

Lesson Plan
MCM DAV College for Women, Sector – 36A, Chandigarh
Monthly Teaching Plans (Odd Semester)
Session – (2021-22)

Name of the Teacher: Dr. Kiran Jindal

Department: Commerce

Class: M. Com 1st Semester

Subject: MC 102 Quantitative techniques in Business

Sr. No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1	23 rd Sep 2021	30 th Sep 2021	Probability and probability distribution: rules, applicability,	lecture method using problem solving technique
2	1 st Oct 2021	31 st Oct 2021	Bayes theorem, random variable, binomial, Poisson and normal distribution. Sampling v/s census, sampling procedure, sampling techniques, sampling and non-sampling error. Sampling distribution, law of large numbers, central limit theory, estimation: meaning, types and properties.	lecture method using problem solving technique
3	1 st Nov 2021	30 th Nov 2021	Large samples and small samples. Hypothesis testing, type I and type II error, significance of means and difference between two means, proportion, difference between two proportions, f test, one way and two-way Anova.	lecture method using problem solving technique
4	1 st Dec 2021	16 th Dec 2021	Statistical quality control, chances and causes of variation, control charts: X charts, p charts, np charts, range charts and c charts, decision making tree under uncertainties.	Lecture method using problem solving technique

*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.

Name of the Teacher: Dr. Mamta Ratti

Department: Commerce

Class: M.Com. 1stSemester

Subject: MC 103 Modern Accounting & Reporting Practices

S.No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1	23 rd Sep 2021	30 th Sep 2021	Unit I The Regulatory and Financial Reporting Framework	Lecture Method, Group Discussion, Online Sources
2	1 st Oct 2021	31 st Oct 2021	Unit I Elements of financial statements	Lecture Method, Group Discussion, Online Sources
3	1st Nov 2021	30 th Nov 2021	Unit II Elements of financial statements as per International Financial Reporting Standards, Unit III Presentation and additional disclosures as per International Financial Reporting Standards	Lecture Method, Group Discussion, Online Sources
4	1 st Dec 2021	16 th Dec 2021	Unit IV Presentation and additional disclosures as per International Financial Reporting	Lecture Method, Group Discussion, 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

Name of the Teacher: Dr. Arshdeep

Department: Commerce

Class: M.Com. 1stSemester

Subject: MC 104 Organisation Theory and Behaviour

S.No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1	23 rd Sep 2021	30 th Sep 2021	Organizational Theories and Behaviour: Classical, Neo - classical and Contemporary. Authority, Power,status, formal and informal structure. Flat and Tall structures. Bureaucratization of organizations. Organizational Behaviour- concepts, determinants, models, challenges and opportunities of OB. Transactioncost and organizational behaviours. Contributing disciplines to the OB.	Lecture method, Discussion method, PPT and Case Study method
2	1 st Oct 2021	31 st Oct 2021	Individual Behaviour: Foundationsof individual behaviour, values, attitudes, personality and emotions. Theory X and Theory Y, Chris Argyrisbehaviour patterns, Perceptual process. Group Decision making and Communication: Concept and nature of decision making Process, Individualversus group decision making, Nominal group technique and Delphi technique, models of communication,communication effectiveness in organizations. Feedback.	Lecture method, Discussion method, PPT and Case Study method
3	1 st Nov 2021	30 th Nov 2021	Motivation: Need hierarchy,Maslow's Need Hierarchy, Two factor theory, Contemporary theories of motivation (ERG, Cognitiveevaluation, goal setting,	Lecture method, Discussion method, PPT and Case Study method

			and equity) expectancy model. Behaviour modification, Motivation and organizational Effectiveness. Leadership, Power and Conflict: Concept and theories, Behavioral approach, Situational approach, Leadership effectiveness, Contemporary issues in leadership. Power and conflict. Bases of Power, power tactics, sources of conflict patterns, levels And conflict resolution strategies.	
4	1 st Dec 2021	16 th Dec 2021	Transactional Analysis(TA) - Work Stress. Organizational Culture, Organizational Development and Stress Management: Concept and determinants of organizational culture, Organizational Development: Concept and intervention techniques. Individual and organizational factors to stress, Consequences of stress on individual and organization, management of stress.	Lecture method, Discussion method, PPT and Case Study method

***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

Name of the Teachers -: Ms. Shelly Nanda
Department -: Commerce
Class M.Com I
Subject-: MC. 105 -Marketing Management

S.No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
	23 rd Sep 2021	30 th Sep 2021	Introduction to Marketing Management; Marketing - Meaning and approaches, Role of Marketing in Organizations, 4Ps & beyond,	Lecture, PPT, E Books
	1 st Oct 2021	31 st Oct 2021	Marketing Challenges, Marketing Process and Marketing Planning, Marketing information system. Analyzing Market Opportunities ; Analyzing the Marketing Environment- Economic, Demographic, Social, Cultural, Technical, Political & Legal Buying Behaviour- Consumer, Business & Industrial Measuring and Forecasting Market Demand.	Lecture, PPT, Group Discussion, Case Studies
	1st Nov 2021	30 th Nov 2021	Product management: Product - Meaning and Classifications, New Product Development. Managing Product Life Cycles, Brand Strategies and Management. Managing Service - Idea, Institution, Person, Place and Event.	Lecture, PPT, Group Discussion, Case Studies
	1 st Dec 2021	16 th Dec 2021	Pricing, Distribution and Promotion Pricing- Influencing factors, Approaches, Strategies and Programmes. Channels of Distribution and Logistics. Promotion Strategies - Advertising, Sales Promotion & Public Relations.	Lecture PPT, Group Discussion,

*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

Name of the Teacher: Ms. Raman Ghuman
Department: Commerce
Class: M.Com- I Semester: I
Subject: Management Information System (MC-106)

S. No	DATE (Monthly)		Topics to be Covered	Academic Activity Undertaken
	FROM	TO		
1	23 rd Sept 2021	30 th Sept2021	MIS Definition - Characteristics - Evolution of MIS: Concepts; framework for understanding and designing MIS in an organization; MIS and other related disciplines: MIS and Management Accounting.	Lecture method, discussion, Online Sources
2	1 st Oct2021	31 st Oct2021	MIS and Computer Science, MIS and OR, MIS and Organizational Behaviour, MIS and Management. Concept of information : definition, features, types, process of generation and communication; quality of information; information overload; techniques for managing overload; summarizing; filtering; inferences and message routing. System concepts: definition, types and characteristics of system-control in systems: feedback: positive and negative; negative feedback control system, input, process and output control; law of requisite variety. Information systems: Transaction Processing Systems, Office Automation Systems, Information Reporting Systems.	Lecture method, discussion, Online Sources
3	1 st Nov 2021	30 th Nov 2021	Decision Support Systems, Executive Support Systems, Expert systems. . Enterprise Resource Planning Systems – Features-ERP Modules - implementation of ERP. Structure of MIS: Basic structural concepts: formal and informal information systems; public and private information systems; multiple approaches to the structure of MIS: Operational elements (physical components, process, and outputs for users), activity subsystems, functional subsystems and decision support – synthesis of multiple approaches into a conceptual structure for MIS. Security of information resources; threats to information resources; security systems for risk management.	Lecture method, discussion, Online Sources, Mid Semester Tests
4	1 st Dec 2021	16 th Dec 2021	Systems Development and Implementation: System development methodologies; SDLC approach; prototyping approach and user development approach - Systems Analysis; Systems Design; Concepts of database and database design; system implementation; management of information system projects; system documentation – information system audit. Revision	Lecture method, discussion, Online Sources.

Name of the Teacher/s Ms. Ruhani Mahajan
Department Commerce
Class M.COM (1st Sem)
Subject MC-107 Workshop on it applications in commerce

S.No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken*
	From	To		
1.	23 rd September 2021	30 th September 2021	IT applications in commerce-application areas. An Overview of Management Science and Quantitative Analysis, The Management Science Process - Model development.Steps in modeling- Benefits of Business models,Introduction to Spread sheet- Understanding basic features of Spread sheet	Lecture Method and Presentation
2.	1 st October 2021	31 st October 2021	, Statistical functions- Database Functions - Finance Functions - Logical statements and formula creationCreating Charts,Building decision models and data analysis through Spreadsheets,Forecasting Analyzing Financial Statements using accounting ratios - Project Appraisal IRR,NPV, MIRR	Lecture Method, Presentation and Group Discussion
3.	1 st Novemb er 2021	30 th November 2021	Inventory management – EOQ and Quantity discounts- Leasing decisions – Flexible budgets -Break even analysis-goal seek- scenario management and pivot table applications,Database management systems - Concept of database-features-components of DBMS.Types of databases hierarchical, network, relational,- Normalization,Database administrator-Data warehousing	Lecture Method and Online Sources
4.	1 st December 2021	16 th December 2021	Data Mining,Features of RDBMS - Database design and application development –Tables- creation-relationships- Forms designing forms queries- types of queries- reports- report design-use of RDBMS in business decisions.	Lecture Method, Power point Presentations Online Sources and Case Studies