



SMRJ Government College, Siwani (Bhiwani)

(Affiliated to Chaudhary Bansi Lal University, Bhiwani)

Session: 2024-25

Lesson Plan

(Department of Commerce)

Teacher: Yeshu
Class: B.com 3
Semester: 5th
Maximum: Marks: 100
End Term Exam Marks: 80

Course Type & Title: Retail Management
Course Code:
Credits: 4
Internal Assessment Marks: 30
Practical Marks:

Course Outcomes:

- The primary objective of the course is to have students develop marketing competencies in retailing and retail consulting. The course is designed to prepare students for positions in the retail sector or positions in the retail divisions of consulting companies. Besides learning more about retailing and retail consulting, the course is designed to foster the development of the Learning Outcome student's Creative and Competitive Skills.
- Clarify the concept and related terms in retailing.
- Comprehend the ways retailers use marketing tools and techniques to interact with their customers.
- Understand various formats of retail in the industry.

Sr. No.	Week/Month, 2024	Unit/ Topic/ Chapter to be covered	Assignment/Test/ Remarks, if any
1	22.07.2024 – 27.07.2024	Retail Management Concept, Development, Evolution, Functions.	
2	29.07.2024 – 03.08.2024	Career In Retailing, E- Retailing	
3	05.08.2024 – 10.08.2024	Types of Retailing	
4	12.08.2024 – 17.08.2024	Retailing Sites	
5	19.08.2024 – 24.08.2024	Traditional and Modern Retail Formats	
6	26.08.2024 – 31.08.2024	Retailing Models, Assignment	
7	02.09.2024 – 07.09.2024	Management of Retailing Operations	
8	09.09.2024 – 14.09.2024	Retailing Life Cycle	

9	16.09.2024 – 21.09.2024	Planning, Unit Test	
10	23.09.2024 – 28.09.2024	Retail Pricing Strategies	
11	30.09.2024 – 05.10.2024	Retail Pricing Strategies	
12	07.10.2024 – 12.10.2024	Retail Location Strategies	
13	14.10.2024 – 19.10.2024	Retail Location Strategies	
14	21.10.2024 – 26.10.2024	Revision	
15	04.11.2024 – 09.11.2024	Revision	
16	11.11.2024 – 16.11.2024	Full Syllabus Test	
17	18.11.2024 – 23.11.2024	Presentations	

Recommended Books/ E resources/ LMS:

Berman & Barry: Retail Management, Prentice Hall,

RETAIL MANAGEMENT Gibson G Vedamani

Retail Management: Functional principles & practices, Jaico Publishing House

Miechael Levy Retailing Management.

Retail Management by Vidhi Sharan and Dr. Richa Shukla.

U/S
20/07/24

Signature of the teacher concerned

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Head of the Department



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Session: 2024-25

Lesson Plan

(Department of Commerce)



Teacher: Yeshu
Class: B.com 2
Semester: 3rd
Maximum Marks: 100
End Term Exam Marks: 80

Course Type & Title: H R M
Course Code:
Credits: 4
Internal Assessment Marks: 30
Practical Marks:

Course Outcomes:

- Demonstrate an understanding of key terms, theories/concepts and practices within the field of HRM
- Demonstrate competence in development and problem-solving in the area of HR Management
- Provide innovative solutions to problems in the fields of HRM
- Be able to identify and appreciate the significance of the ethical issues in HR
- Be able to evaluate HRM related social, cultural, ethical and environmental responsibilities and issues in a global context

Sr. No.	Week/Month, 2024	Unit/ Topic/ Chapter to be covered	Assignment/Test/Remarks, if any
1	22.07.2024 – 27.07.2024	An Introduction to HRM	
2	29.07.2024 – 03.08.2024	Evolution & Growth of HRM	
3	05.08.2024 – 10.08.2024	Emerging Challenges of HRM	
4	12.08.2024 – 17.08.2024	Recruitment	
5	19.08.2024 – 24.08.2024	Selection	
6	26.08.2024 – 31.08.2024	Training	
7	02.09.2024 – 07.09.2024	Job Analysis, Description & Specification	

8	09.09.2024 – 14.09.2024	Unit Test & Assignment	
9	16.09.2024 – 21.09.2024	Theory of Wages	
10	23.09.2024 – 28.09.2024	Wage Incentive	
11	30.09.2024 – 05.10.2024	Industrial Relation	
12	07.10.2024 – 12.10.2024	Industrial Unrest	
13	14.10.2024 – 19.10.2024	Legal Framework for the empowerment of workers	
14	21.10.2024 – 26.10.2024	Legal Framework for the empowerment of workers	
15	04.11.2024 – 09.11.2024	Assignment & Revision	
16	11.11.2024 – 16.11.2024	Unit Test	
17	18.11.2024 – 23.11.2024	Presentations	

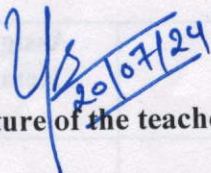
Recommended Books/ E resources/ LMS:

Human Resource Management: Concept & Issues by T.N Chabra, Dhanpat Rai & Co. New Delhi.

HR Analytics Essentials You Always wanted to know by Vibrant Publisher.

Chankya _ A Visionary Human Resource Manager by Tushar Kokane & Santosh Bagwe.

The Essential HR Handbook by Sharon Armstrong


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Teacher: Yeshu
Class: B.com 2
Semester: 3rd
Maximum: Marks: 100
End Term Exam Marks: 80

Course Type & Title: Business Regulatory Framework
Course Code:
Credits: 4
Internal Assessment Marks: 20
Practical Marks:

Course Outcomes:

- Students would recall various definitions and would be able to evaluate the provisions of Law of Contract 1872.
- Students would be able to examine various provisions of Sale of Goods Act, which includes formation, conditions and warranties in sale.
- Students would be able to compare and contrast different types of negotiable instruments and its applicability in the money market.
- Students would be able to relate and apply various provisions related to Consumer Protection Act. They would be aware of the rights of consumer and various consumer forums.

Sr. No.	Week/Month, 2024	Unit/ Topic/ Chapter to be covered	Assignment/Test/ Remarks, if any
1	22.07.2024 – 27.07.2024	Introduction of Indian Contract Act	
2	29.07.2024 – 03.08.2024	Free Consent of Parties	
3	05.08.2024 – 10.08.2024	Lawful Consideration and Object	
4	12.08.2024 – 17.08.2024	Performance And Discharge of Contract	
5	19.08.2024 – 24.08.2024	Contingent and quasi contract	
6	26.08.2024 – 31.08.2024	Contract of Bailment	
7	02.09.2024 – 07.09.2024	Contract of Indemnity and Guarantee	

8	09.09.2024 – 14.09.2024	Unit Test & Assignment	
9	16.09.2024 – 21.09.2024	Agency Contract	
10	23.09.2024 – 28.09.2024	Consumer Protection Act	
11	30.09.2024 – 05.10.2024	Sale of Goods Act	
12	07.10.2024 – 12.10.2024	RTI Act	
13	14.10.2024 – 19.10.2024	E Governance, Haryana Right to Service Act	
14	21.10.2024 – 26.10.2024	E Governance, Haryana Right to Service Act	
15	04.11.2024 – 09.11.2024	New Labour Rules	
16	11.11.2024 – 16.11.2024	Assignment & Revision	
17	18.11.2024 – 23.11.2024	Unit Test of full syllabus	

Recommended Books/ E resources/ LMS:

Sharma A, Business Regulatory Framework, VK Publication.

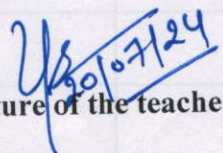
Legal and Regulatory Framework for Business by Sally Ramage


A P Gupta, Business Regulatory Framework, Paperback

G K varshney, Business Regulatory Framework, Sahitya Bhawan Publication.

B S Raman & Y S Ganesh, Business Regulatory Framework.

B K Singh & A K Tiwari, Business Regulatory Framework,


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Teacher: Yeshu

Class: B.com 1

Semester: 1st

Maximum Marks: 100

End Term Exam Marks: 70

Course Type & Title: Business Law

Course Code:

Credits: 4

Internal Assessment Marks: 30

Practical Marks:

Course Outcomes: After completing this course, the learner will be able to:

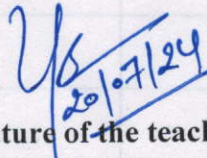
1. Understand the provisions of Indian Contract Act.
2. Know the obligations of buyer and seller for making the business agreements and contracts.
3. Apply skills to initiate entrepreneurial ventures as partnership and LLP.
Understand the concepts & scope of negotiable instruments and legal safeguards in Information Technology.


Sr. No.	Week/Month, 2024	Unit/ Topic/ Chapter to be covered	Assignment/Test/ Remarks, if any
1	22.07.2024 – 27.07.2024	The Indian Contract Act, 1872	
2	29.07.2024 – 03.08.2024	The Indian Contract Act, 1872	
3	05.08.2024 – 10.08.2024	The Indian Contract Act, 1872	
4	12.08.2024 – 17.08.2024	The Indian Contract Act, 1872	
5	19.08.2024 – 24.08.2024	Sale of Goods Act, 1930	
6	26.08.2024 – 31.08.2024	Sale of Goods Act, 1930	
7	02.09.2024 – 07.09.2024	Sale of Goods Act, 1930	
8	09.09.2024 – 14.09.2024	Sale of Goods Act, 1930, Assignment	

9	16.09.2024 – 21.09.2024	Indian Partnership Act 1932	
10	23.09.2024 – 28.09.2024	Indian Partnership Act 1932, Unit Test	
11	30.09.2024 – 05.10.2024	Indian Partnership Act 1932	
12	07.10.2024 – 12.10.2024	Indian Partnership Act 1932	
13	14.10.2024 – 19.10.2024	Negotiable Instruments Act, 1881	
14	21.10.2024 – 26.10.2024	Negotiable Instruments Act, 1881	
15	04.11.2024 – 09.11.2024	Negotiable Instruments Act, 1881	
16	11.11.2024 – 16.11.2024	Negotiable Instruments Act, 1881	
17	18.11.2024 – 23.11.2024	Revision & Presentation of Students	

Recommended Books/E-Resources/LMS:

- Aggarwal Rohini, *Mercantile & Commercial Laws*, Taxmann Allied Services (P) Ltd., New Delhi.
- Bhushan, Bharat. Kapoor, N.D., Abbi, Rajni, "Elements of Business Law". Sultan Chand & Sons Pvt. Ltd.
- Bulchandani, K.R., *Business Laws*, Himalaya Publishing House, New Delhi.
- Datey, V.S., *Business and Corporate Laws*, Taxmann Publications, New Delhi.
- Kapoor, N.D., *Business Law*, Sultan Chand & Sons, New Delhi.
- Kuchhal, M.C., Kuchhal Vivek, *Business Legislation for Management*, Vikas Publishing House Pvt. Ltd., New Delhi.
- Tulsian, P.C., *Business Laws*, Tata McGraw Hill, New Delhi.


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Teacher: Yeshu
Class: M.com 1
Semester: 1st
Maximum: Marks: 100
End Term Exam Marks: 80

Course Type & Title: B.Statistics
Course Code:
Credits: 4
Internal Assessment Marks: 30
Practical Marks:

Course Outcomes:

- Demonstrate and understanding of concept of correlation and regression in decision making
- Understanding of basic concepts of theory of testing of hypothesis.
- Understanding of analysis of variance for testing the difference between different group of data for homogeneity.
- Understanding of non parametric test which can provide trustworthy result when the group have different amount of variability.
- Understanding of concept of association of attributes.

Sr. No.	Week/Month, 2024	Unit/ Topic/ Chapter to be covered	Assignment/Test/ Remarks, if any
1	01.08.2024 – 03.08.2024	Descriptive Statistics Measurement of Central Tendency	
2	05.08.2024 – 10.08.2024	Dispersion, Skewness & Kurtosis	
3	12.08.2024 – 17.08.2024	Correlation: Simple, Partial, Multiple	
4	19.08.2024 – 24.08.2024	Regression Analysis	
5	26.08.2024 – 31.08.2024	Theory of Testing of Hypothesis, Assignment	
6	02.09.2024 – 07.09.2024	Statistics and Parameter	
7	09.09.2024 – 14.09.2024	Probability, Unit Test	
8	16.09.2024 – 21.09.2024	Probability Distribution	

9	23.09.2024 – 28.09.2024	Parametric Test, Z Test	
10	30.09.2024 – 05.10.2024	T Test	
11	07.10.2024 – 12.10.2024	Technique of Analysis of variance	
12	14.10.2024 – 19.10.2024	Two Way Classification, F Test	
13	21.10.2024 – 26.10.2024	Association of Attribute	
14	04.11.2024 – 09.11.2024	X2 Test, Yate Correction	
15	11.11.2024 – 16.11.2024	Uses & Misuse of X2 Test	
16	18.11.2024 – 23.11.2024	Revision	
17	25.11.2024 – 30.11.2024	Queries and Test	

Recommended Books/ E resources/ LMS

Business Statistics by S C Sharma, Arya Publication.

Business Statistics by T R Jain, V K Publication.

Chou ya lun, statistical analysis For Richard and Wilson.

Hudda R P, statistics for business and economics, Macmillan India Limited, New Delhi

Levin, Richard And David S Rubin, Statistics for Management, Prentice Hall of India.

Watsnam Terry J and Keith Parramor, Quantitative Methods in Finance.

Lawrence B. Mors, Statistics for Business & Economics

Signature of the teacher concerned

Handwritten signature and date: 30/07/24

Head of the Department

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