MEHR CHAND MAHAJAN DAV COLLEGE FOR WOMEN

SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN

Name of the Teacher : Ms. Jasleen Kaur

Department: Commerce

Class: B. Voc. Sem Vth

Subject: Supply Chain Management (BRM501)

Month	Dates		Topics to be Covered	Academic Activity Undertaken
	From	To		
1	18th Jul 2026	31st Jul 2026	Definition, Scope, Need of SCM Supply Chain Drivers and obstacles	Classroom lecture and discussion.
2	1st Aug 2026	31st Aug 2026	Supply Chain Network and its different types Importance and techniques in demand forecasting Methods to determine forecast accuracy; Cross- Docking and Collaborative Planning Bullwhip Effect: causes and methods to overcome Inventory Management: EOQ, Minimum level and safety stock, Reordering level, Maximum level	Lecture and interactive discussions.
3	1st Sep 2026	30th Sep 2026	Innovations in Supply chain management, Challenges of Supply Chain Management, Rationale for discounts on bulk purchases, Sourcing and vendor selection, Routing and Route sequencing.	Mid Semester Tests; Classroom lecture
4	1st Oct 2026	31st Oct 2026	Uncertainty and Supply Chain Management Uncertainty and Inventory Management, Lead Time Uncertainty and Product availability.	Lecture and group discussion
5	1st Nov 2026	17th Nov 2026	Assignment: Vendor and Dealer analysis for building strong strategic relations.	Case studies, presentation

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SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN

SESSION: 2026-27

Name of the Teacher **MS. RICHA GUPTA, MS. KAVYA KHERA**
Department **PG Department of Commerce**
Class **B.VOC (5th Sem)**
Subject **Legal Framework for Companies- BRM-502**

S. No.	Month		Topics to be Covered	Academic Activity Undertaken
	From	To		
1	18-07-2026	31-07-2026	Introduction: Characteristics of a Company, Concept of Lifting of Corporate Veil, Emerging Types of Companies under Companies Act, 2013	Lecture Method
2	01-08-2026	31-08-2026	Formation of Company – Promotion & Registration, Pre-incorporation Contract and Provisional Contracts, Memorandum of Association, Articles of Association, Doctrine of Constructive Notice, Doctrine of Ultra-Vires, Doctrine of Indoor Management Prospectus and Statement in Lieu of Prospectus,	Lecture Method
3	01-09-2026	30-09-2026	Red-Herring Prospectus, shelf prospectus, offer for sale, private placement ,Share Capital – Kinds of Shares, Book Building Process, Block deals of shares by large investors in a company, reverse book building process, Information Memorandum, Dematerialization of Shares,	Lecture Method
4	01-10-2026	31-10-2026	ASBA System, Transfer & Transmission of shares. Members and Shareholders – Their Rights and Duties Management – Directors, Classification of Directors, Disqualification, Appointment, Legal Position, Powers and Duties, Removal of Directors, Other Managerial Personnel and Remuneration, role of independent directors	Lecture Method
5	1-11-2026	17-11-2026	Meetings – Board Meetings, AGM, EGM – process and requisites of holding valid meetings Resolutions-meaning and types	Lecture Method

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SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN

SESSION: 2026-27

Name of the Teacher **MS. Ridhi**
Department **PG Department of Commerce**
Class **B.VOC (5th Sem)**
Subject **Micro Economics- BRM-503**

S. No.	Month		Topics to be Covered	Academic Activity Undertaken
	From	To		
1	18-07-2026	31-07-2026	Theory of Demand; Demand Function, Law of Demand, Movement Along vs. Shift in Demand Curve. Concept of Elasticity of Demand; Types of Elasticity of Demand (Price, Income and Cross), Factors affecting Price Elasticity of Demand, Measurement and Importance of Price Elasticity of Demand	Lecture Method
2	01-08-2026	31-08-2026	Demand Forecasting: Need, Objectives and Methods. Supply: Determinants, Law of Supply and Elasticity of Supply. Theory of Production: Meaning and Concept of Production, Factors of Production and Production Function with One Variable Inputs, Law of Variable Proportions, Returns to Scale, Economies and Diseconomies of Scale.	Lecture Method
3	01-09-2026	30-09-2026	Concepts of Cost: Types and Importance of Cost, Cost Function, Short-run and Long-run Cost Curves. Concepts of Revenue: Total, Average and Marginal Revenue, Relationship between AR, MR and Price Elasticity of Demand, Importance of Revenue.	Lecture Method
4	01-10-2026	31-10-2026	Market Forms: Perfect Competition: Features, Equilibrium of Firm and Industry, Role of Time Element in Price Determination. Monopoly: Features, Equilibrium of Firm, Price Discrimination – Types, Conditions and Equilibrium, Regulation of Monopoly.	Lecture Method
5	1-11-2026	17-11-2026	Monopolistic Competition: Features, Equilibrium of Firm and Group, Selling Cost – Meaning, Effects, Equilibrium of Firm with respect to Selling Cost.	Lecture Method

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MEHR CHAND MAHAJAN DAV COLLEGE FOR WOMEN

SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN (SESSION 2026-27)

Name of the Teacher: Ms Shreya Kaushik and Ms Sanya Malhotra

Department: Commerce

Class: B.Voc- IIIrd Semester: V

Subject: Psychology for Managers (BRM 504)

S. No	DATE (Monthly)		Topics to be Covered	Academic Activity Undertaken
	FROM	TO		
1	18th Jul 2026	31st Jul 2026	Introduction to Organisational Behaviour: Concept, Definition, Need, Importance, Contributing Disciplines, Nature and Scope. Motivation: Meaning, Importance. Maslow's theory of Motivation.	Lecture method, discussion method.
2	1st Aug 2026	31st Aug 2026	Individual Behaviour: Introduction and Meaning, Factors affecting individual behaviour. Theories of Motivation (Herzberg, Expectancy Theory), Morale, Interpersonal Behaviour.	Lecture method, discussion method, assignments, case studies, quiz.
3	1st Sep 2026	30th Sep 2026	Personality: Meaning, Characteristics, Determinants and Theories of Personality. Transactional Analysis: Meaning and Application in organizational settings. Leadership: Definition, Importance.	Lecture method, discussion method, case studies. Quiz, Revision assignments.
4	1st Oct 2026	31st Oct 2026	Perception: Nature, Importance, Perception process, Perceptual errors and distortions. Leadership Styles, Models, and Theories of Leadership. Conflict Management: Types.	Lecture method, discussion method, assignments, case studies, Mid Semester Tests.
5	1st Nov 2026	17th Nov 2026	Attitudes and Values: Components, Sources, Measurement, Concept, Types of Values. Conflict Management: Causes of conflict, Conflict Resolution Techniques.	Lecture method, discussion method, revision.

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SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN (SESSION 2026-27)

Name of the Teacher: Ms. Pahuljot Kaur Sidhu
Department: Commerce
Class: B.Voc- III Semester: Vth Year
Subject: BRM 505 Sales and Distribution Management

S.No.	Date (Monthly)		Topics to be Covered	Academic Activity Undertaken
	From	To		
1.	18th July, 2026	31st July, 2026	Introduction to Sales Management: Meaning and Importance of Sales management. Functions of a sales manager. Personal Selling: Objectives and theories of personal selling. Nature and importance of Personal Selling and Salesmanship. Sales forecasting Methods. Emerging Concepts in Distribution Management-Introduction, Indian Distribution Scenario at Present, Vertical Marketing System, Horizontal and Multi-Channel Marketing Systems.	Lecture Method, Group Discussion, Notes
2.	1st Aug, 2026	31st Aug,. 2026	Nature and importance of Personal Selling and Salesmanship. Sales forecasting Methods. Emerging Concepts in Distribution Management-Introduction, Indian Distribution Scenario at Present, Vertical Marketing System, Horizontal and Multi-Channel Marketing Systems.Introduction to Sales Management: Meaning and Importance of Sales management. Functions of a sales manager. Personal Selling: Objectives and theories of personal selling. Nature and importance of Personal Selling and Salesmanship. Sales forecasting Methods. Emerging Concepts in Distribution Management-Introduction, Indian Distribution Scenario at Present, Vertical Marketing System, Horizontal and Multi-Channel Marketing Systems.	Lecture Method, Group Discussion, Notes
3.	1st Sep, 2026	30th Sept, 2026	Personal Selling: Objectives and theories of personal selling. Nature and importance of Personal Selling and Salesmanship. Sales forecasting Methods. Emerging Concepts in Distribution Management-Introduction, Indian Distribution Scenario at Present, Vertical Marketing System, Horizontal and Multi-Channel Marketing Systems.	Lecture Method, Group Discussion, PPTs
4.	1st Oct, 2026	31st Oct, 2026	Physical Distribution: Meaning, Organization & Management. Channels of Distribution: Its functions, selection & motivation of intermediaries. Wholesaling-Introduction, Definition of Wholesalers, Functions of Wholesalers, Types of Wholesalers. Challenges Faced by International Sales Managers	Lecture Method, Group Discussion, PPTs
5.	1st Nov, 2026	13th Nov, 2026	Distribution warehousing: Its modern Concepts, Functions, Types & features of warehousing, Locations, Automation in warehousing. International Sales and Distribution management: Recent trends in the field of Logistics sector.	Discussion

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SECTOR 36, CHANDIGARH

MONTHLY TEACHING PLAN (SESSION 2026-27)

Name of the Teacher: Ms Vinayaka Sharma **Department: Commerce**

Class: B.Voc- III Semester: V

Subject: Introduction to Sustainability (B.Voc. VAC 504)

S. No	DATE (Monthly)		Topics to be Covered	Academic Activity Undertaken
	FROM	TO		
1	18th Jul 2026	31st Jul 2026	Sustainability: Meaning; Dimensions (Environmental, Socio-Cultural and Economic) and their relationship.	Lecture method, discussion method.
2	1st Aug 2026	31st Aug 2026	Sustainable Development: Concept and its Significance (How present Development Model has impacted Environment) Sustainable Development Goals: Meaning and various Goals.	Lecture method, discussion method, assignments, case studies, quiz.
3	1st Sep 2026	30th Sep 2026	Socio – Cultural Sustainability: Processes, Structures, Amenities, Systems and Values that support equitable citizen engagement, participation and entitlement. Creation and preservation of Art, Languages, Rituals, Monuments, and other Heritage	Lecture method, discussion method, case studies. Quiz, Revision assignments.
4	1st Oct 2026	31st Oct 2026	Economic Sustainability: Macroeconomic approach (Policies, Laws and Institutions) for green investment, capital, infrastructure, employment and skills.	Lecture method, discussion method, assignments, case studies, Mid Semester Tests.
5	1st Nov 2026	17th Nov 2026	Inclusive and Equitable economy with a focus on Local and Indigenous economy Sustainability Practices in Everyday Life	Lecture method, discussion method, revision.