

Lesson Plan

Name of Teacher: Dr. Kamalpreet Kaur

Class: B.Com IInd Year (Even)

Paper: BCOM 402: BUSINESS STATISTICS-II

Session: 2024-25

Sr.No.	Month	Weeks	Topics
1.	Jan	1 st Week 2 nd Week 3 rd Week 4 th Week Last week	1. Probability: Concept and evolution, Terminology, Concept, 2. Addition and multiplication theorem 3. Mathematical and statistical probability Mathematical expectations 4. Rule for the inverse probability 5. Revision
2.	Feb	1 st Week 2 nd Week 3 rd Week Last Week	1. Theoretical distributions: Probability function and constants of binomial distribution 2. constants and utility of Poisson distribution, 3. Properties of Normal distribution, Relation between normal and Poisson distribution. 4. Revision and test
3.	March	1 st Week 3 rd Week Last Week	1. Index Numbers- uses, types of index numbers, problems in the construction of index number 2. methods of constructing price and quantity index by different methods-simple and weighted, 3. Tests of consistency –unit test, time and factor reversal test.
4.	April	1 st Week 2 nd Week 3 rd Week 4 th Week Last week	1. Time Series: Components and models of time series 2. Measurement of trend by different methods-graphic method, 3. least square method, Analysis of time series 4. Revision of whole syllabus 5. Test

Lesson Plan

Name of Teacher:Dr. Kamalpreet Kaur

Class: B.Com IInd Year (Even)

Paper: BCOM 406(i): RETAIL MANAGEMENT

Session: 2024-25

Sr.No.	Months	Weeks	Topics
1.	Jan	1 st Week 2 nd Week 3 rd Week 4 th Week Last Week	1. Retailing : Concept, importance, functions 2. Organized vs. unorganized retail 3. Key drivers of growth of retailing in India. 4. Understanding retail customer. 5. Revision and Test
2.	Feb	1 st Week 2 nd Week 3 rd Week Last Week	1. Theories of retailing. Retail formats: Store and Non-store formats 2. Retail Locations: Planned and Unplanned, Retail Site Characteristics, and Site Evaluation 3. Store Layout and Design. Merchandise planning and process. Forecasting sales. 4. Revision and test
3.	March	1 st Week 3 rd Week Last Week	1. Retail mix: Developing Assortment Plans, National Brands and Private Labels 2. Retail Pricing- Setting Retail Prices, Price Adjustments, Strategies 3. Revision and test
4.	April	1 st Week 2 nd Week 3 rd Week 4 th Week Last Week	1. Retail Communication Mix. Logistics in retail 2. Human Resource Management in Retailing – Manpower planning 3. Recruitment, training, and compensation 4. Use of Information Technology in retailing. 5. Revision and test

Lesson Plan

Name of Teacher:Dr. Kamalpreet Kaur

Class:B.Com IIIrd Year (Even)

Paper: BCOM 602: FINANCIAL SERVICES

Session: 2024-25

Sr.No.	Months	Weeks	Topics
1.	Jan	1 st Week 2 nd Week 3 rd Week 4 th Week Last Week	1. Financial services: Concept and nature. Indian Financial system- structure 2. functions; An overview of Financial markets in India 3. Money market - instruments, participants and segments. 4. Capital market- instruments, participants and segments. 5. Revision and test
	Feb	1 st Week 2 nd Week 3 rd Week Last Week	1. Merchant banking: Meaning, functions and Regulatory framework 2. Mutual Funds: Meaning, functions and Regulatory framework 3. Insurance; Micro Finance Institutions. 4. Revision and test
3.	March	1 st Week 3 rd Week Last Week	1. Fund-based Financial Services: Leasing 2. hire-purchase, Consumer and housing finance 3. Venture capital finance; 4. Factoring services, Securitization.
4.	April	1 st Week 2 nd Week 3 rd Week 4 th Week Last Week	1. Fee-based Financial Services 2. Stock Broking, Custodial services 3. Portfolio management service, Wealth management service 4. Credit rating. 5. Revision and test