

# Interaction Lesson Plan

Ruchi

BBA Department

Class: BBA 2<sup>nd</sup> Yr

Subject: BUSINESS RESEARCH METHODS

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Business Research – Meaning, types, managerial value of business research; theory and research – components, concept, constructs, definition variables proposition and hypothesis
3rd week of Jan	Deductive and inductive theory; nature and process and importance of problem definition
4th week of Jan	Purpose and types of research proposal, ingredients of research proposal.
Ist week of Feb	Research Design – Meaning, classification and elements of research design, methods and categories of exploratory research
2nd week of Feb	Basic issues in experimental design,
3rd week of Feb	Classification of experimental design;
4th week of Feb	Concept and their measurement, measurement scales.
Ist week of March	Sample design and sampling procedure
2nd week of March	Holi break
3rd week of March	Determination of sample size, research methods of collecting primary data.
4th week of March	Issues in construction of questionnaire.
Ist week of April	Statistical techniques of data analysis, nature and types of descriptive analysis,
2nd week of April	Uni-variate and bivariate tests of statistical significance,
3rd week of April	Meaning and types of research report, ingredients of research report.
4th week of April	Presentation and Query

# Interaction Lesson Plan

Ruchi

BBA Department

Class: BBA 1<sup>st</sup> year

Subject: Essentials of Economics

Month: Feb to May 2025

Ist week of Feb	Nature of Economics, positive and normative economics, diverse fields of economics
2nd week of Feb	economic theory, economic models, economic policy and economic systems
3rd week of Feb	scarcity and choice, fundamental problems of economy,
4th week of Feb	Demand, supply and markets
Ist week of March	National Income, economic growth and development,
2nd week of March	Holi break
3rd week of March	Productivity and capital formation
4th week of March	Saving and Investment, working of a multiplier, government spending and outcomes
Ist week of April	The Economics of Central Banking
2nd week of April	Creation of credit, determination of exchange rate
3rd week of April	International trade and economic integration,
4th week of April	Trade openness and growth
Ist week of May	Macroeconomic Challenges (with special reference to India): inflation, income inequality
2nd week of May	Poverty, unemployment, corruption, human development, and global warming
3rd week of May	Presentation and Query
4th week of May	Presentation and Query

# Interaction Lesson Plan

Ruchi

BBA Department

Class: BBA 3rd Yr

Subject: FOUNDATIONS OF INTERNATIONAL BUSINESS

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Types of international business; basic structure of international business environment
3rd week of Jan	Risk in international business; motives for international business; barriers to international business.
4th week of Jan	Global trading and financial system – an overview
Ist week of Feb	Foreign market entry modes; factors of country evaluation and selection
2nd week of Feb	Decisions concerning foreign direct and portfolio investment
3rd week of Feb	Control methods in international business.
4th week of Feb	Basic foreign manufacturing and sourcing decisions
Ist week of March	product and branding decisions for foreign markets
2nd week of March	Holi break
3rd week of March	Approaches to international pricing
4th week of March	Foreign channel and logistical decisions.
Ist week of April	Accounting differences across countries
2nd week of April	Cross cultural challenges in international business; international staffing and compensation decisions
3rd week of April	Basic techniques of risk management in international business.
4th week of April	Presentation and Query

# Interaction Lesson Plan

Ruchi

BBA Department

Class: BBA 2<sup>nd</sup> Yr

Subject: HUMAN RIGHTS AND VALUES

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Concept of Human Rights, Indian and international perspectives of Human Rights, Evolution of Human Rights, Human Rights movements in India
3rd week of Jan	Classification of Human Rights and Relevant Constitutional Provisions to Right to Life, Liberty and Dignity
4th week of Jan	Right to Equality, Right against Exploitation, Cultural and Educational Rights, Economic Rights, Political Rights and Social Rights.
Ist week of Feb	Deprivation of Human Rights – Core Issues: Poverty, overpopulation, illiteracy, Problems of Unsustainable Development,
2nd week of Feb	Disadvantaged Groups – (a) Women (b) Children (c) Scheduled Castes and Scheduled Tribes
3rd week of Feb	Homeless and Slum Dwellers (e) Physically and Mentally Handicapped f.
4th week of Feb	Refugees and Internally Displaced Persons.
Ist week of March	Redressal Mechanisms for Human Rights Violations: Violation of Human Rights by State. Violation of Human Rights by Individuals and groups
2nd week of March	Holi break
3rd week of March	Nuclear Weapons and terrorism. Government systems for Redressal, Judiciary, National Human Rights Commission and other Statutory Commissions,
4th week of March	Media Advocacy, Creation of Human Rights Literacy and Awareness.
Ist week of April	Concept of Human Values: Aim of education and value education; Evolution of value oriented education; Concept of Human values
2nd week of April	Taypes of values; Components of value education. Character Formation Towards Positive Personality - Truthfulness, Sacrifice, Sincerity
3rd week of April	Self-Control, Altruism, Tolerance, Scientific Vision; Value Education towards National and Global Development, National Integration and international understanding
4th week of April	Presentation and Query



# Interaction Lesson Plan

Ruchi

BBA Department

Class: BBA 3rd Yr

Subject: INCOME TAX

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Basic concepts of income tax
3rd week of Jan	Residential status and tax incidence
4th week of Jan	Income exempted from tax.
Ist week of Feb	Income from salaries
2nd week of Feb	Income from house property
3rd week of Feb	Income from profits and gains of business
4th week of Feb	Income from profits and gains of profession.
Ist week of March	Income from capital gains,
2nd week of March	Holi break
3rd week of March	Income from other sources
4th week of March	Set off and carry forward of losses,
Ist week of April	clubbing of income, deduction of tax at source.
2nd week of April	Deductions from gross total income
3rd week of April	Assessment of individuals
4th week of April	Presentation and Query

# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 1<sup>st</sup> year

Subject: Business communication

Month: Feb to May 2025

Ist week of Feb	Introduction: Basics of communication,
2nd week of Feb	Seven Cs of effective communication .barriers to communication.
3rd week of Feb	The ethical context of communication.
4th week of Feb	Business communication at the workplace: Letter writing
Ist week of March	Component, layout and process, e-mail communication.
2nd week of March	Holi break
3rd week of March	Bad news messages, persuasive written communication,
4th week of March	Memos, notice, agenda
Ist week of April	Minutes of meeting
2nd week of April	Report writing: Types of business reports,
3rd week of April	The structure of reports, short reports, long reports
4th week of April	Abstracts and summaries, proposals
Ist week of May	Communication Skills: Reading skills, listening skills, note making,
2nd week of May	Persuasive speaking, body language, gestures
3rd week of May	Presentation and Query
4th week of May	Presentation and Query

# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 2nd Yr

Subject: BUSINESS LAWS

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Law of contract: meaning and essentials of a valid contract; offer and acceptance; capacity to contract
3rd week of Jan	Consent and free consent; consideration; void agreements; quasi contract.
4th week of Jan	Different mode of discharge of contract; remedies for breach of contract.
Ist week of Feb	Purpose and meaning of the contract of the guarantee; kinds of guarantees; rights and obligations of creditors.
2nd week of Feb	Rights, liabilities and discharge of surety; contract of indemnity; Definition of bailment and its kinds.
3rd week of Feb	Duties and rights of a bailor and a bailee
4th week of Feb	Rights and duties of a pledger and pledgee.
Ist week of March	Contract of agency; definition of agent and agency; creation of agency.
2nd week of March	Holi break
3rd week of March	Duties and rights of agent and principal; principal's duties towards agents and third parties; termination of agency; power of attorney
4th week of March	Law of sale of goods – definition and essential of a contract of sale, conditions and warranties, passing of property in goods; performance of contract; right of unpaid seller; remedies for breach of contract.
Ist week of April	Negotiable instrument act – Meaning and essential elements of a negotiable instruments; types of negotiable instrument; holder and holder in due course; negotiation of negotiable instruments
2nd week of April	Dishonor of negotiable instruments. Meaning and scope of information technology act; digital signature; electronic governance; regulation of certifying authority; digital signature certificates; duties of subscribers; penalties adjudication and offences.
3rd week of April	RTI Act 2005 : Purpose, Right to Information and Obligation of Public Authorities, Exemption from disclosure of information
4th week of April	Presentation and Query





# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 3rd Yr

Subject: Consumer protection

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Concept and types of consumer, need for consumer protection; approaches to consumer protection
3rd week of Jan	Consumer buying motives
4th week of Jan	Doctrines of caveat emptor and caveat venditor; concept of consumer's sovereignty; basic consumer rights.
Ist week of Feb	Measures for consumer protection in India
2nd week of Feb	Basic provisions of the Consumer Protection Act.(CPA)1986
3rd week of Feb	Organizational set up for consumer protection under CPA.
4th week of Feb	Procedure of filing a complaint; relief available.
Ist week of March	Competition Act – Provisions relating to consumer protection
2nd week of March	Holi break
3rd week of March	Role of voluntary consumer organizations; formation and registration of a voluntary consumer organization
4th week of March	Business self-regulation, consumer awareness – role of media and government.
Ist week of April	Recent developments in consumer protection movement
2nd week of April	Consumer information and knowledge as means of protection.
3rd week of April	Sources of consumer information, ethical marketing as an instrument of consumer protection, Role of Advertising Standard Council of India in consumer protection.
4th week of April	Presentation and Query

# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 2nd Yr

Subject: FINANCIAL MANAGEMENT

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Evolution, scope and function of finance managers
3rd week of Jan	Objectives of financial management
4th week of Jan	Profit vs. wealth maximization, time value of money.
Ist week of Feb	Investment Decisions; brief introduction of cost of capital
2nd week of Feb	Methods of capital budgeting
3rd week of Feb	ARR, PBP, NPV and IRR, capital rationing (simple problems on capital budgeting methods).
4th week of Feb	Financing decision: operational and financial leverage
Ist week of March	Capital structure theories
2nd week of March	Holi break
3rd week of March	NI, NOI and traditional approach; EPS-EBIT Analysis.
4th week of March	Dividend decision and Management of working capital.
Ist week of April	Determinants of dividend policy; Walter's Dividend Model
2nd week of April	Operating Cycle, brief discussion on management of cash.
3rd week of April	Receivable and inventory (simple problem on operating cycle and inventory management).
4th week of April	Presentation and Query

# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 2nd Yr

Subject: HUMAN RESOURCE MANAGEMENT

Month: Jan to April 2025

Ist week of Jan	Winter vacation
2nd week of Jan	Introduction – nature and scope of human resource management, HRM objectives and functions
3rd week of Jan	HRM policies, HRM in globally competitive environment; strategic human resource management
4th week of Jan	HR outsourcing – BPO, KPO.
Ist week of Feb	Acquiring human resources – human resource planning
2nd week of Feb	Job analysis and job design, employee involvement
3rd week of Feb	Flexible work schedule, recruitment
4th week of Feb	Selecting human resources, placement and induction, right sizing.
Ist week of March	Developing human resources – employee training, training need assessment, training methods and evaluation
2nd week of March	Holi break
3rd week of March	Cross-cultural training, designing executive development programme, techniques of executive development
4th week of March	Career planning and development. Employee retention, Succession planning.
Ist week of April	Enhancing and rewarding performance – establishing the performance management system
2nd week of April	Establishing rewards and pay plans, employee benefits, ensuring a safe and healthy work environment
3rd week of April	Balance Scorecard, Competency based HRM.
4th week of April	Presentation and Query

# Interaction Lesson Plan

Chetna

BBA Department

Class: BBA 1<sup>st</sup> year

Subject: Managerial Skills

Month: Feb to May 2025

Ist week of Feb	Meaning and concept of managerial skills, Need and its importance.
2nd week of Feb	Techniques of skill development for effective management.
3rd week of Feb	Application of management skills.
4th week of Feb	Coordination and Interpersonal roles.
Ist week of March	Problem-solving: Problem-solving, creativity, innovation, steps of analytical problem solving.
2nd week of March	Holi break
3rd week of March	limitations of analytical problem solving, impediments of creativity, multiple approaches to creativity Empowering and delegating.
4th week of March	Meaning of empowerment, dimensions of empowerment, how to develop empowerment, inhibitors of empowerment, delegating works.
Ist week of April	Teams and Groups: Team Building, developing teams and teamwork, advantages of a team.
2nd week of April	leading a team, team membership, Group Dynamics.
3rd week of April	Group Behaviour, Cohesion, Importance of Brain Storming,
4th week of April	Sensitivity Training, Nominal Group techniques, Leadership and competence development.
Ist week of May	Communication: Process of communication, Need and Importance of communication skills. Types of communication, conduct of meetings
2nd week of May	Interviews, reporting of projects, reporting of case analysis, Building self-confidence, Role of motivation skills in developing managers
3rd week of May	Presentation and Query
4th week of May	Presentation and Query