

**Tentative Lesson Plan**  
**Ms.Ritu Sharma, Assistant Professor of Commerce**  
**Session 2025-26 (Odd Semester)**

**Class – M.com 1<sup>st</sup> Semester**  
**Subject – Organisational Behaviour**  
**Course Code – M24-COM-101**

Month	Days	Content
August 2025	(1 August– 15 August)	Organisational Behaviour: Concepts and Significance; Human Relations and Organisational Behaviour – Historical Development of Organisational Behaviour; Industrial Revolution; Scientific Management, The Human Relations Movements, Hawthorne Studies;
	(16 August – 31 August)	Meaning and Definitions of Organisational Behaviour; Features of OB; Basic Assumptions; Contributing Disciplines to OB; Emergence of HR and OB, Approaches to Organisational Behaviour; Classical Approach; Neo-Classical; Modern approach; Scope of OB; Nature/Fundamental concepts of OB; Nature of People; Nature of Organisations; Determinants of Organisational Behaviour; Significance of OB; Criticism.
September 2025	(1 September –15 September)	Personality: Concept and Definition of Personality; Major Determinants of Personality; Biological Contribution; Socialization; Culture; Situational Factors; Major Personality Attributes influencing Organisational Behaviour;
	(16 September – 30 September)	Theories of Personality; Psychoanalytic Theory (Freud's Theory); New Freudian Theories; Trait Theories; Social Learning Theory; The Self Theory; Need Theories; Holistic Theories; Personality and Organisational Behaviour. Perception: Introduction; Nature and Importance of Perception, Meaning, definitions and process of Perception Perceptual Selectivity; Internal Factors; External Factors; Distortion in Perception; Managerial Implications of Perception; Managing the Perception Process.
October 2025	(1 October – 15 October)	Learning: Introduction; Definition; Theories of Learning; Classical Conditioning Theory; Operant or Instrument Conditioning Theory; Cognitive Learning Theory; Social Learning Theory; Modeling; Shaping Behaviour; Learning and Organisational Behaviour or Significance of Learning.
	(16 October –31 October)	Group Dynamics: Introduction, Meaning; Components of Group Dynamics; Group Norms; Group Role; Group Status; Group Size; Group Leadership; Group Composition; Proxemics and Group Dynamics; Group Cohesiveness; Determinants of Cohesiveness; Consequences of Group Cohesiveness; Relationship between Group Cohesiveness and Productivity.
November 2025	(1 November – 15 November)	Transactional Analysis: Introduction; Concept of T.A.; Scope of Transactional Analysis; Analysis of Self-awareness; Analysis of Ego States; Analysis of Life Positions; Analysis of Games; Analysis of Stroking, Benefits of Transactional Analysis.
	(15 November – 30 November)	Revision

**Learning Outcomes: -**

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

1. Meaning & concept of Organisational Behaviour, Management Approaches.
2. Meaning & Determinants of Personality, Meaning & Factors affecting Perception.
3. Learning: - meaning & Theories, concept of Group Dynamics.
4. Concept of Transactional analysis, Analysis of Ego status and stroking.

*Miss Li*

*Ritu*  
**Ritu Sharma**



**Tentative Lesson Plan Session 2025-26 Odd Semester**  
**Name of Teacher:-Ms. Neelam Kumari Dhusia, Asst.Prof of Commerce**

**Subject : Retailing**  
**Class: M.Com 1<sup>st</sup> Sem**

Month	Days	Content
Aug 2025	5 Aug-15 Aug 2025	Retailing: Concept, Characteristics, Importance, Functions, Theories, Emerging Trends in Retailing; Evolution of Retailing in India, History of retail Institutions
	16 Aug -31 Aug 2025	Contribution of Retailing to Indian Economy, Globalization of Retailing; Indian Retailing Scenario; Organizational Environment in Retail Sector, Retail Formats; Retail Institutions by Ownership, Retail Institutions by Store-Based Strategy Mix, Web, Non-Store Based, e-retailing.
Sep 2025	1Sep- 15 Sep 2025	Market Segmentation: Store Location; Trading-Area Analysis, Characteristics of Trading Areas, Site Selection,; Types of Locations, Location and Site Evaluation; Store Planning; Design & Layout
	16 Sep -30 Sep 2025	Retail Image mix, Retail marketing: Retail Marketing Mix, Advertising and Sales Promotion, Store Positioning.
Oct 2025	1Oct-15 Oct 2025	Customers Services; Retail Merchandising, Buying Organization Formats and Processes; Devising Merchandise Plans.
	16 Oct- 31 Oct 2025	Merchandise Pricing:Concept, Pricing Objectives, Determinants, Types of Pricing Retail Operation.
Nov 2025	1Nov 2025-15-Nov 2025	Store Administration; Store Manager Responsibilities, Application of IT to Retail Marketing; Retail Market Segmentation, Consumerism and Ethics in Retailing;
	16 Nov 2025-24 Nov 2025	FDI in Retail International Retailing

**Course Learning Outcomes after completing the course**

The student shall be able to:

CLO 1: Understand the conceptual framework and organisational structure in retailing.

CLO 2: Understand various decisions involved in store location and planning.

CLO 3: Comprehend the ways retailers use marketing tools and techniques to interact with their customers.

CLO 4: Recognize and understand the retail pricing, operations-oriented policies, methods and procedures.

*[Signature]*

*Neelam*  
**Ms. Neelam Kumari Dhusia**  
**Assistant Professor of Commerce**



**Tentative Lesson plan**  
**Ms. Savita Rani, Assistant professor of Commerce**  
**Session 2025-26 (odd semester)**

**Class – M.com 1<sup>st</sup> Semester**

**Subject – Indian Business Environment (NEP)**

**Course Code – M24-COM-103**

Month	Days	Content
August 2025	(4 August– 15 August)	Business environment: Concept, nature and importance types of environments;
	(16 August – 31 August)	Changing dimensions of business environment; Interaction matrix of different environment factors; Organisational and Environmental scanning: Concept, objectives' process and techniques; Economic planning in India: Success and failure.
September 2025	(1 September –15 September)	Economic System: Salient features of Indian economy: Liberalization: privatization and globalization. Disinvestment in PSU;
	(16 September –30 September)	NITI Ayog: concept, significance, objectives and machinery. Business ethics, corporate governance, social responsibility of business, social audit.
October 2025	(1 October – 15 October)	Fiscal Policy, Monetary Policy, Industrial Policy, industrial Licencing policy, EXIM Policy.
	(16 October –31 October)	Industrial Sickness, Development and protection of SSIs, technology transfer.
November 2025	(1 November – 15 November)	Consumer Protection Act; Competition Act; Environment protection Act
	(15 November – 30 November)	FEMA, Intellectual Property law in India. Revision

**Course outcome: -**

After successful completion of the course, the student will be able to

1. Identify and evaluate the complexities of business environment and their impact on the business.
2. Analyse the relationships between Government and business and understand the political, economic, legal and social policies of the country.
3. Analyse current economic conditions in developing emerging markets, and evaluate present and future opportunities.
4. Gain knowledge about the operation of different institutions in international business environment.

*Wish*

*Savita*  
**Savita Rani**



## LESSON PLAN SESSION (2025-26)

Name of the Teacher: Sh. Kirat Pal.

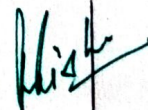
Designation: Assistant Professor

Class: M.Com 1<sup>st</sup> Year (1<sup>st</sup> Semester)

Subject Name: STRATEGIC MANAGEMENT

1-8-2025 TO 15-08-2025	Strategy concept characteristics importance and levels strategic decision making concept significance and	
16-08-2025 TO 30-08-2025	approaches strategic management process developing a strategic vision mission and setting objective	
1-09-2025 TO 15-09-2025	STD formulation environmental appraisal concept and component of environment analyzing the external environment organizational appraisal dynamics of internal environment methods and	
16-09-2025 TO 30-09-2025	techniques of organization appraisal porter generic strategy	
1-10-2025 TO 15-10-2025	Strategy alternative stability expansion retrenchment and combination strategies variation strategy internal and external alternatives related and unrelated alternative horizontal and	
16-10-2025 TO 31-10-2025	vertical alternative competitive business strategy cost leadership focus and differentiation strategy international level strategy alternative strategic choice process choice models managerial factors	
1-11-2025 TO 15-11-2025	Strategy implementation challenges of change and Organization learning strategy and structural decision behavior issues in implementation operation a decision in implementation strategic evaluation and	
16-11-2025 TO 24-11-2025	control need process and techniques strategic issues in the technology era strategic management for new entrepreneurship Ventures	

Course learning outcomes after completing this course the learner will be able to get the knowledge of strategic management process and developed strategic vision mission and objective of business understand the various level of strategy along with available generic strategic alternative learn strategic choice making process understand the various issues involved in strategic implementation along with the process and techniques of strategic evaluation and control





# LESSON PLAN (2025-26)

Dr. Kavita Kumari

Class: M.Com 1st Semester

Subject: Business Research Methods

Date	Topics / Activities
4 Aug – 17 Aug 2025	Unit I – Business Research: Concept, Significance, Categories; Types of Research (Analytical, Applied, Conceptual, Empirical, Experimental, Casual); Approaches (Quantitative, Qualitative, Longitudinal, Cross-sectional)
18 Aug – 31 Aug 2025	Unit I – Methods vs Methodology; Research Problem: Concept, Selection, Defining Research Questions; Formulating Research Problem & Hypothesis; Developing Research Plan
1 Sept – 14 Sept 2025	Revision 1 (Unit I)
15 Sept – 28 Sept 2025	Unit II – Research Process: Concept, Steps, Research Design (Descriptive, Exploratory, Conclusive, Experimental); Variables: Meaning, Need, Types
29 Sept – 12 Oct 2025	Unit II – Measurement: Scales of Measurement, Likert Scale, Reliability, Validity; Literature Review: Process, Types (Traditional, Narrative, Systematic, Critical, Meta-Analysis); Citation & Referencing (APA)
13 Oct – 26 Oct 2025	Revision 2
27 Oct – 9 Nov 2025	Unit III – Sampling: Concept, Need, Types; Characteristics of Good Sample; Errors; Data Collection & Analysis; Tabulation; Questionnaire, Interview, Observation, Experimentation, Survey, Case Study
10 Nov – 11 Nov 2025	Unit III – Hypothesis Testing: T-test, Z-test, Chi-Square, ANOVA (One-way & Two-way); Multiple Regression; Factor Analysis
12 Nov – 22 Nov 2025	Unit IV – Interpretation of Data: Techniques, Report Writing (Types, Layout, Precautions), Research Proposal Writing; Research Ethics → <b>Final Revision with Practical Application</b>

## Course Outcome:

- Students will be able to explain the meaning, scope, objectives, and significance of business research in decision-making.
- Students will be able to identify research problems, formulate hypotheses, and design appropriate research methodologies.
- Students will develop skills in selecting suitable data collection methods (primary & secondary) and designing research instruments such as questionnaires and interviews.
- Students will acquire the ability to apply statistical and analytical tools to process, analyze, and interpret data for meaningful insights.
- Students will be able to prepare structured research reports and present findings in a professional manner.
- Students will understand the ethical aspects of research, including plagiarism, confidentiality, and integrity in conducting and reporting research.
- Students will be able to apply research knowledge in real-life business scenarios to support strategic and operational decision-making.

Kavita

Prishi



Tentative Lesson Plan, Session 2025-2026

Faculty Name: Prof. (Dr. Chanchal Verma)

Class - M.com Ist Semester

Subject -Financial Management, Course Code - M24-COM-102


Month	Content
August 2025	Financial Management: Nature, Significance, objectives and scope; Functions of finance executive in an organisation; Time value of money
September 2025	Financial Forecasting: Concept, benefits and techniques; Sources of finance; Financial planning: Need Importance, Process and drafting a financial plan; Cost of capital: concept, significance, computation of cost of capital: simple and weighted; Recent development in financial management
October 2025	Capital structure: Concept, determinants and theories; capital budgeting decisions: Nature, importance, factor influencing capital expenditure decisions, evaluation criteria and risk analysis; Capital rationing.
November 2025	Working capital management and Control need, determinants, assessment of working capital requirements; Management of cash; Marketable securities; Receivables; Dividend decisions: concept, types of dividends, dividend policies, determinants of dividend decisions, theories of dividend, dividend practices in India.

**Course Learning Outcomes (CLO):**

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

1. CLO '102.1 Know the scope and recent development of Financial Management.
2. CLO '102.2: Develop financial plans for businesses.
3. CLO '102.3: Know long term and short-term investment decisions methods.
4. CLO 102.4: Learn dividend decisions and models of dividend.



  
**Principal**  
**Rajiv Gandhi Govt. College**  
**Saha (Ambala)**