**Lesson Plan(Even Semester 2023-24)**

**Class**: B.com.III semester VI (Even)

**Name**: Sunita Rani

**Designation**: Associate Prof. of Commerce

**Paper**: Business Environment

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| Month | Topics | Activities |
| January, 2024 | Business Environment: concept, components, and importance; environmental scanning: concept importance & techniques; Organizational scanning: concept importance & techniques; Public, Private and Joint sectors in India. Economic systems: Capitalist, socialist economy. | Group Discussion |
| February, 2024 | Mixed economy; Economic Planning in India: Achievement and failures, Planning machinery in India; Role of Government: Monetary policy, Fiscal policy, Make in India. | Class Tests  **1st Assignment**: Economic Systems |
| March, 2024 | Foreign investment: concept, need, types & barrier; MNCs in India, globalization of Indian business. Competition Act, Foreign Exchange Management Act. | Quiz Competition  **Sessional Test**: Monetary and Fiscal Policy |
| April, 2024 | Foreign exchange market: An overview, Revision of syllabi | **2nd Assignment**: Make in India and Foreign Exchange Management Act and  Revision of syllabi |

**Lesson Plan (Even Semester 2023-24)**

**Class**: B.com.II semester iv (Even)

**Name**: Sunita Rani

**Designation**: Associate Prof. of Commerce

**Paper**: Business Statistics

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| Month | Topics | Activities |
| January,2024 | Simple Correlation: concept, types: multiple and partial; Linear and non-linear; Scatter diagram, Methods: Karl Pearson’s co-efficient of correlation, Spearman’s Rank correlation, and Concurrent deviation method; Probable and standard errors. Regression analysis: meaning, difference between correlation and regression. | Blackboard test and Quiz |
| February, 2024 | Regression coefficients, Methods of calculation of simple regression, standard error of estimate. Probability; concept and approaches; addition and multiplication laws of probability; conditional probability, Bayes’ Theorem. | Oral test of Formulas  **1st Assignment**: Methods of Correlation. |
| March, 2024 | Probability distributions: concept, Binomial, Poisson and normal distributions: their properties and parameters. | Presentations  **Sessional Test**: Regression co-efficient. |
| April 2024 | Revision of the syllabi | **2nd Assignment**: Properties of Binomial, Poisson and Normal distribution. |

**Lesson Plan (Even Semester 2023-24)**

**Class**: B.com.III semester VI (Even)

**Name**: Sunita Rani

**Designation**: Associate Prof. of Commerce

**Paper**: Retail Management

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| Month | Topics | Activities |
| January 2024 | Retail: Meaning, Nature and Scope, Theories and Models in retail, Retail Strategic Planning and Operations Management. | Class Tests |
| February 2024 | Primary Retailing Strategies (Planning Location of retail Business), Merchandise Planning and Retail Communication, Security Issues in Retailing and Store Design. | Presentations  **1st Assignment**: Theories and models in Retail. |
| March 2024 | Store Layout, Organisational Structure in Retail Institutions, Application of Information Technology in Retailing, Foreign Direct Investment in Retail. | Quiz Competition  **Sessional test**: Security Issues in Retailing. |
| April 2024 | Retail Store Management, Material handling and Energy Management and Revision of syllabi | **2nd Assignment**: Foreign Direct Investment in Retail.  Revision of syllabi |