
Class Test		
SUNDAY - 04.02.2024		

6	February (5-10)	Floating Rates Instruments
		Continue
		Continue
		Revision
		Loan Syndication
Continue		
SUNDAY - 11.02.2024		
7	February (12-13)	Euro Deposits
	February (15-17)	Continue
		Continue
		Revision
		Multilateral Financial Institutions
HOLIDAY 14.02.2024 - BASANT PANCHMI/SIR CHHOTU RAM JAYANTI		
SUNDAY - 18.02.2024		
8	February (19-24)	Continue
		Continue
		Group Discussion
		IMF
		IBRD
European Monetary system		
SUNDAY - 25.02.2024		
9	February (26-29)	Continue
	March (1-2)	Revision
		Revision
		Revision
		Presentation
Introduction Of Foreign Exchange Markets		
SUNDAY - 03.03.2024		
10	March (4-7)	Exchange Rate Theories
	March (9)	Continue
		Continue
		Determining Exchange Rates
		Continue
Fixed and Flexible Exchange Rate System		
HOLIDAY - 08.03.2024 - MAHA SHIVRATRI		
SUNDAY - 10.03.2024		
11	March (11-16)	Continue
		Continue
		Continue
		continue
		Continue
Continue		
SUNDAY - 17.03.2024		

12	March (18-22)	Continue
		Exchange Rate Quotes
		Continue
		Spot Rates, Forward exchange rates
		Continue
Conditional Test-1		
HOLI VACATION - 23.03.2024 - 31.03.2024 (SHAHEEDI DIWAS - 23.03.2024)		
13	April (1-6)	Forward Exchange Contracts
		Continue
		Continue
		Foreign Exchange and Currency Futures
		Continue
SUNDAY - 07.04.2024		
14	April (8-10)	Exchange Rate Management In india
	April (12-13)	Continue
		Continue
		Conditional Test-2
		Foreign Exchange Management act
Continue		
HOLIDAY - 11.04.2024 - ID-UL-FITR		
SUNDAY - 14.04.2024		
15	April (15-16)	Revision
	April (18-20)	Introduction Of Foreign Exchange Risks
		Continue
		Continue
		Continue
HOLIDAY - 17.04.2024 - RAM NAVMI		
SUNDAY - 21.04.2024		
16	April (22-27)	Management of Exposures
		Continue
		Continue
		Continue
		Presentation
SUNDAY - 28.04.2024		
17	April (29-30)	Presentation
		Presentation
		Presentation
		Presentation
University Examinations w.e.f. 01.05.2024		

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LESSON PLAN

SESSION 2023-24 (01.01.2024 to 30.04.2024)

Weekly Lesson Plan (Even Semester)

PG (IV - Semester)

Name of the Paper:- Rural Marketing

Class: M.COM Final

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

WEEK	DATE	TOPICS
1	January (1-6)	
		Discussion of Syllabus
		Introduction To Rural Marketing
		Continue
SUNDAY - 07.01.2024		
2	January (8-13)	Continue
		Continue
		Rural Marketing Environment
		Continue
		Continue
		Continue
SUNDAY - 14.01.2024		
3	January (15-16)	Group Discussion
		Rural Marketing Reaserch
	January (18-20)	Continue
		Continue
		Continue
HOLIDAY - 17.01.2024-SHRI GURU GOBIND SINGH JI JAYANTI		
SUNDAY - 21.01.2024		
4	January (22-25)	Rural Cosunsumer Behaviour
		Continue
	January (27)	Continue
		Continue
HOLIDAY - 26.01.2024 - REPUBLIC DAY		
SUNDAY - 28.01.2024		
5	January (29-31)	Revision
		Segmenting Rural Markets
	February (1-3)	Continue
		Continue
		Continue
SUNDAY - 04.02.2024		
6	February (5-10)	Rural Marketing Strategies
		Continue
		Continue
		Continue

		Continue
		Continue
SUNDAY - 11.02.2024		
7	February (12-13)	Group Discussion
		New Product Development For Rural Market
	February (15-17)	Continue
		Continue
		Continue
HOLIDAY 14.02.2024 - BASANT PANCHMI/SIR CHHOTU RAM JAYANTI		
SUNDAY - 18.02.2024		
8	February (19-24)	Continue
		Discussion of Important questions
		Rural Marketing Mix
		Continue
		Continue
		Continue
SUNDAY - 25.02.2024		
9	February (26-29)	Continue
		Revision
		Rural Communication
	March (1-2)	Continue
		Continue
		Continue
SUNDAY - 03.03.2024		
10	March (4-7)	Continue
		Continue
		Continue
	March (9)	Group Discussion
		Media Planning For Rural Markets
		Continue
HOLIDAY - 08.03.2024 - MAHA SHIVRATRI		
SUNDAY - 10.03.2024		
11	March (11-16)	Continue
		Continue
		Presentation by Students
		Presentation by Students
		Conditional test first
		Revision
SUNDAY - 17.03.2024		
12	March (18-22)	Personal Selling in Rural Market
		Continue
		Continue
		Presentation by Students
		Presentation by Students
		Group Discussion
HOLI VACATION - 23.03.2024 - 31.03.2024 (SHAHEEDI DIWAS - 23.03.2024)		
13	April (1-6)	Marketing of Consumer Durables and Non-Durables
		Continue
		Continue
		Presentation by Students

		Presentation by Students
		Continue
SUNDAY - 07.04.2024		
14	April (8-10)	Marketing Of Agricultural Produce
		Continue
	April (12-13)	Continue
		Presentation by Students
		Presentation by Students
		Revision
HOLIDAY - 11.04.2024 - ID-UL-FITR		
SUNDAY - 14.04.2024		
15	April (15-16)	E-Commerce In Rural Markets
		Continue
	April (18-20)	Continue
		Presentation by Students
		Conditional test second
HOLIDAY - 17.04.2024 - RAM NAVMI		
SUNDAY - 21.04.2024		
16	April (22-27)	Discussion of Important questions
		Revision
		Presentation by Students
		Presentation by Students
		Revision
		Revision
SUNDAY - 28.04.2024		
17	April (29-30)	Revision
		Revision
		Revision
		Revision
University Examinations w.e.f. 01.05.2024		

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LESSON PLAN

SESSION 2023-24 (01.01.2024 to 30.04.2024)

Weekly Lesson Plan (Even Semester)

PG (IV - Semester)

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

Name of the Teachers : Prof.Ruchika Batra

WEEK	DATE	TOPICS
1	January (1-6)	Hawan Ceremony
		Discussion Of Syllabus
		Primary Market-Introduction,Nature & Functions
		Capital Market Structure(Gilt Edged Market)
SUNDAY - 07.01.2024		
2	January (8-13)	Corporate Security Market(NIM),Functions Of NIM
		Methods Of NIM
		Capital Market Instrument
		Debt Security Market
		Intermediate Of NIM
		Introduction Of Secondary Market & Regulations
SUNDAY - 14.01.2024		
3	January (15-16)	Procedure Of Stock Dealing,Factors Affecting Price On Stock
		Types Of Speculators & Provisions Of Stock Exchange
	January (18-20)	Listing Of Securities-Merits & Demerits Of Listing
		Insider Training,Factors & Problems Of Secondary Market
		Trading Mechanism Of BSE & BSE Online Trading
		Basket Trading System & Process Of Placing Order
HOLIDAY - 17.01.2024-SHRI GURU GOBIND SINGH JI JAYANTI		
SUNDAY - 21.01.2024		
4	January (22-25)	Screen Based Training,Settlement Of Trade & Short Selling
		Risk Management Measures at BSE
	January (27)	Risk Management Measures at NSE
		Internet Trading,Clearing & Settlement In Trading
		BSE & NSE (Management)
HOLIDAY - 26.01.2024 - REPUBLIC DAY		
SUNDAY - 28.01.2024		
5	January (29-31)	Role Of BSE & Listing At BSE
		NSE,Intoduction & Organisation Of NSE
	February (1-3)	Listing Procedure At NSE
		Presentation By Students
		Presentation By Students
		Presentation By Students
SUNDAY - 04.02.2024		

6	February (5-10)	Investor,Investor Protection Fund & Subsidiaries Of NSE
		Nature Of Transactions-Cash & Forward
		Share Price Indices-Need & Importance
		Group Discussion On The Topic NSE & BSE
		Depository System-Role & Need
		Benefits Of Depository System
SUNDAY - 11.02.2024		
7	February (12-13)	Charges In NSDL,Nature Of Transaction-Cash & Forward
	February (15-17)	SEBI & Its Regulation
		Regulation 1 To 10
		Regulation 11 To 24
		Custodian Of Securities Regulation 1996
HOLIDAY 14.02.2024 - BASANT PANCHMI/SIR CHHOTU RAM JAYANTI		
SUNDAY - 18.02.2024		
8	February (19-24)	Introduction Of NSDL & Its Management
		Introduction & Meaning Of Derivatives
		SEBI Regulation 2015
		Types Of Derivatives(Future & Forward)
		Contd.
		Contd.
SUNDAY - 25.02.2024		
9	February (26-29)	Options & Swaps
	March (1-2)	Warrants,Convertibles & Credit Derivatives
		Uses Of Derivatives & Shortcomings In Derivatives
		Contd.
		Contd.
		Contd.
SUNDAY - 03.03.2024		
10	March (4-7)	Presentation By Students
	March (9)	Presentation By Students
		Presentation By Students
		Futures,Introduction & Meaning Of Future
		Difference Between Future,Forward & Option
		Pricing & Valuation Of Future
HOLIDAY - 08.03.2024 - MAHA SHIVRATRI		
SUNDAY - 10.03.2024		
11	March (11-16)	Contd.
		Contd.
		Types Of Options & Its Benefits
		Valuation Of Options(Boundaries & Key Factors)
		Valuation Models(Risk Neutral Valuation)
		Presentation By Students
SUNDAY - 17.03.2024		

12	March (18-22)	First Conditional Test
		Presentation By Students
		Presentation By Students
		Presentation By Students
		Presentation By Students
HOLI VACATION - 23.03.2024 - 31.03.2024 (SHAHEEDI DIWAS - 23.03.2024)		
13	April (1-6)	Introduction & Meaning Of International Market
		Meaning Of FDI & Types Of Investors In FDI
		Incentives In FDI
		Oral Discussion
		Presentation By Students
		Presentation By Students
SUNDAY - 07.04.2024		
14	April (8-10)	Second Conditional Test
		Meaning Of FII
	April (12-13)	Meaning Of Euro Issues & FCCB
		Meaning Of GDR & Procedure Of Issuing GDR
		Meaning Of ADR & Types Of ADR
		Guidelines Of ADR
HOLIDAY - 11.04.2024 - ID-UL-FITR		
SUNDAY - 14.04.2024		
15	April (15-16)	Presentation By Students
		Presentation By Students
	April (18-20)	Presentation By Students
		Presentation By Students
		Presentation By Students
HOLIDAY - 17.04.2024 - RAM NAVMI		
SUNDAY - 21.04.2024		
16	April (22-27)	Revision
		Revision
		Presentation By Students
		Presentation By Students
		Presentation By Students
		Presentation By Students
SUNDAY - 28.04.2024		
17	April (29-30)	Presentation By Students
		Presentation By Students
		Revision
		Revision
University Examinations w.e.f. 01.05.2024		