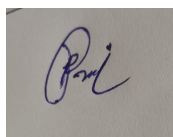


GOVT. POST GRADUATE NEHRU COLLEGE JHAJJAR**LESSON PLAN 2025-26****NAME: DR. PRIYANKA****CLASS: M.Com****SEMESTER: 1st****SUBJECT: Business Research Methods**

Code: 24COM201DS01

MONTHS	TOPICS
JULY - AUGUST	Introduction to Business Research: Defining Research; Types of Research-Basic and Applied Research; Process of Research; Features of a Good Research Study; Research Applications in Business Decisions. Formulation of the Research Problem and Development of the Research Hypotheses: Problem Identification and definition; Process of Problem Identification; Developing a research proposal; Formulation of the Research Hypotheses
SEPTEMBER	Research Design: The Nature of Research Designs; Process of Formulation of Research Design; Classification of Research Designs: Exploratory, Two-tiered, Experimental and Descriptive Research Design for Hypothesis Testing or Experimental Research Studies: Concept and Classification of Experimental Designs; Validity in Experimentation; Factors affecting Internal Validity of Experiment; Factors affecting External Validity of Experiment; Methods to Control Extraneous Variables and Environments of Conducting Experiments.
OCTOBER	Data Collection Methods: Classification of Data; Research Applications of Secondary and Primary Data; Secondary data sources and usage; Online data sources; Qualitative Method of Data Collection: observation method, Content Analysis, Focus Group Method, Personal Interview Method and Projective Techniques; Primary data collection methods- questioning techniques, online surveys; Questionnaire Design Procedure. Sampling Plan: Universe, Sample vs Census; Sample Frame and Sampling Unit; Sampling Design.
NOVEMBER	Report Writing: Meaning, Functions and Types of Research Report, Steps of Planning Report Writing, Research Report Structure, Principles of Writing, Guidelines for Effective Documentation, Writing and Typing the Report, Research Briefings: Oral Presentation. Presentation of Results: Descriptive Presentation, Graphic Presentation, Diagrams, Pictures and Maps, Tabular Presentation, Difficulties in Presentation.



Teacher's Signature

GOVT. POST GRADUATE NEHRU COLLEGE JHAJJAR

LESSON PLAN 2025-26

NAME: DR. PRIYANKA

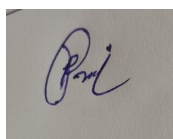
CLASS: M.Com

SEMESTER: 1st

SUBJECT: Organizational Behaviour

Code: 24COM201DS03

MONTHS	TOPICS
JULY - AUGUST	Organisational Behavior: concept and significance; Relationship to other fields; OB Model, ethics and ethical behaviour in organizations. Learning: meaning and definition, process, theories of learning, OB in learning organization.
SEPTEMBER	Attitude: meaning and definition, components, functions, formation, changing of attitude, prejudice and attitude. Personality: meaning and definition, the big five personality model, the Myers-Briggs Type Indicator, additional work related aspects of personality.
OCTOBER	Perception: meaning and definition, process, factors influencing perception, perceptual errors or distortions. Group Dynamics and Team Development: Group dynamics- definition and importance, types of groups, group formation, group development, group performance factors, group norms, group status, group size, cohesiveness, social loafing. Team: types, team composition factors, team development.
NOVEMBER	Organisational Conflict: Dynamics and management; sources, patterns, levels, and types of conflict; Traditional and modern approaches to conflict; Functional and dysfunctional organisational conflicts; Resolution of conflict. Organisational development: Concept; Need for change, resistance to change; Theories of planned change; organisational diagnosis; OD intervention.



Teacher's Signature

GOVT. POST GRADUATE NEHRU COLLEGE JHAJJAR

LESSON PLAN 2025-26

NAME: DR. PRIYANKA

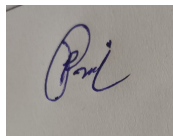
CLASS: M.Com

SEMESTER: 3rd

SUBJECT: Quantitative Techniques

Code: 25COM203DS05

MONTHS	TOPICS
JULY - AUGUST	Quantitative Techniques- Meaning, Scope, and Importance in Business and Economics. Inferential and Descriptive statistics. Measures of Central Tendency- Mean, Median, and Mode. Measures of Dispersion -Range, Mean Deviation, Standard Deviation, and Coefficient of Variation.
SEPTEMBER	Probability-Meaning, Types, and Rules. Classical, Empirical, and Axiomatic Approaches to Probability. Probability Distributions - Binomial, Poisson, and Normal Distribution. Applications of Probability in Business Decision-Making.
OCTOBER	Sampling Methods -Probability and Non-Probability Sampling. Concept of Sampling Distribution and Standard Error. Hypothesis Testing- Null and Alternative Hypotheses, Type I and Type II Errors. Tests of Significance -Z-Test, T-Test, Chi-Square Test, and F-Test. Confidence Interval and Estimation of Population Parameters.
NOVEMBER	Correlation - Meaning, Types, and Methods - Karl Pearson's Correlation and Spearman's Rank Correlation. Regression Analysis - Simple and Multiple Regression, Least Squares Method. Time Series Analysis -Components and Forecasting. Linear Programming-Formulation of LPP, Graphical and Simplex Methods. Decision Theory- Decision Trees and Expected Monetary Value Approach.



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