

Lesson Plan

Name of College: Govt PG Nehru College, Jhajjar

Name of Teacher : Mrs. Poonam

Session: 2026-27

Subject : Management

Paper: Business Statistics

Class : BBA I Sem.

Sl No	Month	Topic
1	Aug.	meaning, evolution, Scope, Data - classification, tabulation, formation of frequency dist., Diagram & Graphs
2	Sept.	measures of C.T., meaning, obj., mean, median, mode, quartile, Co-efficient of variation & skewness
3	Oct.	Correlation & Regression: meaning, Types, methods, scatter diagram, properties, rank correlation, line of Regression, Std. Error.
4	Nov.	Index number & Time Series: uses, construction, test of ideal index no., Secular trend, cyclical, seasonal.
5	Dec.	methods of estimation indices, use of TIME series in business, calculating Growth rate in T.S.

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Name of College: Govt PG Nehru College, Jhajjar

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Subject : Management

Paper: Principles of Marketing

Class : BBA I Sem.

Sl No	Month	Topic
1	Aug.	marketing's meaning, nature, scope, concept, Task, orientation, mktng environment,
2	Sept.	marketing research & Inf. System, mktng strategy & plans, Ethical issues in mktng, consumer & bus. markets, buying decision process, customer customer value.
3	Oct.	market segmentation, Targeting & positioning, product differentiation product & pricing decisions, PLC, NPD, Branding, Packaging,
4	Nov.	pricing methods, promotion & dist. decisions, promotion mix - Adv., sales promotion, public relations, Channels of dist., wholeseller & retailers,
5	Dec.	Contemporary mktng trends & Issues Globalisation, Green mktng, Digital mkt., entry strategies in International mktng,

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Session: 2026-27

Subject : Management

Paper: Legal & Ethical Issues
in Business

Class : BBA III Sem

Sl No	Month	Topic
1	Aug.	Business law definition, scope, Importance, Elements, consideration, contractual Capacity, essentials of valid contract, Types of contracts
2	Sept.	Employment law, formation of sales contract, contract of leasing Goods, Titles & Risk of loss, Performance & remedies, warranty, Negotiable instrument
3	Oct.	Bus. Ethics, Indian context imp., Ethical Issues related to marketing, Finance & HR, Ethical Responsibilities, Ethical Dilemmas
4	Nov.	Approach to ethical decision making, Ethical Aspects, Intro. to Integral humanism, Ethical Decisions.
5	Dec.	Conflict Resolution.

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Subject : Management

Paper: Human Resource Management

Class : BBA III Sem -

Sl No	Month	Topic
1	Aug.	HRM-Intro., Business Partnership, HR policies, HRM in Globally comp. env., functional HRM, Strategic Human Resource mgt.
2	Sept.	Employee life cycle Approach, HR Planning, Recruitment & Selection, T&D, Career management,
3	Oct.	Managing GIG employees & virtual employees & team, changing nature, of employee Engagement, performance mgt, compensation, Industrial Relations
4	Nov.	Workplace law & Regulations, Employee Relations. HR info. & Analytics, HR innovations, HR in Service Sector,
5	Dec.	org. Transformation & HR leadership, Diversity, Equity, workplace wellness, Sustainability Goals, Green HRM

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Name of College: Govt PG Nehru College, Jhajjar

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Session: 2026-27

Subject : Management

Paper: Principles & Practices of management

Class : BBA I Sem.

Sl No	Month	Topic
1	Aug.	Definition, Nature & Imp. of Management, Principles, Management & administration, Skills, Role of managers, managerial skills, Evolution of management Management as science and art, Functions of management : Planning, organizing, leading & controlling
2	Sept.	Nature, Importance & Planning of Management, Types of Plans Planning Process & Techniques, importance, Decision making, org. structure & design, MBO & MBE, staffing, Selection & Recruitment
3	Oct.	Direction, leadership theories, motivation theories, communication in mgt., Group Dynamics, Controlling, Performance measurement & mgt.
4	Nov.	Strategic management, SWOT Analysis, Implementation & evaluation of strategies, Ethical issues in mgt., CSR.
5	Dec.	Sustainable management practices.

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Session: 2026-27

Subject: Management

Paper: Financial Accounting

Class: BBA I Sem.

Sl No	Month	Topic
1	Aug.	meaning, need, qualitative aspects, Acc. Standards in India, Branching, Types, Acc. Taxonomy, concept & conventions, classification of Capital & Revenue.
2	Sept.	Transactions nature, entry in journals, Purchases, Sales, Return, Receivables, Payables, Depreciation, Reserve, TAC, GST, Entry in ledger.
3	Oct.	Trial Balance, Trading & Profit & loss A/c, Cash Book, Balance Sheet, Disclosure of final Accounts.
4	Nov.	company Intro: kinds, share capital, issue of share, Fin. Statements, Income Statement & Balance sheet, Green Acc.,
5	Dec.	Sustainability methods, Analysis, IFRS.

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