

### Lesson Plan

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

Academic Session : July-Dec 2026

External marks-70

Class : M.com 1st sem

Paper : Strategic Management

Teacher's Name : Monika

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

- 1.Understand the concept of strategic management mission vision, objectives.
- 2.Understand various levels of strategy.
- 3.Learn strategic choice making process.
- 4.understand various issues involved in strategic implementation.

| Month | Dates                | Topic to be covered                                                                                                          | Assignments/<br>Tests/activities |
|-------|----------------------|------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| Aug   | 4th week             | decision making: Concept, significance and approaches                                                                        |                                  |
| Sept. | 1 <sup>st</sup> week | Strategic management process; Developing a strategic vision, mission setting objectives. ,strategic formulation,             | assignment                       |
|       | 2 <sup>nd</sup> week | Concept and components of environment, analyzing the external environment                                                    |                                  |
|       | 3 <sup>rd</sup> week | Organizational appraisal, Dynamics and internal environment                                                                  | Test                             |
|       | 4 <sup>th</sup> week | Methods and techniques of organizational appraisal                                                                           | Group discussion                 |
| Oct   | 1 <sup>st</sup> week | Porters generic strategy, strategic alternatives,                                                                            |                                  |
|       | 2 <sup>nd</sup> week | Variation strategy: internal and external alternatives                                                                       |                                  |
|       | 3 <sup>rd</sup> week | Competitive business strategy, cost leadership focus and differentiation strategy                                            | assignment                       |
|       | 4 <sup>th</sup> week | International level strategic alternatives                                                                                   | Test                             |
| Nov.  | 1 <sup>st</sup> week | Strategic choice, process, choice models, managerial factors                                                                 |                                  |
|       | 2 <sup>nd</sup> week | Strategic implementation challenges of change and organizational learning                                                    | Group discussion                 |
|       | 3 <sup>rd</sup> week | Strategy and structural decision, behavioral issue in implementation, Strategic management for new entrepreneurial ventures. |                                  |
|       | 4 <sup>th</sup> week | Strategic evaluation and control ,need ,process, and techniques, Strategic issues in technological era                       |                                  |
| Dec   | 1 <sup>st</sup> week | Revision                                                                                                                     | Test                             |

Teacher's Sign

(Monika, Asst. Prof. of Comm.)

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

# MAHARANI PADMAVATI GOVT. COLLEGE FOR WOMEN

## Lesson Plan

Academic Session: 2026-27

External marks: 70

Class: M.Com. 1st Semester

Paper: Retailing (M24-COM-105)

Teacher's Name: Dr. Priyanka

### Course Outcomes

- Understand the conceptual framework and organizational structure in retailing.
- Understand decisions involved in store location and planning.
- Comprehend the use of marketing tools and techniques by retailers.
- Understand retail pricing and retail operations policies, methods, and procedures.

| Month | Dates    | Topic to be covered                                                                                     | Assignments/<br>Tests/activities  |
|-------|----------|---------------------------------------------------------------------------------------------------------|-----------------------------------|
| Aug   | 1st week | Retailing – concept, characteristics, importance and functions.                                         | Discussion / activity             |
|       | 2nd week | Theories of retailing; emerging trends; evolution of retailing in India.                                | Discussion / activity             |
|       | 3rd week | History of retail institutions; contribution of retailing to Indian economy; globalization.             | Discussion / activity             |
|       | 4th week | Indian retailing scenario; organizational environment; factors behind change in Indian retail industry. | Discussion / activity             |
| Sept. | 1st week | Retail formats – ownership-based and store-based strategy mix.                                          | Discussion / activity, assignment |
|       | 2nd week | Web-based, non-store and other non-traditional retailing formats.                                       | Discussion / activity             |
|       | 3rd week | E-retailing and e-retailing strategies; unit review.                                                    | Discussion / activity             |
|       | 4th week | Retail market segmentation; trading-area analysis.                                                      | Discussion / activity             |
| Oct.  | 1st week | Store location – characteristics of trading areas and site selection.                                   | Discussion / activity             |
|       | 2nd week | Types of locations; location and site evaluation; store planning.                                       | Discussion / activity, assignment |
|       | 3rd week | Store design and layout; retail image mix; effective retail space management.                           | Discussion / activity             |
|       | 4th week | Atmospherics and human resource management in retailing.                                                | Discussion / activity             |
| Nov   | 1st week | Retail marketing mix; advertising and sales promotion; store positioning.                               | Discussion / activity             |
|       | 2nd week | Customer services; retail                                                                               | Discussion / activity             |
|       | 3rd week | merchandising                                                                                           | Discussion / activity             |
|       | 4th week | buying organisation formats and processes                                                               | Discussion / activity             |
| Dec   | 1st week | revision.                                                                                               |                                   |



Teacher's Sign



Principal  
M.P.G.C.W.  
Shahzadpur (Ambal

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

**LESSON PLAN**

**Academic Session:** 2026-27

**Class:** MCOM 1st Sem

**Paper Name :** Indian Business Environment

**Teacher Name:** Ms. Ashu

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

**CO 1:** To understand the dynamic relationship between business and its external environment.

**CO 2:** To analyze the impact of political, economic, social, technological, legal, and environmental (PESTLE) factors on business.

**CO 3:** To develop awareness of regulatory and institutional frameworks affecting business operations.

| Month | Date                 | Topics to be covered                            | Assignment                 |
|-------|----------------------|-------------------------------------------------|----------------------------|
| Aug   | 1 <sup>st</sup> week | Introduction, Environment Scanning              |                            |
|       | 2 <sup>nd</sup> week | Economic System                                 |                            |
|       | 3 <sup>rd</sup> week | LPG and Disinvestment                           |                            |
|       | 4 <sup>th</sup> week | NITI Aayog                                      | 1 <sup>ST</sup> Assignment |
| Sep   | 1 <sup>st</sup> week | Business Ethics                                 |                            |
|       | 2 <sup>nd</sup> week | Corporate Governance                            |                            |
|       | 3 <sup>rd</sup> week | Social Responsibility of Business               |                            |
|       | 4 <sup>th</sup> week | Economic Policies                               |                            |
|       | 5 <sup>TH</sup> week | Industrial and Licensing Policy, EXIM Policy    | 2nd Assignment             |
| Oct   | 1 <sup>st</sup> week | Industrial Sickness, Small scale Industry       |                            |
|       | 2 <sup>nd</sup> week | Technology Transfer, Environment Protection Act |                            |
|       | 3 <sup>rd</sup> week | Consumer Protection Act                         | Test                       |
|       | 4 <sup>th</sup> week | Competition Act                                 |                            |
|       | 5 <sup>TH</sup> week | Foreign Exchange Management Act                 |                            |
| Nov   | 1 <sup>st</sup> week | Intellectual Property laws Act                  | Test                       |
|       | 2 <sup>nd</sup> week | Revision                                        |                            |
|       | 3 <sup>rd</sup> week | Revision                                        |                            |
|       | 4 <sup>th</sup> week | Revision                                        |                            |
| Dec   | 1 <sup>ST</sup> week | Revision                                        |                            |

*Ashu*

*Meenu*

Principal  
Govt. College For Women  
Shahzadpur (Ambala)

# MAHARANI PADMAVATI GOVT. COLLEGE FOR WOMEN

## Lesson Plan

Academic Session : 2026-27

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

Paper : BRM

External marks- 50 Th/ 20 P

Teacher's Name :

**Course Outcomes-** Formulate research problem and identify variables. Develop an understanding of various search designs. Demonstrate knowledge of research process by undertaking a literature review. Interpretation of results and reporting of findings. Application of statistical tools for research.

| Month | Dates                | Topic to be covered                                                     | Assignments/<br>Tests/activities |
|-------|----------------------|-------------------------------------------------------------------------|----------------------------------|
| Aug   | 1 <sup>st</sup> week | Business Research: concept, significance, categories, types of research | Assignment-1                     |
|       | 2 <sup>nd</sup> week | Approaches to research, methods vs methodology                          |                                  |
|       | 3 <sup>rd</sup> week | Research problem                                                        |                                  |
|       | 4 <sup>th</sup> week | Hypotheses and research plan                                            |                                  |
| Sept. | 1 <sup>st</sup> week | Research process                                                        | Test-1                           |
|       | 2 <sup>nd</sup> week | Research design                                                         |                                  |
|       | 3 <sup>rd</sup> week | Research variables, scales of measurement                               |                                  |
|       | 4 <sup>th</sup> week | Literature review                                                       |                                  |
| Oct.  | 1 <sup>st</sup> week | Sampling, types of sampling errors                                      | Assignment-2                     |
|       | 2 <sup>nd</sup> week | Data collection and analysis                                            |                                  |
|       | 3 <sup>rd</sup> week | Hypotheses testing                                                      |                                  |
|       | 4 <sup>th</sup> week | Test of association                                                     |                                  |
| Nov   | 1 <sup>st</sup> week | Interpretation of data                                                  | Test-2                           |
|       | 2 <sup>nd</sup> week | Report writing                                                          |                                  |
|       | 3 <sup>rd</sup> week | Writing research proposal                                               |                                  |
|       | 4 <sup>th</sup> week | Revisions                                                               |                                  |
| Dec   | Between Revisions.   |                                                                         |                                  |

*Nisha*

Dr Nisha Pannu  
Teacher's Sign

*Meen*  
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. Ist Semester

**Paper** : Organisational Behaviour

**Teacher's Name** : Monika Sharma

**Course Outcomes-**

- Understand conceptual framework of OB and apply the knowledge of personality in the context of organisation.
- Understand the behaviour of individuals in the organisations in term of learning, attitude and perception.
- Interpret and make use of the key concepts with regard to group behaviour and transactional analysis.
- Handle conflicts and change management in organisational context.

| Month | Dates                | Topic to be covered                                                                                  | Assignments/<br>Tests/activities |
|-------|----------------------|------------------------------------------------------------------------------------------------------|----------------------------------|
| Aug   | 1 <sup>st</sup> week | Introduction to Organisational Behaviour                                                             | Assignment                       |
|       | 2 <sup>nd</sup> week | Approaches to the study of OB                                                                        |                                  |
|       | 3 <sup>rd</sup> week | Personality- Introduction, Characteristics, Determinants                                             |                                  |
|       | 4 <sup>th</sup> week | Theories of Personality                                                                              |                                  |
| Sept. | 1 <sup>st</sup> week | Learning- Introduction, Characteristics, Determinants, Theories                                      | Test                             |
|       | 2 <sup>nd</sup> week | Learning Through reinforcement                                                                       |                                  |
|       | 3 <sup>rd</sup> week | Attitude- Nature, components, model and sources, Types of work related attitudes, Changing attitudes |                                  |
|       | 4 <sup>th</sup> week | Perception- Introduction, nature, importance, factors influencing, Perception in organisation        |                                  |
| Oct.  | 1 <sup>st</sup> week | Group Dynamics                                                                                       | Assignment                       |
|       | 2 <sup>nd</sup> week | Group cohesiveness and Development                                                                   |                                  |
|       | 3 <sup>rd</sup> week | Group Desion Making                                                                                  |                                  |
|       | 4 <sup>th</sup> week | Transactional Analysis                                                                               |                                  |
| Nov   | 1 <sup>st</sup> week | Management of Conflict                                                                               | Test                             |
|       | 2 <sup>nd</sup> week | Organisational Change                                                                                |                                  |
|       | 3 <sup>rd</sup> week | Organisational Development                                                                           |                                  |
|       | 4 <sup>th</sup> week | Revision                                                                                             |                                  |

  
Teacher's Sign

(Monika Sharma)

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

## Lesson Plan of Financial Management (M24-COM-102)

Name of the Teacher: Dr. Yogita Sarohi

Subject: Financial Management

Class: M.COM

Semester: 1

Session: 2026-2027

Internal Marks: 30

External Marks: 70

### Course Objectives

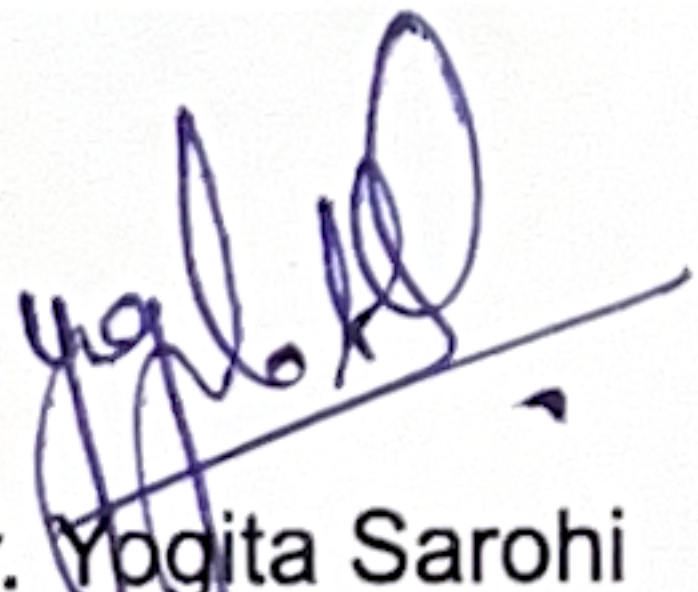
To introduce students to the basic concepts, tools and techniques of financial management and enable them to make sound financial decisions.

### Course Outcomes

- Apply financial management techniques relating to time value of money, cost of capital and financial planning etc.

### Lesson Plan w.e.f. 01.09.2026

| Month     | Dates                               | Topics                                                                                                                                 |
|-----------|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| September | First Week (1–4 September)          | Unit I: Financial Management—nature, significance, objectives and scope; functions of a finance executive.                             |
| September | Second Week (7–11 September)        | Unit I: Time value of money—concept, importance, present value, future value, annuity and practical problems.                          |
| September | Third Week (14–18 September)        | Unit II: Financial forecasting—concept, benefits and techniques; sources of finance.                                                   |
| September | Fourth Week (21–25 September)       | Unit II: Financial planning—need, importance, process and drafting of a financial plan.                                                |
| September | Fifth Week (28 September–2 October) | Unit II: Cost of capital—concept, significance and computation of simple and weighted average cost of capital.                         |
| October   | First Week (5–9 October)            | Unit II: Recent developments in financial management; revision and unit-based classroom exercises.                                     |
| October   | Second Week (12–16 October)         | Unit III: Capital structure—concept, determinants and theories of capital structure.                                                   |
| October   | Third Week (19–23 October)          | Unit III: Capital budgeting decisions—nature, importance and factors influencing capital expenditure decisions.                        |
| October   | Fourth Week (26–30 October)         | Unit III: Capital budgeting—evaluation criteria, risk analysis and capital rationing; numerical practice.                              |
| November  | First Week                          | Diwali Vacations.                                                                                                                      |
| November  | Second Week (9–13 November)         | Unit IV: Working capital management and control—need, types, determinants and assessment of working capital requirements.              |
| November  | Third Week (16–20 November)         | Unit IV: Management of cash, marketable securities and receivables; classroom problems and discussion.                                 |
| November  | Fourth Week (23–27 November)        | Unit IV: Dividend decisions—concept, types, dividend policies, determinants, theories and practices in India; revision and class test. |
| December  | First Week (30 November–4 December) | Comprehensive revision of all units; previous-question practice, doubt-clearing and preparation for end-term examination.              |

  
Dr. Yogita Sarohi  
Assistant Professor

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