

### Lesson Plan

Name of College : Maharani Padmavati Government College for Women, Shahzadpur (Ambala)

Academic Session : July-Dec 2026

External marks-70

Class : M.com 3<sup>rd</sup> sem

Paper : Human Resource Development

Teacher's Name : Monika

**Course Outcomes-** Understand the concept and evolution of Human Resource Development.

Know about strategic interventions in HRD, including designing and implementing training programs.

Manage knowledge, learning processes, and HRD interventions effectively in an organizational setting.

Assess the impact of HRD programs on organizational health and climate.

| Month | Dates                | Topic to be covered                                                                                                            | Assignments/<br>Tests/activities |
|-------|----------------------|--------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| Aug   | 1 <sup>st</sup> week | Human resource development: Concept and evolution, relationship between HRD and HRM,                                           |                                  |
|       | 2 <sup>nd</sup> week | HRD process and framework: Assessing HRD needs, designing training and development programme                                   |                                  |
|       | 3 <sup>rd</sup> week | implementation of programme and evaluation; Strategic interventions in HRD                                                     |                                  |
|       | 4 <sup>th</sup> week | functions. role and competencies of HRD professionals, emerging trends and challenges                                          |                                  |
| Sept. | 1 <sup>st</sup> week | HRD leadership activities: Employee development activities, development, action learning. assessment and development canthers; | assignment                       |
|       | 2 <sup>nd</sup> week | HRD culture and climate, elements of HRD climate; Determinant needs and role of trade unions.                                  |                                  |
|       | 3 <sup>rd</sup> week | Employee socialization and orientation: Concept, categories and content of learning in socialization                           | Test                             |
|       | 4 <sup>th</sup> week | realistic job review, career management and development; HRD audit.                                                            | Group discussion                 |
| Oct.  | 1 <sup>st</sup> week | Knowledge management, concept, process, tools barriers                                                                         |                                  |
|       | 2 <sup>nd</sup> week | Laming and HRD: Concept. principles, process and theories of learning,                                                         |                                  |
|       | 3 <sup>rd</sup> week | learning styles and strategies; Role analysis                                                                                  | assignment                       |
|       | 4 <sup>th</sup> week | simulations, T-Groups and transactional analysis.                                                                              | Test                             |
| Nov.  | 1 <sup>st</sup> week | HRD in organizations, Organization Health, Organization Climate                                                                |                                  |
|       | 2 <sup>nd</sup> week | Management development; Employee counseling and wellness services                                                              | Group discussion                 |
|       | 3 <sup>rd</sup> week | assessing the impact of HRD programs and applications,                                                                         |                                  |
|       | 4 <sup>th</sup> week | organizational strategies based on human resources.                                                                            |                                  |
| Dec   | 1 <sup>st</sup> week | Revision                                                                                                                       | Test                             |

Teacher's Sign

(Monika, Asstt. Prof. of Comm.)

  
Principal  
M.P.G.C.W.  
Shahzadpur (Ambala)

**Maharani Padmavati Government College for Women, Shahzadpur (Ambala)**  
**Lesson Plan (2026-27 Odd)**

**Class: M.com-Final year**

**Paper Code- M24-OEC-309**

**Subject: Introductory Economics**

**External Marks: 35**

**Name of the Teacher: Ms. Shivani**

**Course Outcome:** After completing the course, the students will be able to:

1. Explain the meaning and nature of economics along with the important concepts of its Microeconomics branch.
2. Analyse and apply some basic concepts from closed and open Macroeconomics.
3. Elucidate the concepts of taxation, fiscal policy, budget deficits and construction of various indices as the measures of economic development and thus enter the field of policy making.

| Month | Dates  | Topics to be covered                                                                                                   | Assignment/Test/Others |
|-------|--------|------------------------------------------------------------------------------------------------------------------------|------------------------|
| Aug   | Week 1 | Meaning, Nature, and Branches of Economics; Central Economic Problems                                                  |                        |
|       | Week 2 | Concepts of Demand and Supply; Factors of Production                                                                   | Class Test             |
|       | Week 3 | Concepts of Cost and Revenue; Market Forms and their features.                                                         |                        |
|       | Week 4 | Concepts of Cost and Revenue, Market Forms and their features                                                          |                        |
| Sep   | Week 1 | Basic Concepts in National Income<br>Concepts of Saving and Investment                                                 |                        |
|       | Week 2 | Money and its Functions; Current Account and Capital Account                                                           |                        |
|       | Week 3 | Balance of Payment and Balance of Trade; Concept of Exchange Rate.                                                     | Assignment-I           |
|       | Week 4 | Direct Taxes and indirect Taxes: Types, Merits and Demerits;                                                           | Class test             |
| Oct   | Week 1 | Fiscal Policy and its Instruments Budget and Fiscal Deficits                                                           |                        |
|       | Week 2 | Concept of Economic Growth and Economic Development                                                                    | Class Test             |
|       | Week 3 | Human Development Index; Gender Development Index.                                                                     |                        |
|       | Week 4 | Basic Features of Indian Economy in Present Times; Poverty Alleviation Programmes; Causes of Inflation                 |                        |
| Nov   | Week 1 | Basic Features of Indian Economy in Present Times; Poverty Alleviation Programmes; Causes of Inflation                 | Mid-term exams         |
|       | Week 2 | RBI and its Monetary Policy                                                                                            | Assignment-II          |
|       | Week 3 | Role of Agricultural, Industrial, and Service Sectors; Liberalization, Privatization and Globalization (Concepts only) |                        |
|       | Week 4 | Revision and Doubt Session                                                                                             | Class test             |
| Dec   | Week 1 | Revision and Doubt Session                                                                                             |                        |

*Shivani*  
Signature of Teacher

*Meen*  
**Principal**  
**M.P.G.C.W.**  
**Shahzadpur (Ambala)**

# MAHARANI PADMAVATI GOVT. COLLEGE FOR WOMEN

## Lesson Plan

Academic Session: 2026-27

Class: M.Com. 3rd Semester

Paper: Financial Institutions & Markets (M24-COM-301)

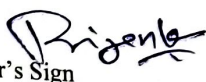
Teacher's Name: Dr. Priyanka

External marks: 70

### Course Outcomes

- Understand the working of financial institutions and markets as an interlinked system.
- Understand the organization, role, functioning, and regulation of financial markets in India.
- Familiarize yourself with commercial banks, NBFCs, and development banks in India.
- Understand financial services with an emphasis on merchant banking and mutual funds.

| Month | Dates    | Topic to be covered                                                            | Assignments/<br>Tests/activities |
|-------|----------|--------------------------------------------------------------------------------|----------------------------------|
| Aug   | 1st week | Nature and role of financial system; financial system and financial markets.   | Discussion / activity            |
|       | 2nd week | Financial system and economic development; Indian financial system – overview. | Discussion / activity            |
|       | 3rd week | Money market – concept, structure and instruments.                             | Discussion / activity            |
|       | 4th week | Capital market – primary and secondary markets; government securities market.  | Discussion / activity            |
| Sept. | 1st week | Recent developments in Indian capital market; role of SEBI.                    | Discussion / activity            |
|       | 2nd week | Development banks – concept, objectives and functions.                         | Discussion / activity            |
|       | 3rd week | Operational and promotional activities of development banks; IFCI and ICICI.   | Discussion / activity            |
|       | 4th week | IDBI, IIBI, SIDBI, State Development Banks and State Financial Corporations.   | Discussion / activity            |
| Oct.  | 1st week | Merchant banking – concept, functions and growth.                              | Discussion / activity            |
|       | 2nd week | Government policy on merchant banking services; SEBI guidelines.               | Discussion / activity            |
|       | 3rd week | Future of merchant banking in India; emerging developments.                    | Discussion / activity            |
|       | 4th week | Mutual funds – concept, types and performance appraisal.                       | Discussion / activity            |
| Nov   | 1st week | Regulation of mutual funds; designing and                                      | Discussion / activity            |
|       | 2nd week | marketing mutual fund schemes.                                                 | Discussion / activity            |
|       | 3rd week | Latest mutual fund schemes in India                                            | Discussion / activity            |
|       | 4th week | overview; comprehensive revision.                                              | Discussion / activity            |
| Dec   | 1st week |                                                                                | Discussion                       |

Teacher's Sign 

  
Principal  
M.P.G.C.W.  
Shahzadpur (Ambala)

# MAHARANI PADMAVATI GOVT.COLLEGE FOR WOMEN

## Lesson Plan

Academic Session

Class

Paper

Teacher's Name

2026-27

External marks- 70

M. Com 3<sup>rd</sup> Semester

Services Marketing M24-COM-305

Dr Nisha Pannu

**Course Outcomes-** Understand the conceptual framework, buyer behaviour and marketing mix of services. Describe and demonstrate the understanding of service recovery, physical environment of services, communication and pricing of services. Describe and demonstrate the understanding of distribution of services, management of service employees as well as customers.

| Month | Dates                | Topic to be covered                                                                                                 | Assignments/<br>Tests/activities |
|-------|----------------------|---------------------------------------------------------------------------------------------------------------------|----------------------------------|
| Aug   | 1 <sup>st</sup> week | Services Marketing Concept characteristics and classification                                                       | Assignment 1                     |
|       | 2 <sup>nd</sup> week | Buying process for services Customer expectations of services                                                       |                                  |
|       | 3 <sup>rd</sup> week | Customer perception of services                                                                                     |                                  |
|       | 4 <sup>th</sup> week | Marketing Mix in Services                                                                                           |                                  |
| Sept. | 1 <sup>st</sup> week | Service Quality: Concept, dimensions and model                                                                      | Test-1                           |
|       | 2 <sup>nd</sup> week | Relationship marketing Concept, importance and strategies; Service market segmentation and targeting.               |                                  |
|       | 3 <sup>rd</sup> week | customer retention strategies, service Development process,                                                         |                                  |
|       | 4 <sup>th</sup> week | Service blueprinting, Approaches to service delivery                                                                |                                  |
| Oct   | 1 <sup>st</sup> week | Customers feedback and service recovery, Physical environment of services,                                          | Assignment 2                     |
|       | 2 <sup>nd</sup> week | Communication and promotion of services: Main problems, objectives,                                                 |                                  |
|       | 3 <sup>rd</sup> week | communication mix and strategies                                                                                    |                                  |
|       | 4 <sup>th</sup> week | pricing of Services: Characteristics, approaches and pricing strategies.                                            |                                  |
| Nov   | 1 <sup>st</sup> week | Distribution of Services: Channels, key intermediaries, strategies for effective service delivery.                  | Test-2                           |
|       | 2 <sup>nd</sup> week | Managing service employees: Importance and roles of contact personnel                                               |                                  |
|       | 3 <sup>rd</sup> week | Managing customers and strategies for enhancing customer participation, Customer protection and ethics in services. |                                  |
|       | 4 <sup>th</sup> week | Revisions                                                                                                           |                                  |
| Dec   | 1 <sup>st</sup> week | Revisions                                                                                                           |                                  |

*Nisha*

Dr Nisha Pannu

Teacher's Sign

*Meenu*

Principal  
Principal  
M.P.G.C.W.  
Shahzadpur (Ambala)

# MAHARANI PADMAVATI GOVT.COLLEGE FOR WOMEN, SHAHZADPUR (AMBALA)

## Lesson Plan

Academic Session : 2026-27  
 Class : M.Com. 3rd Semester  
 Paper : Project Planning and Control  
 Teacher's Name : Monika Sharma

External marks- 70

### Course Outcomes

- Generate project ideas & develop project Planning.
- Analyze the projects from market, technical and financial points of
- Forecast profitability and apply the Project appraisal Parameters.
- Carry out a social cost-benefit analysis of projects

| Month | Dates                | Topic to be covered                                                                                                          | Assignments<br>Tests activities |
|-------|----------------------|------------------------------------------------------------------------------------------------------------------------------|---------------------------------|
| Aug   | 1 <sup>st</sup> week | Project: Concept, types, features: Project idea generation; Identification of Investment opportunities;                      | Assignment                      |
|       | 2 <sup>nd</sup> week | Identification of Investment opportunities                                                                                   |                                 |
|       | 3 <sup>rd</sup> week | Project screening; Project feasibility study                                                                                 |                                 |
|       | 4 <sup>th</sup> week | Project planning and analysis: Project organizational structure.                                                             |                                 |
| Sept. | 1 <sup>st</sup> week | Market and demand analysis: Sources of information- primary and secondary                                                    | Test                            |
|       | 2 <sup>nd</sup> week | Demand forecasting and market planning                                                                                       |                                 |
|       | 3 <sup>rd</sup> week | Technical analysis: Materials and inputs. Production technology, plant location and layout, selection of plant and equipment |                                 |
|       | 4 <sup>th</sup> week | Financial Analysis: Major cost ponents, means offinancing, planning capital structure                                        |                                 |
| Oct.  | 1 <sup>st</sup> week | Profitability and financial projections: Cost of production. Break-even analysis.                                            | Assignment                      |
|       | 2 <sup>nd</sup> week | Projected profit and loss account, cash flow statement and balance sheet                                                     |                                 |
|       | 3 <sup>rd</sup> week | Project appraisal techniques: Appraisal under uncertainty risk analysis.                                                     |                                 |
|       | 4 <sup>th</sup> week | Social cost benefit analysis: Concept, indicators of social desirability of Project                                          |                                 |
| Nov   | 1 <sup>st</sup> week | Methodology, L&M and TNIDO approach, SCBA in India:                                                                          | Test                            |
|       | 2 <sup>nd</sup> week | Network techniques for project control: PERT/CPM                                                                             |                                 |
|       | 3 <sup>rd</sup> week | Problem of time cost overrun; Project implementation practices in India                                                      |                                 |
|       | 4 <sup>th</sup> week | Revision                                                                                                                     |                                 |

Teacher's Sign

*Monika Sharma*  
 (Monika Sharma)

*Principal*  
 M.P.G.C.W.  
 Shahzadpur (Ambala)

**MAHARANI PADMAVATI GOVT.COLLEGE FOR WOMEN, SHAHZADPUR (AMBALA)**

**Lesson Plan**

**Academic Session** : 2026-27

**External marks-** 70

**Class** : M.Com. 3rd Semester

**Paper** : Consumer Behaviour

**Teacher's Name** : Monika Sharma

**Course Outcomes**

- Understand the nature of consumer behaviour and process of consumer buying
- Explore the variables resulting into differences in consumer decision making
- Comprehend the influence of external factor on consumer behaviour
- Gain insight into models of buyer behavior

| Month | Dates                | Topic to be covered                                                                                    | Assignments/<br>Tests/activities |
|-------|----------------------|--------------------------------------------------------------------------------------------------------|----------------------------------|
| Aug   | 1 <sup>st</sup> week | Concept of consumer; Consumer behaviour: Concept, types, applications                                  | Assignment                       |
|       | 2 <sup>nd</sup> week | Consumer buying roles; Types of Indian consumers, changing roles of Indian consumer                    |                                  |
|       | 3 <sup>rd</sup> week | Consumer buying process; Extensive; Limited and routine problem-solving behaviours                     |                                  |
|       | 4 <sup>th</sup> week | Internal determinants of consumer behaviour: Needs, motivation and involvement, Information processing |                                  |
| Sept. | 1 <sup>st</sup> week | Consumer perception; Learning, Attitude and attitude change                                            | Test                             |
|       | 2 <sup>nd</sup> week | Personality: Psychographics; Values and life-style                                                     |                                  |
|       | 3 <sup>rd</sup> week | External determinants of buying behaviour: Family, reference group and social class                    |                                  |
|       | 4 <sup>th</sup> week | Influence of cultural Sub-cultural aspects of consumer behavior                                        |                                  |
| Oct.  | 1 <sup>st</sup> week | Opinion leadership: Process, measurement, profile; WOM.                                                | Assignment                       |
|       | 2 <sup>nd</sup> week | Four view of consumer: Economic man, passive man                                                       |                                  |
|       | 3 <sup>rd</sup> week | Cognitive man, and emotional man                                                                       |                                  |
|       | 4 <sup>th</sup> week | Models of buyer behaviour                                                                              |                                  |
| Nov   | 1 <sup>st</sup> week | Diffusion of innovations and adaptation process                                                        | Test                             |
|       | 2 <sup>nd</sup> week | Consumer research: Concept                                                                             |                                  |
|       | 3 <sup>rd</sup> week | Importance, scope and methods.                                                                         |                                  |
|       | 4 <sup>th</sup> week | Revision                                                                                               |                                  |

Teacher's Sign

*Monika*  
(Monika Sherena)

Principal

M.R.G.C.W.  
Shahzadpur (Ambala)