

Mehr Chand Mahajan DAV College for Women, Sector – 36A, Chandigarh
MONTHLY TEACHING PLAN (Odd Semester)
Session (2021-22)

Name of Teacher: Ms. Ruhani Mahajan/Ms. Sahiba
Department: Commerce
Class: BBA III (Sem V)
Subject: BBA 301 (Insurance and Risk management)

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken
	From	To		
1	18 th Aug 2021	31 st Aug 2021	Concept, Nature of Insurance, Functions of Insurance, Importance of Insurance, Principles of Insurance Contract	Blended lecture method
2	1 st Sept 2021	30 th Sept 2021	Features of Life and Non-life Insurance. Insurance and IRDA: IRDA Act 1999, Provisions, Duties, Powers and Functions of IRDA. Risk and risk management process - Concept of risk, risk vs. Uncertainty	Blended lecture method with group discussion
3	1 st Oct 2021	31 st Oct 2021	Types of risks, risk identification evaluation Risk management objectives-selecting and implementing risk management techniques. Commercial risk management applications–property–liability– commercial property insurance different policies	Blended Lecture method, Assignments allotted
4	1 st Nov 2021	30 th Nov 2021	contracts–business liability and risk management insurance–workers' compensation and risk financing and revision	Blended Lecture method, Group Discussion and elicitation

*Any of these – (i) Lecture Method; (ii) PPT; (iii) Online Sources; (iv) Group Discussion; (v) Case Studies etc.
Other Methods adopted by the teacher – Please write the specific teaching method

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Name of the Teachers: Dr. Kiran Jindal/ Dr. Japneet
Department: Commerce
Class: BBA III (Sem V)
Subject: BBA 302 (International Business)

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1	18 th Aug 2021	31 st Aug 2021	Introduction to International Business: Globalization and its growing importance in world economy; Forces behind globalization; Criticism of globalization; International business contrasted with domestic business- complexities of international business. Modes of entry in international business. International Business Environment: Economic, Cultural, Political and Legal environments; Global Trading environment	Lecture and group presentation Method
2	1 st Sept 2021	30 th Sept 2021	recent trends in world trade in goods and services. Theories of International Trade (a brief overview) - Mercantilism, Absolute Advantage, Comparative Advantage, Factor Endowment, Product life cycle, Porter's Diamond Model. Government Influence on Trade- Tariff and non- tariff measures.	Lecture and group presentation Method
5	1 st Oct 2021	31 st Oct 2021	International Organizations: WTO- Its Objectives, principles, organizational structure and functioning. An overview of- UNCTAD, World Bank and IMF. Regional Economic Co-operation: Forms of regional groupings; Integration efforts among countries in Europe, North America and Asia. India's recent Trade Agreements. Developments and Issues in International Business: Foreign Direct Investments in India; Measures for promoting foreign investments in India.	Lecture and group presentation Method
6	1 st Nov 2021	30 th Nov 2021	Outward Foreign Direct Investments from India; Indian joint ventures, acquisitions and greenfield investments abroad. Trends in India's Foreign Trade- volume, composition and direction of trade. Balance of payment crisis. Foreign Trade	Lecture and group presentation Method

			Promotion Measures in India: Latest EXIM Policy.	
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Name of Teacher: Ms. Ritu Rani

Department: Commerce

Class: BBA III (Sem V)

Subject: BBA 303 (Business Environment)

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken
	From	To		
1	18 th Aug 2021	31 st Aug 2021	Concept of Business Environment, Elements of Environment, Interaction Matrix between various Environmental Factors, Environmental Analysis	Online/Offline Lecture method, Group Discussion
2	1 st Sept 2021	30 th Sept 2021	Key elements of Economic Environment, Economic System, Economic Planning, NITI Aayog, Economic Policies	Online/Offline Lecture method, Class Tests
3	1 st Oct 2021	31 st Oct 2021	Political & Legal Environment, FEMA Act, SEBI and Consumer Protection Act.	Online/Offline Lecture method, Assignments allotted
4	1 st Nov 2021	30 th Nov 2021	Socio-Cultural Environment, Natural Environment- Ecological Issues and Indian Business.	Online/Offline Lecture method, Group Discussion

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Other Methods adopted by the teacher – Please write the specific teaching method

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Name of the Teacher/s:, Dr. Gunjan

Department : Commerce

Class: BBA III (Sem V)

Subject: BBA 304 (Entrepreneurship And Small Business Management)

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1.	18 th Aug 2021	31 st Aug 2021	Entrepreneurship- Entrepreneur, Entrepreneurship, Definition, Characteristics, Need, Theories, Difference between entrepreneur and self employed person-entrepreneur and manager, Intrapreneur, Intrapreneurship, Socio-Economic role of Entrepreneurship; Role of Entrepreneurship in Economic Development Entrepreneurial Motivation: Entrepreneurial Motivation, Internal and External factors affecting motivation, Relation of Entrepreneurial Motivation and Entrepreneurial Behaviour	Lecture method, PPT, Case lets
2	1 st Sept 2021	30 th Sept 2021	Entrepreneurial Competencies: Essential competencies of entrepreneur; Entrepreneurial Development Programmes: EDP's, relevance and achievements; Role of Government in organizing EDP's, Critical Evaluation; Project Identification and Project Plan: Considerations in Product/Project Selection, Market Survey, Project Classification, Writing a Project Plan/Proposal; Project Appraisal and Documentation: Project Appraisal Criteria, Various formalities for Project Appraisal and clearance for availing financial support;	Lecture method, Videos of Business Leaders/ Entrepreneurs, Cases
3	1 st Oct 2021	31 st Oct 2021	Small Business: Small Business as a Seed Bed of Entrepreneurship: Evolution and development of Small Business, SSI, concept, definition, characteristics, classification, advantages and problems; Role of Small Business in the national economy; The Start-Up Process: Procedure for setting up a small scale unit; Planning, Implementation, Initial Strategic Planning,	Lecture method, Students' Presentations
,4	1 st Nov 2021	30 th Nov 2021	Management Process in Small Business: Product and Marketing Scope, Legal and Tax consideration, Risk analysis and financial considerations. Profit Planning; National	Lecture method, Students' Presentations, e-

			Policies for small business development: Governmental and Non-Governmental policies and assistance in setting up SSI, Institutional support to small entrepreneurs from NSIC, SIDO and TCOs for entrepreneurship development in India	content of Govt Schemes, Revision
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Name of teacher: Dr. Kanika Sofat

Department: Commerce

Class: BBA III (Sem V)

Subject: BBA 305 (Consumer Behavior)

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken
	From	To		
1.	18 th Aug 2021	31 st Aug 2021	Consumer behavior: nature, characteristics, scope, relevance and application	Online Lecture Method, Online Sources, Group Discussion, PPT
2	1 st Sept 2021	30 th Sept 2021	Determinants of consumer behavior and external determinants of consumer behavior.	Online Lecture Method, Online Sources, Group Discussion, PPT
3	1 st Oct 2021	31 st Oct 2021	Consumer decision making process, Diffusion of innovation	Online Lecture Method, Online Sources, Group Discussion, PPT
4	1 st Nov 2021	30 th Nov 2021	Consumer involvement and researching consumer behavior	Online Lecture Method, Online Sources, Group Discussion, PPT

*Any of these – (i) Lecture Method; (ii) PPT; (iii) Online Sources; (iv) Group Discussion; (v) Case Studies etc.
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Name of the Teacher - Dr. Nidhi Tanwar

Department- Commerce

Class: BBA III (Sem V)

Subject: BBA 306 (Sales and Distribution Management)

Sr. No.	Date (Monthly)		Topics to beCovered	Academic Activity Undertaken*
	From	To		
1	18 th Aug 2021	31 st Aug 2021	Introduction to sales management, Sales force management, Functions of salesmanagers,	Online lecture method , PPT, Online Sources
2	1 st Sept 2021	30 th Sept 2021	Personal selling, Salesmanship, Sales forecasting and its methods	Online lecture method , PPT, Online Sources, Case Studies
3	1 st Oct 2021	31 st Oct 2021	Sales budget, Salesterritories, Sales quota, Physical distribution,Channels of distribution , Market logistics	Online lecture method , PPT, Online Sources
4	1 st Nov 2021	30 th Nov 2021	Warehousing, International salesand distribution management, Inventory and transport management	Online lecture method , PPT, Online Sources

*Any of these – (i) Lecture Method; (ii) PPT; (iii) Online Sources; (iv) Group Discussion; (v) Case Studies etc.
 Other Methods adopted by the teacher – Please write the specific teaching method